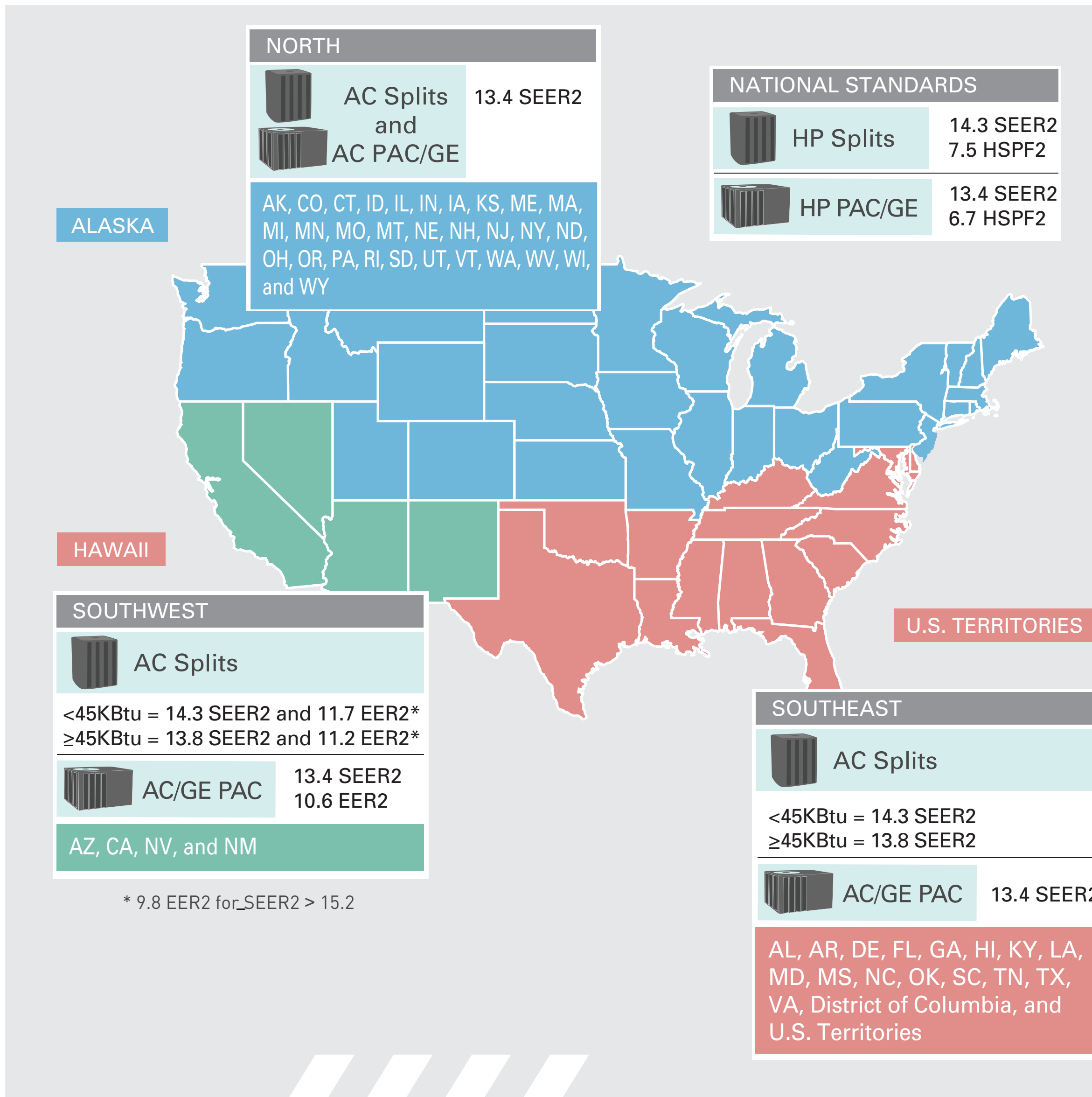


# What You Need to Know 2023 REGULATORY CHANGES



In 2023, there will be new minimum efficiency standards that are based upon new metrics (SEER2/EER2/HSPF2) derived from a new test procedure (M1).

There will be product launches that comply with these regulations. Please be familiar with these new regulations, and be on the lookout for exciting new products!



Split System A/C	SEER	Built Before 2023						Built 2023+			
		Install Before 2023			Install 2023+			Install 2023+			
		N	SE	SW	N	SE	SW	N	SE	SW	
13		Y	N	N	Y	N	N	Illegal to sell in the U.S.			
14		Y	Y	N	Y	N	N				
14 SW EER		Y	Y	Y	Y	N	N				
15		Y	Y	Y	Y	N	N				
15 SW EER		Y	Y	Y	Y	N	N				
16		Y	Y	Y	Y	N	N				
16 SW EER		Y	Y	Y	Y	N	N				
18+		Y	Y	Y	Y	Y	N				
18+ SW EER		Y	Y	Y	Y	Y	Y				
SEER2		Okay to rate to SEER2 prior to 2023 as long as they meet the new minimum efficiencies						Y	N	N	
	13.4							Y	N	N	
	14.3							Y	Y	N	
	14.3 SW EER2							Y	Y	Y	
	14+							Y	Y	Y	
	15+ SW EER2							Y	Y	Y	

The yellow EnergyGuide labels that are affixed on outdoor units will govern what can and cannot be sold in your region. This is especially important for legacy AC products in the South.

**EnergyGuide Labels with SEER**  
Subject to Regional Standards if SEER < 15

**EnergyGuide Labels with SEER2**

Number SEER ≥ 15 (for 1.5 to 3.5 ton\*) SEER ≥ 14.5 (for 4 to 5 ton\*\*) can be installed in SouthEast

Can be installed in SouthWest  
EER > 12.2 if 1.5 to 3.5 ton\*  
> 11.7 if 4 or 5 ton\*\*  
> 10.2 if SEER ≥ 16

\* Less than 45,000 BTUs  
\*\* Greater than 45,000 BTUs

Scan to find out MORE.

