

Home Comfort Certified System



The Best HVAC

Anywhere USA

City, State 00000

000-000-0000

AIREASE

Built for life. Yours.

*The areas leading comfort expert for all your
Heating and Air Conditioning needs*

Price Book Set Up Instructions

BSI's **Airease Home Comfort Flat Rate Installation Price Book** is designed to help our Airease Dealers outperform the competition with a “customized-to-your-business” replacement installation “Upfront” consumer pricing guide.

We designed the price book to be used by both *Comfort Advisors* on a replacement sales call or for the *Selling Technicians* on a service call where they have identified a replacement opportunity.

Formatted for Easy Upselling:

The proven price book format has proven to help you to easily upsell via the “good-better-best-premium” system consumer installation pricing options.

Easy 1-Page Price Book Set-up:

Located on this web page, as well as, at end of this demo price book you will find the 1-page Set-up/Order Form. On this Form you provide us your unique labor costs, gross profit margin, finance rates, and your local utility rates.

Set-up of Installation Cost-of-Goods-Sold:

You provide us your preferred equipment vendor pricing from your vendor which we import your actual costs for equipment, materials, and warranties by system type and size.

We multiply by your provided labor cost rates by the “built-in” installation labor hours for a Crew Chief and Helper to arrive at your *Total Installation Labor Cost*. You may modify the “built-in” labor hours for any system configuration by faxing us your changes via marked up *User Guide* pages also located on this www.GrowMyHVAC.com page.

Your Unique Installed Sell Price:

Your unique Installed Sell Price will be based on your provided gross profit margin rate.

Finance and Energy Savings Tables:

We provide finance and energy savings tables to help the Comfort Advisor to show consumer affordability of a system installation. We create your finance tables using your unique local finance options and national *Home Equity Rates*, *Personal Bank Loan Rates*. We create your energy savings tables using your provided local area utility rates.

Customizing Configurations:

If your configuration are different from or is missing any system type versus this demo price book, we provide three easy ways for you to quickly communicate your unique price book configuration requirements:

1. For minor modifications, simply print the demo book price pages and mark them up with your equipment component match-ups and desired warranty offering and fax them back to us.
2. For extensive modifications, we can send you an Excel spreadsheet as an email attachment that you email back to us with your unique equipment configuration component match-ups.
3. Or you can simply set up with us a telephone or on-line GoToMeeting workout session to assist in expediting setting up of your price book.

Configuration Options:

This price book may be modified to include any or all of these common residential HVAC replacement configurations:

- Split System Gas Heat
- Split System Electric Heat
- Split System Cooling Only
- Split Heat Pump
- Split Dual Fuel Heat Pump
- Geothermal Heat Pump
- Packaged Gas Heat
- Packaged Heat Pump
- Packaged Dual Fuel
- Furnace Only – Gas/Oil/Propane
- Boiler Gas/Oil/Propane
- System Enhancements/Accessories

Prices Shown are Illustrative Only

- This “demo” price book was designed for demonstration purposes only.
- **The pricing shown is for a fictitious contractor and climate zone, and is not meant to be representative to local area pricing.**
- Your pricing will be accurate to your business based on your unique local area labor costs, unique overhead and net profit set-up requirements, local financing options, and your energy savings tables according to your climate zone.

Questions?

Call our Price Book Hot Line at 800-240-2823 24/7 or email us at customercare@GrowMyHVAC.com.

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1. To use the Home Comfort Flat Rate Price Book within your business entity.
2. To make a single archival back-up copy of the Home Comfort Flat Rate Price Book in support of your use of the Home Comfort Flat Rate Price Book within your business as named on the submitted Home Comfort Flat Rate Set-up Sheet.
3. No reverse engineering. Except as stated above. MAY NOT MODIFY, TRANSLATE, DISSIMATE, OR DECOMPILE THE Home Comfort Flat Rate Price Book, OR ANY COPY, IN WHOLE OR PART.

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1. The license is effective until terminated. You may terminate the license at any time by destroying the Home Comfort Flat Rate Price Book together with all copies, modifications, and merged portions in any form. The license will also terminate upon conditions set forth elsewhere in this Agreement, and BSI may terminate your license if you fail to comply with this agreement.
2. You agree, upon such termination for any reason, to destroy the Home Comfort Flat Rate Price Book together with all copies, modifications, and merged portions in any form.

Article 3: Disclaimer of Warranties and Limitations of Remedies

1. The Home Comfort Flat Rate Price Book is provided "As Is" without warranty of any kind, either expressed or implied, including but not limited to the implied warranties of merchantability and fitness for a particular purpose. The entire risk as to the quality and performance of the Home Comfort Flat Rate Price Book is with you, its authorized user. Building Services Institute Inc. and its licensors do not warrant that the functions contained in the Home Comfort Flat Rate Price Book will meet your requirements or error free.
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Article 4: General

1. Your use of this Home Comfort Flat Rate Price Book is acknowledgement that you have read this agreement, understand it and agree to be bound by its terms and conditions. You further agree that it is the complete and exclusive statement of the license agreement between us, which supersedes any proposal or prior License Agreement, oral or written, and any other communication between us relating to the subject matter of this License Agreement.
2. This Agreement will be governed by the laws of the State of New Hampshire, and you agree that any claims regarding the Home Comfort Flat Rate Price Book shall be brought in New Hampshire, and waive any objections to jurisdiction in the Courts of New Hampshire.

Mission Statement

- **Our Commitment:** We are committed to providing the highest quality and performance in all aspects of the equipment replacement industry, utilizing our core strengths to insure the continued success of our employees and our customers.
- **Core Services:** Design, fabrication, installation and service of heating and air conditioning, indoor air quality, ventilation, electrical, temperature control and humidity controls.
- **Core Strengths:** Experienced leadership, excellence, trustworthiness, loyalty, and pride in our reputation for quality workmanship and teamwork, our multi-trade capabilities, knowledge and commitment to innovativeness.
- **Success for Employees:** Provide fair compensation, security, trust, recognition, and a good working atmosphere.
- **Success for Customers:** Provide quality, competitive pricing, trust, partnership, and our ability to meet their unique requirements.

Who we are:

- A premiere residential-commercial service company.
- We have consistently grown each year due to our competitive programs and services.
- Our company has continued to invest in state-of-the art technology that allows us to deliver the highest level of service with the lowest possible cost.
- Our written training and employee development programs assures the delivery of safe reliable service in and around your home.
- We have a written drug free hiring policy to protect our customers and property

What makes us different:

- We offer the industries best Install-Right® guarantees, warranties, and assurances.
- Our field management and equipment installation procedures enables us to take care of everything and assume responsibility for everything.
- We are an unbiased independent contractor not a manufacturer sponsored dealer.
- We minimize all personal risk from doing business with us through our delivery systems and our liability coverage.
- We **Guard** both your time and equipment replacement investment money.

The Home Comfort Certified System

7 Step Approach



1. Conducting the Home Use and Livability Survey to assure your personal, technical, and timing objectives are met.

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2. Conducting Manual J heat gain/loss measurement to right-size capacity of replacement equipment and duct distribution system installation.

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3. Analyzing data gathered to insure proper equipment sizing and inclusion of any accessories to meet your special requirements.

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4. Sitting down with you to explore their installation and purchase options.

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5. Back up all of our work with unsurpassed written Install-Right guarantees, warranties, and assurances.

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6. Organize, educate, train, and schedule installation personnel and manage your installation requirements.

↓
7. Precision tune and implement a warrantee management system and 24/7 4-hour or less emergency response

Why we set the Standards of Performance

- 90% of all installations have problems resulting in unnecessary energy inefficiencies due to:
 - Too large or too small equipment sizing
 - Improper match between condenser and evaporator
 - Improper duct sizing or distribution
 - Improper duct insulation or sealing
 - Leaking or disconnected duct work or diffusers
 - Improper system balancing
 - Improper system charging and calibration
- 40% of all installations fail to meet air flow requirements resulting in poor indoor comfort due to:
 - Improper sized equipment
 - Improper duct distribution design
 - Improper diffuser type or location
 - Leaking or disconnected ducts & diffusers
 - Improper system balancing
- 50% of all installations are not charged properly resulting in up to 50% higher operating cost due to:
 - Improper start-up, test, and installation verification per manufactures specifications and industry best practices
 - Untrained installation personnel
 - Poor contractor installation methods

Source: studies conducted by North Carolina Alternative Energy Corporation, Texas A&M University, Louisiana State University and BSI client customer surveys

With our The Home Comfort Certified System we guarantee that you will be in the top 10% of all installations

Quality Installations by Design

Pre-installation:

1. Our proven Home Use & Livability Survey data gathering techniques enable us to provide our customers with unconditional performance guarantees
2. Our computer Manual J home load modeling guarantees that heating, cooling and comfort capacities will be met.
3. Our equipment/system selection process guarantees that both your personal and your home aesthetics requirements are met
4. We select the most appropriate installation implementation process that guarantees our customers the lowest possible installation costs.
6. We specialize in working in occupied spaces and know the challenges, keep work areas clean, and actively plan our work methods to minimize any possible disruption.
7. We verify and test all work completion to guarantee that all was installed to specification and to best industry standards.
8. Our in-depth operator training guarantees that you will maximize your investment.

