Energy Efficient Equipment on the Energy Technology List

A manufacturer´s and supplier´s introduction to the Energy Technology List (ETL)

March 2020

What will you get from this presentation?

This presentation aims to communicate the benefits of using the Energy Technology List (ETL), both for yourselves and your customers.

The presentation is divided into the following sections:

① **What is the ETL?**

② **More on the ETL**

③ **How do I make an application to have a technology listed on the ETL?**

④ **Ideas for Communicating Energy Efficiency to customers**

⑤ **Case Studies**

⑥ **For More Information**

1

What is the ETL?

What is the Energy Technology List (ETL)?

The ETL is a government approved list of energy efficient equipment across a wide range of technology categories.

Currently, approximately **14,000 products** across **56 technology areas** are listed on the ETL.

Using the ETL can help organisations navigate product selection and have confidence about energy efficiency claims: Despite the benefits of energy efficiency, organisations may find it difficult to know if the equipment they have selected actually performs better than other options. The ETL rigorously evaluates listed products so that businesses can have confidence in their energy performance.

The ETL can be used to streamline purchasing decisions, ensuring that efficient options are selected to decrease energy bills and increase green credentials.

Sustainability: The UK government's ETL is recognised as a qualification yardstick for various sustainability assessment processes including **BREEAM** and **SKA rating**. Additionally, the Carbon Trust's **Low Carbon Workplace** certification considers the use of ETL compliant products as part of the qualitative assessment.

2

More on The ETL

What kinds of equipment are listed?

How does equipment qualify for the list?

What does it mean to qualify for the ETL?

The energy-saving criteria are set to ensure eligible products represent a significant improvement in energy efficiency performance over current standard products.

Bottom 25%

Top 25%

ETL Products

Minimum Energy Efficiency Performance

Average Energy Efficiency Performance

High Energy Efficiency Performance
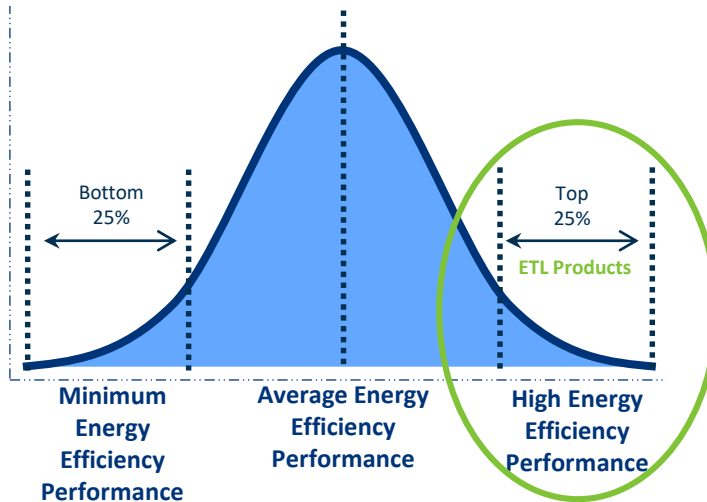
The ETL seeks to incentivise the use of energy efficient products. In so doing, the ETL aspires to encourage manufacturers to design more products that qualify as high energy efficiency performance equipment.

In contrast, Minimum Energy Performance Standards, such as building design regulations and EcoDesign, are used to remove the poorest performing equipment from the market.

As the market evolves and equipment energy performance generally improves for a technology, the list requirements will change to make sure that only the most energy efficient equipment is represented.

What is the difference between a listed and an "unlisted" technology?

