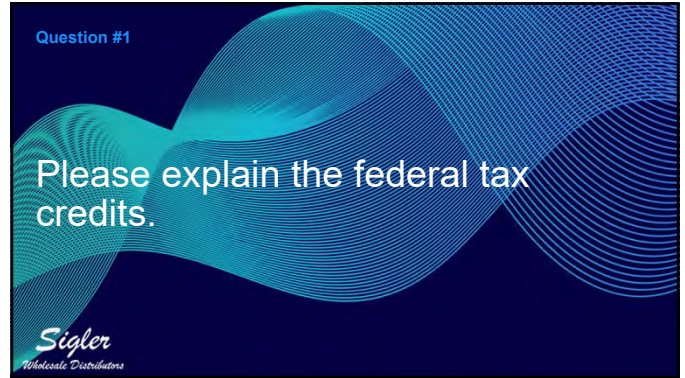
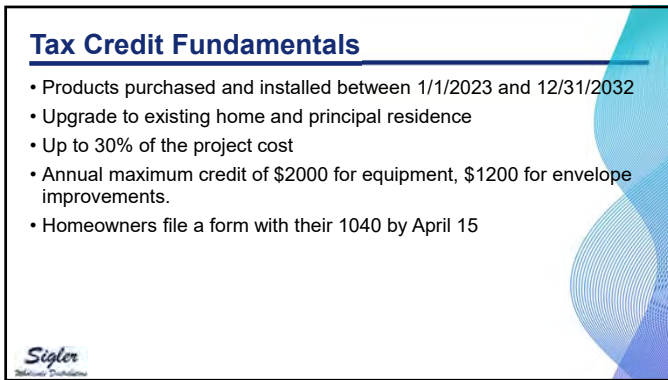




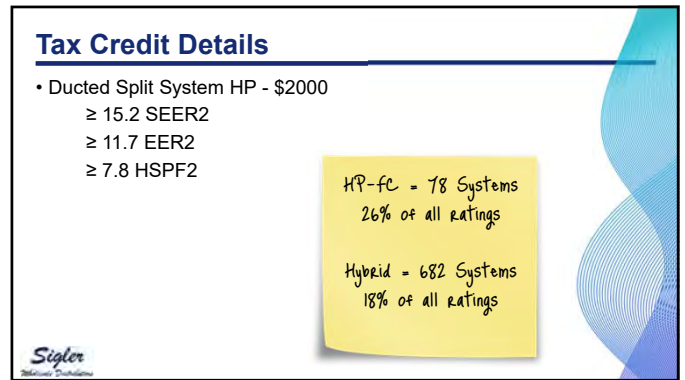
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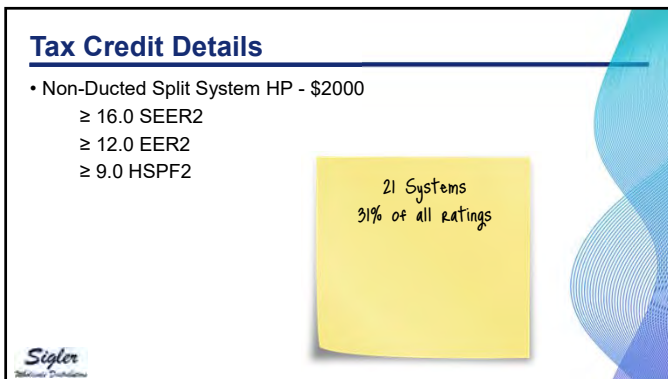
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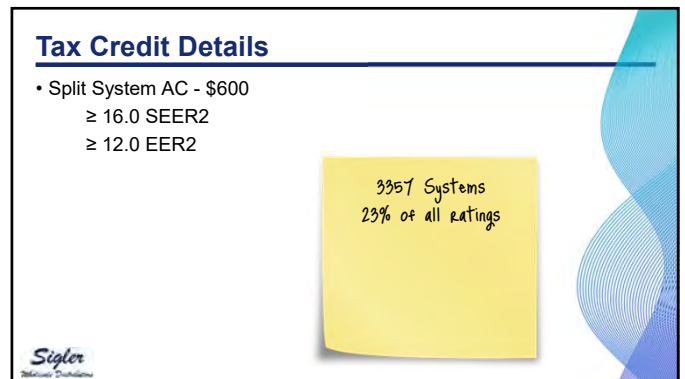
3



4



5




6

Tax Credit Details

- Gas Furnace - \$600
≥ 97.0 AFUE

59MNTB
Upflow OR Horizontal



7

Question #2


When are the new heat pumps going to be available?



8

Inventory Status

- Inventory Available as of Monday...
 - Old 25H Models = 1628
 - Old CH Models = 795
- Inventory On Hand or On Order as of Monday...
 - New 25S Models = 334
 - New 25T Models = 75



9


New Promotion, Up to \$250 Per Ton

Why wait until April 15 of next year for your homeowners to save money on a heat pump?
Check out these great savings on 2022 models that are in stock today!

| Model Number | Normal Price | Discount | Today's Price | Concord | San Jose | Santa Rosa | S. San Fran |
|--------------|--------------|----------|---------------|---------|----------|------------|-------------|
| ZSHCE418AP03 | \$2,352 | \$150 | \$2,182 | 1 | 1 | 6 | 10 |
| ZSHCE424AP03 | \$2,375 | \$200 | \$2,175 | 4 | 6 | 1 | 6 |
| ZSHCE436AP03 | \$2,490 | \$150 | \$2,340 | 2 | 2 | 2 | 2 |
| ZSHCE438AP03 | \$3,239 | \$300 | \$2,939 | 0 | 2 | 1 | 0 |
| ZSHCE443AP03 | \$3,632 | \$350 | \$3,282 | 4 | 1 | 2 | 0 |
| ZSHCE448AP03 | \$4,053 | \$400 | \$3,653 | 0 | 8 | 5 | 5 |
| ZSHCE460AP03 | \$4,807 | \$500 | \$4,307 | 0 | 2 | 0 | 0 |

| Model Number | Normal Price | Discount | Today's Price | Concord | San Jose | Santa Rosa | S. San Fran |
|--------------|--------------|----------|---------------|---------|----------|------------|-------------|
| CH18N0010P03 | N/A | \$225 | \$2,107 | 1 | 16 | 0 | 4 |
| CH18N0010P03 | N/A | \$300 | \$2,278 | 5 | 19 | 0 | 0 |
| CH18N010P03 | N/A | \$375 | \$2,315 | 23 | 40 | 72 | 0 |
| CH18N010P03 | N/A | \$450 | \$2,390 | 1 | 19 | 0 | 0 |
| CH18N0410P03 | N/A | \$525 | \$2,107 | 2 | 4 | 0 | 0 |
| CH18N040P03 | N/A | \$600 | \$2,453 | 2 | 22 | 0 | 0 |
| CH18N0010P03 | N/A | \$750 | \$2,857 | 1 | 10 | 0 | 3 |


| Model Number | Normal Price | Discount | Today's Price | Concord | San Jose | Santa Rosa | S. San Fran |
|--------------|--------------|----------|---------------|---------|----------|------------|-------------|
| ZSHHA418A003 | \$2,300 | \$150 | \$2,150 | 0 | 11 | 0 | 1 |
| ZSHHA24A003 | \$2,300 | \$200 | \$2,100 | 0 | 11 | 1 | 0 |
| ZSHHA24A003 | \$2,300 | \$250 | \$2,050 | 0 | 0 | 0 | 0 |



10

Question #3

What ductless units are tax credit eligible?




11

IRA Tax Credit versus Rebate


Tax Credits


- ✓ Federal level
- ✓ Tax credits at all incomes
- ✓ Tax credits can be combined with one another and rebates
- ✓ Tax credit can be filed for the following calendar/tax year



Rebate Programs

- ✓ State level
- ✓ Favor lower income households
- ✓ Federally funded rebates cannot be combined with one another
- ✓ Intended for immediate, point-of-sale benefit





12

Inflation Reduction Act of 2022 Impact in 2023

The Inflation Reduction Act of 2022 (IRA) overhauled and extended existing tax credits and created two grants for states to establish rebate programs.

Tax Credits

AOR Focused:
25C and 25D


RNC/Commercial Focused:
45L and 179D

State Administered Rebates

The High-Efficiency Electric Home Rebate Program (HEEHRP): Tied to Energy Star 6.1

The HOMES Rebate Program: requires an assessment of the complete efficiency of the home.


Both rebate programs incentivize installations for household with incomes that are lower than the local median income (LMI).



13

Inflation Reduction Act – Existing Tax Credits

| Tax Section | Name | Individual Amount | Length | Performance Requirement |
|-------------|---|--|---|---|
| 25C | Nonbusiness Energy Property Credit | 30% Installation cost -Up to \$600 AC -Up to \$600 Furnace -Up to \$2000 HP | 1/1/2023 - 12/31/2032 *2022 Old credits/levels | Highest efficiency CEE Tier excluding any Advanced Tier |
| 25D | Residential Energy Efficient Property | Geothermal HP 30% cost 2022 - 2032 26% cost 2033-2034 22% cost 2034-2035 | 1/1/2022 - 12/31/2034 | Geothermal HP Energy Star |
| 45L | New Energy Efficient Home Credit | \$2500 SF or \$5000 zero-energy SF \$500 MF or \$1000 zero-energy MF | 1/1/2022 - 12/31/2032 | New Home Requirement 3.1 |
| 179D | Efficient Commercial Building Deduction | \$2.50-\$5.00/sq ft total Increases based off and wage req | none | Minimum of 25% efficiency increase to ASHRAE 90.1 |




14

CEE Criteria & Applicable Products

| Criteria Rank | Technology | Offering | Product | SEER (H) | SEER (S) | SEER2 (H) | SEER2 (S) | COP @ 55°F | Capacity Ratio (175/215) | Capacity Ratio (215/270) | Other Requirements | 25C Tax Credit (Up to) | CARRIER Particulate Products | |
|------------------|--------------------------|------------------------|----------------|----------|----------|-----------|-----------|------------|--------------------------|--------------------------|--------------------|------------------------|---|--|
| CEE | Heat Pumps | Split-ducted Heat Pump | North - Tier 1 | 15.2 | 10.0 | 8.1 | 1.75 | 158% | 270% | Choice of capacity ratio | | \$2000 | 25VNA4, 25TFA2, G4T7, 3BMU4A, 3EM4B, 3EM4C | |
| | | | South - Tier 1 | 15.2 | 11.7 | 7.8 | | | | | | | | |
| | | North - Tier 2 | 16.0 | 9.0 | 9.5 | 1.75 | 158% | 270% | Choice of capacity ratio | | | | \$2000 | 25VNA4, 25VNA1, 25TFA2, G4T7, 25DPA1, 25DCA1, 3EM4, 3EM4A, 3EM4B |
| | South - Tier 2 | 16.0 | 12.0 | 9.0 | | | | | | | | | 3EM4B, 3EM4A, 3EM4C, 3EM4B, 3EM4B, 3EM4B | |
| | Packaged Heat Pump | North - Tier 1 | 15.2 | 10.0 | 8.1 | 1.75 | 158% | 270% | Choice of capacity ratio | | | | \$2000 | 3EM4B, 3EM4A, 3EM4C, 3EM4B, 3EM4B, 3EM4B |
| | | South - Tier 1 | 15.2 | 10.0 | 7.3 | | | | | | | | | 3EM4B, 3EM4A, 3EM4C, 3EM4B, 3EM4B, 3EM4B |
| Air Conditioners | Split AC | Tier 2 | 16.0 | 12.0 | | | | | | | | \$600 | 24VNA1, 24VNA3, 24TFA2, G4T7, 24DPA1, 24DCA1, 3EM4, 3EM4C | |
| | | Tier 1 | 15.2 | 11.5 | | | | | | | | | \$600 | 3EM4, 4EM4 |
| Furnaces | Gas-Fired Forced Hot Air | Tier 1 | | | | | | | | | 107% AFUE | \$600 | 3EM4C7 | |


PLEASE NOTE:
 1. Please refer to MyCarrierRatings.com and/or AHRI Directory to determine the compliance of specific combinations.
 2. Conformance with North Heat Pump criteria based on capacity maintenance ratio of 58% at 175°F.
 3. COP at 55° assumed to be 1.75 for North Heat Pumps. AHRI to be updated by the end of February 2023 with 5°F capacity and COP data.



