



SCE REBATES FOR NATE C3 CONTRACTORS

Residential customers can save up to \$1,250 on a new air conditioner or heat pump.

GLENDALE, Calif. : Thursday, March 19, 2009—Southern California Edison's (SCE) Energy Star Residential Quality Installation program launches this spring. SCE's residential customers can receive incentives for air-conditioning systems rating 13 SEER or higher installed per the ANSI/ACCA 5 QI-20007 HVAC Quality installation Specifications.

These incentives are only available to North American Technician Excellence Consumer Contractor Connection (NATE C3) contractors. NATE C-3 contractors employ at least 50-percent NATE-certified technicians and are listed on the NATE website (www.natex.org).

NATE C3 contractors' customers in SCE territory can get a rebate of up to \$1,250 per system installed. "Combining SCE's incentives with the recently approved federal tax credits will allow you to save your customers significant money on the cost of a new HVAC system," said Paul Kylo, program manager, SCE.

This program is for contractors who are eligible for NATE's C3 program only. No other contractors will be eligible to offer these incentives to their customers.

"NATE is the certification program for heating, cooling, ventilation and refrigeration technicians and we are delighted that Southern California Edison is recognizing these professionals—and their employers, HVAC contractors—with a valuable incentive that will stimulate consumers to install high efficiency HVAC systems," said Rex P. Boynton, president of NATE. "This is a win-win initiative for everyone interested in improving in-door air environments and saving energy."

"The Institute of Heating and Air Conditioning Industries, Inc. (IHACI) applauds SCE for recognizing where the HVAC industry is headed and creating innovative programs that forward-thinking contractors can take advantage of," said Lyman Lockwood, president of the IHACI board of directors.

"This is also a great opportunity for contractors to utilize the wide range of training classes available from IHACI in co-sponsorship with the Southern California utilities," he added. "From the California Quality Installation, Maintenance and Service (CAQI, CAQM, CAQS) course of study to NATE certification, IHACI has been instrumental in ensuring that contractors of all skill levels have the tools to succeed in the ever-changing HVAC landscape."

IHACI members that are NATE C3 and work in SCE territory need to take advantage of the opportunity offered by SCE. A schedule of NATE, CAQI, CAQM and CAQS training classes is available on the IHACI website (www.ihaci.org). Membership in IHACI maintains not only the institute's expansive training and education programs, but supports an industry voice in Sacramento and continues a 60-year commitment to HVAC.

The Institute of Heating and Air Conditioning Industries, Inc., is a non-profit trade association of contractors, manufacturers, distributors, utility firms, and related businesses actively engaged in the heating, ventilation, air conditioning, refrigeration, and sheet metal industries. Formally incorporated in 1948, IHACI remains a progressive association dedicated to the education, promotion, and growth of our industry. Through membership involvement and participation, and adherence to the IHACI Code of Ethics, the association is able to render a myriad of services and benefits to its participating members.

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SCE Offers Rebates for NATE C3 Contractors

By Peter Landau, Editor,
Indoor Comfort News

In a move to reduce the peak electric demand, and bolster North American Technician Excellence (NATE) certification and Title 24 compliance, Southern California Edison (SCE) is rolling out a new program that can save residential customers up to \$1,250 on a new air conditioner or heat pump.

The Energy Star Residential Quality Installation program was announced at SCE's Irwindale, Calif., CTAC facility on April 6, 2008, to an elite group of contractors that both service the SCE territory and meet NATE C3 requirements. A NATE Consumer Contractor Connection (C3) contractor must employ at least 50-percent NATE-certified technicians and be listed on the NATE website (www.natex.org).

"Combining SCE's incentives with the recently approved federal tax credits will allow contractors to save their customers significant money on the cost of a new HVAC system," said Paul Kylo, SCE, energy efficiency, program manager. "It will also save energy as California's peak electrical demand is almost completely caused by summertime air conditioning loads."

California's peak summertime load is

Equipment Type	Level	SEER	EER	HSPF	Incentive Amount
Split Central CAC	Minimum	13	-	-	\$ 750
	Tier 1	14.5	12	-	\$1,000
	Tier 2	15	12.5	-	\$1,250
Packaged CAC	Minimum	13	-	-	\$ 750
	Tier 1	14	11	-	\$1,000
	Tier 2	14 or higher	12 or higher	-	\$1,250
Split Heat Pump	Minimum	13	-	7.7	\$ 750
	Tier 1	14.5	12	8.5	\$1,000
	Tier 2	15 or higher	12.5 or higher	8.5 or higher	\$1,250
Packaged Heat Pump	Minimum	13	-	7.7	\$ 750
	Tier 1	14	11	8	\$1,000
	Tier 2	14 or higher	12 or higher	8 or higher	\$1,250

due to air conditioning use, Kylo noted. He went on to express the goals stated in the "California Long-Term Energy Efficiency Strategic Plan," published by the California Public Utilities Commission (CPUC), which states: "The residential and small commercial HVAC industry will be transformed to ensure that technology, equipment, installation and maintenance are of the highest quality to promote energy efficiency and peak load reduction in California's climate."

