

Home Comfort Certification System®



he Best Heating & Air Conditionin

Anywhere USA

City, ST 00000

000-000-0000



Heating • Air Conditioning

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

Price Book Set Up Instructions

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

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

Formatted for Easy Upselling:

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

Easy 1-Page Price Book Set-up:

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

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

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

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

Your Unique Installed Sell Price:

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

Finance and Energy Savings Tables:

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

Customizing Configurations:

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

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

Configuration Options:

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

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

Prices Shown are Illustrative Only

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

Questions?

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

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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.

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The Home Comfort Certified System

7 Step Approach



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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

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Quality Installations by Design

Pre-installation:

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

Post Installation:

Installation:

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

PRICE BOOK



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SPLIT AIR CONDITIONING WITH GAS HEAT

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 1 year labor

\$6,076

COMFORTEER TC6D 13 SEER CONDENSER UNIT
 TG8S 80% 1-STAGE FURNACE 60K BTU /MATCHING COIL
 ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$7,137

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
 TM8X 95.5% 1-STAGE FURNACE 60K BTU /MATCHING COIL
 ROBERTSHAW 8400 DIGITAL THERMOSTAT



Sample

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 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 1 year labor

\$6,248

COMFORTEER TCJD 13 SEER CONDENSER UNIT
ML180 80% 1-STAGE FURNACE 80K BTU /MATCHING COIL
COMFORTSENSE 3000



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$7,342

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
TMBX 95.5% 1-STAGE FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$10,145

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 60K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$6,570

COMFORTEER TCGD 13 SEER CONDENSER UNIT
TG8S 80% 1-STAGE FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$7,665

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
YORK 80% TMLT 2-STAGE FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$10,590

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$7,041

COMFORTEER TCGD 13 SEER CONDENSER UNIT
TG8S 80% 1-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$8,216

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
YORK 90% TMLT 2-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$11,136

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$7,553

COMFORTEER TCGD 13 SEER CONDENSER UNIT
TG8S 80% 1-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$8,962

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
YORK 90% TMLT 2-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$11,794

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$8,232

COMFORTEER TCGD 13 SEER CONDENSER UNIT
TG8S 80% 1-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$9,519

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
YORK 80% TMLT 2-STAGE FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$12,363

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$9,019

COMFORTEER TCGD 13 SEER CONDENSER UNIT
TG8S 80% 1-STAGE FURNACE 120K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 43% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity*
- ☑ 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 1 year labor

\$10,319

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
YORK 90% TMLT 2-STAGE FURNACE 120K BTU /MATCHING COIL
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- ☑ Helps save you up to 50% 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 1 year labor

\$13,450

ECHELON AC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 120K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 4,295

**COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT**



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 1,903

**LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT**



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 1,903

**ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT**



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 COOL ONLY

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 1 year labor

\$ 4,404

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 5,637

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 8,263

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 4,727

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 5,918

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 1,955

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 5,044

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 6,396

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 9,368

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 5,556

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 6,919

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 2,200

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 6,113

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 7,488

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 10,262

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 COOL ONLY

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 1 year labor

\$ 6,781

COMFORTEER TCGD 13 SEER CONDENSER UNIT
ROBERTSHAW 8400 DIGITAL THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 8,364

LX SERIES TCJF 14.5 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 11,102

ECHELON AC8B 18 SEER CONDENSER UNIT
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

\$ 5,660

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



Sample

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
- 10 Year parts 1 year labor

*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 1 year labor

\$ 5,842

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 7,132

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 10,473

ECHELON HC8B 18 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

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



SPLIT HEAT PUMP

2.5 TON

System Benefits

- Helps save you up to 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 1 year labor

\$ 6,245

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 7,223

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING 4 COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

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



SPLIT HEAT PUMP

3 TON

System Benefits

- Helps save you up to 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 1 year labor

\$ 6,669

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 7,847

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING 4 COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 11,214

ECHELON HC8B 18 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

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



SPLIT HEAT PUMP

3.5 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 1 year labor

\$ 7,098

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 8,109

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING 4 COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

*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

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 1 year labor

\$ 7,917

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 9,027

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING 4 COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 12,160

ECHELON HC8B 18 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

*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

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 1 year labor

\$ 8,871

COMFORTEER THJD 13 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$ 9,984

LX SERIES THJF 14.5 SEER CONDENSER UNIT/MATCHING 4 COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 60% 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 1 year labor

\$ 12,974

ECHELON HC8B 18 SEER CONDENSER UNIT/MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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
- 10 Year parts 1 year labor

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



DUAL FUEL 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 1 year labor

\$8,255

COMFORTEER THJD 13 SEER CONDENSER UNIT
 TM9X 95.5% 1-STAGE FURNACE 60K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



Sample

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 1 year labor

\$8,559

COMFORTEER THJD 13 SEER CONDENSER UNIT
 TM9X 95.5% 1-STAGE FURNACE 80K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- ☑ Helps save you up to 46% 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 1 year labor

\$11,471

LX SERIES THJF 14.5 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 80K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$14,807

ECHELON HC8B 18 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 80K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$8,910

COMFORTEER THJD 13 SEER CONDENSER UNIT
TM9X 95.5% 1-STAGE FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- Helps save you up to 46% 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 1 year labor

\$11,765

LX SERIES THJF 14.5 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 80K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$2,579

ECHELON HC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 0 /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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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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 1 year labor

\$9,529

COMFORTEER THJD 13 SEER CONDENSER UNIT
 TM9X 95.5% 1-STAGE FURNACE 100K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- ☑ Helps save you up to 46% 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 1 year labor