15


Question #4

Where do we go for resources regarding customer rebates?



16


Carrier Rebate Center



17

What was the link?

- www.SiglerNorCal.com/handouts
- All of the "handouts" from today's class...



18

Question #5

What systems qualify for Bayren?




19

BayREN

| Heating and Cooling Measures | |
|---|---------|
| High efficiency central gas furnace ≥ 95% AFUE w/ Variable Speed Motor (must replace existing central gas furnace) | \$300 |
| High efficiency split central air conditioner ≥ 17 SEER | \$800 |
| High efficiency packaged central air conditioner ≥ 16 SEER (must replace entire load associated with existing central AC) | |
| High efficiency heat pump ≥ 17 SEER and ≥9.4 HSPF (must replace entire load associated with electric heating system or heat pump or for electrification must replace existing central natural gas furnace and air conditioner with ducted direct exchange (non mini-split) heat pump or replace wall/floor furnace with a ductless mini-split heat pump.) | \$1,000 |


Contractors must sign up with the BayREN Home+ program in order to offer rebates. Contractor participation is free. To sign up to become a participating contractor, call (866) 878-3008 ext. 3 or email support@bayren.org.



20


Question #6

What makes a system "Energy Star?" Are there rebates for that?




21

What is Energy Star?



- > **Guidance** on how to save energy, money and protect the environment
- > **20 years old**
- > **Certified products** by **third-party** by an EPA recognized laboratory
- > **Must operate 10-20 percent more efficient** than non energy star equipment.



22

What is Energy Star?

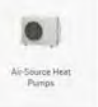


Find all the information you need to choose ENERGY STAR certified products, including rebates, and retailers near you. Products that earn the ENERGY STAR label meet strict energy efficiency specifications set by the U.S. EPA, helping you save energy and money while protecting our climate by making choices that count for a clean-energy future.

[View Energy Efficient Products For Businesses](#)

[See A Full List Of Products](#)

Heating & Cooling

- [Air-Source Heat Pumps](#)
- [Boilers](#)
- [Central Air Conditioners](#)
- [Ductless Heating & Cooling Furnaces](#)
- [Geothermal Heat Pumps](#)

23

What is Energy Star?


ENERGY STAR Rebate Finder

Find rebates and special offers near you on ENERGY STAR certified products. Products that earn the ENERGY STAR label meet strict energy-efficiency specifications set by the U.S. EPA helping you save energy and money while protecting the environment.

Enter your zip code to begin. [Find Rebates](#)

Additional Resources from ENERGY STAR

- [LEARN MORE ABOUT PRODUCTS](#)
- [PRODUCT FINDER](#)
- [My ENERGY STAR](#)




24

Production Stopped

- This combination only has a M rating
- Anything with only an M rating and no M1 rating has been changed to "Production Stopped"
- Generally, this means that it didn't make the minimum SEER2, EER2 or HSPF2 rating


| AHRI Certified Reference Number | Old AHRI Reference Number | Model Status | Manufacturer Type | AHRI Type | Phase | Series Name | Brand Name | Model Number (Condenser or Single Package) | Brand Name | Model Number (Evaporator and/or Air Handler) |
|---------------------------------|---------------------------|--------------------|-------------------|-----------|-------|-------------|------------|--|------------|--|
| 260003312 | | Production Stopped | Systems | RCU-A-CB | 1 | COMFORT | CARRIER | 24SCA536WV30" | | CVPWA3617XMC |



31

Question #9


We're rapidly moving toward a heat pump world, is factory capacity ready for this future?



32

5,582,000 Square Feet

| FACTORIES | | DISTRIBUTION CENTERS | |
|---|--|--|--|
| United States | Mexico | United States | |
| Collierville Collierville, TN Splits 800K sq ft | Plant A Monterrey, MX Splits and Coils 250K sq ft | Byhalia, Mississippi Splits, Evaporator Coils 700K sq feet | |
| Indianapolis Indianapolis, IN Gas Furnaces 660K sq ft | Plant C Monterrey, MX Small Roof Tops and Splits 422K sq ft | San Antonio, Texas Splits, Coils, SPP, Commercial STX1 515K sq feet, STX2 850K sq feet | |
| | Plant D Monterrey, MX Roof Tops and Splits 390K sq ft | Lewisburg, Tennessee All products 451K sq feet | |
| | Plant E Monterrey, MX SPP Units & Fan Coils 411K sq ft | Indianapolis, Indiana Gas Furnaces 133K sq feet | |



33

...and Growing

- Collierville factory is being renamed "The Heat Pump Center of Excellence"
- Now Building "Plant G" in Monterey




34

U.S News – Best HVAC Company of 2023

Carrier 4.2 ★★★★★ U.S. News Rating

Best HVAC Company of 2023

Best For:

- ✓ Anyone looking to purchase from the industry leader
- ✓ Homeowners who value a quiet system
- ✓ Those concerned with energy efficiency

Not Recommended For:

- ✗ Shoppers on a budget
- ✗ Customers who want the best possible warranty

Services and Cooling Products Available:

Air Conditioners, Furnaces, Heat Pumps, Ductless Systems

More Details


Carrier is our Best HVAC Company of 2023 with a score of 4.2 out of 5. It offers 16 HVAC systems that professional reviewers say are some of the quietest and most energy-efficient available. Its furnaces and heat pumps also get high marks for their innovative technology and reliability. You can purchase a packaged system, ductless mini-split system, air handler, air purifier, humidifier, and more. Carrier systems aren't the cheapest available, so if you're on a budget, you might want to look at other companies. But you can't go wrong with Carrier if you're willing to pay a little more for a high-quality unit that will last.



35

Question #10

How does a heat pump really work? Is it a better choice?



36

Heat Pumps

The slide compares two versions of heat pump systems. On the left, 'Homeowner Version' shows a photograph of three people in a living room. On the right, 'Professional Version' shows a complex schematic diagram of a heat pump system with multiple components and piping.

Homeowner Version Professional Version

Sigler
Mechanical Contractors

37

A grid of six video thumbnails for training classes. The top row includes 'Heat Pump Part II Class', '2023 Product Class', and 'Purifi Training Class'. The bottom row includes 'Ductless Updates & Service', 'Fan with Furnaces Class', and 'System Design Class'. The SiglerTV logo is at the top.

SiglerTV

Heat Pump Part II Class
2023 Product Class
Purifi Training Class

Ductless Updates & Service
Fan with Furnaces Class
System Design Class

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Mechanical Contractors

38

Air Transfer business

A diagram showing a house with a thermometer inside and one outside. A large red arrow points from the indoor thermometer to the outdoor one, indicating heat transfer. The text 'WE CAN MOVE HEAT' is written below the diagram.

WE CAN *MOVE* HEAT

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Mechanical Contractors

39

A schematic diagram of a ductless heat pump system. It shows an indoor unit on the left and an outdoor unit at the bottom. A red line represents the refrigerant line connecting them. Arrows indicate air flow: blue arrows for indoor air circulation and red arrows for outdoor air circulation.

Indoor Outdoor

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Mechanical Contractors

40

A schematic diagram showing a different configuration of a ductless heat pump system. It features an indoor unit on the left, an outdoor unit at the bottom, and another indoor unit on the right. Red and blue lines represent the refrigerant and air flow paths.

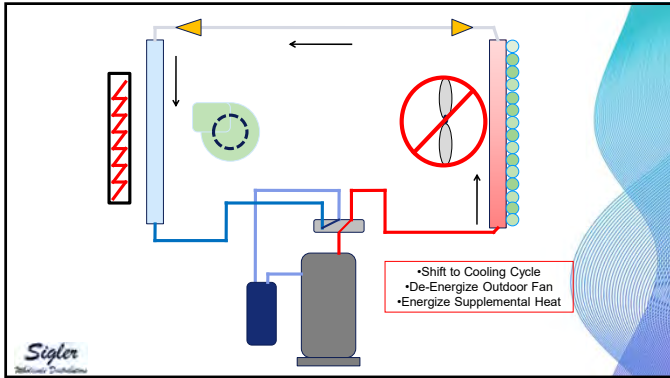
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Mechanical Contractors

41

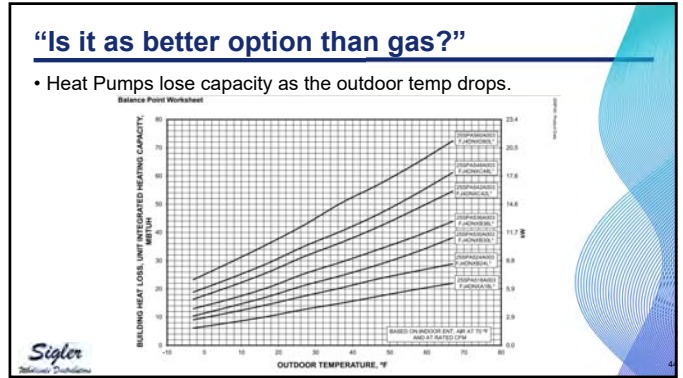
A schematic diagram showing another configuration of a ductless heat pump system. It features an indoor unit on the left, an outdoor unit at the bottom, and another indoor unit on the right. Red and blue lines represent the refrigerant and air flow paths.