Post Installation:

Installation:

5. We will assign a installation team will take care of everything, manage everything, and be totally responsible for everything.
9. Our installations are installed per industry best practice, which has continuously proven to reduce emergency or trouble calls. However, when one does occur, you will receive our highest priority response. We respond to emergency service or trouble calls even during peak periods within four (4) hours or less of your call.

PRICE BOOK



SPLIT AIR CONDITIONING WITH GAS HEAT

1.5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,088

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N80BT050D 80% 60K BTU FURNACE/ EC1P COIL/5/2 DAY PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,944

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
A95UH1D 95% 60K BTU FURNACE/EC1P COIL/5/2 DAY PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,320

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2DR5 95% 2-STAGE 60K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,229

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 60K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

AIREASE

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*Potential energy savings may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.

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SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,163

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N00BT050D 80% 60K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,944

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
A95UH1D 95% 60K BTU FURNACE/EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,320

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 60K BTU FURNACE/EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,229

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 60K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
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- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
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SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,400

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N00BT050D 80% 60K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,585

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
A95UH1D 95% 60K BTU FURNACE/EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,955

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 60K BTU FURNACE/EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,678

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 80K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

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SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
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- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,620

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N00BT050D 80% 80K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,068

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 80K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,955

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 80K BTU FURNACE/EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,678

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 80K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

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SPLIT AIR CONDITIONING WITH GAS HEAT

3.5 TON

System Benefits

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- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,962

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N00BT050D 80% 80K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,296

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 80K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,555

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 12,039

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

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SPLIT AIR CONDITIONING WITH GAS HEAT

4 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,263

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N80BT050D 80% 100K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,747

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
G1N80BT050D 95% 100K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,555

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D35 95% 2-STAGE 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 12,039

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

AIREASE

Built for life. Yours.

*Potential energy savings may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.

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SPLIT AIR CONDITIONING WITH GAS HEAT

5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,886

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT
G1N80BT050D 80% 100K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,513

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT
G1N80BT050D 95% 100K BTU FURNACE/ EC1P COIL/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,296

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT
G2D95 95% 2-STAGE 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 12,666

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT
A96UHMV 95% MODULATING 100K BTU FURNACE/EC1P COIL/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

AIREASE

Built for life. Yours.

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Licensed to The Best HVAC under the Grant of License terms of Home Comfort Users Agreement.

SPLIT COOLING ONLY SYSTEMS

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

ARMSTRONG 4SCU 13 SEER CONDENSING UNIT EC1P COIL/5/2 PROGRAMMABLE

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
1.5	\$ 2,578	\$ 3,491	3,684
2	\$ 2,661	\$ 3,562	3,775
2.5	\$ 2,940	\$ 3,920	4,113
3	\$ 3,284	\$ 4,306	4,499
3.5	\$ 3,642	\$ 4,743	4,936
4	\$ 4,086	\$ 5,262	5,455
5	\$ 4,357	\$ 5,574	5,767



System Benefits

- ☑ Helps save you up to 38% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

ARMSTRONG 4SCU 14 SEER CONDENSING UNIT EC1P COIL/5/2 PROGRAMMABLE

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
1.5	\$ 2,922	\$ 3,835	4,028
2	\$ 3,007	\$ 3,928	4,121
2.5	\$ 3,284	\$ 4,264	4,457
3	\$ 3,627	\$ 4,650	4,843
3.5	\$ 4,067	\$ 5,168	5,361
4	\$ 4,481	\$ 5,657	5,850
5	\$ 4,752	\$ 5,968	6,161



System Benefits

- ☑ Helps save you up to 50% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

ARMSTRONG 4SCU16LT 16 SEER CONDENSING UNIT EC1P COIL/5/2 PROGRAMMABLE

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
2	\$ 3,938	\$ 4,859	5,052
2.5	\$ 4,352	\$ 5,332	5,525
3	\$ 4,821	\$ 5,844	6,037
3.5	\$ 5,185	\$ 6,287	6,480
4	\$ 5,776	\$ 6,952	7,145
5	\$ 6,350	\$ 7,567	7,760



System Benefits

- ☑ Helps save you up to 65% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

ARMSTRONG 4SCU18LT 18 SEER CONDENSING UNIT EC1P COIL/5/2 PROGRAMMABLE

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
2	\$ 5,091	\$ 6,012	6,205
3	\$ 6,258	\$ 7,280	7,473
4	\$ 6,878	\$ 8,054	8,247
5	\$ 7,412	\$ 8,629	8,822



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

1.5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,917

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,800

ARMSTRONG 4SHP14LE 14 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,022

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,382

ARMSTRONG 4SHP16LT 18 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

Built for life. Yours.

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SPLIT HEAT PUMP

G

2 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,917
**ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE**


System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,800
**ARMSTRONG 4SHP14LE 14 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE**


System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,022
**ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE**


System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 9,382
**ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN**


Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

2.5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,416

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,962

ARMSTRONG 4SHP14LE 14 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,771

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,143

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

3 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 6,860

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,461

ARMSTRONG 4SHPT16 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,771

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 5,143

ARMSTRONG 4SHP16LT 18 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

3.5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,507

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,020

ARMSTRONG 4SHPT14LE 14 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,127

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 11,192

ARMSTRONG 4SHP16LT 18 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

4 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,967

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,683

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,127

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 11,192

ARMSTRONG 4SHP16LT 18 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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SPLIT HEAT PUMP

5 TON

System Benefits

- ☑ Helps save you up to 35% on your energy bills*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 7,967

ARMSTRONG 4HP13 13 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 8,683

ARMSTRONG 4SHPT14LE 14 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 56% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,127

ARMSTRONG 4SHP16LT 16 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/5/2 PROGRAMMABLE



System Benefits

- ☑ Helps save you up to 60% on your energy bills*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 11,192

ARMSTRONG 4SHP16LT 18 SEER HEAT PUMP
ECIP COIL/ELECTRIC HEAT/TOUCHSCREEN



Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New refrigerant line set
- ☑ New condensate line
- ☑ New electrical disconnect
- ☑ New power wire equipment to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ Equipment start up and safety inspection
- ☑ Equipment start up and safety inspection

AIREASE

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FURNACE ONLY UPFLOW/HORIZONTAL

SIZE MBTU	INVESTMENT
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System Benefits

- ☒ Simple low cost easy system maintenance access
- ☒ Efficient performance maximizes savings & comfort
- ☒ Guaranteed worry-free operation and dependability
- ☒ 10 Year extended service Agreement

G1N80BT050D 80% FURNACE 5/2 PROGRAMMABLE

60,000	\$	2,284
80,000	\$	3,135
80,000	\$	3,164
80,000	\$	3,164
100,000	\$	3,269



System Benefits

- ☒ Simple low cost easy system maintenance access
- ☒ Efficient performance maximizes savings & comfort
- ☒ Guaranteed worry-free operation and dependability
- ☒ 10 Year extended service Agreement

G1N80BT050D 95% FURNACE 5/2 PROGRAMMABLE

60,000	\$	3,256
80,000	\$	3,421
80,000	\$	3,522
80,000	\$	3,688
100,000	\$	3,862



System Benefits

- ☒ Simple low cost easy system maintenance access
- ☒ Efficient performance maximizes savings & comfort
- ☒ Guaranteed worry-free operation and dependability
- ☒ 10 Year extended service Agreement

G2D95 95% 2-STAGE FURNACE TOUCHSCREEN

60,000	\$	4,414
80,000	\$	4,505
80,000	\$	4,588
80,000	\$	4,790
100,000	\$	4,992



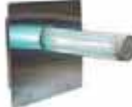
Base Installation Price Includes

- ☒ Set and level unit
- ☒ New supply/return plenum transitions
- ☒ New digital thermostat
- ☒ Equipment start up and safety inspection