\$12,431

LX SERIES THJF 14.5 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$15,803

ECHELON HC8B 18 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$10,166

COMFORTEER THJD 13 SEER CONDENSER UNIT
 TM9X 95.5% 1-STAGE FURNACE 100K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- ☑ Helps save you up to 46% 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 1 year labor

\$12,828

LX SERIES THJF 14.5 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$2,824

ECHELON HC8B 18 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 0 /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$10,972

COMFORTEER THJD 13 SEER CONDENSER UNIT
TM9X 95.5% 1-STAGE FURNACE 120K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- ☑ Helps save you up to 46% 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 1 year labor

\$13,746

LX SERIES THJF 14.5 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$16,814

ECHELON HC8B 18 SEER CONDENSER UNIT
CP9C 98% MODULATING FURNACE 100K BTU /MATCHING COIL
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$12,007

COMFORTEER THJD 13 SEER CONDENSER UNIT
 TM9X 95.5% 1-STAGE FURNACE 60K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



System Benefits

- ☑ Helps save you up to 46% 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 1 year labor

\$14,888

LX SERIES THJF 14.5 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 120K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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 1 year labor

\$17,813

ECHELON HC8B 18 SEER CONDENSER UNIT
 CP9C 98% MODULATING FURNACE 120K BTU /MATCHING COIL
 ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT



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

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 1 year labor

TG8S 80% 1-STAGE FURNACE
ROBERTSHAW 8400 DIGITAL THERMOSTAT

60,000	\$	2,231
80,000	\$	2,293
100,000	\$	2,447
100,000	\$	2,447
120,000	\$	2,686



System Benefits

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

TM9X 95.5% 1-STAGE FURNACE
ROBERTSHAW 8400 DIGITAL THERMOSTAT

60,000	\$	3,201
80,000	\$	3,297
100,000	\$	3,785
120,000	\$	3,885



System Benefits

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

TX9V 96% V-SPEED FURNACE
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT

60,000	\$	4,181
80,000	\$	4,402
100,000	\$	4,597
120,000	\$	4,857



System Benefits

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

CP9C 98% MODULATING FURNACE
ROBERTSHAW 8600 PROGRAMMABLE THERMOSTAT







60,000	\$	5,101
80,000	\$	5,265
100,000	\$	5,468
120,000	\$	5,676



Base Installation Price Includes

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

SYSTEM ENHANCEMENTS

ACCESSORY	PURPOSE/NEED	WITH NEW SYSTEM	NEW INSTALL
 <p>Aprilaire 8600 Touchscreen Digital Programmable</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>	<p>\$357</p>	<p>\$357</p>
 <p>Whole Home Air Filtration System</p>	<p>Improving the air in your home is easy with the 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>	<p>\$1,799</p>	<p>\$1,799</p>
 <p>Aprilaire 700 Power Humidifier</p>	<p>The Aprilaire Model 700 Whole-House Humidifier features truly automatic control, so there's never a need to manually control the humidifier—though it can be installed in manual mode, if desired.</p>	<p>\$814</p>	<p>\$814</p>
 <p>Aprilaire 600 Bypass Humidifier</p>	<p>The Aprilaire Model 600 Whole-House Humidifier features truly automatic control, plus a built-in bypass damper, which means fewer parts to install. The bypass damper is conveniently labeled for both summer and winter settings, allowing you to set it for the entire season with no guesswork involved.</p>	<p>\$710</p>	<p>\$710</p>
 <p>Coleman S1-UV36120 Lamp Treatment Systems</p>	<p>Coleman's Ultraviolet (UV) light technology enables you to have whole-house air treatment energy, like the sun, to improve your home's indoor air quality.</p>	<p>\$684</p>	<p>\$684</p>
 <p>Whole-House Media Air Cleaner</p>	<p>The 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>	<p>\$658</p>	<p>\$658</p>

FINANCE TABLES

Monthly Rate Calculator - Home Equity

Rate: 4.75%

Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$422.46	\$213.73	\$109.40	\$74.65	\$57.29	\$46.89	\$39.97	\$35.04
\$ 2,650	\$447.81	\$226.56	\$115.96	\$79.13	\$60.73	\$49.71	\$42.37	\$37.14
\$ 2,800	\$473.15	\$239.38	\$122.53	\$83.60	\$64.17	\$52.52	\$44.77	\$39.25
\$ 2,950	\$498.50	\$252.20	\$129.09	\$88.08	\$67.60	\$55.33	\$47.17	\$41.35
\$ 3,100	\$523.85	\$265.03	\$135.65	\$92.56	\$71.04	\$58.15	\$49.57	\$43.45
\$ 3,250	\$549.20	\$277.85	\$142.22	\$97.04	\$74.48	\$60.96	\$51.96	\$45.55
\$ 3,400	\$574.54	\$290.68	\$148.78	\$101.52	\$77.92	\$63.77	\$54.36	\$47.66
\$ 3,550	\$599.89	\$303.50	\$155.35	\$106.00	\$81.35	\$66.59	\$56.76	\$49.76
\$ 3,700	\$625.24	\$316.32	\$161.91	\$110.48	\$84.73	\$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	\$91.68	\$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:

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	\$126.43	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.98	\$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

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

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	\$564.78	\$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