Sigler
Mechanical Contractors

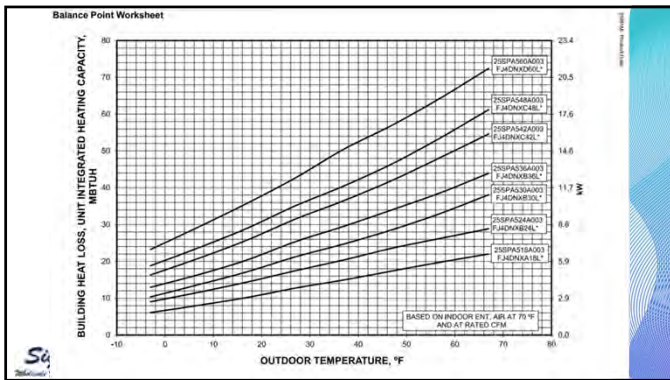
42



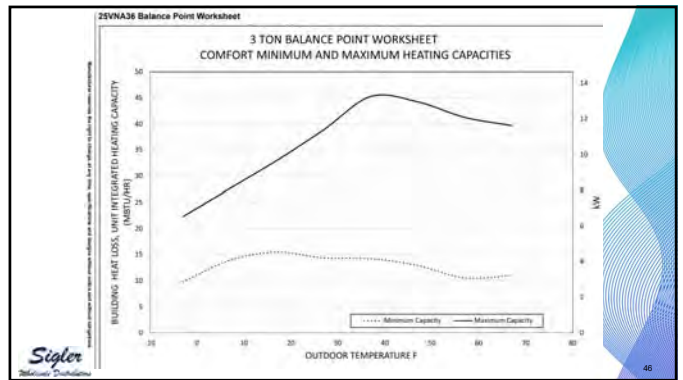
43



44



45



46

3MURA Product Data

HEATING PERFORMANCE AT INDOOR DRY BULB TEMPERATURE- MK (Sheet 2 of 2)

| AIRFLOW (CFM) | OUTDOOR (DB F) | TC: TOTAL CAPACITY IN BTU/H | | | | PL: TOTAL POWER IN KILOWATTS | | | |
|---------------|----------------|-----------------------------|-------|-------|------|------------------------------|------|------|------|
| | | Indoor Conditions (DB F) | | | | Indoor Conditions (DB F) | | | |
| | | 66.8 | 68.0 | 71.8 | 75.2 | 66.8 | 68.0 | 71.8 | 75.2 |
| 22.0 | 13303 | 25118 | 10517 | 14993 | 1.35 | 1.98 | 2.01 | 2.05 | |
| 18.0 | 17408 | 17395 | 11234 | 17382 | 2.25 | 2.22 | 2.36 | 2.43 | |
| 0.0 | 19529 | 29293 | 19214 | 19007 | 2.53 | 2.61 | 2.85 | 2.69 | |
| 5.0 | 20596 | 20888 | 20225 | 20009 | 2.64 | 2.76 | 2.81 | 2.86 | |
| 14.0 | 21952 | 21485 | 21596 | 21419 | 2.86 | 2.95 | 2.99 | 3.04 | |
| 17.0 | 22995 | 22717 | 22624 | 22439 | 3.04 | 3.13 | 3.18 | 3.23 | |
| 22.0 | 24602 | 24304 | 24205 | 24007 | 3.05 | 3.15 | 3.20 | 3.24 | |
| 27.0 | 26181 | 25792 | 25693 | 25495 | 3.09 | 3.19 | 3.24 | 3.29 | |
| 32.0 | 27380 | 26981 | 26784 | 26586 | 3.13 | 3.23 | 3.28 | 3.34 | |
| 37.0 | 28661 | 28264 | 28066 | 27868 | 3.21 | 3.31 | 3.36 | 3.42 | |
| 42.0 | 30034 | 32538 | 32140 | 32141 | 3.28 | 3.39 | 3.44 | 3.50 | |
| 44.0 | 30549 | 35000 | 34813 | 34615 | 3.33 | 3.50 | 3.49 | 3.55 | |
| 52.0 | 38868 | 38374 | 38077 | 37879 | 3.42 | 3.53 | 3.59 | 3.63 | |
| 57.0 | 41143 | 40648 | 40352 | 40055 | 3.48 | 3.59 | 3.64 | 3.70 | |
| 62.0 | 43418 | 42624 | 42527 | 42231 | 3.53 | 3.64 | 3.70 | 3.76 | |
| 64.0 | 44305 | 43912 | 43615 | 43319 | 3.56 | 3.67 | 3.73 | 3.79 | |

47

From the Post Sale Side:

- Know Your End User
 - Some homeowners will benefit from the most simple heat pump.
 - The Infinity system is hands down the best option for zoning. If it's implemented correctly.
 - The crossover options are fast and efficient. They work differently than standard equipment.

48

HVACpartners Op-Cost Calculator

OPERATING COST ESTIMATE 2.0 by HVACpartners

Select the individual components:

Heating Requirements (Btu/h): 30000
 Cooling Capacity (Btu/h): 36000
 ZIP/Postal Code: 90249
 Natural Gas - LP Gas Cost (\$/therm): 1.59
 Oil Cost (\$/gal): 2.27
 Summer Electric Cost (\$/kWh): 0.15
 Winter Electric Cost (\$/kWh): 0.17

System Type: Outdoor Unit
 Indoor Unit: None
 Select for Heating: None
 Outdoor Model: None
 Outdoor Description: None
 Indoor Model: None
 Indoor Description: None
 Continuous Fan: Clg Htg Clg Htg Clg Htg Clg Htg
 Therms B.P.: None
 HYBRIDHEAT Econ B.P.: None
 Cooling Efficiency: None
 Heating Efficiency: None
 Cooling Cost (\$): None
 Heating Cost (\$): None
 Total Electrical Cost (\$): None
 Total Fuel Cost (\$): None
 Total Annual Cost (\$): None
 Annual Savings: None

Sigler Wholesale Distributors

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PG&E Retrofit Cost Estimator

HVAC Heat Pump Retrofit Energy Cost Estimator for PG&E Territory

SiglerNorCal.com/handouts

PG&E Territory
 Site Name: []
 Site Address: []
 Site Phone: []
 Site Email: []
 Current System Type: []
 Proposed New System Type: []
 Estimated Annual Savings: \$1,234.56

Sigler Wholesale Distributors

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Question #11

How do I properly size a heat pump for a home?

Sigler Wholesale Distributors

51

An example

Existing: 58MXB100F11120 with split AC
 Assume 92% Efficiency ~ 100k btu x 0.92 = 92,000 btu Heat
 Assume No Improvement to Ductwork or Building Insulation

Replacement: 38MBRCQ58AA3 & 40MBABQ60XA3

Sigler Wholesale Distributors

52

Heating Performance

HEATING PERFORMANCE AT INDOOR DRY BULB TEMPERATURE SIZE 60K

| AIRFLOW (CFM) | HEATING PERFORMANCE AT INDOOR DRY BULB TEMPERATURE | | TC-TOTAL CAPACITY IN BTU/H | | | | PL-TOTAL POWER IN KILOWATTS | | | |
|---------------|--|---------------|----------------------------|-------|--------------------------|------|-----------------------------|------|--------------------------|------|
| | OUTDOOR DB (F) | INDOOR DB (F) | INDOOR CONDITIONS (DB F) | | INDOOR CONDITIONS (DB F) | | INDOOR CONDITIONS (DB F) | | INDOOR CONDITIONS (DB F) | |
| 1500 | 20.0 | 80.0 | 80.0 | 80.0 | 71.6 | 75.2 | 40.8 | 68.0 | 71.6 | 75.2 |
| | -10.0 | 24776 | 24872 | 24288 | 24168 | 3.21 | 3.30 | 3.36 | 3.38 | |
| | 0.0 | 31620 | 28156 | 27647 | 27738 | 3.77 | 3.88 | 3.91 | 3.96 | |
| | 5.0 | 32803 | 32373 | 32050 | 32079 | 4.40 | 4.62 | 4.65 | 4.71 | |
| | 14.0 | 30540 | 30101 | 30038 | 30075 | 4.78 | 4.93 | 4.96 | 5.03 | |
| | 17.0 | 37232 | 36779 | 36499 | 36291 | 5.07 | 5.23 | 5.27 | 5.34 | |
| | 22.0 | 45143 | 39647 | 39390 | 39062 | 5.98 | 6.16 | 6.20 | 6.33 | |
| | 27.0 | 42818 | 42323 | 42026 | 41729 | 5.96 | 6.20 | 6.27 | 6.33 | |
| | 32.0 | 44886 | 44405 | 44107 | 43711 | 5.96 | 6.20 | 6.27 | 6.33 | |
| | 37.0 | 45864 | 44270 | 43973 | 43576 | 6.22 | 6.26 | 6.33 | 6.40 | |
| | 42.0 | 34713 | 34219 | 33823 | 33426 | 5.17 | 5.31 | 5.35 | 5.40 | |
| | 44.0 | 60773 | 60002 | 57820 | 57636 | 5.22 | 5.42 | 5.44 | 5.51 | |
| | 52.0 | 54463 | 64181 | 63666 | 63270 | 5.27 | 5.41 | 5.48 | 5.55 | |
| | 57.0 | 58914 | 68025 | 67508 | 67132 | 5.29 | 5.44 | 5.51 | 5.58 | |
| | 62.0 | 72874 | 71884 | 71369 | 70963 | 5.32 | 5.47 | 5.54 | 5.62 | |
| 64.0 | 74736 | 73785 | 73270 | 72775 | 5.34 | 5.48 | 5.56 | 5.63 | | |

Sigler Wholesale Distributors

53

How to Make Up the Difference?

Difference Between Furnace and Heat Pump Heating Capacity:
 92,000 btu - 53,000 btu = **39,000 btu Short**


How To Make Up The Difference?

Sigler Wholesale Distributors

54

Question #12


How do I properly size electric strip heaters?




