

# *Home Comfort Certification System®*



## **The Best Heating & Cooling**

Anywhere USA

City, ST 00000-0000

000-000-0000



*The areas leading comfort experts for all your heating  
and Air Conditioning needs*

# Price Book Set Up Instructions

BSI's **American Standard Home Comfort Flat Rate Installation Price Book** is designed to help our American Standard 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).

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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:

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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.

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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.
 

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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.
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



Sample

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## SPLIT AIR CONDITIONING WITH GAS HEAT

### 1.5 TON UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,045**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,685**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 24,000

**\$ 7,307**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 24,000

**\$ 10,816**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 80K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 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.



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## SPLIT AIR CONDITIONING WITH GAS HEAT

### 2 TON UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,292**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,936**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 7,307**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 60K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 10,816**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 80K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. 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

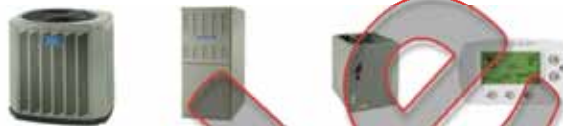
### 2.5 TON UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,406**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,074**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

**\$ 7,649**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

**\$ 11,396**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 100K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. 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 UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,025**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,459**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 7,649**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 80K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 11,396**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 80K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. 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 UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,388**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,970**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

**\$ 8,699**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

**\$ 12,466**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 100K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 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.



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## SPLIT AIR CONDITIONING WITH GAS HEAT

### 4 TON UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,547**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 9,427**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 8,699**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 100K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 12,466**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 100K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. 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

### 5 TON UPFLOW/HORIZONTAL

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 7,361**

AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 120K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 8,206**

AMERICAN STANDARD 15 SEER 4A7A50 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 120K BTU /4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 10,094**

ALLEGIANCE® 16 SEER 2-STAGE 4A7A60 CONDENSING UNIT  
FREEDOM® 95 SINGLE-STAGE AUH FURNACE 120K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 13,607**

ALLEGIANCE® 20 SEER 4A7Z00 CONDENSING UNIT  
FREEDOM® 95 COMFORT-R™ MODULATING AUH FURNACE 120K BTU /4TXCB COIL  
800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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# SPLIT COOLING ADD-ON - REPLACEMENT

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET
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## AMERICAN STANDARD 13 SEER 4A7B30 CONDENSING UNIT 4TXCB COIL/600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

### 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 and 1 year labor

1.5	\$ 1,933	\$ 2,838
2	\$ 2,026	\$ 2,939
2.5	\$ 2,153	\$ 3,158
3	\$ 2,452	\$ 3,497
3.5	\$ 2,692	\$ 3,897
4	\$ 2,828	\$ 4,104
5	\$ 3,319	\$ 4,755



## AMERICAN STANDARD 14 SEER 4A7B40 CONDENSING UNIT 4TXCB COIL/600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

### 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 and 1 year labor

1.5	\$ 2,572	\$ 3,477
2	\$ 2,670	\$ 3,583
2.5	\$ 2,874	\$ 3,879
3	\$ 2,885	\$ 3,930
3.5	\$ 3,274	\$ 4,479
4	\$ 3,600	\$ 4,965
5	\$ 4,022	\$ 5,459



## ALLEGIANCE® 16 SEER 2-STAGE 4A7A6 CONDENSING UNIT 4TXCB COIL/800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL

### 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 - 12 year compressor and 10 year labor

2	\$ 4,042	\$ 4,925
3	\$ 4,700	\$ 5,744
4	\$ 5,188	\$ 6,464
5	\$ 5,674	\$ 6,988



## ALLEGIANCE® 20 SEER 2-STAGE 4A7B4 CONDENSING UNIT 4TXCB COIL/800 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL

### 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 - 12 year compressor and 10 year labor

2	\$ 5,571	\$ 6,484
3	\$ 5,645	\$ 6,777
4	\$ 6,551	\$ 7,827
5	\$ 7,293	\$ 8,729



### 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 HEAT PUMP

1.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts and 1 year labor

\$ 4,346

HERITAGE® 13 4A6B30 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts and 1 year labor

\$ 5,000

HERITAGE® 15 4A6H50 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Comfort-R™ keeps you cooler by reducing indoor humidity
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts - 12 year compressor and 10 year labor
- ☑ Minimum size this model is 24,000

\$ 7,387

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP

4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Modulating heating runs at an energy-saving 50% capacity\*
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts - 12 year compressor and 10 year labor
- ☑ Minimum size this model is 24,000

\$ 9,589

HERITAGE® 20 4A6Z00 HEAT PUMP

4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- ☑ New digital thermostat
- ☑ New supply/return plenum transitions
- ☑ 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.



## SPLIT HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 4,467

HERITAGE® 13 4A6B30 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 4,983

HERITAGE® 15 4A6H50 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 7,387

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP

4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 9,589

HERITAGE® 20 4A6Z00 HEAT PUMP

4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## SPLIT HEAT PUMP

2.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 4,717

HERITAGE® 13 4A6B30 HEAT PUMP  
4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 5,393

HERITAGE® 15 4A6H50 HEAT PUMP  
4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

\$ 8,186

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

\$ 10,161

HERITAGE® 20 4A6Z00 HEAT PUMP  
4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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# SPLIT HEAT PUMP

## 3 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,222**

**HERITAGE® 13 4A6B30 HEAT PUMP**

**4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE**



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

**\$ 5,970**

**HERITAGE® 15 4A6H50 HEAT PUMP**

**4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE**



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 8,186**

**HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP**

**4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE**



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

**\$ 10,161**

**HERITAGE® 20 4A6Z00 HEAT PUMP**

**4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE**



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## SPLIT HEAT PUMP

3.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 5,768

HERITAGE® 13 4A6B30 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,442

HERITAGE® 15 4A6H50 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

\$ 9,287

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP

4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

\$ 11,432

HERITAGE® 20 4A6Z00 HEAT PUMP

4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## SPLIT HEAT PUMP

4 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,186

HERITAGE® 13 4A6B30 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,910

HERITAGE® 15 4A6H50 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 9,287

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP

4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 11,432

HERITAGE® 20 4A6Z00 HEAT PUMP

4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 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.



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## SPLIT HEAT PUMP

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,831

HERITAGE® 13 4A6B30 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 7,331

HERITAGE® 15 4A6H50 HEAT PUMP

4TEC3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/600 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 9,720

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP

4TEE3F MULTI AIR HANDLING UNIT/ELECTRIC HEAT/602 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 12,128

HERITAGE® 20 4A6Z00 HEAT PUMP

4TEE3C MULTI AIR HANDLING UNIT/ELECTRIC HEAT/900 PROGRAMMABLE



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

1.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,022

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AHD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

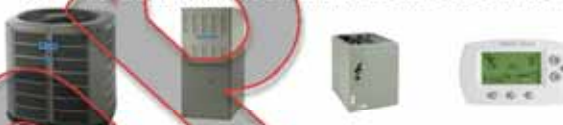


### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 8,457

HERITAGE® 15 4A6H50 HEAT PUMP  
FREEDOM® 80 1-STAGE AHD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 24,000

\$ 9,002

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AHD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 24,000

\$ 13,234

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING AHD FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,143

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 8,507

HERITAGE® 15 4A6H50 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 9,002

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AUD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 13,234

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING ADH FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

2.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 6,564

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AHD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 9,390

HERITAGE® 15 4A6H50 HEAT PUMP  
FREEDOM® 80 1-STAGE AHD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

\$ 9,809

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AHD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 36,000

\$ 13,898

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING AHD FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

3 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 7,041

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

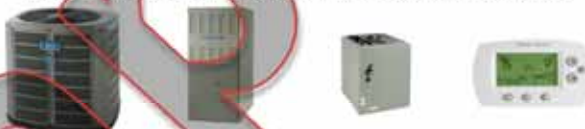


### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 9,533

HERITAGE® 15 4ACH50 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 9,809

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AUD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 13,898

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING ADH FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

3.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 7,580

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE A/D FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 10,611

HERITAGE® 15 4A6H50 HEAT PUMP  
FREEDOM® 80 1-STAGE A/D FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

\$ 11,138

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE A/D FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor
- Minimum size this model is 48,000

\$ 15,259

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING A/D FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

4 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 7,959

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

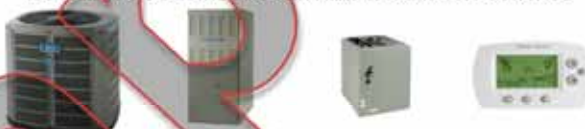


### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 10,921

HERITAGE® 15 4ACH50 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 11,138

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AUD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 13,898