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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	\$89.88	\$69.87	\$58.03	\$50.18	\$44.61
\$ 2,800	\$496.72	\$263.05	\$136.77	\$94.76	\$73.82	\$61.32	\$53.02	\$47.13
\$ 2,950	\$523.33	\$277.15	\$144.09	\$99.84	\$77.78	\$64.60	\$55.86	\$49.66
\$ 3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
\$ 3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71.17	\$61.54	\$54.71
\$ 3,400	\$603.16	\$319.42	\$166.07	\$115.07	\$89.64	\$74.45	\$64.33	\$57.23
\$ 3,550	\$629.77	\$333.51	\$173.40	\$120.14	\$93.60	\$77.74	\$67.22	\$59.76
\$ 3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	\$81.02	\$70.06	\$62.28
\$ 3,850	\$682.99	\$361.70	\$188.06	\$130.30	\$101.51	\$84.31	\$72.90	\$64.81
\$ 4,000	\$709.60	\$375.79	\$195.38	\$135.37	\$105.46	\$87.59	\$75.74	\$67.33
\$ 4,150	\$736.21	\$389.88	\$202.71	\$140.45	\$109.42	\$90.88	\$78.58	\$69.86
\$ 4,300	\$762.82	\$403.97	\$210.04	\$145.53	\$113.37	\$94.16	\$81.42	\$72.38
\$ 4,450	\$789.43	\$418.07	\$217.36	\$150.60	\$117.33	\$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	\$133.16	\$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

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ENERGY SAVINGS

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	\$ 410	\$ 304	\$ 234	\$ 184	\$ 146	\$ 117	\$ 94	\$ 74	\$ 59	\$ 45	\$ 33	\$ 23		
17.5	\$ 406	\$ 301	\$ 231	\$ 181	\$ 143	\$ 114	\$ 90	\$ 71	\$ 55	\$ 42	\$ 30	\$ 20		
17	\$ 403	\$ 297	\$ 227	\$ 177	\$ 139	\$ 110	\$ 87	\$ 68	\$ 52	\$ 38	\$ 27	\$ 17		
16.5	\$ 399	\$ 294	\$ 223	\$ 173	\$ 136	\$ 106	\$ 83	\$ 64	\$ 48	\$ 34	\$ 23	\$ 13		
16	\$ 395	\$ 290	\$ 219	\$ 169	\$ 132	\$ 102	\$ 79	\$ 60	\$ 44	\$ 30	\$ 19	\$ 9		
15.5	\$ 391	\$ 285	\$ 215	\$ 165	\$ 127	\$ 98	\$ 75	\$ 56	\$ 40	\$ 26	\$ 15	\$ 5		
15	\$ 386	\$ 281	\$ 211	\$ 160	\$ 123	\$ 94	\$ 70	\$ 51	\$ 35	\$ 22	\$ 10	\$ -		
14.5	\$ 381	\$ 276	\$ 206	\$ 156	\$ 118	\$ 89	\$ 65	\$ 46	\$ 30	\$ 17	\$ 5	\$ -		
14	\$ 376	\$ 271	\$ 201	\$ 150	\$ 113	\$ 84	\$ 60	\$ 41	\$ 25	\$ 12	\$ -	\$ -		
13.5	\$ 371	\$ 265	\$ 195	\$ 145	\$ 107	\$ 78	\$ 55	\$ 35	\$ 20	\$ 6	\$ -	\$ -		
13	\$ 365	\$ 259	\$ 189	\$ 139	\$ 101	\$ 72	\$ 49	\$ 29	\$ 14	\$ -	\$ -	\$ -		
12.5	\$ 358	\$ 253	\$ 183	\$ 132	\$ 95	\$ 66	\$ 42	\$ 23	\$ 7	\$ -	\$ -	\$ -		
12	\$ 351	\$ 246	\$ 176	\$ 125	\$ 88	\$ 59	\$ 35	\$ 16	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 343	\$ 238	\$ 168	\$ 118	\$ 80	\$ 51	\$ 27	\$ 8	\$ -	\$ -	\$ -	\$ -		
11	\$ 335	\$ 230	\$ 160	\$ 109	\$ 72	\$ 43	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 326	\$ 221	\$ 150	\$ 100	\$ 63	\$ 33	\$ 10	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 316	\$ 211	\$ 140	\$ 90	\$ 53	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

1.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 34	\$ 25	\$ 20	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2		
17.5	\$ 34	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 8	\$ 6	\$ 5	\$ 3	\$ 3	\$ 2		
17	\$ 34	\$ 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	\$ 33	\$ 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	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -		
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