55

Electric Strip Heaters

1 KW = 3,412 btu
 39,000 btu (short) / 3,412 btu/KW = 11.43 KW



| Part numbers | Description |
|--------------|---------------------------------------|
| EHKMB05KN | Electric Heater for Air Handler 5 KW |
| EHKMB08KN | Electric Heater for Air Handler 8 KW |
| EHKMB10KN | Electric Heater for Air Handler 10 KW |
| EHKMB15KN | Electric Heater for Air Handler 15 KW |
| EHKMB20KN | Electric Heater for Air Handler 20 KW |
| EHKMB25KN | Electric Heater for Air Handler 25 KW |




56

Electric Strip Heaters

| Electrical Specifications | | | | | | | |
|---------------------------|--------------|-------------------------|-------------------------|-------------------------|--------------------------|--------------------------|--------------------------|
| Heater Kit Size (KW) | Model Number | MCA Circuit 1 208V/230V | MCA Circuit 2 208V/230V | MCA Circuit 3 208V/230V | MOCP Circuit 1 208V/230V | MOCP Circuit 2 208V/230V | MOCP Circuit 3 208V/230V |
| 5 | EHKMB05KN | 23.0/27.0 | | | 25.0/30.0 | | |
| 8 | EHKMB08KN | 37.0/42.0 | | | 40.0/45.0 | | |
| 10 | EHKMB10KN | 46.0/51.0 | | | 50.0/60.0 | | |
| 15 | EHKMB15KN | 23.0/27.0 | 48.0/53.0 | | 25.0/30.0 | 50.0/60.0 | |
| 20 | EHKMB20KN | 48.0/53.0 | 48.0/53.0 | | 50.0/60.0 | 50.0/60.0 | |
| 25 | EHKMB25KN | 23.0/27.0 | 48.0/53.0 | 46.0/53.0 | 25.0/30.0 | 50.0/60.0 | 50.0/60.0 |


Notes:
 60 Hz
 Separate power required for the electric heaters
 Separate circuit breaker field supplied required to be installed



57

Question #13


What are the differences between an inverter heat pump and a standard heat pump?



58

Traditional Compressor


- Usually, fixed speed
 - Required a large inrush of electricity to start the compressor. (Very hard on the electrical grid)
 - Every time the compressor start you get immediate 100% of its capacity.
 - No built-in electrical safeties in the event the compressor is seized and try's multiple times and leads to a severe burn out.



59

Inverter Compressor

- Uses an external variable-frequency drive to control the speed of the compressor.
- The refrigerant flow rate is changed by the change in the speed of compressor.
- The turn down ratio depends on the system configuration and manufacturer.
- It modulates from 15 or 25% up to 100% at full capacity with a single inverter.



60

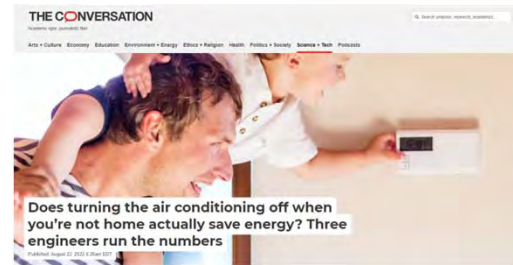
Inverter Compressor

- Equipment soft starts the compressor. (Small draw on the electrical grid)
- Equipment monitors compressor health and will stop the compressor before major burnout.
- Inverter technology is a quieter and less noticed by homeowner and neighbors. Be a good neighbor and get your inverter heat pump.
- Works extremely well with homes that have solar installed.



61

“But it Runs All Day!”

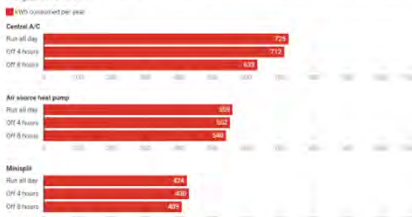


62

Annual Energy use - Georgia

Total annual energy use based on A/C strategy, Georgia

For three kinds of cooling system – central air conditioning, air source heat pump and minisplit – it was most efficient to turn cooling off during the eight-hour workday and then on again at the end of the day. This simulation took into account Georgia's humid weather.

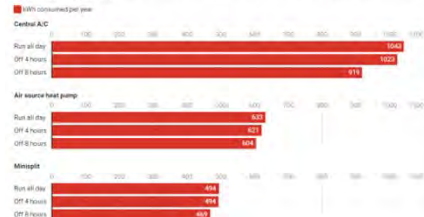


63

Annual Energy Use - Arizona

Total annual energy use based on A/C strategy, Arizona

For three kinds of cooling system – central air conditioning, air source heat pump and minisplit – it was most efficient to turn cooling off during the eight-hour workday and then on again at the end of the day. This simulation took into account Arizona's hot but dry weather.



64

Question #14

How does the 38MURA work with a furnace?



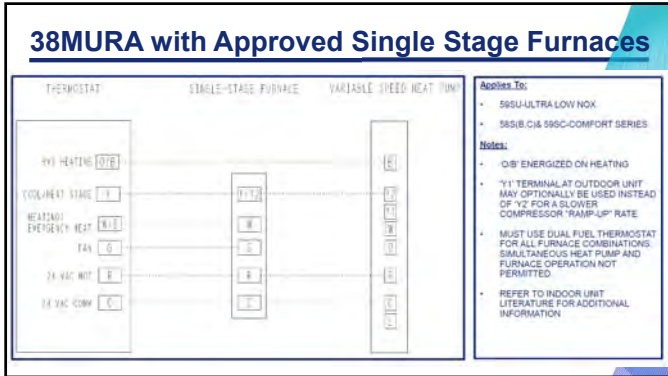
65

Compatibility

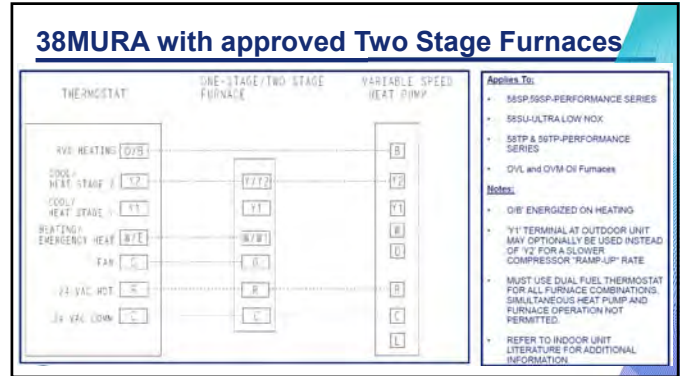
| Fan Coils | Furnaces |
|-----------|----------|
| FB4CN | 58S(B,C) |
| FX4DN | 58SP* |
| FMA4X | 58SU* |
| FJ4DN | 58TP* |
| PF4MN | 59SC2 |
| FZ4AN | 59SC5 |
| FM(C,U) | 59SP* |
| FV4CN | 59TP* |
| FMA4P | 59SU* |
| | OVL |
| | OVM |

Depending on size, 38MURA is compatible with the following fan coils and furnaces. Refer to [MyCarrierRatings](#) to access all compatible combinations and performance information.

66



67



68

Question #15

What is the difference between the 40MUAA and 40MBAB?

69

40MUAA versus 40MBAB

- 40MUAA matches up with the 38MURA and in the future will match up with conventional outdoor units. It **does not** match up with the 38marb/38MGR
- 40MUAA has an electronic metering device controlled by its cpu. Can utilize a liquid line.
- 40MUAA needs line voltage separate from outdoor unit.
- 40MBAB gets line voltage from the outdoor unit.
- The 40MBAB has no metering device and uses the the outdoor EXV for refrigerant metering.
- 40MBAB plays in the ductless pool and can only be matched with ductless outdoor units. Not the 38MURA.
- The 40MBAB needs both linesets insulated.
- 40MUAA-KSACN1001AAA **Not included**
- 40MBAB-KSACN1001AAA **Included**

70

Heat Pump System (38MURA / 40MUAA - DLCURA-DLFUAA)

40MBAB/DLF/S/LAB Air Handler

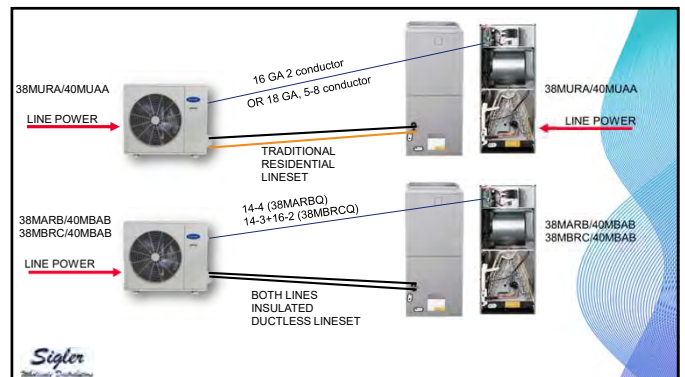
- New Construction & Major Remodel
- Single & Multi-Zone Compatibility
- Ductless system -- new line sets, insulate both lines

38MURA-40MUAA / DLCURA-DLFUAA system

- Add-On-Replacement focus
- 18K-60K Standard & High Heat systems
- New inverter heat pump series
- conventional installation: re-use existing line sets; only insulate suction line

Proprietary and Confidential

71



72



73

Question #16

Can I put zoning on a 40MBAB?

Sigler
Wholesale Distributors

74

Question #17

Are there any plans to stock air handler supply and return plenums?

Sigler
Wholesale Distributors

75

Unlined Plenums

Sigler Wholesale Distributors
Supply and Installation Accuracy Reference Guide
Pricing valid on January 24, 2022