The technologies that participate in the ETL can be categorized in three ways depending on whether it is a listed or "unlisted" technology on the ETL.*
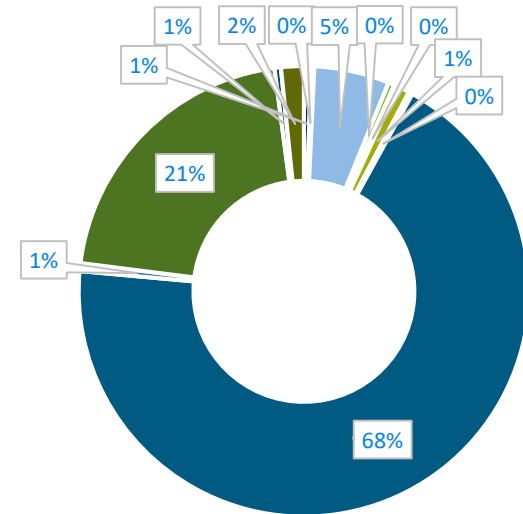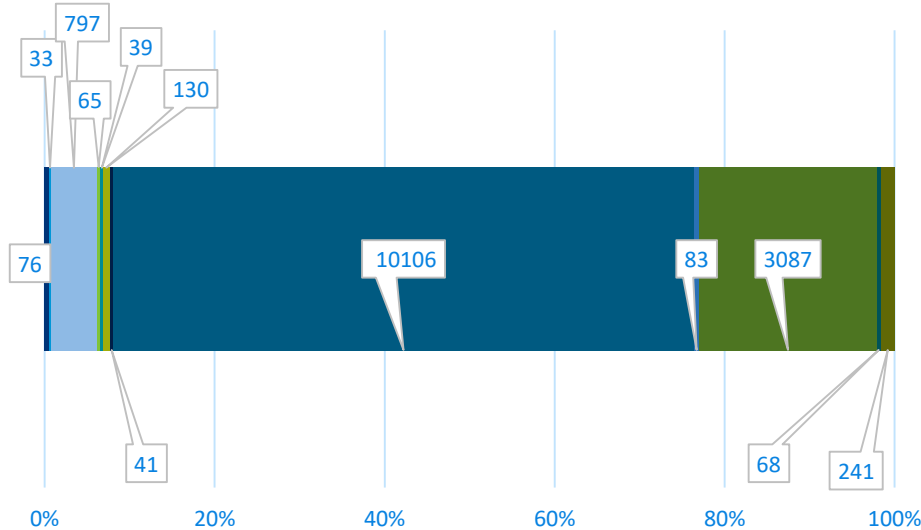
Listed Technologies: Many of the technologies are "listed" on the ETL. Products that fall into one of the 'listed' technology categories will have been reviewed by the ETL team as meeting energy efficiency performance requirements. Consumers can consult the list to see which products have demonstrated high energy efficiency performance.

Unlisted Technologies: Some technologies are not listed on the ETL. Products that fall into an "unlisted" category must still demonstrate high energy efficiency performance to meet ETL criteria. Manufacturers will need to confirm that their product meets these criteria. More details about this process are available on slide 23.

Combined Heat and Power (CHP): CHP follows a unique process: the equipment and design must be assessed by the CHPQA and must receive a certificate of energy efficiency.

How many products are listed on the ETL? What is the breakdown by technology category?

Technologies listed on the ETL by category as of December 2019

Bar chart values: 33, 797, 65, 39, 130, 76, 41, 10106, 83, 3087, 68, 241

Donut chart values: 1%, 1%, 2%, 0%, 5%, 0%, 0%, 1%, 21%, 0%, 1%, 68%

Legend:
- Air to Air Energy Recovery
- Automatic Monitoring and Targeting Equipment
- Boiler Equipment
- Compressed Air Equipment
- Heat Pumps
- HVAC
- High Speed Hand Air Dryers
- Motors & Drives
- Radiant & Warm Air Heaters
- Refrigeration Equipment
- Solar Thermal Systems and Collectors
- Uninterruptible Power Supplies

