

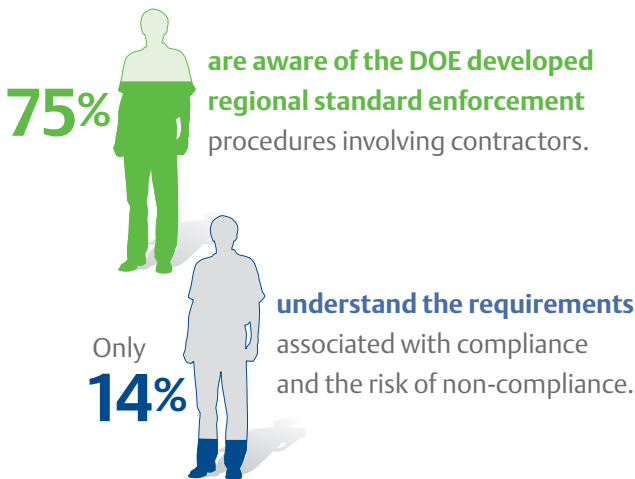
# HVAC Market Dynamics

## How Contractors are Navigating Regulations

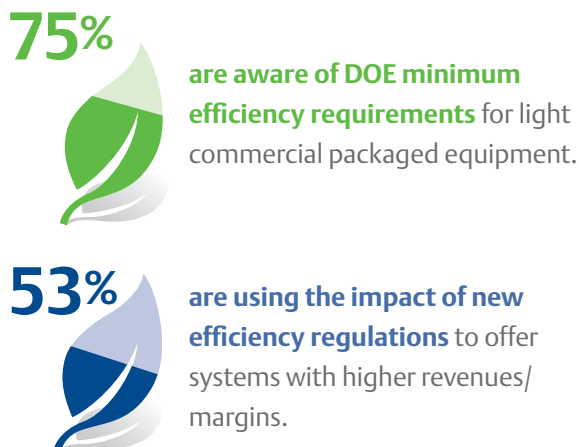
Regulatory change is constant within our industry and has implications as to how equipment is designed, applied and maintained in the field.

Emerson continually works to survey the landscape to help educate the industry on the impact of these changes.

### Residential Contractors



### Commercial Contractors



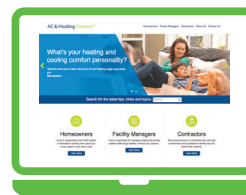
### According to contractors:

Top 3 benefits of systems that meet new regulations

- Higher efficiency and payback
- Increased comfort
- Quieter operation

### Contractors who are keeping up with regulations stay informed with

- Trade publications
- Industry associations
- Wholesaler staff
- Tools provided by OEMs
- Training classes



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