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IAQ ACCESSORIES PRICE SHEET

ACCESSORY	PURPOSE/NEED	SYSTEM	NEW INSTALL
 Air Cleaner	The Air Filter protects and improves heating and cooling system performance with a MERV 11 efficiency rating that keeps air flowing cleanly and efficiently. It's also designed to make replacement a snap.	\$1,063	\$1,218
 Whole-House Media Air Cleaner	The Whole-House Air Cleaner uses HEPA, UVC Germicidal Lights to remove and destroy allergens and atmospheric dust, as well as biological and chemical contaminants and odors. It can be mounted in a variety of positions: duct-mounted, collar-mounted, or free-standing.	\$1,344	\$1,518
 Electronic Air Cleaner	The High-Efficiency Electronic Air Cleaner uses a four-stage air cleaning process, pre-filters, charging section, grounding plates, and carbon filters to efficiently remove atmospheric and household dust, coal dust, insecticides, dust mites, pollen, mold spores, fungi, bacteria, cooking smoke and grease, pet dander and tobacco smoke particles.	\$1,344	\$1,518
 UV Air Purifier	The Ultraviolet Air and Object Purifiers are ideal for offices, lounges, smoking rooms, day care centers, residential homes, and any location where clean air is desirable. Units also feature the ultra-bright LED "Smart Lamp System" visual operating display.	\$762	\$847
 Energy Recovery Ventilator	The HRV Heat Recovery Ventilators and the ERV Energy Recovery Ventilators are easy to install. Their fully insulated cabinets prevent condensation and meet the requirements of the UL 94 HF.	\$2,099	\$2,236
 Whole-House Humidification Systems	The Bypass and Fan-Powered High Humidifiers are a good choice for homes supported by warm-air heating system. The durable thermoplastic cabinet resists rust, corrosion, and warping.	\$616	\$753

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INVESTMENT OPTION WORKSHEET

[illegible]

* Actual financed charges and energy savings are projected and may be different from those shown

FINANCE TABLES



Monthly Rate Calculator - Home Equity

Rate: 4.75%

Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$422.46	\$213.73	\$109.40	\$74.65	\$57.29	\$46.89	\$39.97	\$35.04
\$ 2,650	\$447.81	\$226.56	\$115.96	\$79.13	\$60.73	\$49.71	\$42.37	\$37.14
\$ 2,800	\$473.15	\$239.38	\$122.53	\$83.60	\$64.17	\$52.82	\$44.77	\$39.25
\$ 2,950	\$498.50	\$252.20	\$129.09	\$88.08	\$67.60	\$55.33	\$47.17	\$41.35
\$ 3,100	\$523.85	\$265.03	\$135.65	\$92.56	\$71.04	\$58.15	\$49.57	\$43.45
\$ 3,250	\$549.20	\$277.85	\$142.22	\$97.04	\$74.48	\$60.96	\$51.96	\$45.55
\$ 3,400	\$574.54	\$290.68	\$148.78	\$101.52	\$77.92	\$63.77	\$54.36	\$47.66
\$ 3,550	\$599.89	\$303.50	\$155.35	\$106.00	\$81.35	\$66.59	\$56.76	\$49.76
\$ 3,700	\$625.24	\$316.32	\$161.91	\$110.48	\$84.79	\$69.40	\$59.16	\$51.86
\$ 3,850	\$650.59	\$329.15	\$168.47	\$114.96	\$88.23	\$72.21	\$61.56	\$53.96
\$ 4,000	\$675.93	\$341.97	\$175.04	\$119.44	\$91.66	\$75.03	\$63.96	\$56.07
\$ 4,150	\$701.28	\$354.80	\$181.60	\$123.91	\$95.10	\$77.84	\$66.36	\$58.17
\$ 4,300	\$726.63	\$367.62	\$188.17	\$128.39	\$98.54	\$80.65	\$68.75	\$60.27
\$ 4,450	\$751.98	\$380.44	\$194.73	\$132.87	\$101.98	\$83.47	\$71.15	\$62.37
\$ 4,600	\$777.32	\$393.27	\$201.29	\$137.35	\$105.41	\$86.28	\$73.55	\$64.48
\$ 4,750	\$802.67	\$406.09	\$207.86	\$141.83	\$108.85	\$89.10	\$75.95	\$66.58
\$ 4,900	\$828.02	\$418.92	\$214.42	\$146.31	\$112.29	\$91.91	\$78.35	\$68.68
\$ 5,050	\$853.37	\$431.74	\$220.99	\$150.78	\$115.73	\$94.72	\$80.75	\$70.78
\$ 5,200	\$878.71	\$444.56	\$227.55	\$155.27	\$119.16	\$97.54	\$83.14	\$72.89
\$ 5,350	\$904.06	\$457.39	\$234.11	\$159.74	\$122.60	\$100.35	\$85.54	\$74.99
\$ 5,500	\$929.41	\$470.21	\$240.68	\$164.22	\$126.04	\$103.16	\$87.94	\$77.09
\$ 5,650	\$954.76	\$483.04	\$247.24	\$168.70	\$129.48	\$105.98	\$90.34	\$79.19
\$ 5,800	\$980.10	\$495.86	\$253.81	\$173.18	\$132.91	\$108.79	\$92.74	\$81.30
\$ 5,950	\$1,005.45	\$508.68	\$260.37	\$177.66	\$136.35	\$111.60	\$95.14	\$83.40
\$ 6,100	\$1,030.80	\$521.51	\$266.93	\$182.14	\$139.79	\$114.42	\$97.53	\$85.50
\$ 6,250	\$1,056.15	\$534.33	\$273.50	\$186.62	\$143.23	\$117.23	\$99.93	\$87.60
\$ 6,400	\$1,081.49	\$547.15	\$280.06	\$191.10	\$146.66	\$120.04	\$102.33	\$89.71
\$ 6,550	\$1,106.84	\$559.98	\$286.62	\$195.58	\$150.10	\$122.86	\$104.73	\$91.81
\$ 6,700	\$1,132.19	\$572.80	\$293.19	\$200.05	\$153.54	\$125.67	\$107.13	\$93.91
\$ 6,850	\$1,157.54	\$585.63	\$299.75	\$204.53	\$156.98	\$128.48	\$109.53	\$96.01
\$ 7,000	\$1,182.88	\$598.45	\$306.32	\$209.01	\$160.41	\$131.30	\$111.92	\$98.12
\$ 7,150	\$1,208.23	\$611.27	\$312.88	\$213.49	\$163.85	\$134.11	\$114.32	\$100.22
\$ 7,300	\$1,233.58	\$624.10	\$319.44	\$217.97	\$167.29	\$136.93	\$116.72	\$102.32
\$ 7,450	\$1,258.93	\$636.92	\$326.01	\$222.45	\$170.73	\$139.74	\$119.12	\$104.42
\$ 7,600	\$1,284.27	\$649.75	\$332.57	\$226.93	\$174.16	\$142.55	\$121.52	\$106.53
\$ 7,750	\$1,309.62	\$662.57	\$339.14	\$231.41	\$177.60	\$145.37	\$123.92	\$108.63
\$ 7,900	\$1,334.97	\$675.39	\$345.70	\$235.88	\$181.04	\$148.18	\$126.31	\$110.73
\$ 8,050	\$1,360.32	\$688.22	\$352.26	\$240.36	\$184.48	\$150.99	\$128.71	\$112.83
\$ 8,200	\$1,385.66	\$701.04	\$358.83	\$244.84	\$187.91	\$153.81	\$131.11	\$114.94
\$ 8,350	\$1,411.01	\$713.87	\$365.39	\$249.32	\$191.35	\$156.62	\$133.51	\$117.04
\$ 8,500	\$1,436.36	\$726.69	\$371.96	\$253.80	\$194.79	\$159.43	\$135.91	\$119.14
\$ 8,650	\$1,461.71	\$739.51	\$378.52	\$258.28	\$198.23	\$162.25	\$138.31	\$121.24
\$ 8,800	\$1,487.05	\$752.34	\$385.08	\$262.76	\$201.66	\$165.06	\$140.71	\$123.35
\$ 8,950	\$1,512.40	\$765.16	\$391.65	\$267.24	\$205.10	\$167.87	\$143.10	\$125.45
\$ 9,100	\$1,537.75	\$777.99	\$398.21	\$271.71	\$208.54	\$170.69	\$145.50	\$127.55