Air Duct Products & Southwork - Unlined Plenums

| Part | Stock Item # | SKU | Model Number | Usage | Description | Dimensions | Unit Price |
|--------------------------------------|--------------|-----------|--------------|--------|----------------------------|-----------------|------------|
| Supply 2 piece w/ cap 26 gauge | UCP2611-C2A | UCP261111 | UCP261111 | Plenum | Supply for 12" x 12" x 12" | 12" x 12" x 12" | 1.00 |
| | UCP2612-C2A | UCP261211 | UCP261211 | Plenum | Supply for 12" x 12" x 24" | 12" x 12" x 24" | 1.00 |
| | UCP2613-C2A | UCP261311 | UCP261311 | Plenum | Supply for 12" x 12" x 36" | 12" x 12" x 36" | 1.00 |
| | UCP2614-C2A | UCP261411 | UCP261411 | Plenum | Supply for 12" x 12" x 48" | 12" x 12" x 48" | 1.00 |
| | UCP2615-C2A | UCP261511 | UCP261511 | Plenum | Supply for 12" x 12" x 60" | 12" x 12" x 60" | 1.00 |
| | UCP2616-C2A | UCP261611 | UCP261611 | Plenum | Supply for 12" x 12" x 72" | 12" x 12" x 72" | 1.00 |
| Return 2 piece w/ cap 26 gauge | UCP2621-C2A | UCP262111 | UCP262111 | Plenum | Return for 12" x 12" x 12" | 12" x 12" x 12" | 1.00 |
| | UCP2622-C2A | UCP262211 | UCP262211 | Plenum | Return for 12" x 12" x 24" | 12" x 12" x 24" | 1.00 |
| | UCP2623-C2A | UCP262311 | UCP262311 | Plenum | Return for 12" x 12" x 36" | 12" x 12" x 36" | 1.00 |
| | UCP2624-C2A | UCP262411 | UCP262411 | Plenum | Return for 12" x 12" x 48" | 12" x 12" x 48" | 1.00 |
| | UCP2625-C2A | UCP262511 | UCP262511 | Plenum | Return for 12" x 12" x 60" | 12" x 12" x 60" | 1.00 |
| | UCP2626-C2A | UCP262611 | UCP262611 | Plenum | Return for 12" x 12" x 72" | 12" x 12" x 72" | 1.00 |
| Supply 2 piece w/ cap 26 gauge | UCP2611-C2A | UCP261116 | UCP261116 | Plenum | Supply for 16" x 16" x 12" | 16" x 16" x 12" | 1.00 |
| | UCP2612-C2A | UCP261216 | UCP261216 | Plenum | Supply for 16" x 16" x 24" | 16" x 16" x 24" | 1.00 |
| | UCP2613-C2A | UCP261316 | UCP261316 | Plenum | Supply for 16" x 16" x 36" | 16" x 16" x 36" | 1.00 |
| | UCP2614-C2A | UCP261416 | UCP261416 | Plenum | Supply for 16" x 16" x 48" | 16" x 16" x 48" | 1.00 |
| | UCP2615-C2A | UCP261516 | UCP261516 | Plenum | Supply for 16" x 16" x 60" | 16" x 16" x 60" | 1.00 |
| | UCP2616-C2A | UCP261616 | UCP261616 | Plenum | Supply for 16" x 16" x 72" | 16" x 16" x 72" | 1.00 |
| Return 2 piece w/ cap 26 gauge | UCP2621-C2A | UCP262116 | UCP262116 | Plenum | Return for 16" x 16" x 12" | 16" x 16" x 12" | 1.00 |
| | UCP2622-C2A | UCP262216 | UCP262216 | Plenum | Return for 16" x 16" x 24" | 16" x 16" x 24" | 1.00 |
| | UCP2623-C2A | UCP262316 | UCP262316 | Plenum | Return for 16" x 16" x 36" | 16" x 16" x 36" | 1.00 |
| | UCP2624-C2A | UCP262416 | UCP262416 | Plenum | Return for 16" x 16" x 48" | 16" x 16" x 48" | 1.00 |
| | UCP2625-C2A | UCP262516 | UCP262516 | Plenum | Return for 16" x 16" x 60" | 16" x 16" x 60" | 1.00 |
| | UCP2626-C2A | UCP262616 | UCP262616 | Plenum | Return for 16" x 16" x 72" | 16" x 16" x 72" | 1.00 |

Sigler
Wholesale Distributors

76

Question #18

Please confirm the various efficiency requirements for 2023?

Sigler
Wholesale Distributors

77

Split System AC

| Year | Effective Date | Size | SEER | EER |
|------|----------------------|------------|------|------|
| 2022 | (EFFECTIVE JAN 2015) | ≤ 3.5 Tons | 14 | 12.2 |
| | | ≥ 4.0 Tons | 14 | 11.7 |
| | | | | |
| 2023 | (EFFECTIVE JAN 2023) | ≤ 3.5 Tons | 15.0 | 12.2 |
| | | ≥ 4.0 Tons | 14.5 | 11.7 |
| | | ≥ 4.0 Tons | 16.0 | 10.2 |


Sigler
Wholesale Distributors

78

Split System AC

- Updated Test Procedure
 - Was tested using 0.1" ESP
 - Will be tested using 0.5" ESP

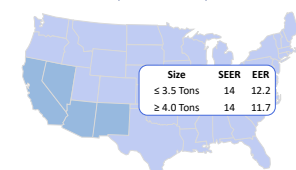
Higher static
↓
Increased motor Watts
↓
Reduced efficiency rating



79

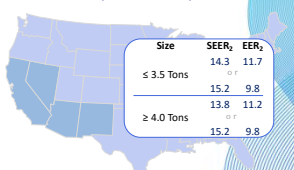
Split System AC

Current
(EFFECTIVE JAN 2015)




| Size | SEER | EER |
|------------|------|------|
| ≤ 3.5 Tons | 14 | 12.2 |
| ≥ 4.0 Tons | 14 | 11.7 |

2023
(EFFECTIVE JAN 2023)




| Size | SEER ₂ | EER ₂ |
|------------|-------------------|------------------|
| ≤ 3.5 Tons | 14.3 | 11.7 |
| ≥ 4.0 Tons | 13.8 | 11.2 |



80

Split System AC

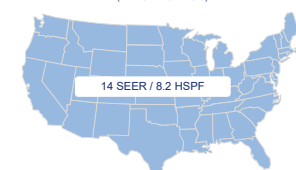
- Effective Date = Installed by 12/31/2022
 - Connected to the lineset, or
 - Connected to electricity



81

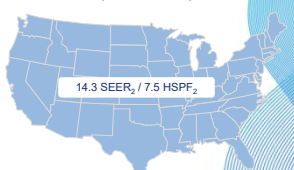
Split System HP

Current
(EFFECTIVE JAN 2015)




14 SEER / 8.2 HSPF

2023
(EFFECTIVE JAN 2023)




14.3 SEER₂ / 7.5 HSPF₂



82

Split System HP

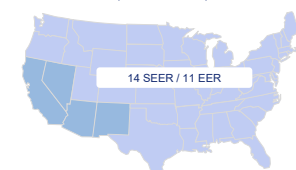
- Effective Date = Manufactured by 12/31/2022



83

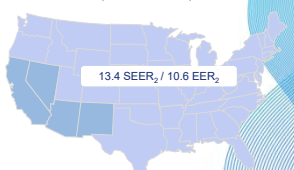
Packaged GE

Current
(EFFECTIVE JAN 2015)




14 SEER / 11 EER

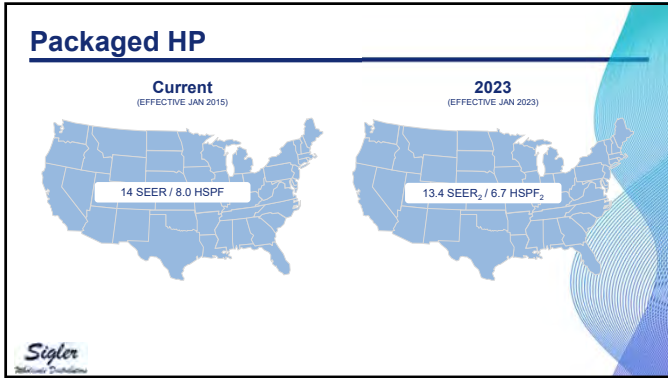
2023
(EFFECTIVE JAN 2023)



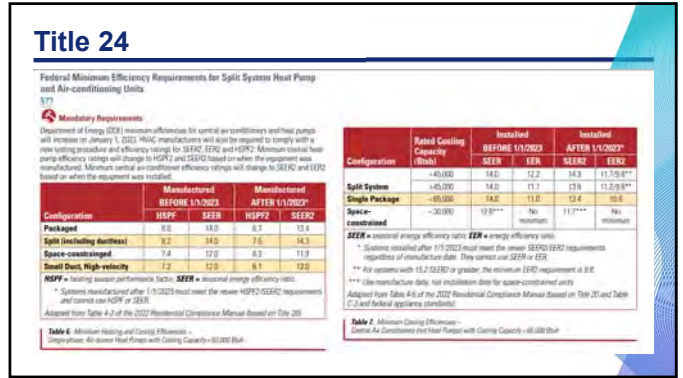
13.4 SEER₂ / 10.6 EER₂



84



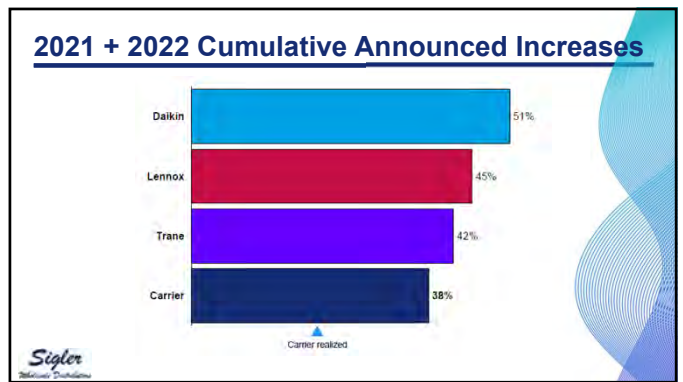
85



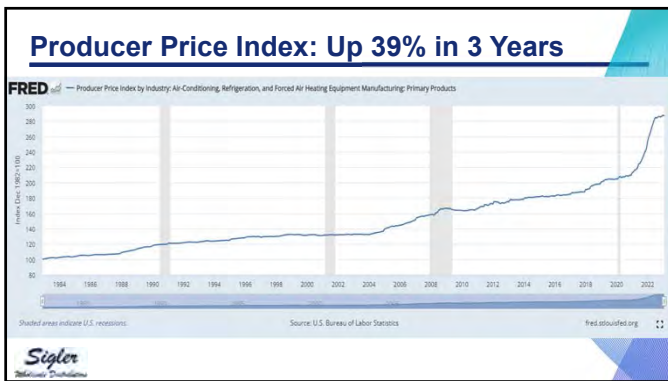
86



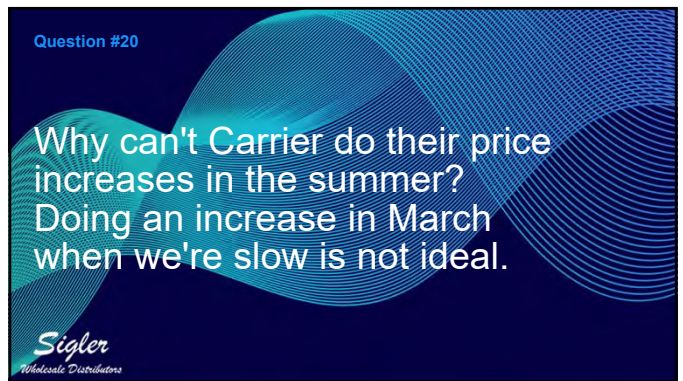
87



88



89



90

Question #21

Is Sigler going to sell heat pump water heaters?



91

Heat Pump Water Heaters




92

Question #22

When does Sigler Club start?




93

Sigler Club

SIGLER CLUB OUTLINE CLUB PRICING: APRIL 1 - JUNE 30, 2023
CLUB REWARDS: APRIL 1 - AUG 30, 2023

| INITIAL ORDER VALUE | FREIGHT | BENEFIT | TERMS | SIGLER CLUB LEVEL |
|-------------------------|--------------------|---|----------------|-------------------|
| \$10,000.00+ | Free Initial Order | Earn 4% Rewards on Sigler Club Parts, Plus Club Pricing | Due 10th - N10 | PLATINUM |
| \$5,000.00 - \$9,999.99 | Free Initial Order | Earn 3% Rewards on Sigler Club Parts, Plus Club Pricing | Due 10th - N10 | GOLD |
| \$2,000.00 - \$4,999.99 | Free Initial Order | Earn 2% Rewards on Sigler Club Parts, Plus Club Pricing | Due 10th - N10 | SILVER |
| \$1,000.00 - \$1,999.99 | Free Initial Order | Earn 1% Rewards on Sigler Club Parts, Plus Club Pricing | Due 10th - N10 | BRONZE |

DOUBLE POINTS OPTION:
BOOK INITIAL ORDER BY 3/30/2023 TO EARN DOUBLE POINTS ON YOUR INITIAL ORDER.



