

J & E FARMS, INC. DBA

PRESTON TRADING POST

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January 14, 2019

Andrew Wheeler
Acting Administrator
U.S. Environmental Protection Agency
1200 Pennsylvania Avenue NW
Washington, DC 20460

Re: Docket ID No. EPA-HQ-OAR-2018-0195
Proposed rule amending the 2015 Residential Wood Heater New Source Performance Standards (NSPS)

Dear Mr. Wheeler,

J & E Farms, Inc. dba Preston Trading Post supports the EPA's proposed rule to amend the 2015 Residential Wood Heater New Source Performance Standards (NSPS) to add a two-year sell-through period and asks the EPA to extend the proposal to include all residential wood heaters subject to Step 2 requirements, including wood stoves and inserts. A two-year sell-through period allowing the sale of all Step 1 compliant devices remaining in inventory would be enormously important to our business, our customers, the manufacturers, and the environment. Technical, developmental, and business considerations and more importantly, safety factors, justify this additional sell-through period.

As a leading stove retailer with 44 years in business, part of the reason consumers come to us is the breadth of selection, the known (field proven) products, and our industry knowledge. This also means we have many choices for consumers that are slow selling because their appropriateness of fit to common applications is less. Essentially this is the 80/20 rule... 80% per cent of business is done with 20% of products. The other products serve mostly comparison value but sell when the characteristics of the appliance meet the situation. Without a two year sell-through, we are very concerned that it will be virtually impossible to move all these situationally driven sales out. – Further, the paucity of new models that are 2020 labeled will need time to prove their in-the-field functionality before customers will trust and appreciate their value and purchase them in a meaningful quantity. These problems go to the very vitality of our industry and survivability of many in it. Without the knowledgeable hand of veteran hearth dealers, consumers left to their own devices will likely experience greater risk of fires with resultant tragic losses and impacts on the environment.

We have great concern that the selection of wood burning appliances available to our customers will be abruptly and substantially reduced without the additional sell-through period, and with many of the remaining available units being those of the traditional catalytic design. Non-catalytic stoves are clearly the preference of our customers because of their ease of operation and durability, minimal draft sensitivity, and lower purchase and installation costs. Also, non-catalytic

stoves. Our business prefers selling non-catalytic stoves because installation is simpler, the designs are reliable, and they require far fewer field service calls than catalytic stoves because of operational or mechanical issues.

The range of choice for our customers will be drastically reduced. Also, it is uncertain whether manufacturers of the remaining choices will be able to meet customer demand nationwide for the number of units able to be produced. We consider that with fewer choices and higher retail cost home owners will be discouraged from buying a new cleaner burning stove, which would not only hurt our business, but would also result in the continued use of older and more polluting wood stoves.

For innovative designs to meet the more restrictive Step 2 NSPS limits, the full research and development process including design engineering, foundry and tooling, prototypes, in-house development testing, refinements, production, EPA certification, and safety certifications, takes years to complete. The granting of a two-year sell-through period for Step 1 compliant models would allow us time to sell the stoves preferred by our customers, like Jøtul models, until innovative and improved models are widely available to satisfy market demand.

The wood heater NSPS was originally intended to drive technological innovation resulting in reduced emissions and improved air quality. While some traditional catalytic wood heaters on the market today might meet the Step 2 certification requirements in initial testing under ideal conditions, they will not necessarily continue to meet Step 2 standards in ongoing use or result in improved air quality over a lifetime of real-world, in-home use. New technologies will emerge as the result of regulation with technology that will surpass Step 2 emission limits while maintaining the ease of operation that consumers demand through the lifecycle of the stove. Until a wide range of new and innovative wood-burning stoves and inserts are available to our customers we need to have product to sell to remain a viable business.

We ask the EPA to extend the two-year sell-through period after the NSPS Step 2 compliance date for Step 1 compliant units, as described in the proposed rulemaking, to include all residential wood heaters subject to Step 2 requirements, including wood stoves and inserts.

Sincerely,



Joseph Biber
President
J & E Farms, Inc.