Monthly Rate Calculator

Rate: 6.75%

Amount to Finance	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$216.03	\$111.65	\$76.91	\$59.58	\$49.21	\$42.32	\$37.43
\$ 2,650	\$228.99	\$118.35	\$81.52	\$63.15	\$52.16	\$44.86	\$39.67
\$ 2,800	\$241.95	\$125.05	\$86.14	\$66.73	\$55.11	\$47.40	\$41.92
\$ 2,950	\$254.91	\$131.75	\$90.75	\$70.30	\$58.07	\$49.94	\$44.16
\$ 3,100	\$267.88	\$138.44	\$95.37	\$73.87	\$61.02	\$52.48	\$46.41
\$ 3,250	\$280.84	\$145.14	\$99.98	\$77.46	\$63.97	\$55.02	\$48.65
\$ 3,400	\$293.80	\$151.84	\$104.59	\$81.02	\$66.92	\$57.56	\$50.90
\$ 3,550	\$306.76	\$158.54	\$109.21	\$84.60	\$69.88	\$60.10	\$53.15
\$ 3,700	\$319.72	\$165.24	\$113.82	\$88.17	\$72.83	\$62.64	\$55.39
\$ 3,850	\$332.68	\$171.94	\$118.44	\$91.75	\$75.76	\$65.18	\$57.64
\$ 4,000	\$345.65	\$178.64	\$123.05	\$95.32	\$78.73	\$67.72	\$59.88
\$ 4,150	\$358.61	\$185.34	\$127.67	\$98.90	\$81.69	\$70.26	\$62.13
\$ 4,300	\$371.57	\$192.04	\$132.28	\$102.47	\$84.64	\$72.80	\$64.37
\$ 4,450	\$384.53	\$198.73	\$136.90	\$106.05	\$87.59	\$75.34	\$66.62
\$ 4,600	\$397.49	\$205.43	\$141.51	\$109.62	\$90.54	\$77.87	\$68.87
\$ 4,750	\$410.45	\$212.13	\$146.12	\$113.19	\$93.50	\$80.41	\$71.11
\$ 4,900	\$423.42	\$218.83	\$150.74	\$116.77	\$96.45	\$82.95	\$73.36
\$ 5,050	\$436.38	\$225.53	\$155.35	\$120.34	\$99.40	\$85.49	\$75.60
\$ 5,200	\$449.34	\$232.23	\$159.97	\$123.92	\$102.35	\$88.03	\$77.85
\$ 5,350	\$462.30	\$238.93	\$164.58	\$127.49	\$105.31	\$90.57	\$80.09
\$ 5,500	\$475.26	\$245.63	\$169.20	\$131.07	\$108.26	\$93.11	\$82.34
\$ 5,650	\$488.23	\$252.33	\$173.81	\$134.64	\$111.21	\$95.65	\$84.58
\$ 5,800	\$501.19	\$259.02	\$178.42	\$138.22	\$114.16	\$98.19	\$86.83
\$ 5,950	\$514.15	\$265.72	\$183.04	\$141.79	\$117.12	\$100.73	\$89.08
\$ 6,100	\$527.11	\$272.42	\$187.65	\$145.37	\$120.07	\$103.27	\$91.32
\$ 6,250	\$540.07	\$279.12	\$192.27	\$148.94	\$123.02	\$105.81	\$93.57
\$ 6,400	\$553.03	\$285.82	\$196.88	\$152.51	\$125.97	\$108.35	\$95.81
\$ 6,550	\$566.00	\$292.53	\$201.50	\$156.09	\$128.93	\$110.89	\$98.06
\$ 6,700	\$578.96	\$299.22	\$206.11	\$159.66	\$131.88	\$113.43	\$100.30
\$ 6,850	\$591.92	\$305.92	\$210.73	\$163.24	\$134.83	\$115.97	\$102.55
\$ 7,000	\$604.88	\$312.62	\$215.34	\$166.81	\$137.78	\$118.50	\$104.80
\$ 7,150	\$617.84	\$319.31	\$219.95	\$170.39	\$140.74	\$121.04	\$107.04
\$ 7,300	\$630.80	\$326.01	\$224.57	\$173.96	\$143.69	\$123.58	\$109.29
\$ 7,450	\$643.77	\$332.71	\$229.18	\$177.54	\$146.64	\$126.12	\$111.53
\$ 7,600	\$656.73	\$339.41	\$233.80	\$181.11	\$149.59	\$128.66	\$113.78
\$ 7,750	\$669.69	\$346.11	\$238.41	\$184.69	\$152.55	\$131.20	\$116.02
\$ 7,900	\$682.65	\$352.81	\$243.03	\$188.26	\$155.50	\$133.74	\$118.27
\$ 8,050	\$695.61	\$359.51	\$247.64	\$191.83	\$158.45	\$136.28	\$120.51
\$ 8,200	\$708.57	\$366.21	\$252.26	\$195.41	\$161.40	\$138.82	\$122.76
\$ 8,350	\$721.54	\$372.91	\$256.87	\$198.98	\$164.36	\$141.36	\$125.01
\$ 8,500	\$734.50	\$379.60	\$261.48	\$202.56	\$167.31	\$143.90	\$127.25
\$ 8,650	\$747.46	\$386.30	\$266.10	\$206.13	\$170.26	\$146.44	\$129.50
\$ 8,800	\$760.42	\$393.00	\$270.71	\$209.71	\$173.21	\$148.98	\$131.74
\$ 8,950	\$773.38	\$399.70	\$275.33	\$213.28	\$176.17	\$151.52	\$133.99
\$ 9,100	\$786.35	\$406.40	\$279.94	\$216.86	\$179.12	\$154.06	\$136.23

Monthly Rate Calculator - Same as Cash Tables

Rate: 7.00%

Amount to Finance	6 Mos Same as Cash 6 Months Repay	6 Mos Same as Cash 12 Months Repay	6 Mos Same as Cash 24 Months Repay	6 Mos Same as Cash 36 Months Repay	6 Mos Same as Cash 48 Months Repay	6 Mos Same as Cash 60 Months Repay	6 Mos Same as Cash 72 Months Repay	6 Mos Same as Cash 84 Months Repay
\$ 2,500	\$440.10	\$231.46	\$128.43	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$ 3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$ 3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$ 4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102.49	\$84.75	\$72.97	\$64.60
\$ 4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87.93	\$75.71	\$67.02
\$ 4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110.18	\$91.11	\$78.44	\$69.44
\$ 4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$ 4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
\$ 4,750	\$836.18	\$439.77	\$227.56	\$156.93	\$121.71	\$100.64	\$86.65	\$76.71
\$ 4,900	\$862.59	\$453.66	\$234.74	\$161.89	\$125.55	\$103.82	\$89.39	\$79.13
\$ 5,050	\$889.00	\$467.55	\$241.93	\$166.84	\$129.39	\$107.00	\$92.12	\$81.55
\$ 5,200	\$915.40	\$481.43	\$249.11	\$171.80	\$133.24	\$110.17	\$94.86	\$83.98
\$ 5,350	\$941.81	\$495.32	\$256.30	\$176.76	\$137.08	\$113.35	\$97.60	\$86.40
\$ 5,500	\$968.21	\$509.21	\$263.49	\$181.71	\$140.92	\$116.53	\$100.33	\$88.82
\$ 5,650	\$994.62	\$523.10	\$270.67	\$186.67	\$144.77	\$119.71	\$103.07	\$91.24
\$ 5,800	\$1,021.03	\$536.98	\$277.86	\$191.62	\$148.61	\$122.89	\$105.81	\$93.67
\$ 5,950	\$1,047.43	\$550.87	\$285.04	\$196.58	\$152.45	\$126.06	\$108.54	\$96.09
\$ 6,100	\$1,073.84	\$564.76	\$292.23	\$201.53	\$156.30	\$129.24	\$111.28	\$98.51
\$ 6,250	\$1,100.24	\$578.65	\$299.42	\$206.49	\$160.14	\$132.42	\$114.02	\$100.93
\$ 6,400	\$1,126.65	\$592.54	\$306.60	\$211.45	\$163.98	\$135.60	\$116.75	\$103.35
\$ 6,550	\$1,153.06	\$606.42	\$313.79	\$216.40	\$167.83	\$138.78	\$119.49	\$105.78
\$ 6,700	\$1,179.46	\$620.31	\$320.97	\$221.36	\$171.67	\$141.95	\$122.22	\$108.20
\$ 6,850	\$1,205.87	\$634.20	\$328.16	\$226.31	\$175.51	\$145.13	\$124.96	\$110.62
\$ 7,000	\$1,232.27	\$648.09	\$335.35	\$231.27	\$179.36	\$148.31	\$127.70	\$113.04
\$ 7,150	\$1,258.68	\$661.97	\$342.53	\$236.23	\$183.20	\$151.49	\$130.43	\$115.47
\$ 7,300	\$1,285.08	\$675.86	\$349.72	\$241.18	\$187.04	\$154.67	\$133.17	\$117.89
\$ 7,450	\$1,311.49	\$689.75	\$356.90	\$246.14	\$190.89	\$157.85	\$135.91	\$120.31
\$ 7,600	\$1,337.90	\$703.64	\$364.09	\$251.09	\$194.73	\$161.02	\$138.64	\$122.73
\$ 7,750	\$1,364.30	\$717.52	\$371.28	\$256.05	\$198.57	\$164.20	\$141.38	\$125.16
\$ 7,900	\$1,390.71	\$731.41	\$378.46	\$261.00	\$202.42	\$167.38	\$144.12	\$127.58
\$ 8,050	\$1,417.11	\$745.30	\$385.65	\$265.96	\$206.26	\$170.56	\$146.85	\$130.00
\$ 8,200	\$1,443.52	\$759.19	\$392.83	\$270.92	\$210.10	\$173.74	\$149.59	\$132.42
\$ 8,350	\$1,469.93	\$773.07	\$400.02	\$275.87	\$213.95	\$176.91	\$152.32	\$134.85
\$ 8,500	\$1,496.33	\$786.96	\$407.21	\$280.83	\$217.79	\$180.09	\$155.06	\$137.27
\$ 8,650	\$1,522.74	\$800.85	\$414.39	\$285.78	\$221.63	\$183.27	\$157.80	\$139.69
\$ 8,800	\$1,549.14	\$814.74	\$421.58	\$290.74	\$225.48	\$186.45	\$160.53	\$142.11
\$ 8,950	\$1,575.55	\$828.62	\$428.76	\$295.69	\$229.32	\$189.63	\$163.27	\$144.54
\$ 9,100	\$1,601.95	\$842.51	\$435.95	\$300.65	\$233.16	\$192.80	\$166.01	\$146.96

