

ENERGY STAR[®] for Light Commercial HVAC Fact Sheet for Contractors

What is ENERGY STAR?

ENERGY STAR is a voluntary program that promotes comprehensive energy management by identifying and labeling enhanced performance products that save money and help protect the environment by saving energy.

The ENERGY STAR label is placed on products that meet or exceed energy-efficiency guidelines set by the US Environmental Protection Agency (EPA) and the US Department of Energy (DOE). ENERGY STAR labeled light commercial HVAC products are designed with enhanced performance to help save money on utility costs and provide more efficient heating and cooling comfort.

Contractors who understand the energy and money saving benefits of ENERGY STAR labeled HVAC products, use the label to help them sell higher-priced and higher-value systems often increasing their profitability while doing so.

What are the benefits to my business?

Value to your clients. The ENERGY STAR label signifies energy-efficient solutions that will save your customers money while protecting the environment for future generations. ENERGY STAR labeled light commercial HVAC products use about 15 to 20% less energy per year than conventional models. This will save your customers money on their energy bill while providing them efficient comfort. ENERGY STAR light commercial HVAC products are typically well suited for small office buildings, retail sites, medical care facilities, hotels, military barracks, and schools and universities.

Competitive in the marketplace. The demand for energy-efficient products and services is increasing rapidly as consumers and local governments grow more concerned about energy management and the environment. Building codes across states reflect this trend towards energy efficiency. Stay ahead of your competition by offering customers ENERGY STAR labeled HVAC products.

Promote for profit. ENERGY STAR labeled light commercial HVAC products are often higher-valued and higher-priced systems. Selling ENERGY STAR can generate more revenue and profit for your company and increase customer satisfaction, which could result in increased word-of-mouth advertising for you.

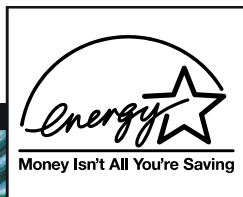
Third-party credibility. According to a household survey done by the Consortium for Energy Efficiency, the ENERGY STAR label is recognized by over 40 percent of American consumers. Build upon the ENERGY STAR brand by taking advantage of the ENERGY STAR marketing tools such as ENERGY STAR's logos, fact sheets, and the Web site at www.energystar.gov.

How does it help save money and the environment?

Saves Money and Energy. According to the US EPA, about \$40 billion is spent annually in the US to air condition buildings—one-sixth of all electricity generated in a year! Energy is typically the largest operating expense for commercial buildings. ENERGY STAR qualified light commercial HVAC products use 15 to 20% less energy per year than conventional models.

Decreased Pollution. Reduced energy demand means less burning of fossil fuels, which results in less pollution from power plants. Less pollution means cleaner air and reduced greenhouse gas emissions—pollutants that are linked to global climate change.

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What are the specifications for ENERGY STAR light commercial HVAC?

Central AC – Split or single packaged units (65,000 to 250,000 Btu/h)
<65,000 Btu/h must be ≥12 SEER (3 phase)
≥65,000 to <135,000 Btu/h must be ≥11.0 EER and 11.4 IPLV
≥135,000 to ≤250, 000 Btu/h must be ≥10.8 EER and 11.2 IPLV

Gas Packs – Must meet the appropriate cooling specifications for central AC based on its size category.

Heat Pumps – Split or single packaged units (65,000 to 250,000 Btu/h)
<65,000 Btu/h must be ≥12 SEER and 7.6 HSPF (3 phase)
≥65,000 to <135,000 Btu/h must be ≥10.1EER (10.4 IPLV) and 3.2 COP
≥135,000 to ≤250, 000 Btu/h must be ≥9.3 EER (9.5 IPLV) and 3.1 COP

For detailed information about the specifications, please call or e-mail one of the contacts below.

What light commercial HVAC products are eligible?

Any product that meets the above specifications can be eligible for the ENERGY STAR label. Contact your preferred manufacturer to find out if they have any labeled light commercial HVAC products. Or, visit www.energystar.gov for a list of labeled HVAC products.

How can I participate in ENERGY STAR?

- Educate your customers about the benefits of ENERGY STAR labeled HVAC products, including the potential savings on their utility bill.
- Offer your clients ENERGY STAR labeled HVAC products and energy-efficient improvements in their overall system including the duct system.
- Provide your customers with information on potential savings available from incentive programs for installation of high efficiency equipment.
- Use the marketing tools provided by ENERGY STAR, such as ENERGY STAR’s Web site, fact sheets, and logos. By meeting the ENERGY STAR Logo Use Guidelines, you may use the logos below to promote ENERGY STAR.



These logos can be downloaded from www.energystar.gov/linkage.

- Submit case studies and articles about your projects to highlight the benefits of energy efficient light commercial HVAC equipment. Your submission may be added to the ENERGY STAR Web site!

For more information

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www.energystar.gov
ENERGY STAR Web Site Address

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