3

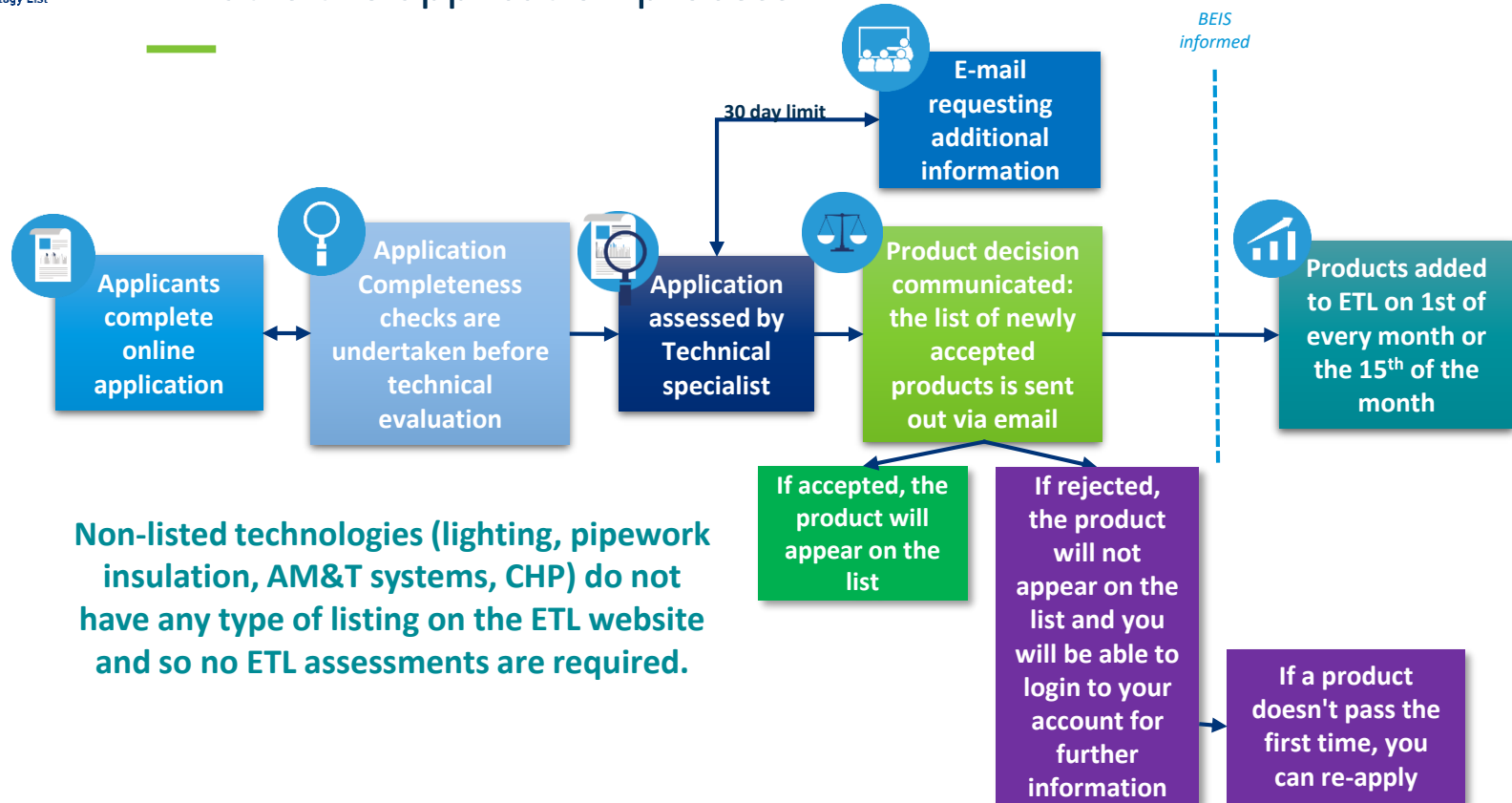## How do I make an application to have a product listed on the ETL?

How are products on the ETL assessed?

The ETL has robust, high energy efficiency criteria for each "listed" and "unlisted" technology against which products are assessed

- The **ETL independent technical team** review the products against the criteria to demonstrate that the products meet the appropriate criteria requirements

- Different **Performance requirements** are set for each technology

- For most categories manufacturers or suppliers need to test their equipment performance to **BS EN standards**

- All products must be tested in accordance **with the relevant procedures and test conditions**

- To see **specific requirements for the technology categories**, please visit The ETL Criteria List

- Where products are assessed as **meeting the criteria**, they are added to the ETL. **If products do not meet the criteria** (which may be due to a lack of supporting information in the application) then they are **not added** to the ETL.

What is the application process?

Applicants complete online application

Application Completeness checks are undertaken before technical evaluation

Application assessed by Technical specialist

30 day limit

E-mail requesting additional information

BEIS informed

Product decision communicated: the list of newly accepted products is sent out via email

Products added to ETL on 1st of every month or the 15th of the month

If accepted, the product will appear on the list

If rejected, the product will not appear on the list and you will be able to login to your account for further information

If a product doesn't pass the first time, you can re-apply

Non-listed technologies (lighting, pipework insulation, AM&T systems, CHP) do not have any type of listing on the ETL website and so no ETL assessments are required.

Useful sources of information for making an application

Please Click on the following hyperlinks for additional information for making an application:

Guidance note on making a product application.	**Criteria for listed and unlisted ETL technologies**
Application Checklists for each Technology	**Registration and Login**

Is there a way to show that a product is listed on the ETL?

