Ultra-Low NOx FAQs

Still have questions? Let’s clear the air. Here you’ll find a collection of some of the most frequently asked questions regarding ultra-low NOx and what it means for the Day & Night® product lineup.

What is ULN? ULN stands for ultra-low NOx. The current California NOx emissions limit for gas furnaces of 40 ng/J is referred to as low NOx and the new NOx emissions limit of 14 ng/J implemented by SCAQMD in Rule 1111 and SJVAPCD in Rule 4905 is therefore referred to as ultra-low NOx.

Do we have to comply? Rule 1111 and Rule 4905 are regulations in their respective districts and anyone offering gas furnaces for sale and installation in the districts must comply with these regulations. Based on the SCAQMD enforcement policy, found at http://www.aqmd.gov/nav/about/authority/enforcement, SCAQMD could assess a monetary civil penalty ranging from $1,000 to $75,000 per day for non-compliance, depending on the circumstances.

How do I know if a furnace is ultra-low NOx? Furnace NOx emissions must be tested and certified by a third party lab, then the specific furnace model is listed with SCAQMD and SJVAPCD as a compliant model. The NOx emissions level is listed on the furnace rating plate and the shipping label of the furnace carton. Day & Night furnace nomenclatures also designate a “U” in the model number to indicate ultra-low NOx such as N95ESU or N80ESU.

How do I know if a customer is located in an ultra-low NOx air quality management district? Consult the list of SCAQMD and SJVAPCD zip codes provided in the Ultra-Low NOx Launch Kit or visit www.aqmd.gov/nav/about/jurisdiction and www.valleyair.org/General_info/aboutdist.htm for maps of the counties in the districts.

Are there any rebates available? SCAQMD homeowners who purchase a qualifying ultra-low NOx furnace can apply for a rebate online at www.cleanairfurnacerebate.com. The first 6,000 ultra-low NOx furnaces purchased and installed will receive a $500 rebate. Thereafter, rebates will be $300 for compliant condensing furnaces and $200 for compliant non-condensing furnaces while funds last. SJVAPCD does not have a rebate program at this time.

How does this benefit me as a dealer? Standard gas furnaces that meet 40 ng/J will no longer be allowed for installation in these districts. The technology to meet 14 ng/J is very complicated and not all manufacturers will have product ready in time for the installation cut off. Day & Night plans to have three of four model families open to ship by the South Coast October 1st deadline. Look for launch timing information on the Ion™ 95 models in late 2019. Day & Night’s commitment to safety, quality and reliability means our new ultra-low NOx technology has undergone extensive testing. The new ultra-low NOx technology means the price for an ultra-low NOx furnace will increase. As a result of this, consumer discussions will need to change. Sales will shift to higher initial costs, but it will offer greater environmental benefits that are important to many homeowners.

How does this benefit the consumer? Homeowners will pay an initial higher cost for the ultra-low NOx furnace due to the new technology required to meet 14 ng/J NOx emissions, but the ultra-low NOx furnace causes less environmental impact. Homeowners can help contribute to cleaner air with 65% lower NOx emissions from their new ultra-low NOx furnace.

Which manufacturers are impacted? All manufacturers of residential gas furnaces offered for sale in SCAQMD and SJVAPCD will be required to comply with Rule 1111 and Rule 4905.

Will the new furnaces cost more money? Since 2015, homeowners have paid more for gas furnaces since standard low NOx furnaces installed in the two districts were subject to a mitigation fee paid to the district. The fee amount has increased over time and is now up to $450 depending on furnace type and size. The new ultra-low NOx furnaces are not subject to a mitigation fee so homeowners will save that money, but the new ultra-low NOx furnace will cost more than a standard low NOx furnace. The new burner technology, new components, and special materials unique to ultra-low NOx furnaces add to the cost of the product. Homeowners in SCAQMD can apply for a rebate at www.cleanairfurnacerebate.com to help offset the higher cost of their new furnace.
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Can I still install a standard low NOx furnace after September 30, 2019?

- **SCAQMD**: No. Any natural gas, fan-type central furnace installed in the district after the September 30th mitigation fee end date must be ultra-low NOx certified (14 ng/J or less NOx emissions).

- **SJVAPCD**: Yes, standard low NOx furnaces can be installed with a mitigation fee, provided that they were manufactured BEFORE September 30, 2019, and contractors need to ensure the manufacture date is before September 30, 2019.

The ultra-low NOx furnaces aren’t convertible to propane, what do I use for these applications?

The two air quality districts have provisions in their Rules to allow standard low NOx (40 ng/J) furnaces to be used for propane installations after the cutoff dates. The furnace should be labeled by the installer as converted to propane.

Is the warranty changing? Performance Series ultra-low NOx furnaces will have a 20-year heat exchanger warranty. Ion™ System ultra-low NOx furnaces will have a limited lifetime heat exchanger warranty and five-year No Hassle Replacement™ limited warranty. Both series will have a 10-year parts limited warranty. All other warranty conditions will remain the same. Please consult the warranty card for specific terms and conditions.

Will the ultra-low NOx furnaces look different from existing models? There are no aesthetic changes to the ultra-low NOx furnaces. The model number and the furnace rating plate will indicate if a furnace is ultra-low NOx.

What training materials will be made available for the ultra-low NOx transition? Go to MyLearningCenter.com and look for these tools/courses:

- Ultra-Low NOx Tech Tips

Will there be any changes to the furnace installation process? There are some installation and maintenance differences between ultra-low NOx and standard furnaces. It is important for contractors to review the installation instructions for the furnace and familiarize themselves with the new procedures before installing an ultra-low NOx furnace. With a pre-mix burner, it is important to clock the gas meter and adjust manifold pressures for proper combustion. It is highly recommended for contractors to use a combustion analyzer to verify burner performance during initial set-up and at annual maintenance checks. For the N95ESU and G95CSU, there is a new external condensate trap that will need to be field assembled and requires larger clearances below the furnace in horizontal installations. These furnaces also have additional requirements when paired with unshielded evaporator coils.

Where can I find support materials for ultra-low NOx? There are multiple places for you to go to get more information:

- **2019 Ultra-Low NOx Launch Kit** – Please see the complete launch kit sent to Territory Managers and Sales Managers in September 2019.

- **Ultra-Low NOx USB** – Please refer to the USB enclosed in the Ultra-Low NOx Launch Kit for more information.

- **HVACpartners** – Go to HVACpartners > Marketing Tools > Sales Tools > Marketing Launch Kits to find all the launch kit contents posted online.

How can I continue to receive ultra-low NOx product information in the future? To stay up-to-date with all things related to ultra-low NOx in 2019 and beyond, be sure to check your subscription status within HVACpartners.com to ensure you are opted-in to receive the latest brand news. You can manage your subscriptions at any time simply by visiting HVACpartners > My Profile > Manage Subscriptions.

Now that you know what’s changing, it’s important to form a plan for how to turn the new regulations into opportunities for sales. Keep in mind that they are industry-wide for these California air quality districts and that all residential gas furnace manufacturers will be required to comply. We will continue to deliver the high-quality, high-performance products you’ve come to expect from us.