

From: [Andrew deLaski](#)
To: [Steve Nadel](#)
Cc: [Ben Longstreth](#); [Charlie Harak](#); [Charlie Stephens](#); [David Lis](#); [Elizabeth Noll](#); [Harvey Sachs](#); [Jennifer Amann](#); [Joanna Mauer](#); [Kit Kennedy](#); [Lowell Ungar](#); [Marianne DiMascio](#); [Hunt Marshall](#); [Meg Waltner](#); [Mel Hall-Crawford](#); [Mike Murza](#); [Robin Roy](#); [Timothy Ballo](#); [Tom Eckman](#)
Subject: ASAP furnace call: Weds 4:30 ET/ 1:30 PT
Date: Monday, June 08, 2015 6:31:34 PM

Hi all: We'll have our final conference call before talking to industry again about furnaces this Wednesday at 4:30 - 5:30 ET/ 1:30-2:30 PT.

Please dial in to please call 206-402-0821 the code 9660261. I'll send an invite too.

Please send Steve any suggestions for hte agenda. i'll be tied up with RTU negotiations for the next two days.

-- Andrew

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On Mon, Jun 8, 2015 at 4:45 PM, Steve Nadel <SNadel@aceee.org> wrote:

Folks,

To follow-up on Andrew's email:

1. I am very concerned that if we can't reach agreement with AGA et al. that there's a very good chance that Congress won't let DOE proceed to a final rule. The deck is stacked against us in Congress and while a Presidential veto is certainly possible, that will depend on many issues, extending well beyond furnaces.
2. While I recognize a 95 AFUE standard with exemptions for small furnaces has lots to recommend it from our side, I don't see AHRI and AGA agreeing to it. From AHRI's perspective they lose the upsell opportunity and for AGA, they cut into gas market share more than a lower standard would. Also, we previously offered a 92 standard with small furnace exemptions to them and they rejected it. Why would they now accept a 95 with exemptions? That said, we can keep it in our pocket in case it is useful up north.
3. My sense is they really want 80 in the south, with south as far north as possible. Unclear where their bottom line is.

4. Given that any agreement will allow a significant number of AFUE 80 units, we want to make up the lost savings somehow. 81 AFUE, SEER 14 AC and a better fan all are small savings. I see the big item being an advanced learning thermostat such as the Nest. That said, we don't want to get into detailed thermostat definitions. Instead, I propose that we have a performance-based definition – 10% heating energy savings relative to a control group as determined by an independent study. Attached find a first draft of some language.

So for the call tom'w or Weds., I suggest the following agenda:

- a. Political situation
- b. Proposal on thermostat
- c. Updates on data analysis on N-S boundary and size cutoff
- d. Any other items from our earlier proposal we want to check in on. For example, the Californians were to get back to us on whether they want to be in the condensing or non-condensing zone. And I've seen some email debate about whether 80 AFUE products should be marked "for retrofit only" or words to that effect. Anything else need discussion?

Steve

From: Andrew deLaski [mailto:adelaski@standardsasap.org]

Sent: Monday, June 8, 2015 2:41 PM

To: Ben Longstreth; Charlie Harak; Charlie Stephens; David Lis; Elizabeth Noll; Harvey Sachs; Jennifer Amann; Joanna Mauer; Kit Kennedy; Lowell Ungar; Marianne DiMascio; Marshall Hunt; Meg Waltner; Mel Hall-Crawford; Mike Murza; Robin Roy; Steve Nadel; Timothy Ballo; Tom Eckman

Subject: one more furnace call before industry mtg

Hi all: Steve and I spoke earlier today and he has some additional ideas to share with the group. He feels strongly that we need to find a way to make the thermostat idea work. He will share some things around to this list soon, and we also will need to talk as a group one more time before we gather with industry on Thursday. Schedules are already tight, so we're limited to late tomorrow or late Wednesday for a call. In the doodle poll below, I've indicated half hour blocks to try to get the best time for the most people, but this call will take an hour.

The poll is at <http://doodle.com/vys3gvufhbvye68t>

please respond as soon as you can.

Keep an eye out for additional material from Steve.

- Andrew

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On Sun, Jun 7, 2015 at 12:28 PM, Andrew deLaski <adelaski@standardsasap.org> wrote:

Hi all: Attached are notes from our Thursday call. Please treat these confidentially.

Andrew

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