

# *Home Comfort Certified System*



## **The Best HVAC**

Anywhere USA

City, State 00000

(859) 485-7500

***A*** Heating & Air Conditioning  
***Amana***<sup>®</sup>

**LASTS AND LASTS AND LASTS.<sup>™</sup>**

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

# Price Book Set Up Instructions

BSI's **Amana Home Comfort Flat Rate Installation Price Book** is designed to help our Amana 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](http://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](mailto:customercare@GrowMyHVAC.com).

**IMPORTANT NOTICE: Please read the following License Agreement Carefully. Your use of the product signifies your acceptance of the agreement. If you do not agree with the terms of this Agreement, you should promptly remove all electronic and or destroy all hard copies of this price book. Retain this License Agreement for future reference.**

#### **Article 1: License Grant**

The Home Comfort Flat Rate Price Book and the pricing process which it contains is the intellectual property of Building Services Institute, Inc. (BSI) and its licensors, and is protected by law, including United States copyright laws and international treaties. BSI grants you a license:

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.

#### **Article 2: Term**

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.
2. Building Services Institute, Inc.'s and its licensors entire liability and your exclusive remedy shall be:
  - a). The replacement of any price book not meeting Building Services Institute, Inc.'s "Limited Warranty" or
  - b). If Building Services Institute, Inc. and its licensors are unable to deliver a replacement PDF file, which is free of defects in material or workmanship, you may terminate this License Agreement by destroying the Home Comfort Flat Rate Price Book and removing the Home Comfort Flat Rate Price Book from all of your computers and terminating any use of Home Comfort Flat Rate Price Books.
3. YOUR EXCLUSIVE REMEDY AGAINST BUILDING SERVICES INSTITUTE, INC., INC. AND ITS LICENSORS, AND BUILDING SERVICES INSTITUTE, INC., INC.'S AND ITS LICENSOR'S ENTIRE LIABILITY, EVEN IN THE CASE OF FUNDAMENTAL BREACH, IS LIMITED TO REPLACEMENT OR RETURN OF THE HOME COMFORT FLAT RATE PRICE BOOK. IN NO EVENT WILL BUILDING SERVICES INSTITUTE, INC., INC. AND ITS LICENSORS BE LIABLE TO YOU, ITS AUTHORIZED USER, FOR ANY DAMAGES, INCLUDING ANY LOST PROFITS, LOST SAVINGS OR OTHER INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF THE USE OR INABILITY TO USE SUCH HOME COMFORT FLAT RATE PRICE BOOK EVEN IF BUILDING SERVICES INSTITUTE, INC., INC. HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, OR FOR ANY CLAIM BY ANY OTHER PARTY.

#### **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.
 

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

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

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

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

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

↓
7. Precision tune and implement a warranty 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.
5. 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.
6. We verify and test all work completion to guarantee that all was installed to specification and to best industry standards.
7. 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



We have not included all system price pages to reduce  
download file size



## 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 Parts 1 Year Labor

\$ 4,641

AMANA ASX13 13 SEER CONDENSING UNIT

AMH95 95% 45K BTU FURANCE/ CAPF COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 4,966

AMANA ASX14 14 SEER CONDENSING UNIT

AMH95 95% 45K BTU FURANCE/CAPE COIL/PRO 5000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
 LASTS AND LASTS AND LASTS.™

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

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.

## 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 Parts 1 Year Labor

\$ 4,762

AMANA ASX13 13 SEER CONDENSING UNIT  
AMH95 95% 45K BTU FURNACE/ CAPF COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 5,150

AMANA ASX14 14 SEER CONDENSING UNIT  
AMH95 95% 45K BTU FURNACE/CAPF COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 6,223

AMANA ASXC16 16 SEER CONDENSING UNIT  
AMVC95 95% 2-STAGE 45K BTU FURNACE/CAPF COIL/PRO 6000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.