2 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 546	\$ 406	\$ 312	\$ 245	\$ 195	\$ 156	\$ 125	\$ 99	\$ 78	\$ 60	\$ 45	\$ 31		
17.5	\$ 542	\$ 401	\$ 308	\$ 241	\$ 191	\$ 152	\$ 120	\$ 95	\$ 74	\$ 56	\$ 40	\$ 27		
17	\$ 537	\$ 396	\$ 303	\$ 236	\$ 186	\$ 147	\$ 116	\$ 90	\$ 69	\$ 51	\$ 35	\$ 22		
16.5	\$ 532	\$ 391	\$ 298	\$ 231	\$ 181	\$ 142	\$ 111	\$ 85	\$ 64	\$ 46	\$ 30	\$ 17		
16	\$ 527	\$ 386	\$ 293	\$ 226	\$ 176	\$ 137	\$ 105	\$ 80	\$ 59	\$ 41	\$ 25	\$ 12		
15.5	\$ 521	\$ 380	\$ 287	\$ 220	\$ 170	\$ 131	\$ 100	\$ 74	\$ 53	\$ 35	\$ 19	\$ 6		
15	\$ 515	\$ 374	\$ 281	\$ 214	\$ 164	\$ 125	\$ 94	\$ 68	\$ 47	\$ 29	\$ 13	\$ -		
14.5	\$ 508	\$ 368	\$ 274	\$ 207	\$ 157	\$ 118	\$ 87	\$ 62	\$ 40	\$ 22	\$ 7	\$ -		
14	\$ 501	\$ 361	\$ 267	\$ 201	\$ 150	\$ 111	\$ 80	\$ 55	\$ 33	\$ 15	\$ -	\$ -		
13.5	\$ 494	\$ 354	\$ 260	\$ 193	\$ 143	\$ 104	\$ 73	\$ 47	\$ 26	\$ 8	\$ -	\$ -		
13	\$ 486	\$ 346	\$ 252	\$ 185	\$ 135	\$ 96	\$ 65	\$ 39	\$ 18	\$ -	\$ -	\$ -		
12.5	\$ 477	\$ 337	\$ 243	\$ 177	\$ 126	\$ 87	\$ 56	\$ 31	\$ 9	\$ -	\$ -	\$ -		
12	\$ 468	\$ 328	\$ 234	\$ 167	\$ 117	\$ 78	\$ 47	\$ 21	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 458	\$ 317	\$ 224	\$ 157	\$ 107	\$ 68	\$ 37	\$ 11	\$ -	\$ -	\$ -	\$ -		
11	\$ 447	\$ 306	\$ 213	\$ 146	\$ 96	\$ 57	\$ 26	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 435	\$ 294	\$ 201	\$ 134	\$ 84	\$ 45	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 421	\$ 281	\$ 187	\$ 120	\$ 70	\$ 31	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 46	\$ 34	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3		
17.5	\$ 45	\$ 33	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
17	\$ 45	\$ 33	\$ 25	\$ 20	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
16.5	\$ 44	\$ 33	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 1		
16	\$ 44	\$ 32	\$ 24	\$ 19	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15.5	\$ 43	\$ 32	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1		
15	\$ 43	\$ 31	\$ 23	\$ 18	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14.5	\$ 42	\$ 31	\$ 23	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14	\$ 42	\$ 30	\$ 22	\$ 17	\$ 13	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 41	\$ 29	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 41	\$ 29	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 40	\$ 28	\$ 20	\$ 15	\$ 11	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 39	\$ 27	\$ 20	\$ 14	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 38	\$ 26	\$ 19	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 37	\$ 26	\$ 18	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 36	\$ 25	\$ 17	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 35	\$ 23	\$ 16	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

2.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 683	\$ 507	\$ 390	\$ 306	\$ 244	\$ 195	\$ 156	\$ 124	\$ 98	\$ 75	\$ 56	\$ 39		
17.5	\$ 677	\$ 501	\$ 384	\$ 301	\$ 238	\$ 189	\$ 150	\$ 119	\$ 92	\$ 69	\$ 50	\$ 33		
17	\$ 671	\$ 496	\$ 379	\$ 295	\$ 232	\$ 184	\$ 145	\$ 113	\$ 86	\$ 64	\$ 44	\$ 28		
16.5	\$ 665	\$ 489	\$ 372	\$ 289	\$ 226	\$ 177	\$ 138	\$ 106	\$ 80	\$ 57	\$ 38	\$ 21		
16	\$ 658	\$ 483	\$ 366	\$ 282	\$ 219	\$ 171	\$ 132	\$ 100	\$ 73	\$ 51	\$ 31	\$ 15		
15.5	\$ 651	\$ 476	\$ 359	\$ 275	\$ 212	\$ 164	\$ 125	\$ 93	\$ 66	\$ 44	\$ 24	\$ 8		
15	\$ 644	\$ 468	\$ 351	\$ 267	\$ 205	\$ 156	\$ 117	\$ 85	\$ 59	\$ 36	\$ 17	\$ -		
14.5	\$ 635	\$ 460	\$ 343	\$ 259	\$ 197	\$ 148	\$ 109	\$ 77	\$ 50	\$ 28	\$ 9	\$ -		
14	\$ 627	\$ 451	\$ 334	\$ 251	\$ 188	\$ 139	\$ 100	\$ 68	\$ 42	\$ 19	\$ -	\$ -		
13.5	\$ 618	\$ 442	\$ 325	\$ 241	\$ 179	\$ 130	\$ 91	\$ 59	\$ 33	\$ 10	\$ -	\$ -		
13	\$ 608	\$ 432	\$ 315	\$ 231	\$ 169	\$ 120	\$ 81	\$ 49	\$ 23	\$ -	\$ -	\$ -		
12.5	\$ 597	\$ 421	\$ 304	\$ 221	\$ 158	\$ 109	\$ 70	\$ 38	\$ 12	\$ -	\$ -	\$ -		
12	\$ 585	\$ 410	\$ 293	\$ 209	\$ 146	\$ 98	\$ 59	\$ 27	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 572	\$ 397	\$ 280	\$ 196	\$ 134	\$ 85	\$ 46	\$ 14	\$ -	\$ -	\$ -	\$ -		
11	\$ 558	\$ 383	\$ 266	\$ 182	\$ 120	\$ 71	\$ 32	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 543	\$ 368	\$ 251	\$ 167	\$ 104	\$ 56	\$ 17	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 527	\$ 351	\$ 234	\$ 150	\$ 88	\$ 39	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 57	\$ 42	\$ 33	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3		
17.5	\$ 56	\$ 42	\$ 32	\$ 25	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
17	\$ 56	\$ 41	\$ 32	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2		
16.5	\$ 55	\$ 41	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2		
16	\$ 55	\$ 40	\$ 30	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1		
15.5	\$ 54	\$ 40	\$ 30	\$ 23	\$ 18	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1		
15	\$ 54	\$ 39	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14.5	\$ 53	\$ 38	\$ 29	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 52	\$ 38	\$ 28	\$ 21	\$ 16	\$ 12	\$ 8	\$ 6	\$ 3	\$ 2	\$ -	\$ -		
13.5	\$ 51	\$ 37	\$ 27	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 51	\$ 36	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 50	\$ 35	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 49	\$ 34	\$ 24	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 48	\$ 33	\$ 23	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 47	\$ 32	\$ 22	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 45	\$ 31	\$ 21	\$ 14	\$ 9	\$ 5	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 44	\$ 29	\$ 20	\$ 13	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