94

Question #23

Where is next year's incentive trip?




95



96

Question #24

Why do I have to pay to be a dealer?



97


Marketing...Growing...Educating...Supporting



98

Question #25

What advertising is Carrier doing for us?



99


Brand Awareness

27% of consumers know the **Carrier** name without any assistance.

Carrier is the top brand in terms of aided awareness with 80% of consumers knowing Carrier is an HVAC brand. #1

This is especially true of older generations. **7 out of 8** of WWII and Baby Boomers know the Carrier brand.

More education is needed for Gen X and Millennials were only about 18% know the Carrier brand. X



100


Target Market

ENGAGED SHOPPERS





101

2023 Strategy




- Continue to build national awareness of Carrier to key target group in Q2
- Holistically promote Healthy Homes and Premium Comfort products: Infinity, Controls, Ductless, Smart Air Purifier, Air Monitor, VRF
- Integrated partnerships with high profile and relevant media brands
- Continually measure effectiveness of campaigns: awareness and consideration metrics, site traffic, search volume, and conversions (Find-A-Dealer)
- Create Dealer playbook and outreach for alignment at the local level



102

Spring Campaign

- Robust :30 Q2 commercial schedule in various HGTV programming (approx. 130 spots)
- Short-form integration in high-ranking show: logo enhanced with Healthy Home/Premium Comfort message promoting both ducted and ductless offerings, including smart air purifier/air monitor, IntelliSense
- 2x social videos and digital display across HGTV and Discovery portfolio
- Connected TV package on Discovery+ and HGTV GO under category-relevant programming
- Currently negotiating custom elements and sponsorships



103

Ad Kit Materials

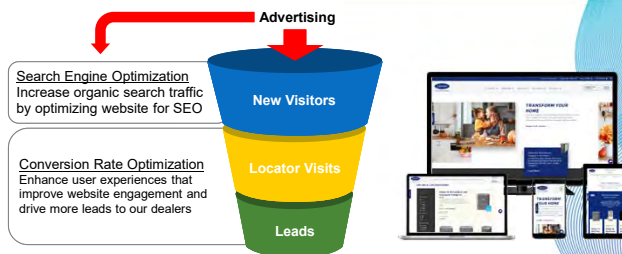


- Photography
- Logos
- Print Ads
- Direct Mail
- TV Commercials
- Radio Ads
- Brand Guidelines
- And More.....



104

Increasing Website Traffic & Conversions



Advertising

Search Engine Optimization
Increase organic search traffic by optimizing website for SEO

Conversion Rate Optimization
Enhance user experiences that improve website engagement and drive more leads to our dealers

New Visitors


Locator Visits

Leads



105


Data Cube Scores | Competitive Assessment



- The Data Cube Score is a key performance indicator (KPI) of how well website content is performing.
- Dynamically calculated based on billions of data points, the score lets marketers see how their content is performing.
- The score also allows marketers to easily identify the state of their content, performance and gauge how their content compares to their competitors in real-time.

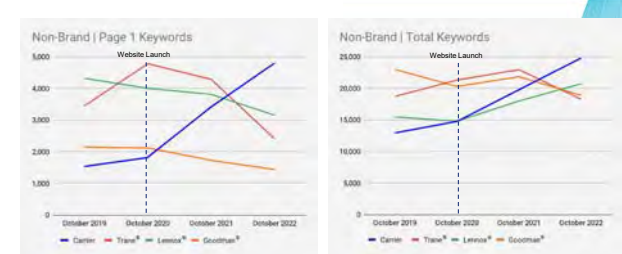
Source: Brightedge

Data based on review of Brightedge on November 15, 2022




106

Keywords | Competitive Assessment



~ 90% clicks come from page 1 search results

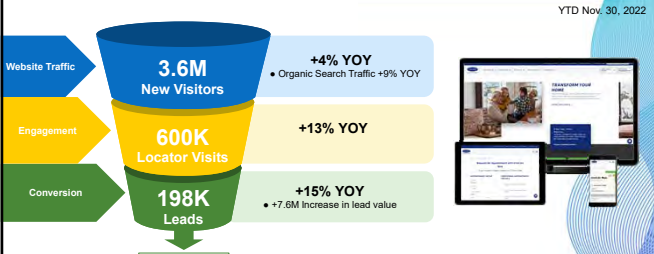
Data based on review of Brightedge on November 15, 2022



107


Website Performance - 2022

YTD Nov. 30, 2022



- 3.6M New Visitors** (+4% YOY, + Organic Search Traffic +9% YOY)
- 600K Locator Visits** (+13% YOY)
- 198K Leads** (+15% YOY, +7.6M increase in lead value)

~\$9 Million in lead value



108

Question #26



How do we reach tech support?



109

How to contact technical support

- Northern California Dealers ONLY
Technical Support Line: **(415)330-6666**
- Call and leave a detailed message including your name, company you're with, and model of unit
NO MESSAGE = NO RETURN CALL
- Or, text us a photo, video or message about the unit you're working on.

110

Question #27

It seems like our industry's future is going to be repairing furnaces, how is Sigler going to help?



111


Repair or Replace?




112

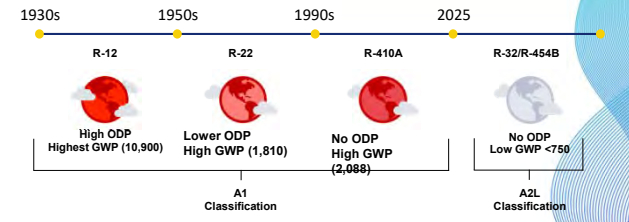
Question #28

What is Carrier's plan for R-454B?




113

Refrigerant Regulation History



| Year | Refrigerant | Classification | ODP | GWP |
|-------|-------------|----------------|-------|------------------|
| 1930s | R-12 | A1 | High | Highest (10,900) |
| 1950s | R-22 | | Lower | High (1,810) |
| 1990s | R-410A | A2L | No | High (2,088) |
| 2025 | R-32/R-454B | | No | Low (<750) |


ODP: Ozone depletion potential
GWP: Global warming potential



114

Refrigerant Regulation Future


| Transition date | Equipment | Requirement |
|-----------------|----------------------------------|--|
| January 1, 2023 | TRU | GWP ≤ 2,200 |
| January 1, 2024 | Chillers | SNAP Rule 21 Refrigerants ban GWP ≤ 750 |
| January 1, 2025 | Res and Light CML Stationary A/C | GWP ≤ 750 |
| January 1, 2026 | VRF | GWP ≤ 750 |



115

What are the Options?


| R-410A | R-32 | R-454B |
|--|---|--|
| Short term solution. Phasing out in 2025 | Short term solution. Will begin phase-out in 2029 | Leader in regulatory. Puron® Advance will be compliant until at least 2034 |
| GWP 2088 | GWP 675 | GWP 466 |
| | Better efficiency and capacity than R-410a | Better efficiency and slightly lower capacity than R-410a Lower discharge temperatures for improved reliability |




116

Refrigerant Classifications



| | ASHRAE Class | Example Refrigerants | |
|----------------------|--------------|--|---|
| Higher Flammability | A3 | Propane, Isobutane | Ignites very easily Potentially Explosive |
| Lower Flammability | A2 | | Ignites Easily Relatively High Energy Release |
| | A2L | R-454B, R-32, R-454A, R-455A | "Mildly Flammable" Difficult to Ignite Relatively Low Energy Release Low Flame Speed |
| No Flame Propagation | A1 | R-410A, R-404A, R-134a, R-452A Equinox Blends | No Flame Propagation |



117

- ### Working With Flammable Refrigerants
- Puron Advance™ (R454B) -- requires the use of hand tools and equipment with no spark and no ark
 - Gages, digital or analog and hoses used with 454B can be the same as used today however, a dedicated set should be used the same as when working on R22 and R410a to avoid cross contamination
 - Check with manufacturer to make sure equipment is rated for use with R454B
 - 454B cylinders will have a red top and the hose connection will be reverse threaded
 - Before beginning work, make sure equipment is properly grounded
- 


118

- ### Working With Flammable Refrigerants
- Equipment containing flammable refrigerants
 - Indoor equipment will require an active mitigation board and refrigerant sensor
 - If refrigerant is present, equipment operation will be interrupted, and indoor fan will be energized to keep refrigerant below its lower flammability level, dissipating refrigerant
- 
- 

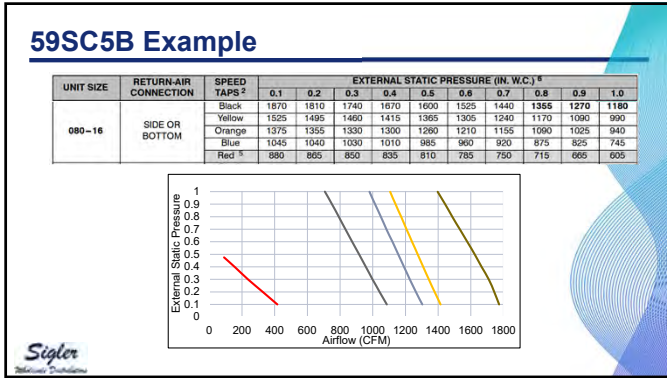
119

Question #29

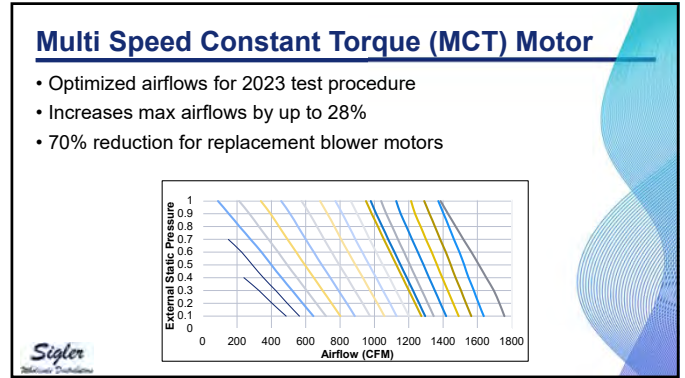
I am excited about the new 18-speed furnaces, when are those going to be available?



120



121



122

New Motor → New Control Board

- 3 digit display with 2 push buttons
 - Configure the furnace during installation
 - Communicate fault codes during service

123

New Motor → New Control Board

- Utilize app featuring patent-pending Near Field Communication (NFC)

124

Future Furnace Lineup

| INFINITY SERIES | Performance SERIES | Comfort SERIES |
|---|---|--|
| <ul style="list-style-type: none"> Control board upgrade | <ul style="list-style-type: none"> Control board upgrade | <ul style="list-style-type: none"> Motor upgrade to MCT 18-Speed Control board upgrade |

125


Timeline

- Timeline
 - Comfort Series: Q3-2023
 - Performance Series: Late-2023
 - Infinity Series: Mid-2024

126

Question #30

What IAQ options are readily available?