## 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 Parts 1 Year Labor

\$ 5,469

AMANA ASX13 13 SEER CONDENSING UNIT

AMH95 95% 70K BTU FURNACE/ CAPF COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 5,883

AMANA ASX14 14 SEER CONDENSING UNIT

AMH95 95% 70K BTU FURNACE/CAPE COIL/PRO 5000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
 LASTS AND LASTS AND LASTS.™

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

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.



## SPLIT AIR CONDITIONING WITH GAS HEAT

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 Parts 1 Year Labor

\$ 5,467

AMANA ASX13 13 SEER CONDENSING UNIT  
AMH95 95% 70K BTU FURNACE/ CAPF COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 5,857

AMANA ASX14 14 SEER CONDENSING UNIT  
AMH95 95% 70K BTU FURNACE/CAPE COIL/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 7,301

AMANA ASXC16 16 SEER CONDENSING UNIT  
AMVC95 95% 2-STAGE 70K BTU FURNACE/CAPF COIL/PRO 6000 T-STAT



### 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 Parts 1 Year Labor

\$ 7,571

AMANA ASXC18 2-STAGE 18 SEER CONDENSING UNIT  
AMVC95 95% 2-STAGE 70K BTU FURNACE/CAPF COIL/PRO 8000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT COOLING ONLY SYSTEMS

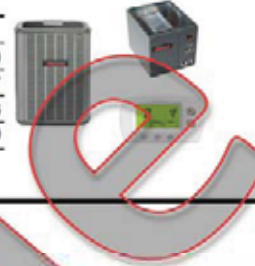
SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
-----------	----------------	--------------------	-------------

### AMANA ASX13 13 SEER CONDENSING UNIT CAPF COIL/TSTAT HONEYWELL PRO 5000

#### 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 Parts 1 Year Labor

1.5	\$ 2,203	\$ 2,940	3,129
2	\$ 2,231	\$ 3,022	3,211
2.5	\$ 2,272	\$ 3,122	3,311
3	\$ 2,651	\$ 3,541	3,730
3.5	\$ 2,827	\$ 3,818	4,007
4	\$ 3,106	\$ 4,177	4,366
5	\$ 3,499	\$ 4,630	4,819



### AMANA ASX14 14 SEER CONDENSING UNIT CAPF COIL/TSTAT HONEYWELL PRO 5000

#### System Benefits

- Helps save you up to 36% 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 Parts 1 Year Labor

1.5	\$ 2,532	\$ 3,268	3,457
2	\$ 2,588	\$ 3,379	3,568
2.5	\$ 2,696	\$ 3,547	3,736
3	\$ 2,957	\$ 3,848	4,037
3.5	\$ 3,286	\$ 4,277	4,466
4	\$ 3,531	\$ 4,602	4,791
5	\$ 3,962	\$ 5,113	5,362



### AMANA ASXC16 16 SEER CONDENSING UNIT CAPF COIL/TSTAT HONEYWELL PRO 5000

#### 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 Parts 1 Year Labor

2	\$ 3,037	\$ 3,986	4,175
3	\$ 3,891	\$ 4,940	5,129
4	\$ 3,886	\$ 5,115	5,304
5	\$ 4,150	\$ 5,440	5,629



### AMANA ASXC18 2-STAGE 18 SEER CONDENSING UNIT CAPF COIL/TSTAT HONEYWELL PRO 6000

#### 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 Parts 1 Year Labor

3	\$ 4,056	\$ 5,105	5,294
4	\$ 4,810	\$ 6,039	6,228
5	\$ 5,072	\$ 6,362	6,551



#### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.