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING ADH FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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## DUAL FUEL HEAT PUMP

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 8,596

HERITAGE® 13 4A6B30 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

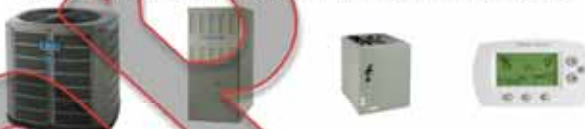


### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 11,634

HERITAGE® 15 4A6H50 HEAT PUMP  
FREEDOM® 80 1-STAGE AUD FURNACE/4TXCB COIL  
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 11,008

HERITAGE® 16 4A6H60 2-STAGE HEAT PUMP  
FREEDOM® 80 COMFORT-R™ 2-STAGE AUD FURNACE/4TXCB COIL  
802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts - 12 year compressor and 10 year labor

\$ 16,035

HERITAGE® 20 4A6Z00 HEAT PUMP  
FREEDOM® 95 COMFORT-R™ MODULATING ADH FURNACE/4TXCB COIL  
900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL



### 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 equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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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 parts and 1 year labor

#### FREEDOM® 80 1-STAGE AHD FURNACE 600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

60,000	\$	2,726
80,000	\$	2,926
100,000	\$	2,996
120,000	\$	3,014



### System Benefits

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

#### FREEDOM® 95 SINGLE-STAGE AHD FURNACE 600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

60,000	\$	2,717
80,000	\$	2,757
100,000	\$	2,854
120,000	\$	3,025



### System Benefits

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

#### FREEDOM® 90 COMFORT-R™ 2-STAGE AUX FURNACE 802 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL

60,000	\$	4,200
80,000	\$	4,346
100,000	\$	4,548
120,000	\$	4,650



### System Benefits

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

#### FREEDOM® 95 COMFORT-R™ MODULATING AHD FURNACE 900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL

60,000	\$	5,376
80,000	\$	5,524
100,000	\$	5,730
120,000	\$	5,834



### Base Installation Price Includes

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



# IAQ ACCESSORIES PRICE SHEET

ACCESSORY	PURPOSE/NEED	WITH NEW SYSTEM	NEW INSTALL
 <p><b>Tru Steam 6 gal Humidification Systems</b></p>	<p>During the wintertime and in hot, dry climates, dry air inside your home can make you uncomfortable and cause damage to your belongings. The addition of an American Standard Heating &amp; Air Conditioning humidifier is just the thing to restore the right amount of moisture to your home's air—for superior home comfort.</p>	\$746	\$956
 <p><b>Tru Steam 12 gal Humidification Systems</b></p>	<p>During the wintertime and in hot, dry climates, dry air inside your home can make you uncomfortable and cause damage to your belongings. The addition of an American Standard Heating &amp; Air Conditioning humidifier is just the thing to restore the right amount of moisture to your home's air—for superior home comfort.</p>	\$799	\$1,009
	<p>Improving the air in your home is easy with the AccuClean™ Whole-Home Air Filtration System. Removes up to 99.98% of allergens from filtered air and catches particles even smaller than .1 micron in size 100 times more effective than a standard 1" throwaway filter. Includes a reusable filter is easy to vacuum or wash.</p>	\$1,302	\$1,492
 <p><b>Beam HEPA Air Cleaner System</b></p>	<p>The BEAM HEPA systems are superior to other methods of filtration by accurately achieving HEPA standard.</p>	\$1,324	\$1,574
 <p><b>AccuExchange™ Energy Recovery Ventilator (ERV)</b></p>	<p>An air exchanger removes your home's stale indoor air and replaces it with an equal amount of fresh outdoor air. Plus, it recovers heat and moisture from the exchanged air in the winter, and pre-cools and dehumidifies incoming air in the summer. The result: a more comfortable, healthy, energy-efficient home for you and your family.</p>	\$1,728	\$1,916
 <p><b>Whole-House Media Air Cleaner</b></p>	<p>The F100F Media Air Cleaner captures a significant amount of the airborne particles from the air circulated through the unit. Recommended as the basic minimum air quality product.</p>	\$427	\$676
 <p><b>803 Touchscreen Digital Programmable</b></p>	<p>Easy-to-use interactive touchscreen thermostat that lets you program wake, leave, return, sleep and vacation heat and cool settings for seven different days. Includes a large, backlit display is easy to read even in low lighting.</p>	\$270	\$289



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# FINANCE TABLES



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# 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	\$51.08	\$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	\$56.56	\$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: **7.00%**

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	\$440.10	\$231.46	\$119.77	\$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	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	\$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	\$77.77	\$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	\$87.60	\$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



# ENERGY SAVINGS



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# 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	\$ 245	\$ 182	\$ 140	\$ 110	\$ 88	\$ 70	\$ 56	\$ 45	\$ 35	\$ 27	\$ 20	\$ 14		
17.5	\$ 243	\$ 180	\$ 138	\$ 108	\$ 86	\$ 68	\$ 54	\$ 43	\$ 33	\$ 25	\$ 18	\$ 12		
17	\$ 241	\$ 178	\$ 136	\$ 106	\$ 83	\$ 66	\$ 52	\$ 40	\$ 31	\$ 23	\$ 16	\$ 10		
16.5	\$ 239	\$ 176	\$ 134	\$ 104	\$ 81	\$ 64	\$ 50	\$ 38	\$ 29	\$ 21	\$ 14	\$ 8		
16	\$ 236	\$ 173	\$ 131	\$ 101	\$ 79	\$ 61	\$ 47	\$ 36	\$ 26	\$ 18	\$ 11	\$ 5		
15.5	\$ 234	\$ 171	\$ 129	\$ 99	\$ 76	\$ 59	\$ 45	\$ 33	\$ 24	\$ 16	\$ 9	\$ 3		
15	\$ 231	\$ 168	\$ 126	\$ 96	\$ 74	\$ 56	\$ 42	\$ 31	\$ 21	\$ 13	\$ 6	\$ -		
14.5	\$ 228	\$ 165	\$ 123	\$ 93	\$ 71	\$ 53	\$ 39	\$ 28	\$ 18	\$ 10	\$ 3	\$ -		
14	\$ 225	\$ 162	\$ 120	\$ 90	\$ 68	\$ 50	\$ 36	\$ 25	\$ 15	\$ 7	\$ -	\$ -		
13.5	\$ 222	\$ 159	\$ 117	\$ 87	\$ 64	\$ 47	\$ 33	\$ 21	\$ 12	\$ 4	\$ -	\$ -		
13	\$ 218	\$ 155	\$ 113	\$ 83	\$ 61	\$ 43	\$ 29	\$ 18	\$ 8	\$ -	\$ -	\$ -		
12.5	\$ 214	\$ 151	\$ 109	\$ 79	\$ 57	\$ 39	\$ 25	\$ 14	\$ 4	\$ -	\$ -	\$ -		
12	\$ 210	\$ 147	\$ 105	\$ 75	\$ 53	\$ 35	\$ 21	\$ 10	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 205	\$ 142	\$ 100	\$ 70	\$ 48	\$ 30	\$ 16	\$ 5	\$ -	\$ -	\$ -	\$ -		
11	\$ 200	\$ 137	\$ 95	\$ 65	\$ 43	\$ 25	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 195	\$ 132	\$ 90	\$ 60	\$ 38	\$ 20	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 189	\$ 126	\$ 84	\$ 54	\$ 32	\$ 14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 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	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1		
17.5	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1		
17	\$ 20	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 3	\$ 2	\$ 1	\$ 1		
16.5	\$ 20	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1	\$ 1		
16	\$ 20	\$ 14	\$ 11	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1	\$ 0		
15.5	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ 0		
15	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ -		
14.5	\$ 19	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1	\$ 0	\$ -		
14	\$ 19	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1	\$ -	\$ -		
13.5	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -		
13	\$ 18	\$ 13	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 18	\$ 13	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ -	\$ -	\$ -		
12	\$ 18	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 17	\$ 12	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0	\$ -	\$ -	\$ -	\$ -		
11	\$ 17	\$ 11	\$ 8	\$ 5	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 16	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 16	\$ 11	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 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 Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 327	\$ 243	\$ 187	\$ 147	\$ 117	\$ 93	\$ 75	\$ 59	\$ 47	\$ 36	\$ 27	\$ 19		
17.5	\$ 324	\$ 240	\$ 184	\$ 144	\$ 114	\$ 91	\$ 72	\$ 57	\$ 44	\$ 33	\$ 24	\$ 16		
17	\$ 321	\$ 237	\$ 181	\$ 141	\$ 111	\$ 88	\$ 69	\$ 54	\$ 41	\$ 30	\$ 21	\$ 13		
16.5	\$ 318	\$ 234	\$ 178	\$ 138	\$ 108	\$ 85	\$ 66	\$ 51	\$ 38	\$ 27	\$ 18	\$ 10		
16	\$ 315	\$ 231	\$ 175	\$ 135	\$ 105	\$ 82	\$ 63	\$ 48	\$ 35	\$ 24	\$ 15	\$ 7		
15.5	\$ 312	\$ 228	\$ 172	\$ 132	\$ 102	\$ 78	\$ 60	\$ 44	\$ 32	\$ 21	\$ 12	\$ 4		
15	\$ 308	\$ 224	\$ 168	\$ 128	\$ 98	\$ 75	\$ 56	\$ 41	\$ 28	\$ 17	\$ 8	\$ -		
14.5	\$ 304	\$ 220	\$ 164	\$ 124	\$ 94	\$ 71	\$ 52	\$ 37	\$ 24	\$ 13	\$ 4	\$ -		
14	\$ 300	\$ 216	\$ 160	\$ 120	\$ 90	\$ 67	\$ 48	\$ 33	\$ 20	\$ 9	\$ -	\$ -		
13.5	\$ 296	\$ 212	\$ 156	\$ 116	\$ 86	\$ 62	\$ 44	\$ 28	\$ 16	\$ 5	\$ -	\$ -		
13	\$ 291	\$ 207	\$ 151	\$ 111	\$ 81	\$ 57	\$ 39	\$ 23	\$ 11	\$ -	\$ -	\$ -		
12.5	\$ 286	\$ 202	\$ 146	\$ 106	\$ 76	\$ 52	\$ 34	\$ 18	\$ 6	\$ -	\$ -	\$ -		
12	\$ 280	\$ 196	\$ 140	\$ 100	\$ 70	\$ 47	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 274	\$ 190	\$ 134	\$ 94	\$ 64	\$ 41	\$ 22	\$ 7	\$ -	\$ -	\$ -	\$ -		
11	\$ 267	\$ 183	\$ 127	\$ 87	\$ 57	\$ 34	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 260	\$ 176	\$ 120	\$ 80	\$ 50	\$ 27	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 252	\$ 168	\$ 112	\$ 72	\$ 42	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 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		
18	\$ 27	\$ 20	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2		
17.5	\$ 27	\$ 20	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1		
17	\$ 27	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 3	\$ 2	\$ 1		
16.5	\$ 27	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 2	\$ 1		
16	\$ 26	\$ 19	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0		
15.5	\$ 26	\$ 19	\$ 14	\$ 11	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0		
15	\$ 26	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ 1	\$ -		
14.5	\$ 25	\$ 18	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0	\$ -		
14	\$ 25	\$ 18	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ -	\$ -		
13.5	\$ 25	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0	\$ -	\$ -		
13	\$ 24	\$ 17	\$ 13	\$ 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	\$ 22	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 21	\$ 14	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours





# Estimated Energy Savings

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

## 2.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 408	\$ 303	\$ 233	\$ 183	\$ 146	\$ 117	\$ 93	\$ 74	\$ 58	\$ 45	\$ 33	\$ 23		
17.5	\$ 405	\$ 300	\$ 230	\$ 180	\$ 143	\$ 113	\$ 90	\$ 71	\$ 55	\$ 42	\$ 30	\$ 20		
17	\$ 401	\$ 296	\$ 226	\$ 176	\$ 139	\$ 110	\$ 86	\$ 67	\$ 51	\$ 38	\$ 26	\$ 16		
16.5	\$ 398	\$ 293	\$ 223	\$ 173	\$ 135	\$ 106	\$ 83	\$ 64	\$ 48	\$ 34	\$ 23	\$ 13		
16	\$ 394	\$ 289	\$ 219	\$ 169	\$ 131	\$ 102	\$ 79	\$ 60	\$ 44	\$ 30	\$ 19	\$ 9		
15.5	\$ 390	\$ 285	\$ 215	\$ 165	\$ 127	\$ 98	\$ 75	\$ 55	\$ 40	\$ 26	\$ 15	\$ 5		
15	\$ 385	\$ 280	\$ 210	\$ 160	\$ 123	\$ 93	\$ 70	\$ 51	\$ 35	\$ 22	\$ 10	\$ -		
14.5	\$ 380	\$ 275	\$ 205	\$ 155	\$ 118	\$ 89	\$ 65	\$ 46	\$ 30	\$ 17	\$ 5	\$ -		
14	\$ 375	\$ 270	\$ 200	\$ 150	\$ 113	\$ 83	\$ 60	\$ 41	\$ 25	\$ 12	\$ -	\$ -		
13.5	\$ 369	\$ 264	\$ 194	\$ 144	\$ 107	\$ 78	\$ 54	\$ 35	\$ 19	\$ 6	\$ -	\$ -		
13	\$ 363	\$ 258	\$ 188	\$ 138	\$ 101	\$ 72	\$ 48	\$ 29	\$ 13	\$ -	\$ -	\$ -		
12.5	\$ 357	\$ 252	\$ 182	\$ 132	\$ 95	\$ 65	\$ 42	\$ 23	\$ 7	\$ -	\$ -	\$ -		
12	\$ 350	\$ 245	\$ 175	\$ 125	\$ 88	\$ 58	\$ 35	\$ 16	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 342	\$ 237	\$ 167	\$ 117	\$ 80	\$ 51	\$ 27	\$ 8	\$ -	\$ -	\$ -	\$ -		
11	\$ 334	\$ 229	\$ 159	\$ 109	\$ 72	\$ 42	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 325	\$ 220	\$ 150	\$ 100	\$ 63	\$ 33	\$ 10	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 315	\$ 210	\$ 140	\$ 90	\$ 53	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

## 2.5 Ton Cooling Unit - Average Monthly Savings

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

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours



# Estimated Energy Savings

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

## 3 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 490	\$ 364	\$ 280	\$ 220	\$ 175	\$ 140	\$ 112	\$ 89	\$ 70	\$ 54	\$ 40	\$ 28		
17.5	\$ 486	\$ 360	\$ 276	\$ 216	\$ 171	\$ 136	\$ 108	\$ 85	\$ 66	\$ 50	\$ 36	\$ 24		
17	\$ 482	\$ 356	\$ 272	\$ 212	\$ 167	\$ 132	\$ 104	\$ 81	\$ 62	\$ 46	\$ 32	\$ 20		
16.5	\$ 477	\$ 351	\$ 267	\$ 207	\$ 162	\$ 127	\$ 99	\$ 76	\$ 57	\$ 41	\$ 27	\$ 15		
16	\$ 473	\$ 347	\$ 263	\$ 203	\$ 158	\$ 123	\$ 95	\$ 72	\$ 53	\$ 36	\$ 23	\$ 11		
15.5	\$ 467	\$ 341	\$ 257	\$ 197	\$ 152	\$ 117	\$ 89	\$ 67	\$ 47	\$ 31	\$ 17	\$ 5		
15	\$ 462	\$ 336	\$ 252	\$ 192	\$ 147	\$ 112	\$ 84	\$ 61	\$ 42	\$ 26	\$ 12	\$ -		
14.5	\$ 456	\$ 330	\$ 246	\$ 186	\$ 141	\$ 106	\$ 78	\$ 55	\$ 36	\$ 20	\$ 6	\$ -		
14	\$ 450	\$ 324	\$ 240	\$ 180	\$ 135	\$ 100	\$ 72	\$ 49	\$ 30	\$ 14	\$ -	\$ -		
13.5	\$ 443	\$ 317	\$ 233	\$ 173	\$ 128	\$ 93	\$ 65	\$ 42	\$ 23	\$ 7	\$ -	\$ -		
13	\$ 436	\$ 310	\$ 226	\$ 166	\$ 121	\$ 86	\$ 58	\$ 35	\$ 16	\$ -	\$ -	\$ -		
12.5	\$ 428	\$ 302	\$ 218	\$ 158	\$ 113	\$ 78	\$ 50	\$ 27	\$ 8	\$ -	\$ -	\$ -		
12	\$ 420	\$ 294	\$ 210	\$ 150	\$ 105	\$ 70	\$ 42	\$ 19	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 411	\$ 285	\$ 201	\$ 141	\$ 96	\$ 61	\$ 33	\$ 10	\$ -	\$ -	\$ -	\$ -		
11	\$ 401	\$ 275	\$ 191	\$ 131	\$ 86	\$ 51	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 390	\$ 264	\$ 180	\$ 120	\$ 75	\$ 40	\$ 12	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 378	\$ 252	\$ 168	\$ 108	\$ 63	\$ 28	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