Monthly Rate Calculator - Same as Cash Tables

Rate: 8.00%

Amount to Finance	12 mos Same as Cash 6 Months Repay	12 mos Same as Cash 12 Months Repay	12 mos Same as Cash 24 Months Repay	12 mos Same as Cash 36 Months Repay	12 mos Same as Cash 48 Months Repay	12 mos Same as Cash 60 Months Repay	12 mos Same as Cash 72 Months Repay	12 mos Same as Cash 84 Months Repay
\$ 2,500	\$443.50	\$234.87	\$122.11	\$84.61	\$65.91	\$54.75	\$47.34	\$42.08
\$ 2,650	\$470.11	\$248.96	\$129.44	\$89.68	\$69.87	\$58.03	\$50.18	\$44.61
\$ 2,800	\$496.72	\$263.05	\$136.77	\$94.76	\$73.82	\$61.32	\$53.02	\$47.13
\$ 2,950	\$523.33	\$277.15	\$144.09	\$99.84	\$77.78	\$64.60	\$55.86	\$49.66
\$ 3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
\$ 3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71.17	\$61.54	\$54.71
\$ 3,400	\$603.16	\$319.42	\$166.07	\$115.07	\$89.64	\$74.45	\$64.38	\$57.23
\$ 3,550	\$629.77	\$333.51	\$173.40	\$120.14	\$93.60	\$77.74	\$67.22	\$59.76
\$ 3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	\$81.02	\$70.06	\$62.28
\$ 3,850	\$682.99	\$361.70	\$188.06	\$130.30	\$101.51	\$84.31	\$72.90	\$64.81
\$ 4,000	\$709.60	\$375.79	\$195.38	\$135.37	\$105.48	\$87.59	\$75.74	\$67.33
\$ 4,150	\$736.21	\$389.88	\$202.71	\$140.45	\$109.42	\$90.88	\$78.58	\$69.86
\$ 4,300	\$762.82	\$403.97	\$210.04	\$145.53	\$113.37	\$94.16	\$81.42	\$72.38
\$ 4,450	\$789.43	\$418.07	\$217.36	\$150.60	\$117.33	\$97.45	\$84.26	\$74.91
\$ 4,600	\$816.04	\$432.16	\$224.69	\$155.68	\$121.28	\$100.73	\$87.11	\$77.43
\$ 4,750	\$842.65	\$446.25	\$232.02	\$160.76	\$125.24	\$104.02	\$89.95	\$79.96
\$ 4,900	\$869.26	\$460.34	\$239.34	\$165.83	\$129.19	\$107.30	\$92.79	\$82.48
\$ 5,050	\$895.87	\$474.43	\$246.67	\$170.91	\$133.15	\$110.59	\$95.63	\$85.01
\$ 5,200	\$922.48	\$488.53	\$254.00	\$175.99	\$137.10	\$113.87	\$98.47	\$87.53
\$ 5,350	\$949.09	\$502.62	\$261.32	\$181.06	\$141.06	\$117.16	\$101.31	\$90.06
\$ 5,500	\$975.70	\$516.71	\$268.65	\$186.14	\$145.01	\$120.44	\$104.15	\$92.58
\$ 5,650	\$1,002.31	\$530.80	\$275.98	\$191.21	\$148.97	\$123.73	\$106.99	\$95.11
\$ 5,800	\$1,028.92	\$544.90	\$283.30	\$196.29	\$152.92	\$127.01	\$109.83	\$97.63
\$ 5,950	\$1,055.53	\$558.99	\$290.63	\$201.37	\$156.88	\$130.30	\$112.67	\$100.16
\$ 6,100	\$1,082.14	\$573.08	\$297.96	\$206.44	\$160.83	\$133.58	\$115.51	\$102.68
\$ 6,250	\$1,108.75	\$587.17	\$305.28	\$211.52	\$164.79	\$136.87	\$118.35	\$105.21
\$ 6,400	\$1,135.36	\$601.26	\$312.61	\$216.60	\$168.74	\$140.15	\$121.19	\$107.73
\$ 6,550	\$1,161.97	\$615.36	\$319.94	\$221.67	\$172.70	\$143.44	\$124.03	\$110.26
\$ 6,700	\$1,188.58	\$629.45	\$327.26	\$226.75	\$176.65	\$146.72	\$126.87	\$112.78
\$ 6,850	\$1,215.19	\$643.54	\$334.59	\$231.83	\$180.61	\$150.00	\$129.71	\$115.31
\$ 7,000	\$1,241.80	\$657.63	\$341.92	\$236.90	\$184.56	\$153.29	\$132.55	\$117.83
\$ 7,150	\$1,268.41	\$671.72	\$349.25	\$241.98	\$188.52	\$156.57	\$135.39	\$120.36
\$ 7,300	\$1,295.02	\$685.82	\$356.57	\$247.06	\$192.47	\$159.86	\$138.23	\$122.88
\$ 7,450	\$1,321.63	\$699.91	\$363.90	\$252.13	\$196.43	\$163.14	\$141.07	\$125.41
\$ 7,600	\$1,348.24	\$714.00	\$371.23	\$257.21	\$200.38	\$166.43	\$143.91	\$127.93
\$ 7,750	\$1,374.85	\$728.09	\$378.55	\$262.29	\$204.34	\$169.71	\$146.75	\$130.46
\$ 7,900	\$1,401.46	\$742.19	\$385.88	\$267.36	\$208.29	\$173.00	\$149.59	\$132.98
\$ 8,050	\$1,428.07	\$756.28	\$393.21	\$272.44	\$212.25	\$176.28	\$152.43	\$135.51
\$ 8,200	\$1,454.68	\$770.37	\$400.53	\$277.51	\$216.20	\$179.57	\$155.27	\$138.03
\$ 8,350	\$1,481.29	\$784.46	\$407.86	\$282.59	\$220.16	\$182.85	\$158.11	\$140.56
\$ 8,500	\$1,507.90	\$798.55	\$415.19	\$287.67	\$224.11	\$186.14	\$160.96	\$143.08
\$ 8,650	\$1,534.51	\$812.65	\$422.51	\$292.74	\$228.07	\$189.42	\$163.80	\$145.61
\$ 8,800	\$1,561.12	\$826.74	\$429.84	\$297.82	\$232.02	\$192.71	\$166.64	\$148.13
\$ 8,950	\$1,587.73	\$840.83	\$437.17	\$302.90	\$235.98	\$195.99	\$169.48	\$150.66
\$ 9,100	\$1,614.34	\$854.92	\$444.49	\$307.97	\$239.93	\$199.28	\$172.32	\$153.18