Use of the ETL Logo

Products listed on the ETL can have the **ETL Logo** associated with them in product market materials. This logo is an easy way to communicate the energy efficient performance of your product.

To request the logo, please contact:

ETLQuestions@carbontrust.com
The ETL logo should only be positioned alongside ETL eligible products. The unique licence number can be used with the ETL logo.

For more information on how to promote ETL listed products please visit the Manufacturer´s Toolkit.

4

Ideas for Communicating Energy Efficiency to customers

Strategies for making the case for energy efficient equipment

Organisations frequently focus on the upfront costs of new equipment without really considering the energy and running costs even though running costs can quickly outpace the purchase price.

Tried & Tested strategies for communicating energy efficiency benefits to customers:

- **Energy Savings** – when discussing product options with customers, it's important to make sure that customers are aware of the additional energy bill savings from energy efficient equipment. It is likely that there is a strong business case to support additional investment in a higher energy efficiency performance option.

- **Environmental Benefits** – the greenhouse gas emissions reductions associated with less energy consumption can be a selling point for some customers. It may be worth asking customers if their purchase can support their business's CSR efforts.

Other strategies for communication energy efficiency benefits to customers:

- **Connect to other equipment benefits** – Speaking with customers about the additional benefits of energy efficient equipment can help make the case for energy saving options. For example LED lighting may provide better lighting, increasing productivity, whilst also reducing energy bills.

6

Who uses the ETL, how do they use it, and why do they use it?
Case studies

University of Reading

Technologies: the University has used the Energy Technology List across a range of different technologies, from boilers to refrigeration units to high-efficiency hand dryers.

How the university used the ETL: The University of Reading has used the Energy Technology List to select projects and deliver energy efficiency savings across the University. For example, the University recently installed 72 high-efficiency hand dryers, selected directly from products listed on the Energy Technology List.

Financial savings: These products have delivered attractive financial paybacks in terms of the energy saved. It is estimated that the 72 dryers are delivering total energy savings of £8,022 annually – calculated using Salix Finance's hand dryer calculation tool.

London Underground

Technologies: Across the Tube network in the past two years lighting and VRF systems have been installed at a number of stations, and variable speed drives within cooling systems and escalators. Upgrades at stations such as Victoria, Liverpool Street and Moorgate include many ETL-listed assets.

London Underground's Procurement Process: LU has included project management processes to ensure delivery teams are using the ETL. The energy efficiency requirements in LU's engineering standards for electrical and mechanical equipment have been aligned to the performance criteria of the ETL and LU is encouraging its suppliers to make sure their products are listed.

In their own words

"The Energy Technology List is an invaluable source of information for a number of reasons. It provides independent assurance of products' energy performance, enabling direct comparisons between different manufacturers' products on a like for like basis. This has enabled us to have confidence in procurement decisions for more energy efficient equipment, helping to make the case for large-scale investment… The periodic review of Energy Technology List criteria means we can be confident we are purchasing products at the top end of efficient products currently on the market, and we are working to formally adopt these criteria as the standard across the University. " **- Energy Manager, University of Reading**

"Specifying products from the Energy Technology List ensures that our lighting will meet our customers' requirements not only in quality, but in saving energy as well. As a Carbon Trust Accredited Supplier we are pleased to be able to deliver solutions that can deliver the win-win of saving money and reducing carbon emissions at the same time." **Carbonlights**

"The feedback from the new lighting has been very positive. People in other terminals are now asking us to hurry up and upgrade their lighting." -Facilities Manager, Manchester Airport

In their own words: Why do manufacturers list products?

We´ve spoken with manufacturers that have applied to have products listed on the ETL. Below we present the reasons that they choose to apply to have their products listed

Manufacturers were driven by requests from consumers and specifiers to list their products on the ETL

Manufacturers see the ETL as a badge of respectability that demonstrates the quality of their product

Manufacturers want to market the energy efficiency of their products

Manufacturers list their products because they take pride in the efficiency of their products and in supporting the drive for increasingly efficient products

7

For more Information

Where can I find more information?

For information about the ETL please visit the following webpages:

The ETL Home and ETL: Information for Manufacturers
Or contact the ETL Help Line on 0300 330 0657 or email
ETLQuestions@carbontrust.com.

To search for a product on the ETL please visit:

The Find ETL Products webpage