Kylo said that poor installation practices have resulted in high-efficiency equipment not working to manufacturers' specifications. Industry studies of existing installations indicate that: 70 percent of systems have inadequate air flow over indoor coil, as a result 67 percent are not charged adequately; 70 percent are oversized; and the average duct

leakage is 35 percent.

SCE is focusing its program on the quality of the installation rather than the equipment itself to specifically address these installation issues. They will offer financial incentives to qualifying homeowners who have a system installed in accordance with Energy Star Quality Installation guidelines. The program's objectives include: creating a level playing field by setting minimum performance standards required to qualify for utility rebates; facilitating the installation of code compliant systems; demonstrating the value to consumers of a properly designed and installed system; demonstrating the value to contractors of a sustainable business model based on quality; and emphasizing the value of NATE certification to both consumers and contractors.

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Homeowners eligible for the program need to be SCE residential customers with an active service account. Both replacement equipment and new construction qualifies, with multiple systems available for the program—each system counts as a unique installation. However, customers located in the city of Palm Desert are not eligible—they are covered by a different SCE rebate program.

Installations under the program must meet the ANSI/ACCA HVAC Quality Installation (QI) specifications. The QI specification documents industry consensus requirements associated with quality installation and covers equipment, installation, duct distribution and system documentation. Installations must also be permitted. All jobs submitted require a copy of the CF-6R form.

There are three tiers of equipment that qualify for the program, with 13 SEER as a minimum requirement (see accompanying chart on previous page).

In addition to the monetary incentives, customers will receive an Energy Star certificate stating that the HVAC installation has met with its guidelines. Energy Star and SCE are also launching consumer-facing websites to educate the customer and will provide contractors with marketing materials, such as branding literature and a bid comparison spreadsheet.

Contractors eligible for the program must attend SCE program training, be recognized through the NATE C3 program (50 percent of the firm's technicians or more being NATE certified) and must complete and sign a participation agreement.

Kyllo said that the California Quality Installation, Quality Maintenance and

Quality Service (CA QI/QM/QS) and NATE certification programs offered by the Institute of Heating and Air Conditioning Industries, Inc. (IHACI) and the Southern California utilities is a crucial step towards meeting the goals set forth by the CPUC. A training schedule is available online at www.ihaci.org.

"IHACI applauds SCE for recognizing where the HVAC industry is headed and creating innovative programs that forward-thinking contractors can take advantage of," said Lyman Lockwood, president of the IHACI board of directors.

"This is also a great opportunity for contractors to utilize the wide range of training classes available from IHACI in co-sponsorship with SCE, Southern California Gas and San Diego Gas & Electric. From CA QI/QM/QS to NATE certification, IHACI has been instrumental in ensuring that contractors of all skill levels have the tools to succeed in the ever-changing HVAC landscape."

Gary Hawthorne, SCE Energy Star QI program manager, spoke to the documentation requirements of the program. He stated that each job submitted requires a completed program commissioning form that summarizes the complete system installation. This commissioning form requires a Manual J load calculation, ARI performance data certificate, CF-6R installation certificate and sales documentation as supporting documentation.

The verification protocols for the program are charted at two levels. Level 1 is a data verification of the Manual J calculations and the commissioning report. Hawthorne said that this data verification is required for all jobs submitted to the program. Level 2 is a pre-selected

sampling for a comprehensive field verification of the system installation.

The field sampling rates are set at three levels. Level 1 is for three of the first five jobs submitted by the contractor. Level 2 is five of the next 25 jobs. Finally, Level 3 is 5 percent of all subsequent jobs, said Hawthorne.

"Our goal is 100 percent passage," said Kyllo. "Complying with the QI standards will be difficult and SCE wants to partner with our participating NATE C3 contractors to achieve this goal. Therefore we will be offering additional training on such topics as Manual J and Manual D throughout the year, as well as providing in-field mentoring on the QI process."

The meeting ended with an in-depth technical review of complying with the QI standard by Buck Taylor of Get Cool, a Connecticut-based HVAC support program for contractors and consumers.

While customers can expect rebates between \$750 and \$1,250 per system, contractors will also receive incentives in the form of a cost reimbursement for specific diagnostic tools purchased by the contractor. The intent of these incentives is to reward contractors who consistently perform through the program.

"NATE is the certification program for heating, cooling, ventilation and refrigeration technicians and we are delighted that SCE is recognizing these professionals—and their employers, HVAC contractors—with a valuable incentive that will stimulate consumers to install high-efficiency HVAC systems," said Rex P. Boynton, president of NATE. "This is a win-win initiative for everyone interested in improving indoor air environments and saving energy."