Monthly Rate Calculator - Same as Cash Tables

Rate: 9.00%

Amount to Finance	18 mos Same as Cash 6 Months Repay	18 mos Same as Cash 12 Months Repay	18 mos Same as Cash 24 Months Repay	18 mos Same as Cash 36 Months Repay	18 mos Same as Cash 48 Months Repay	18 mos Same as Cash 60 Months Repay	18 mos Same as Cash 72 Months Repay	18 mos Same as Cash 84 Months Repay
\$ 2,500	\$446.92	\$238.31	\$124.49	\$86.65	\$67.81	\$56.57	\$49.12	\$43.84
\$ 2,650	\$473.73	\$252.60	\$131.96	\$91.85	\$71.88	\$59.96	\$52.07	\$46.47
\$ 2,800	\$500.55	\$266.90	\$139.43	\$97.05	\$75.95	\$63.35	\$55.01	\$49.10
\$ 2,950	\$527.36	\$281.20	\$146.90	\$102.25	\$80.02	\$66.75	\$57.96	\$51.73
\$ 3,100	\$554.18	\$295.50	\$154.37	\$107.45	\$84.09	\$70.14	\$60.91	\$54.36
\$ 3,250	\$580.99	\$309.80	\$161.84	\$112.65	\$88.16	\$73.54	\$63.86	\$57.00
\$ 3,400	\$607.81	\$324.10	\$169.31	\$117.85	\$92.22	\$76.93	\$66.80	\$59.63
\$ 3,550	\$634.62	\$338.39	\$176.78	\$123.05	\$96.29	\$80.32	\$69.75	\$62.26
\$ 3,700	\$661.44	\$352.69	\$184.25	\$128.25	\$100.36	\$83.72	\$72.70	\$64.89
\$ 3,850	\$688.25	\$366.99	\$191.72	\$133.45	\$104.43	\$87.11	\$75.64	\$67.52
\$ 4,000	\$715.07	\$381.29	\$199.19	\$138.65	\$108.50	\$90.51	\$78.59	\$70.15
\$ 4,150	\$741.88	\$395.59	\$206.65	\$143.85	\$112.57	\$93.90	\$81.54	\$72.78
\$ 4,300	\$768.70	\$409.89	\$214.12	\$149.05	\$116.64	\$97.29	\$84.49	\$75.41
\$ 4,450	\$795.51	\$424.18	\$221.59	\$154.24	\$120.70	\$100.69	\$87.43	\$78.04
\$ 4,600	\$822.33	\$438.48	\$229.06	\$159.44	\$124.77	\$104.08	\$90.38	\$80.67
\$ 4,750	\$849.14	\$452.78	\$236.53	\$164.64	\$128.84	\$107.48	\$93.33	\$83.30
\$ 4,900	\$875.96	\$467.08	\$244.00	\$169.84	\$132.91	\$110.87	\$96.27	\$85.93
\$ 5,050	\$902.77	\$481.38	\$251.47	\$175.04	\$136.98	\$114.26	\$99.22	\$88.56
\$ 5,200	\$929.59	\$495.67	\$258.94	\$180.24	\$141.05	\$117.66	\$102.17	\$91.19
\$ 5,350	\$956.40	\$509.97	\$266.41	\$185.44	\$145.12	\$121.05	\$105.12	\$93.82
\$ 5,500	\$983.22	\$524.27	\$273.88	\$190.64	\$149.19	\$124.45	\$108.06	\$96.45
\$ 5,650	\$1,010.03	\$538.57	\$281.35	\$195.84	\$153.25	\$127.84	\$111.01	\$99.08
\$ 5,800	\$1,036.85	\$552.87	\$288.82	\$201.04	\$157.32	\$131.23	\$113.96	\$101.72
\$ 5,950	\$1,063.66	\$567.17	\$296.29	\$206.24	\$161.39	\$134.63	\$116.90	\$104.35
\$ 6,100	\$1,090.48	\$581.46	\$303.76	\$211.44	\$165.46	\$138.02	\$119.85	\$106.98
\$ 6,250	\$1,117.29	\$595.76	\$311.23	\$216.64	\$169.53	\$141.42	\$122.80	\$109.61
\$ 6,400	\$1,144.11	\$610.06	\$318.70	\$221.83	\$173.60	\$144.81	\$125.75	\$112.24
\$ 6,550	\$1,170.92	\$624.36	\$326.17	\$227.03	\$177.67	\$148.20	\$128.69	\$114.87
\$ 6,700	\$1,197.74	\$638.66	\$333.64	\$232.23	\$181.74	\$151.60	\$131.64	\$117.50
\$ 6,850	\$1,224.55	\$652.96	\$341.11	\$237.43	\$185.80	\$154.99	\$134.59	\$120.13
\$ 7,000	\$1,251.37	\$667.25	\$348.57	\$242.63	\$189.87	\$158.39	\$137.53	\$122.76
\$ 7,150	\$1,278.18	\$681.55	\$356.04	\$247.83	\$193.94	\$161.78	\$140.48	\$125.39
\$ 7,300	\$1,305.00	\$695.85	\$363.51	\$253.03	\$198.01	\$165.17	\$143.43	\$128.02
\$ 7,450	\$1,331.81	\$710.15	\$370.98	\$258.23	\$202.08	\$168.57	\$146.38	\$130.65
\$ 7,600	\$1,358.63	\$724.45	\$378.45	\$263.43	\$206.15	\$171.96	\$149.32	\$133.28
\$ 7,750	\$1,385.44	\$738.75	\$385.92	\$268.63	\$210.22	\$175.36	\$152.27	\$135.91
\$ 7,900	\$1,412.26	\$753.04	\$393.39	\$273.83	\$214.29	\$178.75	\$155.22	\$138.54
\$ 8,050	\$1,439.07	\$767.34	\$400.86	\$279.03	\$218.35	\$182.14	\$158.17	\$141.17
\$ 8,200	\$1,465.89	\$781.64	\$408.33	\$284.23	\$222.42	\$185.54	\$161.11	\$143.80
\$ 8,350	\$1,492.70	\$795.94	\$415.80	\$289.43	\$226.49	\$188.93	\$164.06	\$146.43
\$ 8,500	\$1,519.52	\$810.24	\$423.27	\$294.62	\$230.56	\$192.33	\$167.01	\$149.07
\$ 8,650	\$1,546.33	\$824.54	\$430.74	\$299.82	\$234.63	\$195.72	\$169.95	\$151.70
\$ 8,800	\$1,573.15	\$838.83	\$438.21	\$305.02	\$238.70	\$199.11	\$172.90	\$154.33
\$ 8,950	\$1,599.96	\$853.13	\$445.68	\$310.22	\$242.77	\$202.51	\$175.85	\$156.96
\$ 9,100	\$1,626.78	\$867.43	\$453.15	\$315.42	\$246.83	\$205.90	\$178.80	\$159.59

ENERGY SAVINGS



We have not included all energy savings tables to
reduce download file size

Estimated Energy Savings

6/24/2011

Can vary widely due to unique installation and environmental conditions
As equipment deteriorates, so does the SEER

1.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
18	\$ 323	\$ 240	\$ 185	\$ 145	\$ 116	\$ 92	\$ 74	\$ 59	\$ 46	\$ 36	\$ 26	\$ 18	\$ 16	\$ 13	\$ 10
17.5	\$ 321	\$ 238	\$ 182	\$ 143	\$ 113	\$ 90	\$ 71	\$ 56	\$ 44	\$ 33	\$ 24	\$ 16	\$ 13	\$ 10	\$ 7
17	\$ 318	\$ 235	\$ 179	\$ 140	\$ 110	\$ 87	\$ 68	\$ 53	\$ 41	\$ 30	\$ 21	\$ 13	\$ 10	\$ 7	\$ 4
16.5	\$ 315	\$ 232	\$ 176	\$ 137	\$ 107	\$ 84	\$ 66	\$ 50	\$ 38	\$ 27	\$ 18	\$ 10	\$ 7	\$ 4	\$ -
16	\$ 312	\$ 229	\$ 173	\$ 134	\$ 104	\$ 81	\$ 62	\$ 47	\$ 35	\$ 24	\$ 15	\$ 8	\$ -	\$ -	\$ -
15.5	\$ 308	\$ 225	\$ 170	\$ 130	\$ 101	\$ 77	\$ 59	\$ 44	\$ 31	\$ 21	\$ 11	\$ -	\$ -	\$ -	\$ -
15	\$ 305	\$ 222	\$ 166	\$ 127	\$ 97	\$ 74	\$ 55	\$ 40	\$ 28	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -
14.5	\$ 301	\$ 218	\$ 162	\$ 123	\$ 93	\$ 70	\$ 52	\$ 38	\$ 24	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -
14	\$ 297	\$ 214	\$ 158	\$ 119	\$ 89	\$ 66	\$ 48	\$ 32	\$ 20	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -
13.5	\$ 293	\$ 209	\$ 154	\$ 114	\$ 85	\$ 62	\$ 43	\$ 28	\$ 15	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -
13	\$ 288	\$ 205	\$ 149	\$ 110	\$ 80	\$ 57	\$ 38	\$ 23	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12.5	\$ 283	\$ 200	\$ 144	\$ 105	\$ 75	\$ 52	\$ 33	\$ 18	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	\$ 277	\$ 194	\$ 139	\$ 99	\$ 69	\$ 46	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11.5	\$ 271	\$ 188	\$ 133	\$ 93	\$ 63	\$ 40	\$ 22	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	\$ 265	\$ 181	\$ 126	\$ 86	\$ 57	\$ 34	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10.5	\$ 257	\$ 174	\$ 119	\$ 79	\$ 50	\$ 26	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	\$ 249	\$ 166	\$ 111	\$ 71	\$ 42	\$ 18	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

18,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Operating Hours

1.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
18	\$ 27	\$ 20	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1	\$ 1	\$ 0
17.5	\$ 27	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ 0	\$ -
17	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 3	\$ 2	\$ 1	\$ 1	\$ 0	\$ -
16.5	\$ 26	\$ 19	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ 0	\$ -	\$ -
16	\$ 26	\$ 19	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -
15.5	\$ 26	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -
15	\$ 25	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -	\$ -
14.5	\$ 25	\$ 18	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -	\$ -
14	\$ 25	\$ 18	\$ 13	\$ 10	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -
13.5	\$ 24	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -	\$ -	\$ -
13	\$ 24	\$ 17	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12.5	\$ 24	\$ 17	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	\$ 23	\$ 16	\$ 12	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11.5	\$ 23	\$ 16	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	\$ 22	\$ 15	\$ 11	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10.5	\$ 21	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	\$ 21	\$ 14	\$ 9	\$ 6	\$ 3	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

18,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

6/24/2011

Can vary widely due to unique installation and environmental conditions
As equipment deteriorates, so does the SEER