## 3 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 41	\$ 30	\$ 23	\$ 18	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2		
17.5	\$ 41	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2		
17	\$ 40	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2		
16.5	\$ 40	\$ 29	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1		
16	\$ 39	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1		
15.5	\$ 39	\$ 28	\$ 21	\$ 16	\$ 13	\$ 10	\$ 7	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0		
15	\$ 39	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ -		
14.5	\$ 38	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14	\$ 38	\$ 27	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 37	\$ 26	\$ 19	\$ 14	\$ 11	\$ 8	\$ 5	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 36	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 36	\$ 25	\$ 18	\$ 13	\$ 9	\$ 7	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12	\$ 35	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 34	\$ 24	\$ 17	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 33	\$ 23	\$ 16	\$ 11	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 33	\$ 22	\$ 15	\$ 10	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 32	\$ 21	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours



# Estimated Energy Savings

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

## 3.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 572	\$ 425	\$ 327	\$ 257	\$ 204	\$ 163	\$ 131	\$ 104	\$ 82	\$ 63	\$ 47	\$ 33		
17.5	\$ 567	\$ 420	\$ 322	\$ 252	\$ 200	\$ 159	\$ 126	\$ 99	\$ 77	\$ 58	\$ 42	\$ 28		
17	\$ 562	\$ 415	\$ 317	\$ 247	\$ 195	\$ 154	\$ 121	\$ 94	\$ 72	\$ 53	\$ 37	\$ 23		
16.5	\$ 557	\$ 410	\$ 312	\$ 242	\$ 189	\$ 148	\$ 116	\$ 89	\$ 67	\$ 48	\$ 32	\$ 18		
16	\$ 551	\$ 404	\$ 306	\$ 236	\$ 184	\$ 143	\$ 110	\$ 84	\$ 61	\$ 42	\$ 26	\$ 12		
15.5	\$ 545	\$ 398	\$ 300	\$ 230	\$ 178	\$ 137	\$ 104	\$ 78	\$ 55	\$ 36	\$ 20	\$ 6		
15	\$ 539	\$ 392	\$ 294	\$ 224	\$ 172	\$ 131	\$ 98	\$ 71	\$ 49	\$ 30	\$ 14	\$ -		
14.5	\$ 532	\$ 385	\$ 287	\$ 217	\$ 165	\$ 124	\$ 91	\$ 65	\$ 42	\$ 23	\$ 7	\$ -		
14	\$ 525	\$ 378	\$ 280	\$ 210	\$ 158	\$ 117	\$ 84	\$ 57	\$ 35	\$ 16	\$ -	\$ -		
13.5	\$ 517	\$ 370	\$ 272	\$ 202	\$ 150	\$ 109	\$ 76	\$ 49	\$ 27	\$ 8	\$ -	\$ -		
13	\$ 509	\$ 362	\$ 264	\$ 194	\$ 141	\$ 101	\$ 68	\$ 41	\$ 19	\$ -	\$ -	\$ -		
12.5	\$ 500	\$ 353	\$ 255	\$ 185	\$ 132	\$ 91	\$ 59	\$ 32	\$ 10	\$ -	\$ -	\$ -		
12	\$ 490	\$ 343	\$ 245	\$ 175	\$ 123	\$ 82	\$ 49	\$ 22	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 479	\$ 332	\$ 234	\$ 164	\$ 112	\$ 71	\$ 38	\$ 12	\$ -	\$ -	\$ -	\$ -		
11	\$ 468	\$ 321	\$ 223	\$ 153	\$ 100	\$ 59	\$ 27	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 455	\$ 308	\$ 210	\$ 140	\$ 88	\$ 47	\$ 14	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 441	\$ 294	\$ 196	\$ 126	\$ 74	\$ 33	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

## 3.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 48	\$ 35	\$ 27	\$ 21	\$ 17	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3		
17.5	\$ 47	\$ 35	\$ 27	\$ 21	\$ 17	\$ 13	\$ 11	\$ 8	\$ 6	\$ 5	\$ 4	\$ 2		
17	\$ 47	\$ 35	\$ 26	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
16.5	\$ 46	\$ 34	\$ 26	\$ 20	\$ 16	\$ 12	\$ 10	\$ 7	\$ 6	\$ 4	\$ 3	\$ 1		
16	\$ 46	\$ 34	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1		
15.5	\$ 45	\$ 33	\$ 25	\$ 19	\$ 15	\$ 11	\$ 9	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 45	\$ 33	\$ 25	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1	\$ -		
14.5	\$ 44	\$ 32	\$ 24	\$ 18	\$ 14	\$ 10	\$ 8	\$ 5	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 44	\$ 32	\$ 23	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 43	\$ 31	\$ 23	\$ 17	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 42	\$ 30	\$ 22	\$ 16	\$ 12	\$ 8	\$ 6	\$ 3	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 42	\$ 29	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 41	\$ 29	\$ 20	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 40	\$ 28	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 39	\$ 27	\$ 19	\$ 13	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 38	\$ 26	\$ 18	\$ 12	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 37	\$ 25	\$ 16	\$ 11	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours





# Estimated Energy Savings

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

## 4 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 653	\$ 485	\$ 373	\$ 293	\$ 233	\$ 187	\$ 149	\$ 119	\$ 93	\$ 72	\$ 53	\$ 37		
17.5	\$ 648	\$ 480	\$ 368	\$ 288	\$ 228	\$ 181	\$ 144	\$ 113	\$ 88	\$ 66	\$ 48	\$ 32		
17	\$ 642	\$ 474	\$ 362	\$ 282	\$ 222	\$ 176	\$ 138	\$ 108	\$ 82	\$ 61	\$ 42	\$ 26		
16.5	\$ 636	\$ 468	\$ 356	\$ 276	\$ 216	\$ 170	\$ 132	\$ 102	\$ 76	\$ 55	\$ 36	\$ 20		
16	\$ 630	\$ 462	\$ 350	\$ 270	\$ 210	\$ 163	\$ 126	\$ 95	\$ 70	\$ 48	\$ 30	\$ 14		
15.5	\$ 623	\$ 455	\$ 343	\$ 263	\$ 203	\$ 157	\$ 119	\$ 89	\$ 63	\$ 42	\$ 23	\$ 7		
15	\$ 616	\$ 448	\$ 336	\$ 256	\$ 196	\$ 149	\$ 112	\$ 81	\$ 56	\$ 34	\$ 16	\$ -		
14.5	\$ 608	\$ 440	\$ 328	\$ 248	\$ 188	\$ 142	\$ 104	\$ 74	\$ 48	\$ 27	\$ 8	\$ -		
14	\$ 600	\$ 432	\$ 320	\$ 240	\$ 180	\$ 133	\$ 96	\$ 65	\$ 40	\$ 18	\$ -	\$ -		
13.5	\$ 591	\$ 423	\$ 311	\$ 231	\$ 171	\$ 124	\$ 87	\$ 57	\$ 31	\$ 10	\$ -	\$ -		
13	\$ 582	\$ 414	\$ 302	\$ 222	\$ 162	\$ 115	\$ 78	\$ 47	\$ 22	\$ -	\$ -	\$ -		
12.5	\$ 571	\$ 403	\$ 291	\$ 211	\$ 151	\$ 105	\$ 67	\$ 37	\$ 11	\$ -	\$ -	\$ -		
12	\$ 560	\$ 392	\$ 280	\$ 200	\$ 140	\$ 93	\$ 56	\$ 25	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 548	\$ 380	\$ 268	\$ 188	\$ 128	\$ 81	\$ 44	\$ 13	\$ -	\$ -	\$ -	\$ -		
11	\$ 535	\$ 367	\$ 255	\$ 175	\$ 115	\$ 68	\$ 31	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 520	\$ 352	\$ 240	\$ 160	\$ 100	\$ 53	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 504	\$ 336	\$ 224	\$ 144	\$ 84	\$ 37	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