3 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 819	\$ 608	\$ 468	\$ 368	\$ 293	\$ 234	\$ 187	\$ 149	\$ 117	\$ 90	\$ 67	\$ 47		
17.5	\$ 812	\$ 602	\$ 461	\$ 361	\$ 286	\$ 227	\$ 181	\$ 142	\$ 110	\$ 83	\$ 60	\$ 40		
17	\$ 805	\$ 595	\$ 454	\$ 354	\$ 279	\$ 220	\$ 173	\$ 135	\$ 103	\$ 76	\$ 53	\$ 33		
16.5	\$ 798	\$ 587	\$ 447	\$ 346	\$ 271	\$ 213	\$ 166	\$ 128	\$ 96	\$ 69	\$ 46	\$ 26		
16	\$ 790	\$ 579	\$ 439	\$ 338	\$ 263	\$ 205	\$ 158	\$ 120	\$ 88	\$ 61	\$ 38	\$ 18		
15.5	\$ 781	\$ 571	\$ 430	\$ 330	\$ 255	\$ 196	\$ 149	\$ 111	\$ 79	\$ 52	\$ 29	\$ 9		
15	\$ 772	\$ 562	\$ 421	\$ 321	\$ 246	\$ 187	\$ 140	\$ 102	\$ 70	\$ 43	\$ 20	\$ -		
14.5	\$ 763	\$ 552	\$ 412	\$ 311	\$ 236	\$ 178	\$ 131	\$ 92	\$ 61	\$ 34	\$ 10	\$ -		
14	\$ 752	\$ 542	\$ 401	\$ 301	\$ 226	\$ 167	\$ 120	\$ 82	\$ 50	\$ 23	\$ -	\$ -		
13.5	\$ 741	\$ 530	\$ 390	\$ 290	\$ 215	\$ 156	\$ 109	\$ 71	\$ 39	\$ 12	\$ -	\$ -		
13	\$ 729	\$ 518	\$ 378	\$ 278	\$ 203	\$ 144	\$ 97	\$ 59	\$ 27	\$ -	\$ -	\$ -		
12.5	\$ 716	\$ 505	\$ 365	\$ 265	\$ 190	\$ 131	\$ 84	\$ 46	\$ 14	\$ -	\$ -	\$ -		
12	\$ 702	\$ 491	\$ 351	\$ 251	\$ 176	\$ 117	\$ 70	\$ 32	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 687	\$ 476	\$ 336	\$ 235	\$ 160	\$ 102	\$ 55	\$ 17	\$ -	\$ -	\$ -	\$ -		
11	\$ 670	\$ 459	\$ 319	\$ 219	\$ 144	\$ 85	\$ 38	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 652	\$ 441	\$ 301	\$ 201	\$ 125	\$ 67	\$ 20	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 632	\$ 421	\$ 281	\$ 181	\$ 105	\$ 47	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 68	\$ 51	\$ 39	\$ 31	\$ 24	\$ 20	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4		
17.5	\$ 68	\$ 50	\$ 38	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3		
17	\$ 67	\$ 50	\$ 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	\$ 37	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15.5	\$ 65	\$ 48	\$ 36	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 4	\$ 2	\$ 1		
15	\$ 64	\$ 47	\$ 35	\$ 27	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ -		
14.5	\$ 64	\$ 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	\$ 33	\$ 24	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 61	\$ 43	\$ 32	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 60	\$ 42	\$ 30	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 59	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

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	\$ 956	\$ 710	\$ 546	\$ 429	\$ 341	\$ 273	\$ 218	\$ 174	\$ 137	\$ 105	\$ 78	\$ 55		
17.5	\$ 948	\$ 702	\$ 538	\$ 421	\$ 333	\$ 265	\$ 211	\$ 166	\$ 129	\$ 97	\$ 70	\$ 47		
17	\$ 939	\$ 694	\$ 530	\$ 413	\$ 325	\$ 257	\$ 202	\$ 158	\$ 120	\$ 89	\$ 62	\$ 39		
16.5	\$ 931	\$ 685	\$ 521	\$ 404	\$ 316	\$ 248	\$ 194	\$ 149	\$ 112	\$ 80	\$ 53	\$ 30		
16	\$ 921	\$ 676	\$ 512	\$ 395	\$ 307	\$ 239	\$ 184	\$ 140	\$ 102	\$ 71	\$ 44	\$ 20		
15.5	\$ 911	\$ 666	\$ 502	\$ 385	\$ 297	\$ 229	\$ 174	\$ 130	\$ 92	\$ 61	\$ 34	\$ 11		
15	\$ 901	\$ 655	\$ 491	\$ 374	\$ 287	\$ 218	\$ 164	\$ 119	\$ 82	\$ 50	\$ 23	\$ -		
14.5	\$ 890	\$ 644	\$ 480	\$ 363	\$ 275	\$ 207	\$ 153	\$ 108	\$ 71	\$ 39	\$ 12	\$ -		
14	\$ 878	\$ 632	\$ 468	\$ 351	\$ 263	\$ 195	\$ 140	\$ 98	\$ 59	\$ 27	\$ -	\$ -		
13.5	\$ 865	\$ 619	\$ 455	\$ 338	\$ 250	\$ 182	\$ 127	\$ 83	\$ 46	\$ 14	\$ -	\$ -		
13	\$ 851	\$ 605	\$ 441	\$ 324	\$ 236	\$ 168	\$ 113	\$ 69	\$ 31	\$ -	\$ -	\$ -		
12.5	\$ 835	\$ 590	\$ 426	\$ 309	\$ 221	\$ 153	\$ 98	\$ 54	\$ 16	\$ -	\$ -	\$ -		
12	\$ 819	\$ 573	\$ 410	\$ 293	\$ 205	\$ 137	\$ 82	\$ 37	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 801	\$ 555	\$ 392	\$ 275	\$ 187	\$ 119	\$ 64	\$ 19	\$ -	\$ -	\$ -	\$ -		
11	\$ 782	\$ 536	\$ 372	\$ 255	\$ 168	\$ 99	\$ 45	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 761	\$ 515	\$ 351	\$ 234	\$ 146	\$ 78	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 737	\$ 491	\$ 328	\$ 211	\$ 123	\$ 55	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 80	\$ 59	\$ 46	\$ 36	\$ 28	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5		
17.5	\$ 79	\$ 59	\$ 45	\$ 35	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4		
17	\$ 78	\$ 58	\$ 44	\$ 34	\$ 27	\$ 21	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3		
16.5	\$ 78	\$ 57	\$ 43	\$ 34	\$ 26	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 4	\$ 2		
16	\$ 77	\$ 56	\$ 43	\$ 33	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2		
15.5	\$ 76	\$ 55	\$ 42	\$ 32	\$ 25	\$ 19	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1		
15	\$ 75	\$ 55	\$ 41	\$ 31	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 4	\$ 2	\$ -		
14.5	\$ 74	\$ 54	\$ 40	\$ 30	\$ 23	\$ 17	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -		
14	\$ 73	\$ 53	\$ 39	\$ 29	\$ 22	\$ 16	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -		
13.5	\$ 72	\$ 52	\$ 38	\$ 28	\$ 21	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 71	\$ 50	\$ 37	\$ 27	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ -	\$ -	\$ -		
12.5	\$ 70	\$ 49	\$ 35	\$ 26	\$ 18	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 68	\$ 48	\$ 34	\$ 24	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 67	\$ 46	\$ 33	\$ 23	\$ 16	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 65	\$ 45	\$ 31	\$ 21	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 63	\$ 43	\$ 29	\$ 20	\$ 12	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 61	\$ 41	\$ 27	\$ 18	\$ 10	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