2 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
18	\$ 431	\$ 320	\$ 246	\$ 194	\$ 154	\$ 123	\$ 99	\$ 78	\$ 62	\$ 47	\$ 35	\$ 25	\$ 17	\$ 10	\$ 5
17.5	\$ 428	\$ 317	\$ 243	\$ 190	\$ 150	\$ 120	\$ 95	\$ 75	\$ 58	\$ 44	\$ 32	\$ 21	\$ 13	\$ 7	\$ 3
17	\$ 424	\$ 313	\$ 239	\$ 186	\$ 147	\$ 116	\$ 91	\$ 71	\$ 54	\$ 40	\$ 28	\$ 17	\$ 9	\$ 4	\$ 1
16.5	\$ 420	\$ 309	\$ 235	\$ 182	\$ 143	\$ 112	\$ 87	\$ 67	\$ 50	\$ 36	\$ 24	\$ 13	\$ 6	\$ 2	\$ 0
16	\$ 416	\$ 305	\$ 231	\$ 178	\$ 139	\$ 108	\$ 83	\$ 63	\$ 46	\$ 32	\$ 20	\$ 9	\$ 4	\$ 1	\$ 0
15.5	\$ 411	\$ 300	\$ 227	\$ 174	\$ 134	\$ 103	\$ 79	\$ 59	\$ 42	\$ 28	\$ 15	\$ 5	\$ 2	\$ 0	\$ 0
15	\$ 407	\$ 296	\$ 222	\$ 169	\$ 129	\$ 99	\$ 74	\$ 54	\$ 37	\$ 23	\$ 11	\$ -	\$ -	\$ -	\$ -
14.5	\$ 401	\$ 291	\$ 217	\$ 164	\$ 124	\$ 93	\$ 69	\$ 49	\$ 32	\$ 18	\$ 5	\$ -	\$ -	\$ -	\$ -
14	\$ 396	\$ 285	\$ 211	\$ 158	\$ 119	\$ 88	\$ 63	\$ 43	\$ 26	\$ 12	\$ -	\$ -	\$ -	\$ -	\$ -
13.5	\$ 390	\$ 279	\$ 205	\$ 153	\$ 113	\$ 82	\$ 57	\$ 37	\$ 21	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -
13	\$ 384	\$ 273	\$ 199	\$ 146	\$ 107	\$ 76	\$ 51	\$ 31	\$ 14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12.5	\$ 377	\$ 266	\$ 192	\$ 139	\$ 100	\$ 69	\$ 44	\$ 24	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	\$ 370	\$ 259	\$ 185	\$ 132	\$ 92	\$ 62	\$ 37	\$ 17	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11.5	\$ 362	\$ 251	\$ 177	\$ 124	\$ 84	\$ 54	\$ 29	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	\$ 353	\$ 242	\$ 168	\$ 115	\$ 76	\$ 45	\$ 20	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10.5	\$ 343	\$ 232	\$ 158	\$ 106	\$ 66	\$ 35	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	\$ 333	\$ 222	\$ 148	\$ 95	\$ 55	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

24000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Operating Hours

2 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
18	\$ 36	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0
17.5	\$ 36	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0
17	\$ 35	\$ 26	\$ 20	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0
16.5	\$ 35	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0
16	\$ 35	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0
15.5	\$ 34	\$ 25	\$ 19	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0
15	\$ 34	\$ 25	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0
14.5	\$ 33	\$ 24	\$ 18	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
14	\$ 33	\$ 24	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
13.5	\$ 33	\$ 23	\$ 17	\$ 13	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
13	\$ 32	\$ 23	\$ 17	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
12.5	\$ 31	\$ 22	\$ 16	\$ 12	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
12	\$ 31	\$ 22	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
11.5	\$ 30	\$ 21	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
11	\$ 29	\$ 20	\$ 14	\$ 10	\$ 6	\$ 4	\$ 2	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
10.5	\$ 29	\$ 19	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
10	\$ 28	\$ 18	\$ 12	\$ 8	\$ 5	\$ 2	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

24,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

6/24/2011

Can vary widely due to unique installation and environmental conditions
As equipment deteriorates, so does the SEER

2 Ton Heat Pump Air-to-Air - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,313	\$ 976	\$ 750	\$ 590	\$ 469	\$ 375	\$ 300	\$ 239	\$ 188	\$ 144	\$ 107	\$ 75		
17.5	\$ 1,310	\$ 965	\$ 747	\$ 586	\$ 465	\$ 372	\$ 536	\$ 601	\$ 552	\$ 134	\$ 96	\$ 64		
17	\$ 1,291	\$ 953	\$ 728	\$ 568	\$ 447	\$ 353	\$ 532	\$ 601	\$ 552	\$ 122	\$ 85	\$ 53		
16.5	\$ 1,279	\$ 941	\$ 716	\$ 555	\$ 435	\$ 341	\$ 528	\$ 601	\$ 552	\$ 110	\$ 73	\$ 41		
16	\$ 1,266	\$ 929	\$ 704	\$ 543	\$ 422	\$ 328	\$ 523	\$ 601	\$ 552	\$ 97	\$ 60	\$ 28		
15.5	\$ 1,253	\$ 915	\$ 690	\$ 529	\$ 408	\$ 315	\$ 518	\$ 601	\$ 552	\$ 84	\$ 47	\$ 15		
15	\$ 1,238	\$ 900	\$ 675	\$ 515	\$ 394	\$ 300	\$ 225	\$ 164	\$ 113	\$ 69	\$ 32	\$ -		
14.5	\$ 1,223	\$ 885	\$ 660	\$ 499	\$ 378	\$ 285	\$ 210	\$ 148	\$ 97	\$ 54	\$ 17			
14	\$ 1,206	\$ 868	\$ 643	\$ 482	\$ 362	\$ 268	\$ 193	\$ 132	\$ 80	\$ 37	\$ -			
13.5	\$ 1,188	\$ 850	\$ 625	\$ 465	\$ 344	\$ 250	\$ 175	\$ 114	\$ 63	\$ 19				
13	\$ 1,169	\$ 831	\$ 606	\$ 445	\$ 325	\$ 231	\$ 156	\$ 94	\$ 43	\$ -				
12.5	\$ 1,148	\$ 810	\$ 585	\$ 425	\$ 304	\$ 210	\$ 135	\$ 74	\$ 23					
12	\$ 1,126	\$ 788	\$ 563	\$ 402	\$ 281	\$ 188	\$ 113	\$ 51	\$ -					
11.5	\$ 1,101	\$ 763	\$ 538	\$ 378	\$ 257	\$ 163	\$ 88	\$ 27						
11	\$ 1,074	\$ 737	\$ 512	\$ 351	\$ 230	\$ 138	\$ 61	\$ -						
10.5	\$ 1,045	\$ 708	\$ 482	\$ 322	\$ 201	\$ 107	\$ 32							
10	\$ 1,013	\$ 675	\$ 450	\$ 289	\$ 169	\$ 75	\$ -							

24000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

2 Ton Heat Pump Air-to-Air - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 109	\$ 81	\$ 63	\$ 49	\$ 39	\$ 31	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6		
17.5	\$ 109	\$ 80	\$ 62	\$ 49	\$ 39	\$ 31	\$ 45	\$ 50	\$ 46	\$ 11	\$ 8	\$ 5		
17	\$ 108	\$ 79	\$ 61	\$ 47	\$ 37	\$ 29	\$ 44	\$ 50	\$ 46	\$ 10	\$ 7	\$ 4		
16.5	\$ 107	\$ 78	\$ 60	\$ 46	\$ 36	\$ 28	\$ 44	\$ 50	\$ 46	\$ 9	\$ 6	\$ 3		
16	\$ 106	\$ 77	\$ 59	\$ 45	\$ 35	\$ 27	\$ 44	\$ 50	\$ 46	\$ 8	\$ 5	\$ 2		
15.5	\$ 104	\$ 76	\$ 57	\$ 44	\$ 34	\$ 26	\$ 43	\$ 50	\$ 46	\$ 7	\$ 4	\$ 1		
15	\$ 103	\$ 75	\$ 56	\$ 43	\$ 33	\$ 25	\$ 19	\$ 14	\$ 9	\$ 6	\$ 3	\$ -		
14.5	\$ 102	\$ 74	\$ 55	\$ 42	\$ 32	\$ 24	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1			
14	\$ 101	\$ 72	\$ 54	\$ 40	\$ 30	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3	\$ -			
13.5	\$ 99	\$ 71	\$ 52	\$ 39	\$ 29	\$ 21	\$ 15	\$ 9	\$ 5	\$ 2				
13	\$ 97	\$ 69	\$ 51	\$ 37	\$ 27	\$ 19	\$ 13	\$ 8	\$ 4	\$ -				
12.5	\$ 96	\$ 68	\$ 49	\$ 35	\$ 25	\$ 18	\$ 11	\$ 6	\$ 2					
12	\$ 94	\$ 66	\$ 47	\$ 34	\$ 23	\$ 16	\$ 9	\$ 4	\$ -					
11.5	\$ 92	\$ 64	\$ 45	\$ 31	\$ 21	\$ 14	\$ 7	\$ 2						
11	\$ 90	\$ 61	\$ 43	\$ 29	\$ 19	\$ 11	\$ 5	\$ -						
10.5	\$ 87	\$ 59	\$ 40	\$ 27	\$ 17	\$ 9	\$ 3							
10	\$ 84	\$ 56	\$ 38	\$ 24	\$ 14	\$ 6	\$ -							