127

What IAQ options are readily available?




128

Question #31

What are my options for MERV 13? Are you going to be stocking 2" filters and filter grilles?



129

What are my options for MERV 13?




130

Question #32

Can we have an update on the Intellisense technology that was introduced in Las Vegas?



131

Sensors and Readings

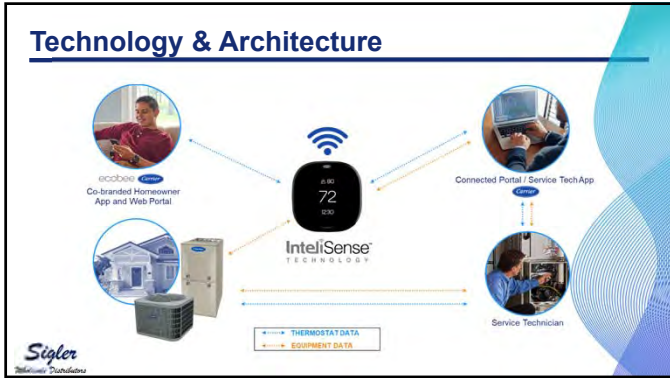
Performance SERIES



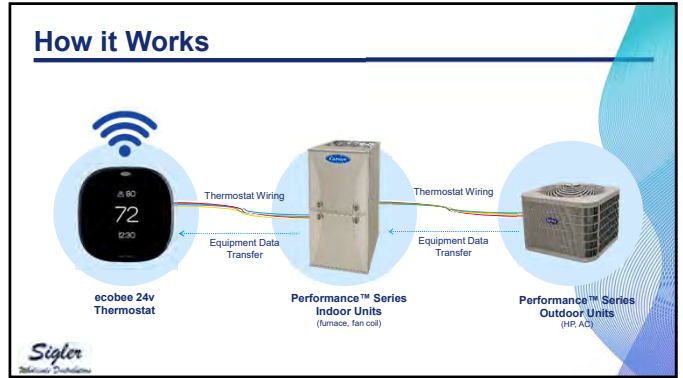
- Fault Codes
- Supply Air Temp
- Return Air Temp
- Blower Motor RPM
- Liquid Line Pressure & Temp
- Suction Line Pressure & Temp
- Outdoor Air Temp



132



133



134

How it Works

- Equipment Configuration
- Update Thermostat Settings
- View Operating Performance & Fault Code History
- Equipment Testing without Traditional Tools
- Real-time Parameter Data
- Remote System Check

The slide lists the capabilities of the system. It includes equipment configuration, updating thermostat settings, viewing performance and fault codes, testing equipment without traditional tools, accessing real-time parameter data, and performing remote system checks. An image of the thermostat and HVAC units is shown on the right.

135

Updated Connected Portal

- More Intuitive Design
- Relevant Info Front & Center
- Homeowner Account Info & Alerts
- Equipment Profiles & Advanced Analytics

The slide highlights the improvements to the Connected Portal. It features a more intuitive design, relevant information front and center, homeowner account information and alerts, and detailed equipment profiles with advanced analytics. A screenshot of the updated interface is shown on a tablet.

136

Updated Service Tech App

- View homeowner account info
- View equipment configuration details
- View operating performance & fault code history
- View current status of equipment, indoor temperature, relative humidity, outdoor temperature, and outdoor humidity
- View & update thermostat settings
- Perform Remote Service Diagnostics
- NFC support for faster installation, troubleshooting and servicing of NFC enabled gas furnace models
- Quickly locate parts list for equipment
- View relevant technical literature for equipment, including advanced filtering options
- Lookup warranty entitlement and service history based on serial number
- Locate the nearest Parts Sales Center and get directions

The slide details the features of the updated Service Tech App. It allows technicians to view homeowner account info, equipment configuration, performance history, and real-time equipment status. It also includes NFC support for faster installation, a parts list locator, technical literature, warranty lookup, and a parts center locator. An image of the app interface is shown on the right.

137

Updated Service Tech App

- Access to Homeowner System Profile
- Quick Links
- Simply Scan Equipment on Site
- Enter Serial # or Search by Homeowner

The slide highlights key features of the updated Service Tech App, including access to the homeowner system profile, quick links, a simple scan function for on-site equipment, and the ability to search by serial number or homeowner. An image of the app interface is shown on the right.

138

Updated Service Tech App

- View Equipment Status
- Equipment Configuration Details
- Fault Code History
- Update Thermostat Settings

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139

Updated Service Tech App

Perform Remote Service Diagnostics with a real-time view into parameter data

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140

Easy PIN Linking

Unique Contractor ID
Registers Thermostat Instantly

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141

Timeline

- Timeline
 - Thermostat Q2-2023
 - Furnaces Q3-2023 through 2024
 - Condensing Units Late-2023 through 2024

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142

Question #33

When is the 1-way cassette going to be available?

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143

One-Way Ceiling Cassette 40MCCAQ


One-Way Ceiling Cassette 40MCCAQ

- Two Models with Dipswitch Settings for BTU sizes: 6K or 9K, 12K or 18K
- Chassis: Width 13.19", Height 9.0", Length 50.3"
- Single Zone & Multi-Zone Capable
- Compatible with existing outdoor units


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Wholesale Distributors

144


Features




Removable panels for easy under access to piping and electrical



Built in Disconnect Switch




Built in Condensate Pump



145

Launch Bulletin




Turn to the experts **Product Bulletin**

| Date | Subject | Department |
|------------------|--|--|
| January 27, 2023 | Introduction of 40MCCAQ Ductless One-Way Cassette System | Product Marketing |
| Bulletin Number | Product Model Number(s) | Author Name/Email |
| 101-23-06 | 40MCCAQ | Piero Caballero Piero.Caballero@Carrier.com |

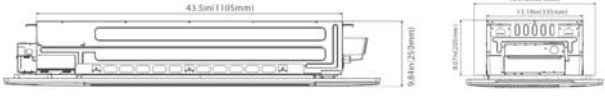
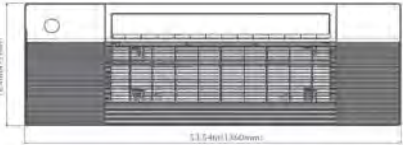

Introduction of 40MCCAQ One-Way Cassette Ductless System

Carrier Ductless is announcing the introduction of the new 40MCCAQ Ductless One-Way Cassette system. These new systems are designed with installation flexibility and high efficiency in mind. The new 40MCCAQ can be mounted between 16" joists and can achieve up to 24 SEER2 and up to 12.4 HSPF2. Each One-Way Cassette indoor unit has dual capacity capability via a disswitch setting and will come in two models, a 6K/9K and a 12K/18K model. The One-way cassette indoor units will also be fully compatible with the 38MGB8 and 38MGB1 Multi-Zone heat pumps.



146

Dimensions






147

Performance

- Ratings are LIVE on AHRI
- Product expected in warehouse and available in late May


| Indoor Model | 40MCCAD09VA3 | 40MCCAQ09VA3 | 40MCCAQ12VA3 | 40MCCAQ18VA3 | |
|---------------------------------|--------------|--------------|--------------|--------------|------------|
| Outdoor Model | 38MARBQ06AA3 | 38MARBQ09AA3 | 38MARBQ12AA3 | 38MARBQ18AA3 | |
| Cooling Rated Capacity | Btu/h | 6500 | 9000 | 12000 | 16700 |
| Cooling Cap. Range Min - Max | Btu/h | 3600*11200 | 3600*12200 | 4000*14100 | 6100*17500 |
| SEER2 | | 21.5 | 22 | 24 | 23 |
| EER2 | | 12.5 | 14.5 | 13 | 13 |
| Heating Rated Capacity (47°F) | Btu/h | 9700 | 12000 | 14800 | 20000 |
| Heating Rated Capacity (17°F) | Btu/h | 5700 | 8000 | 9500 | 12500 |
| Heating Rated Capacity (5°F) | Btu/h | 8000 | 10500 | 11000 | 14900 |
| Heating Maximum Capacity (17°F) | Btu/h | 10000 | 11400 | 11500 | 18800 |
| Heating Cap. Range Min - Max | Btu/h | 3700*12500 | 4800*14000 | 4600*15000 | 6450*21500 |
| HSPF2 | | 3.1 | 10.8 | 12.4 | 10 |
| COP (47°F) | W/W | 3.75 | 3.3 | 3.19 | 2.81 |
| COP (17°F) | W/W | 2.6 | 2.33 | 2.48 | 2.5 |
| COP (5°F) | W/W | 2 | 1.8 | 1.8 | 1.9 |



148


Question #34

I heard something about a new high-static ducted unit? Is that true?



149

High Static Slim-Ducted 40MBDA




Features

- 0.6" – 0.8" ESP >350 CFM per ton
- Unit will operate with up to a MERV 13 rated filter
- Available Sizes 9, 12, 18, 24, 36, 48K

Benefits

- Regional regulatory requirements
- Design flexibility



150

High Static Slim-Ducted 40MBDA




Ratings already live on AHRI today


Equipment scheduled to be in warehouse and available in June 2023



151

High Static Slim-Ducted 40MBDA


| AHRI Number | Outdoor Unit Model | Indoor Model | EER2 | SEER2 | HSPF2 |
|-------------|--------------------|--------------|------|-------|-------|
| 211132920 | 38MARBQ09AA3 | 40MBDAQ09XH3 | 13.6 | 20.5 | 10 |
| 211132925 | 38MARBQ12AA3 | 40MBDAQ12XH3 | 12 | 20.0 | 9.5 |
| 211132918 | 38MARBQ18AA3 | 40MBDAQ18XH3 | 11.7 | 17.5 | 10.7 |
| 211132923 | 38MARBQ24AA3 | 40MBDAQ24XH3 | 11.4 | 17.6 | 11.2 |
| 211132927 | 38MBRCQ36AA3 | 40MBDAQ36XH3 | 8.8 | 14.3 | 9.5 |
| 211132922 | 38MBRCQ48AA3 | 40MBDAQ48XH3 | 8.8 | 15.2 | 9.7 |
| 211132929 | 38MBRCQ58AA3 | 40MBDAQ58XH3 | 10.3 | 17 | 8.4 |



152

Question #35

What is new in Title-24 this year?