## 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 Parts 1 Year Labor

\$ 3,941

AMANA AS2C13 13 SEER HEAT PUMP

ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 4,190

AMANA AS2C14 14 SEER HEAT PUMP

ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
 LASTS AND LASTS AND LASTS.™

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



## SPLIT HEAT PUMP

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 Parts 1 Year Labor

\$ 4,043

AMANA AS2C13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 4,310

AMANA AS2C14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 5,666

AMANA AS2C16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 6000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

## 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 Parts 1 Year Labor

\$ 4,234

AMANA AS2C13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 4,420

AMANA AS2C14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

## 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 Parts 1 Year Labor

\$ 4,910

AMANA AS2C13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 5,243

AMANA AS2C14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 5000 T-STAT



### 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 Parts 1 Year Labor

\$ 6,632

AMANA AS2C16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 6000 T-STAT



### 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 Parts 1 Year Labor

\$ 3,472

AMANA AS2C18 18 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/PRO 8000 T-STAT



### 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



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



## DUAL FUEL SYSTEMS

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 Parts 1 Year Labor

\$ 5,434

AMANA AS2C13 13 SEER HEAT PUMP  
AMH95 95% 45K BTU FURANCE/ CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 5,822

AMANA AS2C14 14 SEER HEAT PUMP  
AMH95 95% 45K BTU FURANCE/ CAPF COIL/HONEYWELL IAQ



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to The Best Heating & Cooling under the Grant of License terms of Home Comfort Users Agreement.

## DUAL FUEL SYSTEMS

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 Parts 1 Year Labor

\$ 5,624

AMANA AS2C13 13 SEER HEAT PUMP  
AMH95 95% 45K BTU FURNACE/CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 5,993

AMANA AS2C14 14 SEER HEAT PUMP  
AMH95 95% 45K BTU FURNACE/CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 7,372

AMANA AS2C16 16 SEER HEAT PUMP  
AMVC95 95% 2-STAGE 45K BTU FURNACE/CAPF COIL/HONEYWELL IAQ



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to The Best Heating & Cooling under the Grant of License terms of Home Comfort Users Agreement.

## DUAL FUEL SYSTEMS

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 Parts 1 Year Labor

\$ 6,025

AMANA AS2C13 13 SEER HEAT PUMP  
AMH95 95% 70K BTU FURANCE/ CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 6,325

AMANA AS2C14 14 SEER HEAT PUMP  
AMH95 95% 70K BTU FURANCE/ CAPF COIL/HONEYWELL IAQ



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to The Best Heating & Cooling under the Grant of License terms of Home Comfort Users Agreement.



## DUAL FUEL SYSTEMS

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 Parts 1 Year Labor

\$ 5,751

AMANA AS2C13 13 SEER HEAT PUMP  
AMH95 95% 70K BTU FURANCE/CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 6,823

AMANA AS2C14 14 SEER HEAT PUMP  
AMH95 95% 70K BTU FURANCE/CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 8,630

AMANA AS2C16 16 SEER HEAT PUMP  
AMVC95 95% 2-STAGE 70K BTU FURNACE/CAPF COIL/HONEYWELL IAQ



### 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 Parts 1 Year Labor

\$ 9,851

AMANA AS2C18 18 SEER HEAT PUMP  
AMVC95 95% 2-STAGE 70K BTU FURNACE/CAPF COIL/HONEYWELL IAQ



### 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

Heating & Air Conditioning  
**Amana**  
LASTS AND LASTS AND LASTS.™

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

Licensed to The Best Heating & Cooling under the Grant of License terms of Home Comfort Users Agreement.

# FURNACE ONLY UPFLOW/HORIZONTAL

	SIZE MBTU	INVESTMENT
--	--------------	------------

## System Benefits

- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- 10 Year Parts 1 Year Labor

### AMH95 95% FURNACE PRO 5000 T-STAT

40,000	\$	2,489
70,000	\$	2,563
90,000	\$	2,893
115,000	\$	2,985



## System Benefits

- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- 10 Year Parts 1 Year Labor

### AMH95 95% FURNACE PRO 5000 T-STAT

40,000	\$	2,489
70,000	\$	2,563
90,000	\$	2,893
115,000	\$	2,985



## System Benefits

- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- 10 Year Parts 1 Year Labor

### AVCC9 95% 2-STAGE FURNACE PRO 6000 T-STAT

70,000	\$	3,187
90,000	\$	3,454



## System Benefits

- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- 10 Year Parts 1 Year Labor

### AMVC95 95% 2-STAGE FURNACE PRO 8000 T-STAT

40,000	\$	3,169
70,000	\$	3,454
90,000	\$	3,573
115,000	\$	3,674



## Base Installation Price Includes

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

Heating & Air Conditioning  
**Amana**  
 LASTS AND LASTS AND LASTS.™

Licensed to Workman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.