4 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,092	\$ 811	\$ 624	\$ 490	\$ 390	\$ 312	\$ 250	\$ 199	\$ 156	\$ 120	\$ 89	\$ 62		
17.5	\$ 1,083	\$ 802	\$ 615	\$ 481	\$ 381	\$ 303	\$ 241	\$ 190	\$ 147	\$ 111	\$ 80	\$ 53		
17	\$ 1,074	\$ 793	\$ 606	\$ 472	\$ 372	\$ 294	\$ 231	\$ 180	\$ 138	\$ 102	\$ 71	\$ 44		
16.5	\$ 1,064	\$ 783	\$ 596	\$ 462	\$ 362	\$ 284	\$ 221	\$ 170	\$ 128	\$ 92	\$ 61	\$ 34		
16	\$ 1,053	\$ 772	\$ 585	\$ 451	\$ 351	\$ 273	\$ 211	\$ 160	\$ 117	\$ 81	\$ 50	\$ 23		
15.5	\$ 1,042	\$ 761	\$ 574	\$ 440	\$ 340	\$ 262	\$ 199	\$ 148	\$ 106	\$ 70	\$ 39	\$ 12		
15	\$ 1,030	\$ 749	\$ 562	\$ 428	\$ 328	\$ 250	\$ 187	\$ 136	\$ 94	\$ 58	\$ 27	\$ -		
14.5	\$ 1,017	\$ 736	\$ 549	\$ 415	\$ 315	\$ 237	\$ 174	\$ 123	\$ 81	\$ 45	\$ 14	\$ -		
14	\$ 1,003	\$ 722	\$ 535	\$ 401	\$ 301	\$ 223	\$ 160	\$ 109	\$ 67	\$ 31	\$ -	\$ -		
13.5	\$ 988	\$ 707	\$ 520	\$ 386	\$ 286	\$ 208	\$ 146	\$ 95	\$ 52	\$ 16	\$ -	\$ -		
13	\$ 972	\$ 691	\$ 504	\$ 370	\$ 270	\$ 192	\$ 130	\$ 79	\$ 36	\$ -	\$ -	\$ -		
12.5	\$ 955	\$ 674	\$ 487	\$ 353	\$ 253	\$ 175	\$ 112	\$ 61	\$ 19	\$ -	\$ -	\$ -		
12	\$ 936	\$ 655	\$ 468	\$ 334	\$ 234	\$ 156	\$ 94	\$ 43	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 916	\$ 635	\$ 448	\$ 314	\$ 214	\$ 136	\$ 73	\$ 22	\$ -	\$ -	\$ -	\$ -		
11	\$ 893	\$ 613	\$ 425	\$ 292	\$ 191	\$ 113	\$ 51	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 869	\$ 588	\$ 401	\$ 267	\$ 167	\$ 89	\$ 27	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 842	\$ 562	\$ 374	\$ 241	\$ 140	\$ 62	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 91	\$ 68	\$ 52	\$ 41	\$ 33	\$ 26	\$ 21	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5		
17.5	\$ 90	\$ 67	\$ 51	\$ 40	\$ 32	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 4		
17	\$ 89	\$ 66	\$ 50	\$ 39	\$ 31	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4		
16.5	\$ 89	\$ 65	\$ 50	\$ 38	\$ 30	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3		
16	\$ 88	\$ 64	\$ 49	\$ 38	\$ 29	\$ 23	\$ 18	\$ 13	\$ 10	\$ 7	\$ 4	\$ 2		
15.5	\$ 87	\$ 63	\$ 48	\$ 37	\$ 28	\$ 22	\$ 17	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1		
15	\$ 86	\$ 62	\$ 47	\$ 36	\$ 27	\$ 21	\$ 16	\$ 11	\$ 8	\$ 5	\$ 2	\$ -		
14.5	\$ 85	\$ 61	\$ 46	\$ 35	\$ 26	\$ 20	\$ 15	\$ 10	\$ 7	\$ 4	\$ 1	\$ -		
14	\$ 84	\$ 60	\$ 45	\$ 33	\$ 25	\$ 19	\$ 13	\$ 9	\$ 6	\$ 3	\$ -	\$ -		
13.5	\$ 82	\$ 59	\$ 43	\$ 32	\$ 24	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 81	\$ 58	\$ 42	\$ 31	\$ 23	\$ 16	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -		
12.5	\$ 80	\$ 56	\$ 41	\$ 29	\$ 21	\$ 15	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12	\$ 78	\$ 55	\$ 39	\$ 28	\$ 20	\$ 13	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 76	\$ 53	\$ 37	\$ 26	\$ 18	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 74	\$ 51	\$ 35	\$ 24	\$ 16	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 72	\$ 49	\$ 33	\$ 22	\$ 14	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 70	\$ 47	\$ 31	\$ 20	\$ 12	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,365	\$ 1,014	\$ 780	\$ 613	\$ 488	\$ 390	\$ 312	\$ 248	\$ 195	\$ 150	\$ 111	\$ 78		