153

Energy Code ACE

| Requirement Type | Heating and Cooling Equipment | | | | Distribution System | | | | Controls | |
|---|--|--|--|--|--|--|---|--|--|--|
| | Mandatory | Prescriptive | Prescriptive | Prescriptive | Mandatory | Prescriptive | Prescriptive | Prescriptive | Mandatory | Mandatory |
| For details, click a requirement title or code section link. Project Scope: Change this and nothing else. | Cooling & Heating Load \$150,200.0 \$150,200.0 | HERS verified Refrigerant Charge \$150,200.0 \$150,200.0 | Heat Pump Service Heater \$150,200.0 \$150,200.0 | HERS verified Airflow Rate \$150,200.0 \$150,200.0 | HERS verified Fan Efficiency \$150,200.0 \$150,200.0 | Air Filter \$150,200.0 \$150,200.0 | Duct Insulation \$150,200.0 \$150,200.0 | Ceiling Insulation \$150,200.0 \$150,200.0 | Backdraft Prevention \$150,200.0 \$150,200.0 | Backdraft Prevention \$150,200.0 \$150,200.0 |
| Install an entirely new or replacement space conditioning system, including air conditioning and heating. | YES | YES | No | YES | YES | YES | YES | YES | YES | YES |
| Replace all HVAC equipment that no longer meets the minimum, a furnace shall be changed out for a heat pump. | No | YES | No | YES | No | YES | No | No | No | YES |
| Add a ductless mini-split system (heat pump or cooling only). | No | YES | No | No | No | No | No | No | No | YES |
| Replace an air conditioner, furnace, or furnace fan coil. | No | No | No | No | No | YES | No | No | YES | No |
| Replace any refrigerant conditioning system component (compressor, condensing coil, evaporator coil, refrigerant, condenser fan or refrigerant piping). | No | YES | No | YES | No | YES | No | No | No | YES |
| Replace coils, fan blower wheel and/or electrical components (piping). | No | No | No | No | No | No | No | No | No | No |
| Replace or add a mass heating or air conditioning unit. | No | No | No | No | No | No | No | No | No | No |

Table 2. Energy Code: Heating and Cooling System additions and alterations in Single-Family Residential.

154

Energy Code ACE


| Requirement Type | Heating and Cooling Equipment | | | | Distribution System | | | | Controls | |
|---|--|--|--|--|--|--|---|--|--|--|
| | Mandatory | Prescriptive | Prescriptive | Prescriptive | Mandatory | Prescriptive | Prescriptive | Prescriptive | Mandatory | Mandatory |
| For details, click a requirement title or code section link. Project Scope: Change this and nothing else. | Cooling & Heating Load \$150,200.0 \$150,200.0 | HERS verified Refrigerant Charge \$150,200.0 \$150,200.0 | Heat Pump Service Heater \$150,200.0 \$150,200.0 | HERS verified Airflow Rate \$150,200.0 \$150,200.0 | HERS verified Fan Efficiency \$150,200.0 \$150,200.0 | Air Filter \$150,200.0 \$150,200.0 | Duct Insulation \$150,200.0 \$150,200.0 | Ceiling Insulation \$150,200.0 \$150,200.0 | Backdraft Prevention \$150,200.0 \$150,200.0 | Backdraft Prevention \$150,200.0 \$150,200.0 |
| Install an entirely new or replacement space conditioning system. | YES | YES | No | YES | YES | YES | YES | YES | YES | No |
| Add or replace a 15% and 25% air ducting for an existing system. | No | No | No | No | YES | No | YES | No | No | No |
| Add a 25% of new ducting to an existing system. | YES | No | No | No | YES | No | YES | No | No | No |

Table 2. Energy Code: Heating and Cooling System additions and alterations in Single-Family Residential.

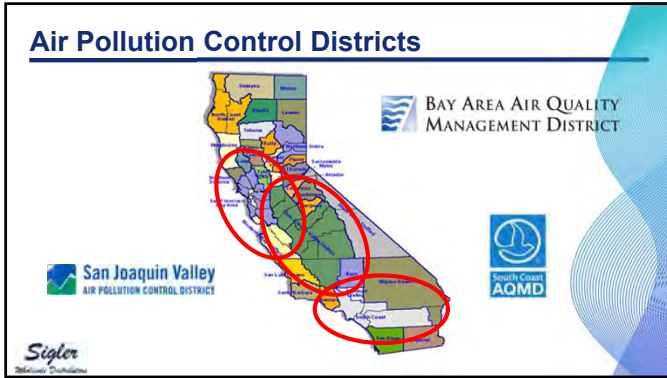
155

Question #36

What is up with the ultra low NOx furnaces? When is that happening and what are the regulations?



156



157

BAAQMD Regulation 9, Rule 4

- 9-4-301 A person shall not sell, install or offer for sale within the District:
 - 301.1 Any stationary natural gas-fired residential fan type central furnace manufactured after January 1, 1984, that emits more than 40 nanograms of nitrogen oxides expressed as NO₂ per joule of useful heat delivered to the heated space.

158

BAAQMD Regulation 9, Rule 4

- 9-4-301 A person shall not sell, install or offer for sale within the District:
 - 301.2 Any stationary natural gas-fired residential natural fan type central furnace manufactured after January 1, 2024, that emits more than 14 nanograms of nitrogen oxides expressed as NO₂ per joule of useful heat delivered to the heated space.

159

BAAQMD Regulation 9, Rule 4

- 9-4-301 A person shall not sell, install or offer for sale within the District:
 - 301.3 Any stationary natural gas-fired furnace manufactured after January 1, 2029, that emits more than 0 nanograms of nitrogen oxides expressed as NO₂ per joule of useful heat delivered to the heated space. This includes non-central installations such as wall furnaces as well as units installed in non-residential applications. This section does not apply to furnaces used for mobile homes.

160

Ultra Low NOx Compliant Furnaces

| Tier | Non-Condensing | | Condensing | |
|----------------|---|---|---|---|
| | Comfort Series | Infinity Series | Comfort Series | Infinity Series |
| Model Number | 58SU0B | 58CU0B | 59SU5A | 59CU5B |
| AFUE | 80% | 80% | 95% | 95% |
| Heating Stages | 1 | 1 | 1 | 1 |
| Motor | MCT (18-Speed) | VCA (Constant Airflow) | MCT (18-Speed) | VCA (Constant Airflow) |
| Models Sizes | 40k, 3 tons 60k, 4 tons 80k, 5 tons 100k, 5 tons | 40k, 3 tons 60k, 4 tons 80k, 5 tons 100k, 5 tons | 40k, 3 tons 60k, 4 tons 80k, 5 tons 100k, 5 tons | 40k, 3 tons 60k, 4 tons 80k, 5 tons 100k, 5 tons |

161


Question #37

Why did you run out of zone dampers and Infinity Smart sensors?

162

“Actively Working Towards a Recovery Date”


- Factory is doing everything they can to get supply.
- These parts are supplied by UTEC, who is managing through several backlogs, and this is one part that has felt the pain.
 - SYSTXZNSMS01 = Starting to see some orders filled
 - Zone Dampers = Starting to see some orders filled
 - SYSTXCC4ZC01 = May



163

Question #38


Why are the prices being raised on equipment that is unavailable?



164



Question #39


Can you please update us on the small packaged product transition?



165



2023 Small Packaged GE Product Lineup


| Performance SERIES | Comfort SERIES |
|--|---|
| <ul style="list-style-type: none"> • 48VGNK (2 stage heat / cool) • Tin-plated copper coils • Stainless steel heat exchanger • Louvered grille | <ul style="list-style-type: none"> • 48VLNK (1 stage heat / cool) • Aluminum coils • Stainless steel heat exchanger • Louvered grille |
|  <p>June</p> |  <p>NOW!</p> |



166

2023 Small Packaged HP Product Lineup


| Performance SERIES | Comfort SERIES |
|---|--|
| <ul style="list-style-type: none"> • 50VRK (2 stage heat / cool) • Tin-plated copper coils • Louvered grille | <ul style="list-style-type: none"> • 50VTK (1 stage heat / cool) • Aluminum coils • Louvered grille |
|  <p>July</p> |  <p>May</p> |



167

Question #40

If I place an order online and it's paid and confirmed, why do I still have to wait for it to be pulled when I pick it up?



168

Question #41

Why do local FAD's not get priority selection at their local Sigler branch?



169

Question #42

Is there Cool Cash this year?



170

Cool Cash


• KEY DATES

Sales Period: March 6 - May 26, 2023
 Claiming and Installation must occur within 45 of the date of sale.
 Last day of claiming is July 10, 2023.

Dealer Resources :

- General questions about Cool Cash: Carrier Expert Central at 1-800-946-2930
- Claim submission process & information: www.CarrierIncentives.com


Dealers must **sign up** for the Cool Cash program before the end of the Sales Period outlined in the Key Dates section of the guidelines. (CD+, TTD, TTG, CFAD)



171

Question #43

Do any of the leak sealing products really work?





172

Leak Sealants

- Know your facts
 - what is leak sealant and how does it work
 - what are the needs of your homeowner
 - how big or little is the leak
- Weigh your options
 - can I perform a thorough leak search of the entire system
 - does it make sense to repair or replace equipment
- Educate your homeowner
 - advantages vs. disadvantages


Don't promise any results!

173

Question #44

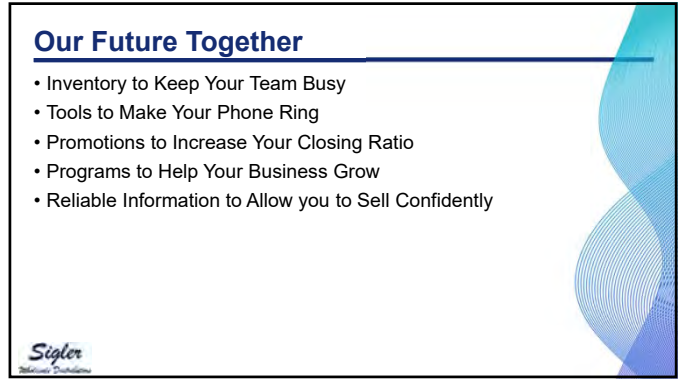
Are you going to actively seek additional folks for the Sigler team?



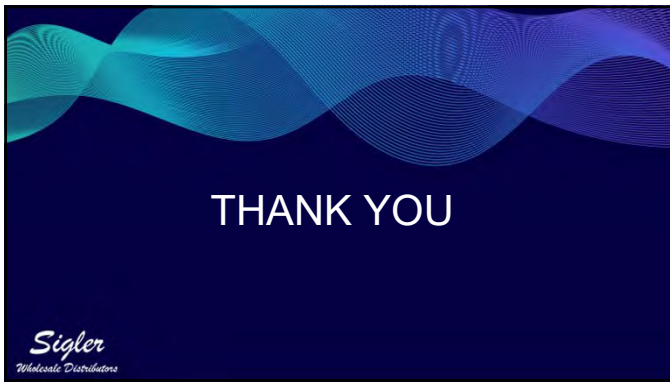
174



175



176



177