IAQ ACCESSORIES PRICE SHEET			
ACCESSORY	PURPOSE/NEED	SYSTEM	NEW INSTALL
 <p>VisionPRO IAQ 7-Day Programmable Comfort System</p>	<p>Controls temperature and indoor air quality products from one control Easy-to-follow menu driven programming Smart change/check reminders on air filters, UV bulbs and humidifier pads</p>	\$356	\$508
 <p>Prestige IAQ™ Total Home Comfort System</p>	<p>High-definition full-color display Controls up to three whole-house systems - humidifier, dehumidifier, air conditioner, and ventilation Adjusts temperature from anywhere in the home</p>	\$503	\$655
 <p>TrueCLEAN™ Enhanced Air Cleaner</p>	<p>TrueCLEAN uses an unique three-step process that cleans the air in your home like never before. The Charge-Capture Destroy process not only captures more particles than traditional media filters, but also deactivates up to 99% of those particles - keeping your home and family safe</p>	\$705	\$975
 <p>Whole Home Air Filtration System</p>	<p>Honeywell Three-stage filtration system that places an electronic charge to collect up to 99% of airborne particles as they pass through the system</p>	\$1,036	\$1,206
 <p>Honeywell UV Lamp</p>	<p>The Honeywell 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.</p>	\$944	\$1,028
 <p>Bypass Humidifier</p>	<p>Honeywell Bypass Design Humidifier incorporates an integral humidity control damper that allows air to pass through where moisture is absorbed into your heating system to effectively humidify your home</p>	\$733	\$866
 <p>Whole-House Humidification Systems</p>	<p>Honeywell Fan-Powered High-Capacity Humidifiers are a good choice for homes supported by warm-air heating system. The durable thermoplastic cabinet resists rust, corrosion, and warping.</p>	\$733	\$866

Heating & Air Conditioning  
**Amana**  
 LASTS AND LASTS AND LASTS.™

Licensed to Wodman HVAC and Electric under the Grant of License terms of Home Comfort Users Agreement.





# 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	\$52.52	\$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	\$150.79	\$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	\$77.45	\$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	\$75.78	\$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	\$292.52	\$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	\$51.06	\$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	\$126.08	\$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	\$313.78	\$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	\$105.46	\$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	\$117.32	\$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	\$60.01	\$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	\$97.28	\$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	\$400.85	\$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