## 4 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 54	\$ 40	\$ 31	\$ 24	\$ 19	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
17.5	\$ 54	\$ 40	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3		
17	\$ 54	\$ 40	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2		
16.5	\$ 53	\$ 39	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
16	\$ 53	\$ 39	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1		
15.5	\$ 52	\$ 38	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 51	\$ 37	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14.5	\$ 51	\$ 37	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 50	\$ 36	\$ 27	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -	\$ -		
13.5	\$ 49	\$ 35	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 48	\$ 34	\$ 25	\$ 18	\$ 13	\$ 10	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 48	\$ 34	\$ 24	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 47	\$ 33	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 46	\$ 32	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 45	\$ 31	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 43	\$ 29	\$ 20	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 42	\$ 28	\$ 19	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

# Estimated Energy Savings

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

## 5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 817	\$ 607	\$ 467	\$ 367	\$ 292	\$ 233	\$ 187	\$ 148	\$ 117	\$ 90	\$ 67	\$ 47		
17.5	\$ 810	\$ 600	\$ 460	\$ 360	\$ 285	\$ 227	\$ 180	\$ 142	\$ 110	\$ 83	\$ 60	\$ 40		
17	\$ 803	\$ 593	\$ 453	\$ 353	\$ 278	\$ 220	\$ 173	\$ 135	\$ 103	\$ 76	\$ 53	\$ 33		
16.5	\$ 795	\$ 585	\$ 445	\$ 345	\$ 270	\$ 212	\$ 165	\$ 127	\$ 95	\$ 69	\$ 45	\$ 25		
16	\$ 788	\$ 578	\$ 438	\$ 338	\$ 263	\$ 204	\$ 158	\$ 119	\$ 88	\$ 61	\$ 38	\$ 18		
15.5	\$ 779	\$ 569	\$ 429	\$ 329	\$ 254	\$ 196	\$ 149	\$ 111	\$ 79	\$ 52	\$ 29	\$ 9		
15	\$ 770	\$ 560	\$ 420	\$ 320	\$ 245	\$ 187	\$ 140	\$ 102	\$ 70	\$ 43	\$ 20	\$ -		
14.5	\$ 760	\$ 550	\$ 410	\$ 310	\$ 235	\$ 177	\$ 130	\$ 92	\$ 60	\$ 33	\$ 10	\$ -		
14	\$ 750	\$ 540	\$ 400	\$ 300	\$ 225	\$ 167	\$ 120	\$ 82	\$ 50	\$ 23	\$ -	\$ -		
13.5	\$ 739	\$ 529	\$ 389	\$ 289	\$ 214	\$ 156	\$ 109	\$ 71	\$ 39	\$ 12	\$ -	\$ -		
13	\$ 727	\$ 517	\$ 377	\$ 277	\$ 202	\$ 144	\$ 97	\$ 59	\$ 27	\$ -	\$ -	\$ -		
12.5	\$ 714	\$ 504	\$ 364	\$ 264	\$ 189	\$ 131	\$ 84	\$ 46	\$ 14	\$ -	\$ -	\$ -		
12	\$ 700	\$ 490	\$ 350	\$ 250	\$ 175	\$ 117	\$ 70	\$ 32	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 685	\$ 475	\$ 335	\$ 235	\$ 160	\$ 101	\$ 55	\$ 17	\$ -	\$ -	\$ -	\$ -		
11	\$ 668	\$ 458	\$ 318	\$ 218	\$ 143	\$ 85	\$ 38	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 650	\$ 440	\$ 300	\$ 200	\$ 125	\$ 67	\$ 20	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 630	\$ 420	\$ 280	\$ 180	\$ 105	\$ 47	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours

## 5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 68	\$ 51	\$ 39	\$ 31	\$ 24	\$ 19	\$ 16	\$ 12	\$ 10	\$ 7	\$ 6	\$ 4		
17.5	\$ 68	\$ 50	\$ 38	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3		
17	\$ 67	\$ 49	\$ 38	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 6	\$ 4	\$ 3		
16.5	\$ 66	\$ 49	\$ 37	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2		
16	\$ 66	\$ 48	\$ 36	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15.5	\$ 65	\$ 47	\$ 36	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 4	\$ 2	\$ 1		
15	\$ 64	\$ 47	\$ 35	\$ 27	\$ 20	\$ 16	\$ 12	\$ 8	\$ 6	\$ 4	\$ 2	\$ -		
14.5	\$ 63	\$ 46	\$ 34	\$ 26	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 63	\$ 45	\$ 33	\$ 25	\$ 19	\$ 14	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 62	\$ 44	\$ 32	\$ 24	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 61	\$ 43	\$ 31	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 60	\$ 42	\$ 30	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 58	\$ 41	\$ 29	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 57	\$ 40	\$ 28	\$ 20	\$ 13	\$ 8	\$ 5	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 56	\$ 38	\$ 27	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 54	\$ 37	\$ 25	\$ 17	\$ 10	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 53	\$ 35	\$ 23	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Operating Hours





# Estimated Energy Savings

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

## 1 Ton Heat Pump Air-to-Air - Annual Energy Savings

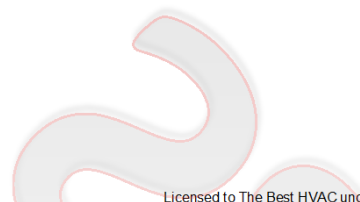
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 189	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

12,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 1 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	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

12,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours





# Estimated Energy Savings

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

## 1.5 Ton Heat Pump Air-to-Air - Annual Energy Savings

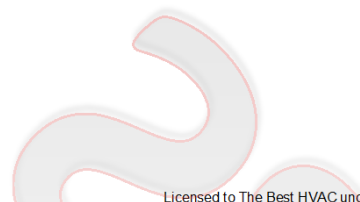
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 189	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 1.5 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	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating 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	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 189	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 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	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours



# Estimated Energy Savings

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

## 2.5 Ton Heat Pump Air-to-Air - Annual Energy Savings

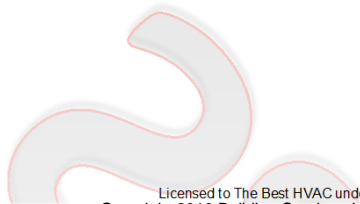
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 189	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 2.5 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	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours





# Estimated Energy Savings

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

## 3 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	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 426	\$ 338	\$ 261	\$ 196	\$ 141	\$ 96	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 408	\$ 320	\$ 243	\$ 178	\$ 123	\$ 81	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 391	\$ 303	\$ 226	\$ 161	\$ 113	\$ 79	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 374	\$ 286	\$ 209	\$ 147	\$ 104	\$ 72	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 358	\$ 270	\$ 192	\$ 139	\$ 96	\$ 68	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 341	\$ 254	\$ 175	\$ 123	\$ 81	\$ 56	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 238	\$ 158	\$ 107	\$ 76	\$ 52	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 222	\$ 142	\$ 94	\$ 65	\$ 46	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 196	\$ 126	\$ 89	\$ 65	\$ 46	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 170	\$ 111	\$ 77	\$ 56	\$ 40	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 144	\$ 94	\$ 65	\$ 46	\$ 34	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 107	\$ 77	\$ 56	\$ 40	\$ 29	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ 70	\$ 56	\$ 40	\$ 29	\$ 22	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ 34	\$ 25	\$ 18	\$ 13	\$ 9	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 3 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	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 29	\$ 23	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 28	\$ 22	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 27	\$ 21	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 32	\$ 25	\$ 20	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