24,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
1750 Annual Heating Operating Hours

Estimated Energy Savings

6/24/2011

Can vary widely due to unique installation and environmental conditions
As equipment deteriorates, so does the AFUE

50,000 BTU Furnace Unit

Annual Energy Savings

New AFUE	Existing AFUE							
	95%	55%	60%	65%	70%	75%	80%	85%
95%	\$ 5,943	\$ 4,766	\$ 3,771	\$ 2,918	\$ 2,179	\$ 1,532	\$ 861	
90%	\$ 5,489	\$ 4,313	\$ 3,317	\$ 2,464	\$ 1,725	\$ 1,078		
85%	\$ 4,981	\$ 3,805	\$ 2,810	\$ 1,957	\$ 1,218	\$ 571		
80%	\$ 4,411	\$ 3,234	\$ 2,239	\$ 1,386	\$ 647			

Monthly Energy Savings

New AFUE	Existing AFUE							
	95%	55%	60%	65%	70%	75%	80%	85%
95%	\$ 495	\$ 397	\$ 314	\$ 243	\$ 182	\$ 128	\$ 80	
90%	\$ 457	\$ 359	\$ 276	\$ 205	\$ 144	\$ 90		
85%	\$ 415	\$ 317	\$ 234	\$ 163	\$ 101	\$ 48		
80%	\$ 368	\$ 270	\$ 187	\$ 116	\$ 54			

50,000 MBTUH Heating Unit
\$ 6.90 MCF Rate
2250 Annual Operating Hours

75,000 BTU Furnace Unit

Annual Energy Savings

New AFUE	Existing AFUE							
	95%	55%	60%	65%	70%	75%	80%	85%
95%	\$ 8,914	\$ 7,150	\$ 5,657	\$ 4,377	\$ 3,268	\$ 2,298	\$ 1,442	
90%	\$ 8,233	\$ 6,469	\$ 4,976	\$ 3,696	\$ 2,588	\$ 1,617		
85%	\$ 7,472	\$ 5,708	\$ 4,215	\$ 2,935	\$ 1,826	\$ 856		
80%	\$ 6,616	\$ 4,852	\$ 3,359	\$ 2,079	\$ 970			

Monthly Energy Savings

New AFUE	Existing AFUE							
	95%	55%	60%	65%	70%	75%	80%	85%
95%	\$ 743	\$ 596	\$ 471	\$ 365	\$ 272	\$ 192	\$ 120	
90%	\$ 686	\$ 539	\$ 415	\$ 308	\$ 216	\$ 135		
85%	\$ 623	\$ 476	\$ 351	\$ 245	\$ 152	\$ 71		
80%	\$ 551	\$ 404	\$ 280	\$ 173	\$ 81			

75,000 MBTUH Heating Unit
\$ 6.90 MCF Rate
2250 Annual Operating Hours

All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

\$50.00 Mo.

Subscription

Contractor Benefits

- Improves Customer Satisfaction
- Enables you to charge a fair price
- Recover investment on the first call
- Provides sales with installation notes to prevent pricing errors
- No data base maintenance required
- Print as many books as you like right on your PC
- Simple 1-page set-up
- Unlimited updates

Selling Benefits

- Provides a professional sales call handling process
- Provides upfront installation pricing explanations
- Provides authoritative national pricing standards
- Eliminates spelling errors
- Eliminates math errors
- Eliminates writers block
- Provides sales reps an opportunity to be rewarded for speed and efficiency

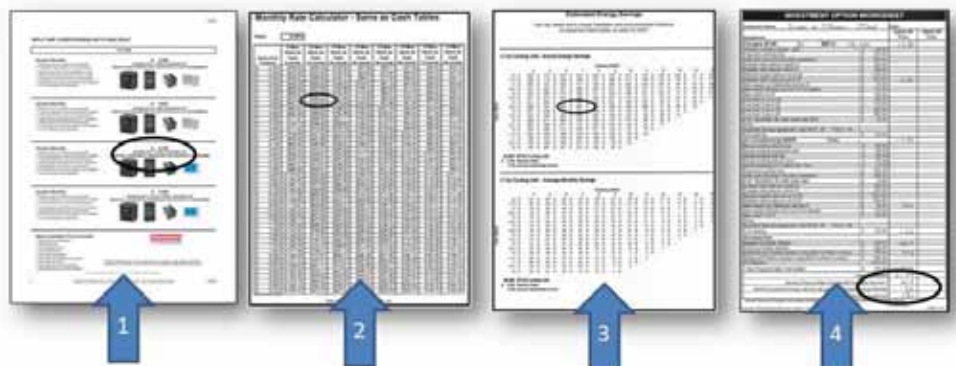
We agree that flat rate pricing programs provided by other industry trade groups give their customers a huge competitive advantage....

But...you do not need to go down any of these expensive paths
SPENDING THOUSANDS to get success.

**Best practice consumer presentation to help
you close more by explaining**



Pricing, Payment, & Energy Savings Tables



Home Comfort Set-Up and Order Entry Form

To set-up your book's pricing, simply enter the minimum pricing information in the 4 gray highlighted cells. Other pricing cells defaults to industry averages. See product user guide for details on how price books are made. Twelve month from date of submission, subscription price includes unlimited customer updates, equipment cost updates, and authorization to print as many books as needed. **Please carefully print your information.**

To set-up your book's pricing, simply enter the minimum pricing information in the 4 gray highlighted cells. Other pricing cells defaults to industry averages. See product user guide for details on how price books are made. Twelve month from date of submission, subscription price includes unlimited customer updates, equipment cost updates, and authorization to print as many books as needed. **Please carefully print your information.**

Items in shaded area are the minimum data required to obtain flat rate price book

Installation Labor		Industry Average	Actual	Utility Rates		Industry Average	Actual
1	Crew Chief Labor Rate:			16	Electric Utility Rate KWH:	\$0.14	
2	Helper Labor Rate:			17	Gas Utility Rate per Therm:	\$1.20	
Vehicle/ Miscellaneous		Industry Average	Actual	18	Propane per Gallons:	\$3.28	
3	Materials Sales Tax %:	6.50%		19	Oil per Gallon:	\$2.83	
4	Average miles round trip:	15		Operating Hours		Industry Average	Actual
5	Travel Cost Per Mile:	\$0.50		20	Annual Heating Operating Hrs:	2750	
6	Hourly Truck Charge:	\$4.80		21	Annual Cooling Operating Hrs:	700	
7	Risk/Proficiency/Warranty %:	4.00%		Finance Rates		Industry Average	Actual
Geothermal Well Subcontractor		Actual		22	Home Equity Loan Rate %:	2.99%	
8	Geothermal Well Subcontract 1.5 ton			23	Local Bank Loan Rate %:	3.13%	
9	Geothermal Well Subcontract 2 ton			24	6 Months same as cash rate:	4.20%	
10	Geothermal Well Subcontract 2.5 ton			25	12 Months same as cash rate:	6.80%	
11	Geothermal Well Subcontract 3 ton			26	18 Months same as cash rate:	10.65%	
12	Geothermal Well Subcontract 3.5 ton			Gross Profit Margin		Industry Average	Actual
13	Geothermal Well Subcontract 4 ton			27	Installation Dept Overhead %:	25%	
14	Geothermal Well Subcontract 5 ton			28	Sales Commission % of Sales:	8%	
Geothermal Elect Subcontractor		Actual		29	Net Profit Before Taxes %:	12%	
15	Geothermal Elect Subcontract			30	Total of 8+9+10 = GPM %:	45%	

Your Name: (as it appears on Credit Card)

Company: _____ Phone: _____

Address: _____ Email: _____

Please carefully print Email address. Upon order receipt we will send you an Microsoft Excel Equipment Configuration Set-up for you to set-up your price book's Good-Better-Best-Premium match-ups. Price Book is sent to your email address as a Acrobat Reader PDF.
Questions? Please call our Price Book Support Hot Line, Building Services Institute 1-800-240-2823

City: _____ State: _____ Postal/Zip: _____

Credit Card # _____ ☐ MC ☐ VISA ☐ AMEX

Amount: \$50 month 12 month term with automatic renewal unless cancelled) Exp. Date (MM/YY) | | | | |

Signature: _____ ENTER EQUIPMENT BRAND HERE: _____