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		
18	\$ 265	\$ 197	\$ 151	\$ 119	\$ 95	\$ 76	\$ 60	\$ 48	\$ 38	\$ 29	\$ 22	\$ 15		
17.5	\$ 262	\$ 194	\$ 149	\$ 117	\$ 92	\$ 73	\$ 58	\$ 46	\$ 36	\$ 27	\$ 19	\$ 13		
17	\$ 260	\$ 192	\$ 147	\$ 114	\$ 90	\$ 71	\$ 56	\$ 44	\$ 33	\$ 25	\$ 17	\$ 11		
16.5	\$ 258	\$ 190	\$ 144	\$ 112	\$ 88	\$ 69	\$ 54	\$ 41	\$ 31	\$ 22	\$ 15	\$ 8		
16	\$ 255	\$ 187	\$ 142	\$ 109	\$ 85	\$ 66	\$ 51	\$ 39	\$ 28	\$ 20	\$ 12	\$ 6		
15.5	\$ 252	\$ 184	\$ 139	\$ 107	\$ 82	\$ 63	\$ 48	\$ 36	\$ 26	\$ 17	\$ 9	\$ 3		
15	\$ 249	\$ 181	\$ 136	\$ 104	\$ 79	\$ 60	\$ 45	\$ 33	\$ 23	\$ 14	\$ 6	\$ -		
14.5	\$ 246	\$ 178	\$ 133	\$ 101	\$ 76	\$ 57	\$ 42	\$ 30	\$ 20	\$ 11	\$ 3	\$ -		
14	\$ 243	\$ 175	\$ 130	\$ 97	\$ 73	\$ 54	\$ 39	\$ 27	\$ 16	\$ 7	\$ -	\$ -		
13.5	\$ 239	\$ 171	\$ 126	\$ 94	\$ 69	\$ 50	\$ 35	\$ 23	\$ 13	\$ 4	\$ -	\$ -		
13	\$ 236	\$ 167	\$ 122	\$ 90	\$ 65	\$ 47	\$ 31	\$ 19	\$ 9	\$ -	\$ -	\$ -		
12.5	\$ 231	\$ 163	\$ 118	\$ 86	\$ 61	\$ 42	\$ 27	\$ 15	\$ 5	\$ -	\$ -	\$ -		
12	\$ 227	\$ 159	\$ 113	\$ 81	\$ 57	\$ 38	\$ 23	\$ 10	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 222	\$ 154	\$ 108	\$ 76	\$ 52	\$ 33	\$ 18	\$ 5	\$ -	\$ -	\$ -	\$ -		
11	\$ 216	\$ 148	\$ 103	\$ 71	\$ 46	\$ 27	\$ 12	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 211	\$ 143	\$ 97	\$ 65	\$ 41	\$ 22	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 204	\$ 136	\$ 91	\$ 58	\$ 34	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 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		
18	\$ 22	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1		
17.5	\$ 22	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1		
17	\$ 22	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1		
16.5	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 3	\$ 2	\$ 1	\$ 1		
16	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1	\$ 0		
15.5	\$ 21	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ 0		
15	\$ 21	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ -		
14.5	\$ 21	\$ 15	\$ 11	\$ 8	\$ 6	\$ 5	\$ 4	\$ 2	\$ 2	\$ 1	\$ 0	\$ -		
14	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ 1	\$ -	\$ -		
13.5	\$ 20	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -		
13	\$ 20	\$ 14	\$ 10	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -		
12	\$ 19	\$ 13	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0	\$ -	\$ -	\$ -	\$ -		
11	\$ 18	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 18	\$ 12	\$ 8	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 17	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

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



# Estimated Energy Savings

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	\$ 1,235	\$ 917	\$ 706	\$ 554	\$ 441	\$ 353	\$ 282	\$ 225	\$ 176	\$ 136	\$ 101	\$ 71	
17.5	\$ 1,232	\$ 907	\$ 703	\$ 552	\$ 438	\$ 350	\$ 518	\$ 565	\$ 518	\$ 126	\$ 91	\$ 60	
17	\$ 1,214	\$ 897	\$ 685	\$ 534	\$ 420	\$ 332	\$ 515	\$ 565	\$ 518	\$ 115	\$ 80	\$ 50	
16.5	\$ 1,203	\$ 885	\$ 674	\$ 522	\$ 409	\$ 321	\$ 511	\$ 565	\$ 518	\$ 104	\$ 69	\$ 38	
16	\$ 1,191	\$ 873	\$ 662	\$ 510	\$ 397	\$ 309	\$ 507	\$ 565	\$ 518	\$ 92	\$ 57	\$ 26	
15.5	\$ 1,178	\$ 860	\$ 649	\$ 497	\$ 384	\$ 296	\$ 503	\$ 565	\$ 518	\$ 79	\$ 44	\$ 14	
15	\$ 1,164	\$ 847	\$ 635	\$ 484	\$ 370	\$ 282	\$ 503	\$ 565	\$ 518	\$ 65	\$ 30	\$ -	
14.5	\$ 1,150	\$ 832	\$ 620	\$ 469	\$ 356	\$ 268	\$ 497	\$ 565	\$ 518	\$ 51	\$ 16	\$ -	
14	\$ 1,134	\$ 816	\$ 605	\$ 454	\$ 340	\$ 252	\$ 497	\$ 565	\$ 518	\$ 35	\$ -	\$ -	
13.5	\$ 1,117	\$ 800	\$ 588	\$ 437	\$ 323	\$ 235	\$ 497	\$ 565	\$ 518	\$ 18	\$ -	\$ -	
13	\$ 1,099	\$ 782	\$ 570	\$ 419	\$ 305	\$ 217	\$ 497	\$ 565	\$ 518	\$ 1	\$ -	\$ -	
12.5	\$ 1,080	\$ 762	\$ 550	\$ 399	\$ 286	\$ 198	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	
12	\$ 1,058	\$ 741	\$ 529	\$ 378	\$ 265	\$ 176	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	
11.5	\$ 1,035	\$ 718	\$ 506	\$ 355	\$ 242	\$ 153	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	
11	\$ 1,010	\$ 693	\$ 481	\$ 330	\$ 216	\$ 128	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	
10.5	\$ 983	\$ 665	\$ 454	\$ 302	\$ 189	\$ 101	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	
10	\$ 953	\$ 635	\$ 423	\$ 272	\$ 159	\$ 71	\$ 497	\$ 565	\$ 518	\$ -	\$ -	\$ -	

24000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 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	\$ 103	\$ 76	\$ 59	\$ 46	\$ 37	\$ 29	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	
17.5	\$ 103	\$ 76	\$ 59	\$ 46	\$ 37	\$ 29	\$ 43	\$ 47	\$ 43	\$ 10	\$ 8	\$ 5	
17	\$ 101	\$ 75	\$ 57	\$ 44	\$ 35	\$ 28	\$ 43	\$ 47	\$ 43	\$ 10	\$ 7	\$ 4	
16.5	\$ 100	\$ 74	\$ 56	\$ 44	\$ 34	\$ 27	\$ 43	\$ 47	\$ 43	\$ 9	\$ 6	\$ 3	
16	\$ 99	\$ 73	\$ 55	\$ 43	\$ 33	\$ 26	\$ 42	\$ 47	\$ 43	\$ 8	\$ 5	\$ 2	
15.5	\$ 98	\$ 72	\$ 54	\$ 41	\$ 32	\$ 25	\$ 42	\$ 47	\$ 43	\$ 7	\$ 4	\$ 1	
15	\$ 97	\$ 71	\$ 53	\$ 40	\$ 31	\$ 24	\$ 41	\$ 46	\$ 42	\$ 6	\$ 3	\$ -	
14.5	\$ 96	\$ 69	\$ 52	\$ 39	\$ 30	\$ 22	\$ 41	\$ 46	\$ 42	\$ 4	\$ 1	\$ -	
14	\$ 95	\$ 68	\$ 50	\$ 38	\$ 28	\$ 21	\$ 41	\$ 46	\$ 42	\$ 3	\$ -	\$ -	
13.5	\$ 93	\$ 67	\$ 49	\$ 36	\$ 27	\$ 20	\$ 41	\$ 46	\$ 42	\$ 2	\$ -	\$ -	
13	\$ 92	\$ 65	\$ 47	\$ 35	\$ 25	\$ 18	\$ 41	\$ 46	\$ 42	\$ 1	\$ -	\$ -	
12.5	\$ 90	\$ 64	\$ 46	\$ 33	\$ 24	\$ 16	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	
12	\$ 88	\$ 62	\$ 44	\$ 32	\$ 22	\$ 15	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	
11.5	\$ 86	\$ 60	\$ 42	\$ 30	\$ 20	\$ 13	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	
11	\$ 84	\$ 58	\$ 40	\$ 27	\$ 18	\$ 11	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	
10.5	\$ 82	\$ 55	\$ 38	\$ 25	\$ 16	\$ 8	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	
10	\$ 79	\$ 53	\$ 35	\$ 23	\$ 13	\$ 6	\$ 41	\$ 46	\$ 42	\$ -	\$ -	\$ -	