# Estimated Energy Savings

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

## 3.5 Ton Heat Pump Air-to-Air - Annual Energy Savings

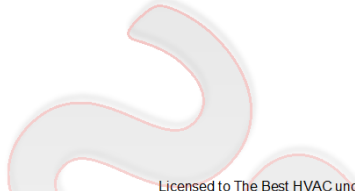
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 2,298	\$ 1,707	\$ 1,313	\$ 1,032	\$ 821	\$ 657	\$ 525	\$ 418	\$ 328	\$ 253	\$ 188	\$ 131	
17.5	\$ 2,292	\$ 1,688	\$ 1,307	\$ 1,026	\$ 815	\$ 650	\$ 948	\$ 1,062	\$ 974	\$ 234	\$ 169	\$ 113	
17	\$ 2,259	\$ 1,669	\$ 1,275	\$ 993	\$ 782	\$ 618	\$ 941	\$ 1,062	\$ 974	\$ 214	\$ 149	\$ 93	
16.5	\$ 2,238	\$ 1,647	\$ 1,254	\$ 972	\$ 761	\$ 597	\$ 933	\$ 1,062	\$ 974	\$ 193	\$ 128	\$ 72	
16	\$ 2,216	\$ 1,625	\$ 1,231	\$ 950	\$ 739	\$ 575	\$ 926	\$ 1,062	\$ 974	\$ 170	\$ 106	\$ 49	
15.5	\$ 2,192	\$ 1,601	\$ 1,207	\$ 926	\$ 715	\$ 551	\$ 917	\$ 1,062	\$ 974	\$ 147	\$ 82	\$ 25	
15	\$ 2,167	\$ 1,576	\$ 1,182	\$ 900	\$ 689	\$ 525	\$ 394	\$ 287	\$ 197	\$ 121	\$ 56	\$ -	
14.5	\$ 2,140	\$ 1,549	\$ 1,155	\$ 873	\$ 662	\$ 498	\$ 367	\$ 259	\$ 170	\$ 94	\$ 29	\$ -	
14	\$ 2,111	\$ 1,520	\$ 1,126	\$ 844	\$ 633	\$ 469	\$ 338	\$ 230	\$ 141	\$ 55	\$ -	\$ -	
13.5	\$ 2,079	\$ 1,488	\$ 1,094	\$ 813	\$ 602	\$ 438	\$ 306	\$ 199	\$ 109	\$ 34	\$ -	\$ -	
13	\$ 2,046	\$ 1,455	\$ 1,061	\$ 779	\$ 568	\$ 404	\$ 273	\$ 165	\$ 76	\$ -	\$ -	\$ -	
12.5	\$ 2,009	\$ 1,418	\$ 1,024	\$ 743	\$ 532	\$ 368	\$ 236	\$ 129	\$ 39	\$ -	\$ -	\$ -	
12	\$ 1,970	\$ 1,379	\$ 985	\$ 704	\$ 492	\$ 328	\$ 197	\$ 90	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,927	\$ 1,336	\$ 942	\$ 661	\$ 450	\$ 285	\$ 154	\$ 47	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,880	\$ 1,289	\$ 895	\$ 614	\$ 403	\$ 239	\$ 107	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,829	\$ 1,238	\$ 844	\$ 563	\$ 352	\$ 188	\$ 56	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,773	\$ 1,182	\$ 788	\$ 507	\$ 295	\$ 131	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 3.5 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	\$ 192	\$ 142	\$ 109	\$ 86	\$ 68	\$ 55	\$ 44	\$ 35	\$ 27	\$ 21	\$ 16	\$ 11	
17.5	\$ 191	\$ 141	\$ 109	\$ 85	\$ 68	\$ 54	\$ 79	\$ 88	\$ 81	\$ 19	\$ 14	\$ 9	
17	\$ 188	\$ 139	\$ 106	\$ 83	\$ 65	\$ 51	\$ 78	\$ 88	\$ 81	\$ 18	\$ 12	\$ 8	
16.5	\$ 187	\$ 137	\$ 104	\$ 81	\$ 63	\$ 50	\$ 78	\$ 88	\$ 81	\$ 16	\$ 11	\$ 6	
16	\$ 185	\$ 135	\$ 103	\$ 79	\$ 62	\$ 48	\$ 77	\$ 88	\$ 81	\$ 14	\$ 9	\$ 4	
15.5	\$ 183	\$ 133	\$ 101	\$ 77	\$ 60	\$ 46	\$ 76	\$ 88	\$ 81	\$ 12	\$ 7	\$ 2	
15	\$ 181	\$ 131	\$ 98	\$ 75	\$ 57	\$ 44	\$ 33	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	
14.5	\$ 178	\$ 129	\$ 96	\$ 73	\$ 55	\$ 42	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	
14	\$ 176	\$ 127	\$ 94	\$ 70	\$ 53	\$ 39	\$ 28	\$ 19	\$ 12	\$ 5	\$ -	\$ -	
13.5	\$ 173	\$ 124	\$ 91	\$ 68	\$ 50	\$ 36	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	
13	\$ 170	\$ 121	\$ 88	\$ 65	\$ 47	\$ 34	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	
12.5	\$ 167	\$ 118	\$ 85	\$ 62	\$ 44	\$ 31	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	
12	\$ 164	\$ 115	\$ 82	\$ 59	\$ 41	\$ 27	\$ 16	\$ 7	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 161	\$ 111	\$ 79	\$ 55	\$ 37	\$ 24	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	
11	\$ 157	\$ 107	\$ 75	\$ 51	\$ 34	\$ 20	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 152	\$ 103	\$ 70	\$ 47	\$ 29	\$ 16	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 148	\$ 98	\$ 66	\$ 42	\$ 25	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours





# Estimated Energy Savings

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

## 4 Ton Heat Pump Air-to-Air - Annual Energy Savings

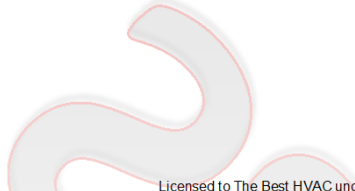
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 2,626	\$ 1,951	\$ 1,501	\$ 1,179	\$ 938	\$ 750	\$ 600	\$ 478	\$ 375	\$ 289	\$ 214	\$ 150	
17.5	\$ 2,619	\$ 1,930	\$ 1,494	\$ 1,172	\$ 931	\$ 743	\$ 1,085	\$ 1,215	\$ 1,114	\$ 267	\$ 193	\$ 129	
17	\$ 2,582	\$ 1,907	\$ 1,457	\$ 1,135	\$ 894	\$ 706	\$ 1,077	\$ 1,215	\$ 1,114	\$ 244	\$ 170	\$ 106	
16.5	\$ 2,558	\$ 1,883	\$ 1,433	\$ 1,111	\$ 870	\$ 682	\$ 1,069	\$ 1,215	\$ 1,114	\$ 220	\$ 146	\$ 82	
16	\$ 2,533	\$ 1,857	\$ 1,407	\$ 1,085	\$ 844	\$ 657	\$ 1,060	\$ 1,215	\$ 1,114	\$ 195	\$ 121	\$ 56	
15.5	\$ 2,505	\$ 1,830	\$ 1,380	\$ 1,058	\$ 817	\$ 629	\$ 1,050	\$ 1,215	\$ 1,114	\$ 168	\$ 93	\$ 29	
15	\$ 2,476	\$ 1,801	\$ 1,351	\$ 1,029	\$ 788	\$ 600	\$ 450	\$ 327	\$ 225	\$ 139	\$ 64	\$ -	
14.5	\$ 2,445	\$ 1,770	\$ 1,320	\$ 998	\$ 757	\$ 569	\$ 419	\$ 296	\$ 194	\$ 107	\$ 33	\$ -	
14	\$ 2,412	\$ 1,737	\$ 1,286	\$ 965	\$ 724	\$ 536	\$ 386	\$ 263	\$ 161	\$ 74	\$ -	\$ -	
13.5	\$ 2,376	\$ 1,701	\$ 1,251	\$ 929	\$ 688	\$ 500	\$ 350	\$ 227	\$ 125	\$ 38	\$ -	\$ -	
13	\$ 2,338	\$ 1,662	\$ 1,212	\$ 891	\$ 649	\$ 462	\$ 312	\$ 189	\$ 87	\$ -	\$ -	\$ -	
12.5	\$ 2,296	\$ 1,621	\$ 1,171	\$ 849	\$ 608	\$ 420	\$ 270	\$ 147	\$ 45	\$ -	\$ -	\$ -	
12	\$ 2,251	\$ 1,576	\$ 1,126	\$ 804	\$ 563	\$ 375	\$ 225	\$ 102	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 2,202	\$ 1,527	\$ 1,077	\$ 755	\$ 514	\$ 326	\$ 176	\$ 53	\$ -	\$ -	\$ -	\$ -	
11	\$ 2,149	\$ 1,474	\$ 1,023	\$ 702	\$ 460	\$ 273	\$ 123	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 2,090	\$ 1,415	\$ 965	\$ 643	\$ 402	\$ 214	\$ 64	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 2,026	\$ 1,351	\$ 900	\$ 579	\$ 338	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

## 4 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	\$ 219	\$ 163	\$ 125	\$ 98	\$ 78	\$ 63	\$ 50	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13	
17.5	\$ 218	\$ 161	\$ 124	\$ 98	\$ 78	\$ 62	\$ 90	\$ 101	\$ 93	\$ 22	\$ 16	\$ 11	
17	\$ 215	\$ 159	\$ 121	\$ 95	\$ 74	\$ 59	\$ 90	\$ 101	\$ 93	\$ 20	\$ 14	\$ 9	
16.5	\$ 213	\$ 157	\$ 119	\$ 93	\$ 72	\$ 57	\$ 89	\$ 101	\$ 93	\$ 18	\$ 12	\$ 7	
16	\$ 211	\$ 155	\$ 117	\$ 90	\$ 70	\$ 55	\$ 88	\$ 101	\$ 93	\$ 16	\$ 10	\$ 5	
15.5	\$ 209	\$ 153	\$ 115	\$ 88	\$ 68	\$ 52	\$ 88	\$ 101	\$ 93	\$ 14	\$ 8	\$ 2	
15	\$ 206	\$ 150	\$ 113	\$ 86	\$ 66	\$ 50	\$ 38	\$ 27	\$ 19	\$ 12	\$ 5	\$ -	
14.5	\$ 204	\$ 147	\$ 110	\$ 83	\$ 63	\$ 47	\$ 35	\$ 25	\$ 16	\$ 9	\$ 3	\$ -	
14	\$ 201	\$ 145	\$ 107	\$ 80	\$ 60	\$ 45	\$ 32	\$ 22	\$ 13	\$ 6	\$ -	\$ -	
13.5	\$ 198	\$ 142	\$ 104	\$ 77	\$ 57	\$ 42	\$ 29	\$ 19	\$ 10	\$ 3	\$ -	\$ -	
13	\$ 195	\$ 139	\$ 101	\$ 74	\$ 54	\$ 38	\$ 26	\$ 16	\$ 7	\$ -	\$ -	\$ -	
12.5	\$ 191	\$ 135	\$ 98	\$ 71	\$ 51	\$ 35	\$ 23	\$ 12	\$ 4	\$ -	\$ -	\$ -	
12	\$ 188	\$ 131	\$ 94	\$ 67	\$ 47	\$ 31	\$ 19	\$ 9	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 184	\$ 127	\$ 90	\$ 63	\$ 43	\$ 27	\$ 15	\$ 4	\$ -	\$ -	\$ -	\$ -	
11	\$ 179	\$ 123	\$ 85	\$ 58	\$ 38	\$ 23	\$ 10	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 174	\$ 118	\$ 80	\$ 54	\$ 34	\$ 18	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 169	\$ 113	\$ 75	\$ 48	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 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	\$ 3,283	\$ 2,439	\$ 1,876	\$ 1,474	\$ 1,173	\$ 938	\$ 750	\$ 597	\$ 469	\$ 361	\$ 268	\$ 188	
17.5	\$ 3,274	\$ 2,412	\$ 1,867	\$ 1,465	\$ 1,164	\$ 929	\$ 1,359	\$ 1,522	\$ 1,396	\$ 334	\$ 241	\$ 161	
17	\$ 3,228	\$ 2,384	\$ 1,821	\$ 1,419	\$ 1,117	\$ 883	\$ 1,349	\$ 1,522	\$ 1,396	\$ 306	\$ 213	\$ 132	
16.5	\$ 3,198	\$ 2,354	\$ 1,791	\$ 1,389	\$ 1,087	\$ 853	\$ 1,339	\$ 1,522	\$ 1,396	\$ 275	\$ 183	\$ 102	
16	\$ 3,166	\$ 2,322	\$ 1,759	\$ 1,357	\$ 1,055	\$ 821	\$ 1,328	\$ 1,522	\$ 1,396	\$ 244	\$ 151	\$ 70	
15.5	\$ 3,132	\$ 2,288	\$ 1,725	\$ 1,323	\$ 1,021	\$ 787	\$ 1,316	\$ 1,522	\$ 1,396	\$ 209	\$ 117	\$ 36	
15	\$ 3,095	\$ 2,251	\$ 1,688	\$ 1,286	\$ 985	\$ 750	\$ 563	\$ 409	\$ 281	\$ 173	\$ 80	\$ -	
14.5	\$ 3,057	\$ 2,212	\$ 1,650	\$ 1,248	\$ 946	\$ 712	\$ 524	\$ 370	\$ 243	\$ 134	\$ 42	\$ -	
14	\$ 3,015	\$ 2,171	\$ 1,608	\$ 1,206	\$ 905	\$ 670	\$ 482	\$ 329	\$ 201	\$ 93	\$ -	\$ -	
13.5	\$ 2,970	\$ 2,126	\$ 1,563	\$ 1,161	\$ 860	\$ 625	\$ 438	\$ 284	\$ 156	\$ 48	\$ -	\$ -	
13	\$ 2,922	\$ 2,078	\$ 1,515	\$ 1,113	\$ 812	\$ 577	\$ 390	\$ 236	\$ 108	\$ -	\$ -	\$ -	
12.5	\$ 2,870	\$ 2,026	\$ 1,463	\$ 1,061	\$ 760	\$ 525	\$ 338	\$ 184	\$ 56	\$ -	\$ -	\$ -	
12	\$ 2,814	\$ 1,970	\$ 1,407	\$ 1,005	\$ 704	\$ 469	\$ 281	\$ 128	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 2,753	\$ 1,909	\$ 1,346	\$ 944	\$ 642	\$ 408	\$ 228	\$ 67	\$ -	\$ -	\$ -	\$ -	
11	\$ 2,686	\$ 1,842	\$ 1,279	\$ 877	\$ 576	\$ 341	\$ 153	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 2,613	\$ 1,769	\$ 1,206	\$ 804	\$ 503	\$ 268	\$ 80	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 2,533	\$ 1,688	\$ 1,126	\$ 724	\$ 422	\$ 188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 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	\$ 274	\$ 203	\$ 156	\$ 123	\$ 98	\$ 78	\$ 63	\$ 50	\$ 39	\$ 30	\$ 22	\$ 16	
17.5	\$ 273	\$ 201	\$ 156	\$ 122	\$ 97	\$ 77	\$ 113	\$ 127	\$ 116	\$ 28	\$ 20	\$ 13	
17	\$ 269	\$ 199	\$ 152	\$ 118	\$ 93	\$ 74	\$ 112	\$ 127	\$ 116	\$ 25	\$ 18	\$ 11	
16.5	\$ 266	\$ 196	\$ 149	\$ 116	\$ 91	\$ 71	\$ 112	\$ 127	\$ 116	\$ 23	\$ 15	\$ 9	
16	\$ 264	\$ 193	\$ 147	\$ 113	\$ 88	\$ 68	\$ 111	\$ 127	\$ 116	\$ 20	\$ 13	\$ 6	
15.5	\$ 261	\$ 191	\$ 144	\$ 110	\$ 85	\$ 66	\$ 110	\$ 127	\$ 116	\$ 17	\$ 10	\$ 3	
15	\$ 258	\$ 188	\$ 141	\$ 107	\$ 82	\$ 63	\$ 47	\$ 34	\$ 23	\$ 14	\$ 7	\$ -	
14.5	\$ 255	\$ 184	\$ 137	\$ 104	\$ 79	\$ 59	\$ 44	\$ 31	\$ 20	\$ 11	\$ 3	\$ -	
14	\$ 251	\$ 181	\$ 134	\$ 101	\$ 75	\$ 56	\$ 40	\$ 27	\$ 17	\$ 8	\$ -	\$ -	
13.5	\$ 248	\$ 177	\$ 130	\$ 97	\$ 72	\$ 52	\$ 36	\$ 24	\$ 13	\$ 4	\$ -	\$ -	
13	\$ 244	\$ 173	\$ 126	\$ 93	\$ 68	\$ 48	\$ 32	\$ 20	\$ 9	\$ -	\$ -	\$ -	
12.5	\$ 239	\$ 169	\$ 122	\$ 88	\$ 63	\$ 44	\$ 28	\$ 15	\$ 5	\$ -	\$ -	\$ -	
12	\$ 235	\$ 164	\$ 117	\$ 84	\$ 59	\$ 39	\$ 23	\$ 11	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 229	\$ 159	\$ 112	\$ 79	\$ 54	\$ 34	\$ 18	\$ 6	\$ -	\$ -	\$ -	\$ -	
11	\$ 224	\$ 153	\$ 107	\$ 73	\$ 48	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 218	\$ 147	\$ 101	\$ 67	\$ 42	\$ 22	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 211	\$ 141	\$ 94	\$ 60	\$ 35	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
700 Annual Cooling Operating Hours  
2750 Annual Heating Operating Hours