17.5	\$ 1,354	\$ 1,003	\$ 769	\$ 602	\$ 476	\$ 379	\$ 301	\$ 237	\$ 184	\$ 139	\$ 100	\$ 67		
17	\$ 1,342	\$ 991	\$ 757	\$ 590	\$ 465	\$ 367	\$ 289	\$ 225	\$ 172	\$ 127	\$ 88	\$ 55		
16.5	\$ 1,330	\$ 979	\$ 745	\$ 577	\$ 452	\$ 355	\$ 277	\$ 213	\$ 160	\$ 115	\$ 76	\$ 43		
16	\$ 1,316	\$ 965	\$ 731	\$ 564	\$ 439	\$ 341	\$ 263	\$ 199	\$ 146	\$ 101	\$ 63	\$ 29		
15.5	\$ 1,302	\$ 951	\$ 717	\$ 550	\$ 425	\$ 327	\$ 249	\$ 185	\$ 132	\$ 87	\$ 49	\$ 15		
15	\$ 1,287	\$ 936	\$ 702	\$ 535	\$ 410	\$ 312	\$ 234	\$ 170	\$ 117	\$ 72	\$ 33	\$ -		
14.5	\$ 1,271	\$ 920	\$ 686	\$ 519	\$ 393	\$ 296	\$ 218	\$ 154	\$ 101	\$ 56	\$ 17	\$ -		
14	\$ 1,254	\$ 903	\$ 669	\$ 501	\$ 376	\$ 279	\$ 201	\$ 137	\$ 84	\$ 39	\$ -	\$ -		
13.5	\$ 1,235	\$ 884	\$ 650	\$ 483	\$ 358	\$ 260	\$ 182	\$ 118	\$ 65	\$ 20	\$ -	\$ -		
13	\$ 1,215	\$ 864	\$ 630	\$ 463	\$ 338	\$ 240	\$ 162	\$ 98	\$ 45	\$ -	\$ -	\$ -		
12.5	\$ 1,193	\$ 842	\$ 608	\$ 441	\$ 316	\$ 218	\$ 140	\$ 77	\$ 23	\$ -	\$ -	\$ -		
12	\$ 1,170	\$ 819	\$ 585	\$ 418	\$ 293	\$ 195	\$ 117	\$ 53	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,145	\$ 794	\$ 560	\$ 392	\$ 267	\$ 170	\$ 92	\$ 28	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,117	\$ 766	\$ 532	\$ 365	\$ 239	\$ 142	\$ 64	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,086	\$ 735	\$ 501	\$ 334	\$ 209	\$ 111	\$ 33	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,053	\$ 702	\$ 468	\$ 301	\$ 176	\$ 78	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 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	\$ 114	\$ 85	\$ 65	\$ 51	\$ 41	\$ 33	\$ 26	\$ 21	\$ 16	\$ 13	\$ 9	\$ 7		
17.5	\$ 113	\$ 84	\$ 64	\$ 50	\$ 40	\$ 32	\$ 25	\$ 20	\$ 15	\$ 12	\$ 8	\$ 6		
17	\$ 112	\$ 83	\$ 63	\$ 49	\$ 39	\$ 31	\$ 24	\$ 19	\$ 14	\$ 11	\$ 7	\$ 5		
16.5	\$ 111	\$ 82	\$ 62	\$ 48	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 10	\$ 6	\$ 4		
16	\$ 110	\$ 80	\$ 61	\$ 47	\$ 37	\$ 28	\$ 22	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2		
15.5	\$ 109	\$ 79	\$ 60	\$ 46	\$ 35	\$ 27	\$ 21	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1		
15	\$ 107	\$ 78	\$ 59	\$ 45	\$ 34	\$ 26	\$ 20	\$ 14	\$ 10	\$ 6	\$ 3	\$ -		
14.5	\$ 106	\$ 77	\$ 57	\$ 43	\$ 33	\$ 25	\$ 18	\$ 13	\$ 8	\$ 5	\$ 1	\$ -		
14	\$ 104	\$ 75	\$ 56	\$ 42	\$ 31	\$ 23	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -		
13.5	\$ 103	\$ 74	\$ 54	\$ 40	\$ 30	\$ 22	\$ 15	\$ 10	\$ 5	\$ 2	\$ -	\$ -		
13	\$ 101	\$ 72	\$ 53	\$ 39	\$ 28	\$ 20	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -		
12.5	\$ 99	\$ 70	\$ 51	\$ 37	\$ 26	\$ 18	\$ 12	\$ 6	\$ 2	\$ -	\$ -	\$ -		
12	\$ 98	\$ 68	\$ 49	\$ 35	\$ 24	\$ 16	\$ 10	\$ 4	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 95	\$ 66	\$ 47	\$ 33	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 93	\$ 64	\$ 44	\$ 30	\$ 20	\$ 12	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 91	\$ 61	\$ 42	\$ 28	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 88	\$ 59	\$ 39	\$ 25	\$ 15	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Operating Hours