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



# Estimated Energy Savings

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

## 5 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	\$ 3,087	\$ 2,293	\$ 1,764	\$ 1,386	\$ 1,103	\$ 882	\$ 706	\$ 561	\$ 441	\$ 339	\$ 252	\$ 176	
17.5	\$ 3,080	\$ 2,268	\$ 1,757	\$ 1,379	\$ 1,095	\$ 875	\$ 1,315	\$ 1,431	\$ 1,312	\$ 314	\$ 227	\$ 151	
17	\$ 3,035	\$ 2,241	\$ 1,712	\$ 1,334	\$ 1,051	\$ 830	\$ 1,307	\$ 1,431	\$ 1,312	\$ 287	\$ 200	\$ 125	
16.5	\$ 3,007	\$ 2,213	\$ 1,684	\$ 1,306	\$ 1,022	\$ 802	\$ 1,299	\$ 1,431	\$ 1,312	\$ 259	\$ 172	\$ 96	
16	\$ 2,977	\$ 2,183	\$ 1,654	\$ 1,276	\$ 992	\$ 772	\$ 1,289	\$ 1,431	\$ 1,312	\$ 229	\$ 142	\$ 66	
15.5	\$ 2,945	\$ 2,151	\$ 1,622	\$ 1,244	\$ 960	\$ 740	\$ 1,280	\$ 1,431	\$ 1,312	\$ 197	\$ 110	\$ 34	
15	\$ 2,911	\$ 2,117	\$ 1,588	\$ 1,210	\$ 926	\$ 706	\$ 529	\$ 385	\$ 285	\$ 163	\$ 76	\$ -	
14.5	\$ 2,874	\$ 2,080	\$ 1,551	\$ 1,173	\$ 890	\$ 669	\$ 493	\$ 348	\$ 228	\$ 126	\$ 39	\$ -	
14	\$ 2,835	\$ 2,041	\$ 1,512	\$ 1,134	\$ 851	\$ 630	\$ 454	\$ 309	\$ 189	\$ 87	\$ -	\$ -	
13.5	\$ 2,793	\$ 1,999	\$ 1,470	\$ 1,092	\$ 809	\$ 588	\$ 412	\$ 267	\$ 147	\$ 45	\$ -	\$ -	
13	\$ 2,748	\$ 1,954	\$ 1,425	\$ 1,047	\$ 763	\$ 543	\$ 366	\$ 222	\$ 102	\$ -	\$ -	\$ -	
12.5	\$ 2,699	\$ 1,905	\$ 1,376	\$ 998	\$ 714	\$ 494	\$ 318	\$ 173	\$ 53	\$ -	\$ -	\$ -	
12	\$ 2,646	\$ 1,852	\$ 1,323	\$ 945	\$ 662	\$ 441	\$ 265	\$ 120	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 2,588	\$ 1,795	\$ 1,265	\$ 887	\$ 604	\$ 383	\$ 207	\$ 63	\$ -	\$ -	\$ -	\$ -	
11	\$ 2,526	\$ 1,732	\$ 1,203	\$ 825	\$ 541	\$ 321	\$ 144	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 2,457	\$ 1,663	\$ 1,134	\$ 756	\$ 473	\$ 252	\$ 76	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 2,381	\$ 1,588	\$ 1,058	\$ 680	\$ 397	\$ 176	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Cooling Operating Hours  
2250 Annual Heating Operating Hours

## 5 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	\$ 257	\$ 191	\$ 147	\$ 116	\$ 92	\$ 74	\$ 59	\$ 47	\$ 37	\$ 28	\$ 21	\$ 15	
17.5	\$ 257	\$ 189	\$ 146	\$ 115	\$ 91	\$ 73	\$ 110	\$ 119	\$ 109	\$ 26	\$ 19	\$ 13	
17	\$ 253	\$ 187	\$ 143	\$ 111	\$ 88	\$ 69	\$ 109	\$ 119	\$ 109	\$ 24	\$ 17	\$ 10	
16.5	\$ 251	\$ 184	\$ 140	\$ 108	\$ 85	\$ 67	\$ 108	\$ 119	\$ 109	\$ 22	\$ 14	\$ 8	
16	\$ 248	\$ 182	\$ 138	\$ 106	\$ 83	\$ 64	\$ 107	\$ 119	\$ 109	\$ 19	\$ 12	\$ 6	
15.5	\$ 245	\$ 179	\$ 135	\$ 104	\$ 80	\$ 62	\$ 107	\$ 119	\$ 109	\$ 16	\$ 9	\$ 3	
15	\$ 243	\$ 176	\$ 132	\$ 101	\$ 77	\$ 59	\$ 44	\$ 32	\$ 22	\$ 14	\$ 6	\$ -	
14.5	\$ 240	\$ 173	\$ 129	\$ 98	\$ 74	\$ 56	\$ 41	\$ 29	\$ 19	\$ 11	\$ 3	\$ -	
14	\$ 236	\$ 170	\$ 126	\$ 95	\$ 71	\$ 53	\$ 38	\$ 26	\$ 16	\$ 7	\$ -	\$ -	
13.5	\$ 233	\$ 167	\$ 123	\$ 91	\$ 67	\$ 49	\$ 34	\$ 22	\$ 12	\$ 4	\$ -	\$ -	
13	\$ 229	\$ 163	\$ 119	\$ 87	\$ 64	\$ 45	\$ 31	\$ 19	\$ 8	\$ -	\$ -	\$ -	
12.5	\$ 225	\$ 159	\$ 115	\$ 83	\$ 60	\$ 41	\$ 26	\$ 14	\$ 4	\$ -	\$ -	\$ -	
12	\$ 221	\$ 154	\$ 110	\$ 79	\$ 55	\$ 37	\$ 22	\$ 10	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 216	\$ 150	\$ 105	\$ 74	\$ 50	\$ 32	\$ 17	\$ 5	\$ -	\$ -	\$ -	\$ -	
11	\$ 210	\$ 144	\$ 100	\$ 69	\$ 45	\$ 27	\$ 12	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 205	\$ 139	\$ 95	\$ 63	\$ 39	\$ 21	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 198	\$ 132	\$ 88	\$ 57	\$ 33	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

#REF! BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Cooling Operating Hours  
2250 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						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 5,943	\$ 4,768	\$ 3,771	\$ 2,918	\$ 2,179	\$ 1,532	\$ 981	
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						
		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	\$ 46	\$ -	
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					
		55%	60%	65%	70%	75%	80%
95%	\$ 8,914	\$ 7,150	\$ 5,657	\$ 4,377	\$ 3,268	\$ 2,298	\$ 1,442
90%	\$ 8,233	\$ 6,469	\$ 4,976	\$ 3,896	\$ 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					
		55%	60%	65%	70%	75%	80%
95%	\$ 743	\$ 596	\$ 471	\$ 365	\$ 272	\$ 192	\$ 120
90%	\$ 680	\$ 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**

1. Set up in your preferred equipment brand.
2. What makes your company different.
3. What regulatory compliant approach you will use to obtain the lowest possible price.
4. Why your Company has to set the standard of performance in the area.
5. What the customer can expect before, during, and post installation.

## Pricing, Payment, & Energy Savings Tables

1. Provide your Selling Techs and Comfort Advisors with Flat Rate "Upfront" Installation Price Books.
2. Use the built-in Finance Tables to identify affordability.
3. Use the built-in Energy Saving tables to identify customer savings.
4. Use the Investment Option Worksheet to itemize installation and add/deducts to derive at the net cost to homeowner.

# 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.**

**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:**