# Estimated Energy Savings

5/23/2011

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%	\$ 7,263	\$ 5,826	\$ 4,609	\$ 3,567	\$ 2,663	\$ 1,873	\$ 1,175	
90%	\$ 6,708	\$ 5,271	\$ 4,054	\$ 3,012	\$ 2,108	\$ 1,318		
85%	\$ 6,088	\$ 4,651	\$ 3,434	\$ 2,392	\$ 1,488	\$ 698		
80%	\$ 5,391	\$ 3,953	\$ 2,737	\$ 1,694	\$ 791	\$ -		

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 605	\$ 485	\$ 384	\$ 297	\$ 222	\$ 156	\$ 98	
90%	\$ 559	\$ 439	\$ 338	\$ 251	\$ 176	\$ 110	\$ -	
85%	\$ 507	\$ 388	\$ 286	\$ 199	\$ 124	\$ 68	\$ -	
80%	\$ 449	\$ 329	\$ 228	\$ 141	\$ 66	\$ -	\$ -	

50,000 MBTUH Heating Unit  
\$ 6.90 MCF Rate  
2750 Annual Operating Hours

## 75,000 BTU Furnace Unit

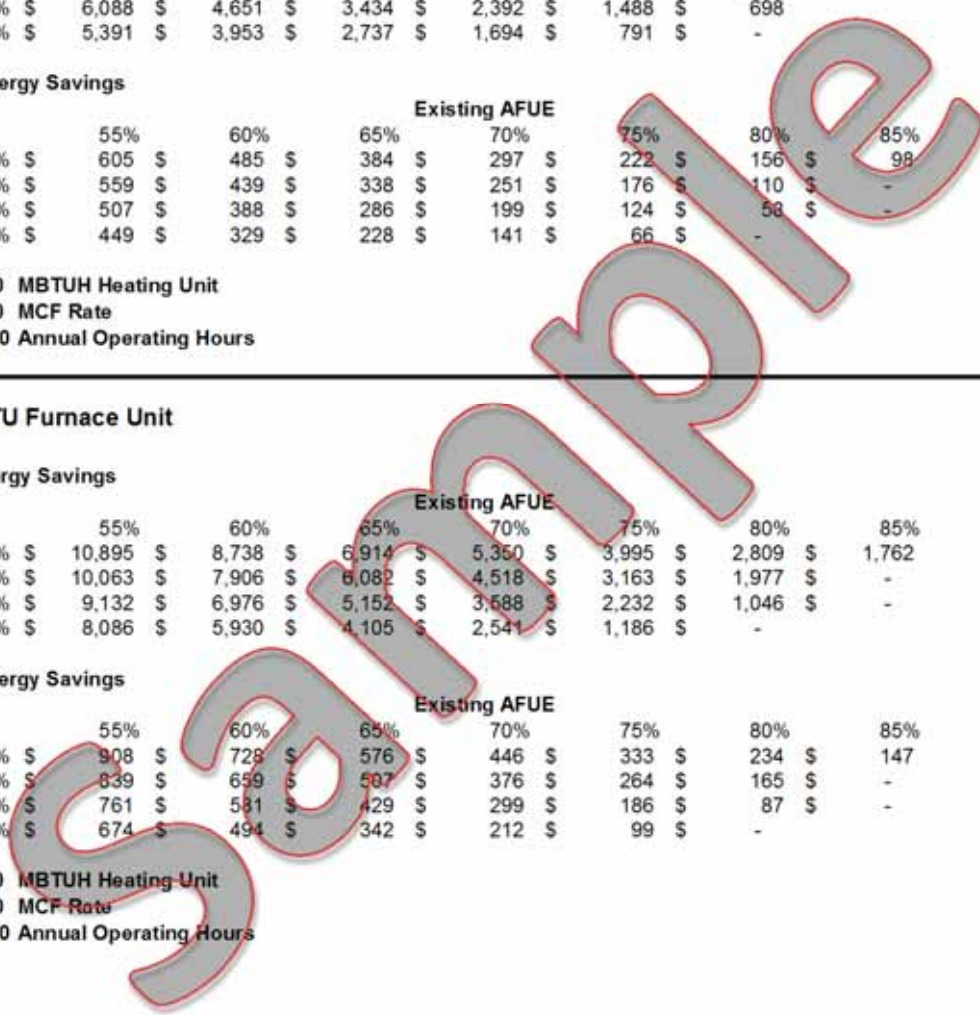
### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 10,895	\$ 8,738	\$ 6,914	\$ 5,350	\$ 3,995	\$ 2,809	\$ 1,762	
90%	\$ 10,063	\$ 7,906	\$ 6,082	\$ 4,518	\$ 3,163	\$ 1,977	\$ -	
85%	\$ 9,132	\$ 6,976	\$ 5,152	\$ 3,588	\$ 2,232	\$ 1,046	\$ -	
80%	\$ 8,086	\$ 5,930	\$ 4,105	\$ 2,541	\$ 1,186	\$ -	\$ -	

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 908	\$ 728	\$ 576	\$ 446	\$ 333	\$ 234	\$ 147	
90%	\$ 839	\$ 659	\$ 507	\$ 376	\$ 264	\$ 165	\$ -	
85%	\$ 761	\$ 581	\$ 429	\$ 299	\$ 186	\$ 87	\$ -	
80%	\$ 674	\$ 494	\$ 342	\$ 212	\$ 99	\$ -	\$ -	

75,000 MBTUH Heating Unit  
\$ 6.90 MCF Rate  
2750 Annual Operating Hours



# Estimated Energy Savings

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

## 100,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 14,526	\$ 11,651	\$ 9,219	\$ 7,133	\$ 5,326	\$ 3,745	\$ 2,350	
90%	\$ 13,417	\$ 10,542	\$ 8,109	\$ 6,024	\$ 4,217	\$ 2,635		
85%	\$ 12,176	\$ 9,301	\$ 6,869	\$ 4,784	\$ 2,976	\$ 1,395		
80%	\$ 10,781	\$ 7,906	\$ 5,474	\$ 3,388	\$ 1,581	\$ -		

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 1,211	\$ 971	\$ 768	\$ 594	\$ 444	\$ 312	\$ 196	
90%	\$ 1,118	\$ 878	\$ 676	\$ 502	\$ 351	\$ 220	\$ -	
85%	\$ 1,015	\$ 775	\$ 572	\$ 399	\$ 248	\$ 116	\$ -	
80%	\$ 898	\$ 659	\$ 456	\$ 282	\$ 132	\$ -	\$ -	

### 100,000 MBTUH Heating Unit

\$ 6.90 MCF Rate  
2750 Annual Operating Hours

## 120,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 17,432	\$ 13,982	\$ 11,062	\$ 8,560	\$ 6,392	\$ 4,494	\$ 2,820	
90%	\$ 16,100	\$ 12,650	\$ 9,731	\$ 7,229	\$ 5,060	\$ 3,163	\$ -	
85%	\$ 14,612	\$ 11,162	\$ 8,243	\$ 5,740	\$ 3,572	\$ 1,674	\$ -	
80%	\$ 12,938	\$ 9,488	\$ 6,568	\$ 4,066	\$ 1,898	\$ -	\$ -	

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 1,453	\$ 1,165	\$ 922	\$ 713	\$ 533	\$ 375	\$ 235	
90%	\$ 1,342	\$ 1,054	\$ 811	\$ 602	\$ 422	\$ 264	\$ -	
85%	\$ 1,218	\$ 980	\$ 687	\$ 478	\$ 298	\$ 140	\$ -	
80%	\$ 1,078	\$ 791	\$ 547	\$ 339	\$ 158	\$ -	\$ -	

### 120,000 MBTUH Heating Unit

\$ 6.90 MCF Rate  
2750 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	
<b>Vehicle/ Miscellaneous</b>		<b>Industry Average</b>	<b>Actual</b>	18	Propane per Gallons:	\$3.28	
3	Materials Sales Tax %:	6.50%		19	Oil per Gallon:	\$2.83	
4	Average miles round trip:	15		<b>Operating Hours</b>		<b>Industry Average</b>	<b>Actual</b>
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%		<b>Finance Rates</b>		<b>Industry Average</b>	<b>Actual</b>
<b>Geothermal Well Subcontractor</b>			<b>Actual</b>	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			<b>Gross Profit Margin</b>		<b>Industry Average</b>	<b>Actual</b>
13	Geothermal Well Subcontract 4 ton			27	Installation Dept Overhead %:	25%	
14	Geothermal Well Subcontract 5 ton			28	Sales Commission % of Sales:	8%	
<b>Geothermal Elect Subcontractor</b>			<b>Actual</b>	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:**