Estimated Energy Savings

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

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	\$ 169	\$ 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	\$ 84	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 169	\$ 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	\$ 84	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 169	\$ 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	\$ 84	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 169	\$ 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	\$ 84	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 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	\$ 169	\$ 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	\$ 84	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36,000 BTUH Cooling Unit
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 65	\$ -	\$ -		
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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 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	\$ 220	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 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
\$ 0.130 Electric Rate
900 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

11/12/2011

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%	\$ 6,029	\$ 4,836	\$ 3,826	\$ 2,961	\$ 2,211	\$ 1,554	\$ 975	
90%	\$ 5,568	\$ 4,375	\$ 3,365	\$ 2,500	\$ 1,750	\$ 1,094		
85%	\$ 5,053	\$ 3,860	\$ 2,851	\$ 1,985	\$ 1,235	\$ 579		
80%	\$ 4,474	\$ 3,281	\$ 2,272	\$ 1,406	\$ 656			

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 502	\$ 403	\$ 319	\$ 247	\$ 184	\$ 130	\$ 81	
90%	\$ 464	\$ 365	\$ 280	\$ 208	\$ 146	\$ 91	-	
85%	\$ 421	\$ 322	\$ 238	\$ 165	\$ 103	\$ 48	-	
80%	\$ 373	\$ 273	\$ 189	\$ 117	\$ 55	-	-	

50,000 MBTUH Heating Unit
\$ 7.00 MCF Rate
2250 Annual Operating Hours

75,000 BTU Furnace Unit

Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 9,043	\$ 7,253	\$ 5,739	\$ 4,441	\$ 3,316	\$ 2,331	\$ 1,463	
90%	\$ 8,352	\$ 6,563	\$ 5,048	\$ 3,750	\$ 2,625	\$ 1,641	-	
85%	\$ 7,580	\$ 5,790	\$ 4,276	\$ 2,978	\$ 1,853	\$ 869	-	
80%	\$ 6,712	\$ 4,922	\$ 3,407	\$ 2,109	\$ 984	-	-	

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 754	\$ 604	\$ 478	\$ 370	\$ 276	\$ 194	\$ 122	
90%	\$ 696	\$ 547	\$ 421	\$ 313	\$ 219	\$ 137	-	
85%	\$ 632	\$ 483	\$ 356	\$ 248	\$ 154	\$ 72	-	
80%	\$ 559	\$ 410	\$ 284	\$ 176	\$ 82	-	-	

75,000 MBTUH Heating Unit
\$ 7.00 MCF Rate
2250 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%	\$ 12,057	\$ 9,671	\$ 7,652	\$ 5,921	\$ 4,421	\$ 3,109	\$ 1,950	
90%	\$ 11,136	\$ 8,750	\$ 6,731	\$ 5,000	\$ 3,500	\$ 2,188		
85%	\$ 10,107	\$ 7,721	\$ 5,701	\$ 3,971	\$ 2,471	\$ 1,158		
80%	\$ 8,949	\$ 6,563	\$ 4,543	\$ 2,813	\$ 1,313			

Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 1,005	\$ 806	\$ 638	\$ 493	\$ 368	\$ 259	\$ 163	
90%	\$ 928	\$ 729	\$ 561	\$ 417	\$ 292	\$ 182	-	
85%	\$ 842	\$ 643	\$ 475	\$ 331	\$ 206	\$ 97	-	
80%	\$ 746	\$ 547	\$ 379	\$ 234	\$ 109	-	-	

100,000 MBTUH Heating Unit
\$ 7.00 MCF Rate
2250 Annual Operating Hours

120,000 BTU Furnace Unit

Annual Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 14,469	\$ 11,665	\$ 9,182	\$ 7,105	\$ 5,305	\$ 3,730	\$ 2,341	
90%	\$ 13,364	\$ 10,500	\$ 8,077	\$ 6,000	\$ 4,200	\$ 2,625	-	
85%	\$ 12,128	\$ 9,265	\$ 6,842	\$ 4,765	\$ 2,965	\$ 1,390	-	
80%	\$ 10,739	\$ 7,875	\$ 5,452	\$ 3,375	\$ 1,575	-	-	

Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 1,206	\$ 967	\$ 765	\$ 592	\$ 442	\$ 311	\$ 195	
90%	\$ 1,114	\$ 875	\$ 673	\$ 500	\$ 350	\$ 219	-	
85%	\$ 1,011	\$ 772	\$ 570	\$ 397	\$ 247	\$ 116	-	
80%	\$ 895	\$ 656	\$ 454	\$ 281	\$ 131	-	-	

120,000 MBTUH Heating Unit
\$ 7.00 MCF Rate
2250 Annual Operating Hours

All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

\$50.00 Mo.
Subscription

Contractor Benefits

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

Selling Benefits

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

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

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

Best practice consumer presentation to help you close more by explaining

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

Pricing, Payment, & Energy Savings Tables

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

Home Comfort Set-Up and Order Entry Form

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

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

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

Your Name: (as it appears on Credit Card)

Company:

Phone:

Address:

Email:

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

City:

State:

Postal/Zip:

Credit Card # MC VISA AMEX

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

Signature:

ENTER EQUIPMENT BRAND HERE: