

# *Home Comfort Certified System*



**The Best HVAC**  
Anywhere USA  
City, State 00000  
000-000-0000



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

# Price Book Set Up Instructions

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

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

## **Formatted for Easy Upselling:**

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

## **Easy 1-Page Price Book Set-up:**

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

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

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

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

## **Your Unique Installed Sell Price:**

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

## **Finance and Energy Savings Tables:**

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

## **Customizing Configurations:**

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

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

### Configuration Options:

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

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

## Prices Shown are Illustrative Only

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

## Questions?

Call our Price Book Hot Line at 800-240-2823 24/7 or email us at [customercare@GrowMyHVAC.com](mailto:customercare@GrowMyHVAC.com).

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#### **Article 4: General**

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

# Mission Statement

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

## Who we are:

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

## What makes us different:

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

# The Home Comfort Certified System

## 7 Step Approach



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

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

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

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

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

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

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

## Why we set the Standards of Performance

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

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

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



# Quality Installations by Design

## Pre-installation:

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

## Post Installation:

## Installation:

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

# PRICE BOOK



## SPLIT AIR CONDITIONING WITH GAS HEAT

1.5 TON

### System Benefits

- Helps save you up to 35% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 4,225

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GM68 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 38% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 5,367

GOODMAN SSX14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 5,999

GOODMAN SSX16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

**Goodman**  
Air Conditioning & Heating

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

### System Benefits

- Helps save you up to 35% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 4,455

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GM68 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 38% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 5,367

GOODMAN SSX14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 5,999

GOODMAN SSX16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,616

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GMS8 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

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

\$ 5,572

GOODMAN S8X14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,509

GOODMAN S8X16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,885

GOODMAN DSXC18 2-STAGE 18 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,920

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GMS8 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,002

GOODMAN S8X14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,509

GOODMAN S8X16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,885

GOODMAN DSXC18 2-STAGE 18 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

3.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,365

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GMS8 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,387

GOODMAN S8X14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,672

GOODMAN S8X16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 9,810

GOODMAN DSXC18 2-STAGE 18 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

4 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,777

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GMS8 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,952

GOODMAN S8X14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,672

GOODMAN S8X16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 9,810

GOODMAN DSXC18 2-STAGE 18 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,373

GOODMAN GSX13 13 SEER CONDENSING UNIT  
GMS8 80% 60K BTU FURNACE/ CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,609

GOODMAN SSX14 14 SEER CONDENSING UNIT  
GMH95 95% 60K BTU FURNACE/CAPF COIL/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,323

GOODMAN SSX16 16 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 10,616

GOODMAN DSXC18 2-STAGE 18 SEER CONDENSING UNIT  
GMVC95 95% 2-STAGE 60K BTU FURNACE/CAPF COIL/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

**Goodman**  
Air Conditioning & Heating

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# SPLIT COOLING ONLY SYSTEMS

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
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## System Benefits

- Helps save you up to 35% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

### GOODMAN GSX13 13 SEER CONDENSING UNIT CAPF COIL/TS ATATG1152 5/2 DAY PROGRAMMABLE

1.5	\$ 2,216	\$ 3,050	3,243
2	\$ 2,345	\$ 3,273	3,466
2.5	\$ 2,438	\$ 3,443	3,636
3	\$ 2,737	\$ 3,741	3,934
3.5	\$ 2,976	\$ 4,187	4,379
4	\$ 3,271	\$ 4,578	4,771
5	\$ 3,661	\$ 5,098	5,291



## System Benefits

- Helps save you up to 38% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

### GOODMAN SSX14 14 SEER CONDENSING UNIT CAPF COIL/TS ATATG1152 5/2 DAY PROGRAMMABLE

1.5	\$ 2,742	\$ 3,617	3,810
2	\$ 2,776	\$ 3,651	3,844
2.5	\$ 2,873	\$ 3,841	4,034
3	\$ 3,164	\$ 4,281	4,454
3.5	\$ 3,401	\$ 4,498	4,691
4	\$ 3,704	\$ 5,044	5,237
5	\$ 4,224	\$ 5,661	5,854



## System Benefits

- Helps save you up to 50% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

### GOODMAN SSX16 16 SEER CONDENSING UNIT CAPF COIL/TS ATATG1152 5/2 DAY PROGRAMMABLE

2	\$ 3,402	\$ 4,276	4,469
2.5	\$ 800	\$ 993	1,185
3	\$ 3,664	\$ 4,761	4,954
3.5	\$ 965	\$ 1,158	1,351
4	\$ 4,418	\$ 5,758	5,951
5	\$ 4,932	\$ 6,369	6,562



## System Benefits

- Helps save you up to 65% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

### GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT CAPF COIL/TS ATATG1152 5/2 DAY PROGRAMMABLE

2	\$ 4,549	\$ 5,646	5,839
3	\$ 4,714	\$ 5,811	6,004
4	\$ 5,456	\$ 6,796	6,989
5	\$ 6,192	\$ 7,629	7,822



## Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

1.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 3,681

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,203

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,862

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 3,954

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,203

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,862

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,024

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,455

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,276

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,355

GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

3 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,266

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,689

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,276

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,355

GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

3.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,938

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,359

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,463

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,529

GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

4 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,178

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,627

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,463

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,529

GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,703

GOODMAN GSX13 13 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,280

GOODMAN SSX14 14 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,982

GOODMAN SSX16 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### System Benefits

- ☑ Helps save you up to 65% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,269

GOODMAN DSXC18 2-STAGE 16 SEER CONDENSING UNIT  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

1.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,305

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,726

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,650

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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Air Conditioning & Heating

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

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## SPLIT HEAT PUMP

2 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,517

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,726

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,650

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

2.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 4,732

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,872

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,526

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

3 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,114

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,259

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 8,526

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

3.5 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 5,723

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,145

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 9,992

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

4 TON

### System Benefits

- ☑ Helps save you up to 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 6,092

GOODMAN GSZ13 13 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 7,593

GOODMAN GSC14 14 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 56% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year labor 1 year parts

\$ 9,992

GOODMAN DSZC16 16 SEER HEAT PUMP  
ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

5 TON

### System Benefits

- Helps save you up to 35% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 6,815

GOODMAN GSZ13 13 SEER HEAT PUMP

ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 47% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 8,162

GOODMAN GSC14 14 SEER HEAT PUMP

ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATG1152 5/2 DAY PROGRAMMABLE



### System Benefits

- Helps save you up to 56% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year labor 1 year parts

\$ 10,582

GOODMAN DSZC16 16 SEER HEAT PUMP

ARUF AIR HANDLING UNIT/ELECTRIC HEAT/TSTATGTS1175 TOUCHSCREEN



### Base Installation Price Includes

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

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# FURNACE ONLY UPFLOW/HORIZONTAL

	SIZE MB TU	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 labor 1 year parts

#### GMS8 80% FURNACE TS TATG1152 5/2 DAY PROGRAMMABLE

45,000	\$	2,059
70,000	\$	2,101
80,000	\$	2,125
110,000	\$	2,186
100,000	\$	2,279



### System Benefits

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

#### GMS8 95% FURNACE TS TATG1152 5/2 DAY PROGRAMMABLE

45,000	\$	2,585
70,000	\$	2,633
80,000	\$	2,699
90,000	\$	2,912
110,000	\$	3,021



### System Benefits

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

#### GMVC95 95% 2-STAGE FURNACE TS TATGTS1175 TOUCHSCREEN

45,000	\$	3,334
70,000	\$	3,406
90,000	\$	3,804
110,000	\$	3,999



### Base Installation Price Includes

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



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## IAQ ACCESSORIES PRICE SHEET

ACCESSORY	PURPOSE/NEED	SYSTEM	NEW INSTALL
 <p><b>Air Cleaner</b></p>	The Goodman Air Filter protects and improves heating and cooling system performance with a MERV 11 efficiency rating that keeps air flowing cleanly and efficiently. It's also designed to make replacement a snap.	\$1,160	\$1,326
 <p><b>Whole-house media Air Cleaner</b></p>	The Goodman DMH900 Whole-House Air Cleaner uses HEPA, UVC Germicidal Lights to remove and destroy allergens and atmospheric dust, as well as biological and chemical contaminants and odors. The DMH900 can be mounted in a variety of positions: duct-mounted, collar-mounted, or free-standing.	\$1,467	\$1,652
 <p><b>Electronic Air Cleaner</b></p>	The Goodman GSASD High-Efficiency Electronic Air Cleaner uses a four-stage air cleaning process, pre-filters, charging section, grounding plates, and carbon filters to efficiently remove atmospheric and household dust, coal dust, insecticides, dust mites, pollen, mold spores, fungi, bacteria, cooking smoke and grease, pet dander and tobacco smoke particles.	\$1,467	\$1,652
 <p><b>Goodman Air Purifier</b></p>	The Goodman® UVX Ultraviolet Air and Object Purifiers are ideal for offices, lounges, smoking rooms, day care centers, residential homes, and any location where clean air is desirable. Units also feature the ultra-bright LED "Smart Lamp System" visual operating display.	\$831	\$923
 <p><b>Energy Recovery Ventilator</b></p>	The Goodman brand HRV Heat Recovery Ventilators and the ERV Energy Recovery Ventilators are easy to install. Their fully insulated cabinets prevent condensation and meet the requirements of the UL 94 HF.	\$2,290	\$2,436
 <p><b>Whole-House Humidification Systems</b></p>	The Goodman® HUM Bypass and Fan-Powered High-Capacity Humidifiers are a good choice for homes supported by warm-air heating system. The durable the moplastic cabinet resists rust, corrosion, and warping.	\$673	\$818

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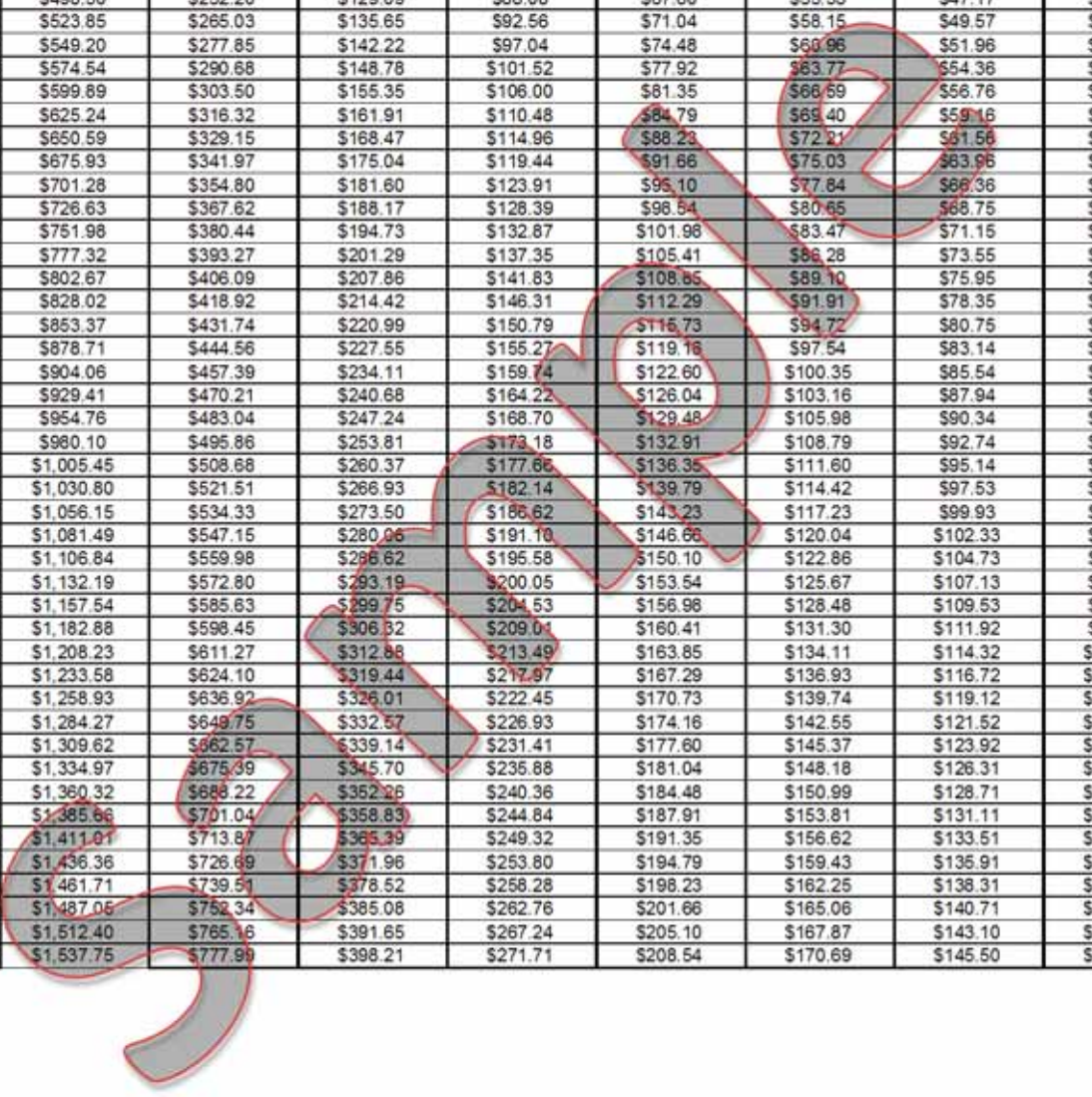
# FINANCE TABLES



# Monthly Rate Calculator - Home Equity

Rate: **4.75%**

Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$422.46	\$213.73	\$109.40	\$74.65	\$57.29	\$46.89	\$39.97	\$35.04
\$ 2,650	\$447.81	\$226.56	\$115.96	\$79.13	\$60.73	\$49.71	\$42.37	\$37.14
\$ 2,800	\$473.15	\$239.38	\$122.53	\$83.60	\$64.17	\$52.52	\$44.77	\$39.25
\$ 2,950	\$498.50	\$252.20	\$129.09	\$88.08	\$67.60	\$55.33	\$47.17	\$41.35
\$ 3,100	\$523.85	\$265.03	\$135.65	\$92.56	\$71.04	\$58.15	\$49.57	\$43.45
\$ 3,250	\$549.20	\$277.85	\$142.22	\$97.04	\$74.48	\$60.96	\$51.96	\$45.55
\$ 3,400	\$574.54	\$290.68	\$148.78	\$101.52	\$77.92	\$63.77	\$54.36	\$47.66
\$ 3,550	\$599.89	\$303.50	\$155.35	\$106.00	\$81.35	\$66.59	\$56.76	\$49.76
\$ 3,700	\$625.24	\$316.32	\$161.91	\$110.48	\$84.79	\$69.40	\$59.16	\$51.86
\$ 3,850	\$650.59	\$329.15	\$168.47	\$114.96	\$88.23	\$72.21	\$61.56	\$53.96
\$ 4,000	\$675.93	\$341.97	\$175.04	\$119.44	\$91.66	\$75.03	\$63.96	\$56.07
\$ 4,150	\$701.28	\$354.80	\$181.60	\$123.91	\$95.10	\$77.84	\$66.36	\$58.17
\$ 4,300	\$726.63	\$367.62	\$188.17	\$128.39	\$98.54	\$80.65	\$68.75	\$60.27
\$ 4,450	\$751.98	\$380.44	\$194.73	\$132.87	\$101.98	\$83.47	\$71.15	\$62.37
\$ 4,600	\$777.32	\$393.27	\$201.29	\$137.35	\$105.41	\$86.28	\$73.55	\$64.48
\$ 4,750	\$802.67	\$406.09	\$207.86	\$141.83	\$108.85	\$89.10	\$75.95	\$66.58
\$ 4,900	\$828.02	\$418.92	\$214.42	\$146.31	\$112.29	\$91.91	\$78.35	\$68.68
\$ 5,050	\$853.37	\$431.74	\$220.99	\$150.79	\$115.73	\$94.72	\$80.75	\$70.78
\$ 5,200	\$878.71	\$444.56	\$227.55	\$155.27	\$119.16	\$97.54	\$83.14	\$72.89
\$ 5,350	\$904.06	\$457.39	\$234.11	\$159.74	\$122.60	\$100.35	\$85.54	\$74.99
\$ 5,500	\$929.41	\$470.21	\$240.68	\$164.22	\$126.04	\$103.16	\$87.94	\$77.09
\$ 5,650	\$954.76	\$483.04	\$247.24	\$168.70	\$129.48	\$105.98	\$90.34	\$79.19
\$ 5,800	\$980.10	\$495.86	\$253.81	\$173.18	\$132.91	\$108.79	\$92.74	\$81.30
\$ 5,950	\$1,005.45	\$508.68	\$260.37	\$177.66	\$136.35	\$111.60	\$95.14	\$83.40
\$ 6,100	\$1,030.80	\$521.51	\$266.93	\$182.14	\$139.79	\$114.42	\$97.53	\$85.50
\$ 6,250	\$1,056.15	\$534.33	\$273.50	\$186.62	\$143.23	\$117.23	\$99.93	\$87.60
\$ 6,400	\$1,081.49	\$547.15	\$280.06	\$191.10	\$146.66	\$120.04	\$102.33	\$89.71
\$ 6,550	\$1,106.84	\$559.98	\$286.62	\$195.58	\$150.10	\$122.86	\$104.73	\$91.81
\$ 6,700	\$1,132.19	\$572.80	\$293.19	\$200.05	\$153.54	\$125.67	\$107.13	\$93.91
\$ 6,850	\$1,157.54	\$585.63	\$299.75	\$204.53	\$156.98	\$128.48	\$109.53	\$96.01
\$ 7,000	\$1,182.88	\$598.45	\$306.32	\$209.01	\$160.41	\$131.30	\$111.92	\$98.12
\$ 7,150	\$1,208.23	\$611.27	\$312.88	\$213.49	\$163.85	\$134.11	\$114.32	\$100.22
\$ 7,300	\$1,233.58	\$624.10	\$319.44	\$217.97	\$167.29	\$136.93	\$116.72	\$102.32
\$ 7,450	\$1,258.93	\$636.92	\$326.01	\$222.45	\$170.73	\$139.74	\$119.12	\$104.42
\$ 7,600	\$1,284.27	\$649.75	\$332.57	\$226.93	\$174.16	\$142.55	\$121.52	\$106.53
\$ 7,750	\$1,309.62	\$662.57	\$339.14	\$231.41	\$177.60	\$145.37	\$123.92	\$108.63
\$ 7,900	\$1,334.97	\$675.39	\$345.70	\$235.88	\$181.04	\$148.18	\$126.31	\$110.73
\$ 8,050	\$1,360.32	\$688.22	\$352.26	\$240.36	\$184.48	\$150.99	\$128.71	\$112.83
\$ 8,200	\$1,385.66	\$701.04	\$358.83	\$244.84	\$187.91	\$153.81	\$131.11	\$114.94
\$ 8,350	\$1,411.01	\$713.87	\$365.39	\$249.32	\$191.35	\$156.62	\$133.51	\$117.04
\$ 8,500	\$1,436.36	\$726.69	\$371.96	\$253.80	\$194.79	\$159.43	\$135.91	\$119.14
\$ 8,650	\$1,461.71	\$739.51	\$378.52	\$258.28	\$198.23	\$162.25	\$138.31	\$121.24
\$ 8,800	\$1,487.06	\$752.34	\$385.08	\$262.76	\$201.66	\$165.06	\$140.71	\$123.35
\$ 8,950	\$1,512.40	\$765.16	\$391.65	\$267.24	\$205.10	\$167.87	\$143.10	\$125.45
\$ 9,100	\$1,537.75	\$777.99	\$398.21	\$271.71	\$208.54	\$170.69	\$145.50	\$127.55



# Monthly Rate Calculator

Rate: **6.75%**

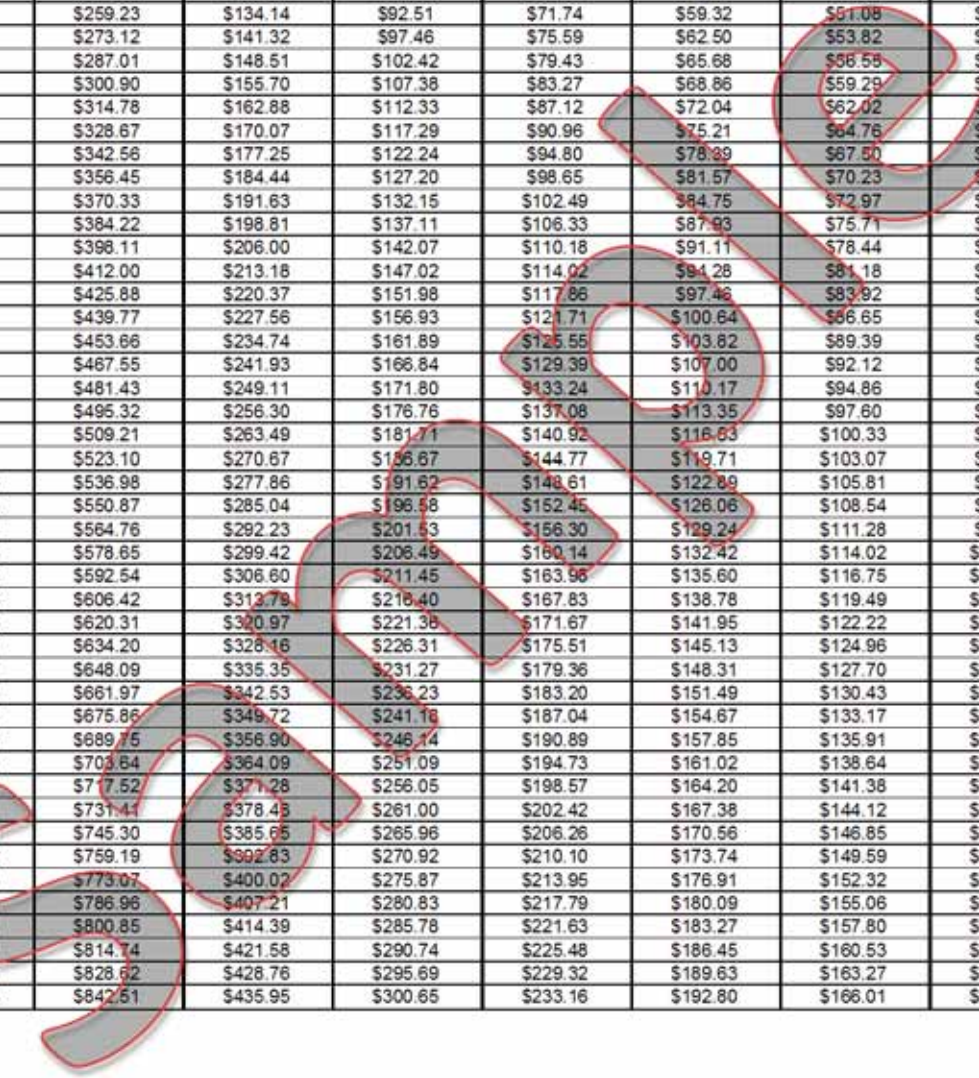
Amount to Finance	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$216.03	\$111.65	\$76.91	\$59.58	\$49.21	\$42.32	\$37.43
\$ 2,650	\$228.99	\$118.35	\$81.52	\$63.15	\$52.16	\$44.86	\$39.67
\$ 2,800	\$241.95	\$125.05	\$86.14	\$66.73	\$55.11	\$47.40	\$41.92
\$ 2,950	\$254.91	\$131.75	\$90.75	\$70.30	\$58.07	\$49.94	\$44.16
\$ 3,100	\$267.88	\$138.44	\$95.37	\$73.87	\$61.02	\$52.48	\$46.41
\$ 3,250	\$280.84	\$145.14	\$99.98	\$77.45	\$63.97	\$55.02	\$48.65
\$ 3,400	\$293.80	\$151.84	\$104.59	\$81.02	\$66.92	\$57.56	\$50.90
\$ 3,550	\$306.76	\$158.54	\$109.21	\$84.60	\$69.88	\$60.10	\$53.15
\$ 3,700	\$319.72	\$165.24	\$113.82	\$88.17	\$72.83	\$62.64	\$55.39
\$ 3,850	\$332.68	\$171.94	\$118.44	\$91.75	\$75.78	\$65.18	\$57.64
\$ 4,000	\$345.65	\$178.64	\$123.05	\$95.32	\$78.73	\$67.72	\$59.88
\$ 4,150	\$358.61	\$185.34	\$127.67	\$98.90	\$81.69	\$70.26	\$62.13
\$ 4,300	\$371.57	\$192.04	\$132.28	\$102.47	\$84.64	\$72.80	\$64.37
\$ 4,450	\$384.53	\$198.73	\$136.90	\$106.05	\$87.59	\$75.34	\$66.62
\$ 4,600	\$397.49	\$205.43	\$141.51	\$109.62	\$90.54	\$77.87	\$68.87
\$ 4,750	\$410.45	\$212.13	\$146.12	\$113.19	\$93.50	\$80.41	\$71.11
\$ 4,900	\$423.42	\$218.83	\$150.74	\$116.77	\$96.45	\$82.95	\$73.36
\$ 5,050	\$436.38	\$225.53	\$155.35	\$120.34	\$99.40	\$85.49	\$75.60
\$ 5,200	\$449.34	\$232.23	\$159.97	\$123.92	\$102.35	\$88.03	\$77.85
\$ 5,350	\$462.30	\$238.93	\$164.58	\$127.49	\$105.31	\$90.57	\$80.09
\$ 5,500	\$475.26	\$245.63	\$169.20	\$131.07	\$108.26	\$93.11	\$82.34
\$ 5,650	\$488.23	\$252.33	\$173.81	\$134.64	\$111.21	\$95.65	\$84.58
\$ 5,800	\$501.19	\$259.02	\$178.42	\$138.22	\$114.16	\$98.19	\$86.83
\$ 5,950	\$514.15	\$265.72	\$183.04	\$141.79	\$117.12	\$100.73	\$89.08
\$ 6,100	\$527.11	\$272.42	\$187.65	\$145.37	\$120.07	\$103.27	\$91.32
\$ 6,250	\$540.07	\$279.12	\$192.27	\$148.94	\$123.02	\$105.81	\$93.57
\$ 6,400	\$553.03	\$285.82	\$196.88	\$152.51	\$125.97	\$108.35	\$95.81
\$ 6,550	\$566.00	\$292.52	\$201.50	\$156.09	\$128.93	\$110.89	\$98.06
\$ 6,700	\$578.96	\$299.22	\$206.11	\$159.66	\$131.88	\$113.43	\$100.30
\$ 6,850	\$591.92	\$305.92	\$210.73	\$163.24	\$134.83	\$115.97	\$102.55
\$ 7,000	\$604.88	\$312.62	\$215.34	\$166.81	\$137.78	\$118.50	\$104.80
\$ 7,150	\$617.84	\$319.31	\$219.95	\$170.39	\$140.74	\$121.04	\$107.04
\$ 7,300	\$630.80	\$326.01	\$224.57	\$173.96	\$143.69	\$123.58	\$109.29
\$ 7,450	\$643.77	\$332.71	\$229.18	\$177.54	\$146.64	\$126.12	\$111.53
\$ 7,600	\$656.73	\$339.41	\$233.80	\$181.11	\$149.59	\$128.66	\$113.78
\$ 7,750	\$669.69	\$346.11	\$238.41	\$184.69	\$152.55	\$131.20	\$116.02
\$ 7,900	\$682.65	\$352.81	\$243.03	\$188.26	\$155.50	\$133.74	\$118.27
\$ 8,050	\$695.61	\$359.51	\$247.64	\$191.83	\$158.45	\$136.28	\$120.51
\$ 8,200	\$708.57	\$366.21	\$252.26	\$195.41	\$161.40	\$138.82	\$122.76
\$ 8,350	\$721.54	\$372.91	\$256.87	\$198.98	\$164.36	\$141.36	\$125.01
\$ 8,500	\$734.50	\$379.60	\$261.48	\$202.56	\$167.31	\$143.90	\$127.25
\$ 8,650	\$747.46	\$386.30	\$266.10	\$206.13	\$170.26	\$146.44	\$129.50
\$ 8,800	\$760.42	\$393.00	\$270.71	\$209.71	\$173.21	\$148.98	\$131.74
\$ 8,950	\$773.38	\$399.70	\$275.33	\$213.28	\$176.17	\$151.52	\$133.99
\$ 9,100	\$786.35	\$406.40	\$279.94	\$216.86	\$179.12	\$154.06	\$136.23



# Monthly Rate Calculator - Same as Cash Tables

Rate: **7.00%**

Amount to Finance	6 Mos Same as Cash 6 Months Repay	6 Mos Same as Cash 12 Months Repay	6 Mos Same as Cash 24 Months Repay	6 Mos Same as Cash 36 Months Repay	6 Mos Same as Cash 48 Months Repay	6 Mos Same as Cash 60 Months Repay	6 Mos Same as Cash 72 Months Repay	6 Mos Same as Cash 84 Months Repay
\$ 2,500	\$440.10	\$231.46	\$128.43	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$ 3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$ 3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$ 4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102.49	\$84.75	\$72.97	\$64.60
\$ 4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87.93	\$75.71	\$67.02
\$ 4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110.18	\$91.11	\$78.44	\$69.44
\$ 4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$ 4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
\$ 4,750	\$836.18	\$439.77	\$227.56	\$156.93	\$121.71	\$100.64	\$86.65	\$76.71
\$ 4,900	\$862.59	\$453.66	\$234.74	\$161.89	\$125.55	\$103.82	\$89.39	\$79.13
\$ 5,050	\$889.00	\$467.55	\$241.93	\$166.84	\$129.39	\$107.00	\$92.12	\$81.55
\$ 5,200	\$915.40	\$481.43	\$249.11	\$171.80	\$133.24	\$110.17	\$94.86	\$83.98
\$ 5,350	\$941.81	\$495.32	\$256.30	\$176.76	\$137.08	\$113.35	\$97.60	\$86.40
\$ 5,500	\$968.21	\$509.21	\$263.49	\$181.71	\$140.92	\$116.53	\$100.33	\$88.82
\$ 5,650	\$994.62	\$523.10	\$270.67	\$186.67	\$144.77	\$119.71	\$103.07	\$91.24
\$ 5,800	\$1,021.03	\$536.98	\$277.86	\$191.62	\$148.61	\$122.89	\$105.81	\$93.67
\$ 5,950	\$1,047.43	\$550.87	\$285.04	\$196.58	\$152.45	\$126.06	\$108.54	\$96.09
\$ 6,100	\$1,073.84	\$564.76	\$292.23	\$201.53	\$156.30	\$129.24	\$111.28	\$98.51
\$ 6,250	\$1,100.24	\$578.65	\$299.42	\$206.49	\$160.14	\$132.42	\$114.02	\$100.93
\$ 6,400	\$1,126.65	\$592.54	\$306.60	\$211.45	\$163.96	\$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	\$378.43	\$261.00	\$202.42	\$167.38	\$144.12	\$127.58
\$ 8,050	\$1,417.11	\$745.30	\$385.65	\$265.96	\$206.26	\$170.56	\$146.85	\$130.00
\$ 8,200	\$1,443.52	\$759.19	\$392.83	\$270.92	\$210.10	\$173.74	\$149.59	\$132.42
\$ 8,350	\$1,469.93	\$773.07	\$400.02	\$275.87	\$213.95	\$176.91	\$152.32	\$134.85
\$ 8,500	\$1,496.33	\$786.96	\$407.21	\$280.83	\$217.79	\$180.09	\$155.06	\$137.27
\$ 8,650	\$1,522.74	\$800.85	\$414.39	\$285.78	\$221.63	\$183.27	\$157.80	\$139.69
\$ 8,800	\$1,549.14	\$814.74	\$421.58	\$290.74	\$225.48	\$186.45	\$160.53	\$142.11
\$ 8,950	\$1,575.55	\$828.62	\$428.76	\$295.69	\$229.32	\$189.63	\$163.27	\$144.54
\$ 9,100	\$1,601.95	\$842.51	\$435.95	\$300.65	\$233.16	\$192.80	\$166.01	\$146.96



# Monthly Rate Calculator - Same as Cash Tables

Rate: **7.00%**

Amount to Finance	12 mos Same as Cash 6 Months Repay	12 mos Same as Cash 12 Months Repay	12 mos Same as Cash 24 Months Repay	12 mos Same as Cash 36 Months Repay	12 mos Same as Cash 48 Months Repay	12 mos Same as Cash 60 Months Repay	12 mos Same as Cash 72 Months Repay	12 mos Same as Cash 84 Months Repay
\$ 2,500	\$440.10	\$231.46	\$119.77	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$ 3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$ 3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$ 4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102.49	\$84.75	\$72.97	\$64.60
\$ 4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87.93	\$75.71	\$67.02
\$ 4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110.18	\$91.11	\$78.44	\$69.44
\$ 4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$ 4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
\$ 4,750	\$836.18	\$439.77	\$227.56	\$156.93	\$121.71	\$100.64	\$86.65	\$76.71
\$ 4,900	\$862.59	\$453.66	\$234.74	\$161.89	\$125.55	\$103.82	\$89.39	\$79.13
\$ 5,050	\$889.00	\$467.55	\$241.93	\$166.84	\$129.39	\$107.00	\$92.12	\$81.55
\$ 5,200	\$915.40	\$481.43	\$249.11	\$171.80	\$133.24	\$110.17	\$94.86	\$83.98
\$ 5,350	\$941.81	\$495.32	\$256.30	\$176.76	\$137.08	\$113.35	\$97.60	\$86.40
\$ 5,500	\$968.21	\$509.21	\$263.49	\$181.71	\$140.92	\$116.53	\$100.33	\$88.82
\$ 5,650	\$994.62	\$523.10	\$270.67	\$186.67	\$144.77	\$119.71	\$103.07	\$91.24
\$ 5,800	\$1,021.03	\$536.98	\$277.86	\$191.62	\$148.61	\$122.89	\$105.81	\$93.67
\$ 5,950	\$1,047.43	\$550.87	\$285.04	\$196.58	\$152.45	\$126.06	\$108.54	\$96.09
\$ 6,100	\$1,073.84	\$564.76	\$292.23	\$201.53	\$156.30	\$129.24	\$111.28	\$98.51
\$ 6,250	\$1,100.24	\$578.65	\$299.42	\$206.49	\$160.14	\$132.42	\$114.02	\$100.93
\$ 6,400	\$1,126.65	\$592.54	\$306.60	\$211.45	\$163.98	\$135.60	\$116.75	\$103.35
\$ 6,550	\$1,153.06	\$606.42	\$313.79	\$216.40	\$167.83	\$138.78	\$119.49	\$105.78
\$ 6,700	\$1,179.46	\$620.31	\$320.97	\$221.36	\$171.67	\$141.95	\$122.22	\$108.20
\$ 6,850	\$1,205.87	\$634.20	\$328.16	\$226.31	\$175.51	\$145.13	\$124.96	\$110.62
\$ 7,000	\$1,232.27	\$648.09	\$335.35	\$231.27	\$179.36	\$148.31	\$127.70	\$113.04
\$ 7,150	\$1,258.68	\$661.97	\$342.53	\$236.23	\$183.20	\$151.49	\$130.43	\$115.47
\$ 7,300	\$1,285.08	\$675.86	\$349.72	\$241.18	\$187.04	\$154.67	\$133.17	\$117.89
\$ 7,450	\$1,311.49	\$689.75	\$356.90	\$246.14	\$190.89	\$157.85	\$135.91	\$120.31
\$ 7,600	\$1,337.90	\$703.64	\$364.09	\$251.09	\$194.73	\$161.02	\$138.64	\$122.73
\$ 7,750	\$1,364.30	\$717.52	\$371.28	\$256.05	\$198.57	\$164.20	\$141.38	\$125.16
\$ 7,900	\$1,390.71	\$731.41	\$378.46	\$261.00	\$202.42	\$167.38	\$144.12	\$127.58
\$ 8,050	\$1,417.11	\$745.30	\$385.65	\$265.96	\$206.26	\$170.56	\$146.85	\$130.00
\$ 8,200	\$1,443.52	\$759.19	\$392.83	\$270.92	\$210.10	\$173.74	\$149.59	\$132.42
\$ 8,350	\$1,469.93	\$773.07	\$400.02	\$275.87	\$213.95	\$176.91	\$152.32	\$134.85
\$ 8,500	\$1,496.33	\$786.96	\$407.21	\$280.83	\$217.79	\$180.09	\$155.06	\$137.27
\$ 8,650	\$1,522.74	\$800.85	\$414.39	\$285.78	\$221.63	\$183.27	\$157.80	\$139.69
\$ 8,800	\$1,549.14	\$814.74	\$421.58	\$290.74	\$225.48	\$186.45	\$160.53	\$142.11
\$ 8,950	\$1,575.55	\$828.62	\$428.76	\$295.69	\$229.32	\$189.63	\$163.27	\$144.54
\$ 9,100	\$1,601.95	\$842.51	\$435.95	\$300.65	\$233.16	\$192.80	\$166.01	\$146.96



# Monthly Rate Calculator - Same as Cash Tables

Rate: **8.00%**

Amount to Finance	18 mos Same as Cash 6 Months Repay	18 mos Same as Cash 12 Months Repay	18 mos Same as Cash 24 Months Repay	18 mos Same as Cash 36 Months Repay	18 mos Same as Cash 48 Months Repay	18 mos Same as Cash 60 Months Repay	18 mos Same as Cash 72 Months Repay	18 mos Same as Cash 84 Months Repay
\$ 2,500	\$443.50	\$234.87	\$122.11	\$84.61	\$65.91	\$54.75	\$47.34	\$42.08
\$ 2,650	\$470.11	\$248.96	\$129.44	\$89.68	\$69.87	\$58.03	\$50.18	\$44.61
\$ 2,800	\$496.72	\$263.05	\$136.77	\$94.76	\$73.82	\$61.32	\$53.02	\$47.13
\$ 2,950	\$523.33	\$277.15	\$144.09	\$99.84	\$77.78	\$64.60	\$55.86	\$49.66
\$ 3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
\$ 3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71.17	\$61.54	\$54.71
\$ 3,400	\$603.16	\$319.42	\$166.07	\$115.07	\$89.64	\$74.45	\$64.38	\$57.23
\$ 3,550	\$629.77	\$333.51	\$173.40	\$120.14	\$93.60	\$77.74	\$67.22	\$59.76
\$ 3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	\$81.02	\$70.05	\$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	\$133.15	\$110.59	\$95.63	\$85.01
\$ 5,200	\$922.48	\$488.53	\$254.00	\$175.99	\$137.10	\$113.87	\$98.47	\$87.53
\$ 5,350	\$949.09	\$502.62	\$261.32	\$181.06	\$141.06	\$117.16	\$101.31	\$90.06
\$ 5,500	\$975.70	\$516.71	\$268.65	\$186.14	\$145.01	\$120.44	\$104.15	\$92.58
\$ 5,650	\$1,002.31	\$530.80	\$275.98	\$191.21	\$148.97	\$123.73	\$106.99	\$95.11
\$ 5,800	\$1,028.92	\$544.90	\$283.30	\$196.29	\$152.92	\$127.01	\$109.83	\$97.63
\$ 5,950	\$1,055.53	\$558.99	\$290.63	\$201.37	\$156.88	\$130.30	\$112.67	\$100.16
\$ 6,100	\$1,082.14	\$573.08	\$297.96	\$206.44	\$160.83	\$133.58	\$115.51	\$102.68
\$ 6,250	\$1,108.75	\$587.17	\$305.28	\$211.52	\$164.79	\$136.87	\$118.35	\$105.21
\$ 6,400	\$1,135.36	\$601.26	\$312.61	\$216.60	\$168.74	\$140.15	\$121.19	\$107.73
\$ 6,550	\$1,161.97	\$615.36	\$319.94	\$221.67	\$172.70	\$143.44	\$124.03	\$110.26
\$ 6,700	\$1,188.58	\$629.45	\$327.26	\$226.76	\$176.65	\$146.72	\$126.87	\$112.78
\$ 6,850	\$1,215.19	\$643.54	\$334.59	\$231.83	\$180.61	\$150.00	\$129.71	\$115.31
\$ 7,000	\$1,241.80	\$657.63	\$341.92	\$236.90	\$184.56	\$153.29	\$132.55	\$117.83
\$ 7,150	\$1,268.41	\$671.72	\$349.25	\$241.98	\$188.52	\$156.57	\$135.39	\$120.36
\$ 7,300	\$1,295.02	\$685.82	\$356.57	\$247.06	\$192.47	\$159.86	\$138.23	\$122.88
\$ 7,450	\$1,321.63	\$699.91	\$363.90	\$252.13	\$196.43	\$163.14	\$141.07	\$125.41
\$ 7,600	\$1,348.24	\$714.00	\$371.23	\$257.21	\$200.38	\$166.43	\$143.91	\$127.93
\$ 7,750	\$1,374.85	\$728.09	\$378.55	\$262.29	\$204.34	\$169.71	\$146.75	\$130.46
\$ 7,900	\$1,401.46	\$742.19	\$385.88	\$267.36	\$208.29	\$173.00	\$149.59	\$132.98
\$ 8,050	\$1,428.07	\$756.28	\$393.21	\$272.44	\$212.25	\$176.28	\$152.43	\$135.51
\$ 8,200	\$1,454.68	\$770.37	\$400.53	\$277.51	\$216.20	\$179.57	\$155.27	\$138.03
\$ 8,350	\$1,481.29	\$784.46	\$407.86	\$282.59	\$220.16	\$182.85	\$158.11	\$140.56
\$ 8,500	\$1,507.90	\$798.55	\$415.19	\$287.67	\$224.11	\$186.14	\$160.96	\$143.08
\$ 8,650	\$1,534.51	\$812.65	\$422.51	\$292.74	\$228.07	\$189.42	\$163.80	\$145.61
\$ 8,800	\$1,561.12	\$826.74	\$429.84	\$297.82	\$232.02	\$192.71	\$166.64	\$148.13
\$ 8,950	\$1,587.73	\$840.83	\$437.17	\$302.90	\$235.98	\$195.99	\$169.48	\$150.66
\$ 9,100	\$1,614.34	\$854.92	\$444.49	\$307.97	\$239.93	\$199.28	\$172.32	\$153.18

# ENERGY SAVINGS



# Estimated Energy Savings

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

## 1.5 Ton Cooling Unit - Annual Energy Savings

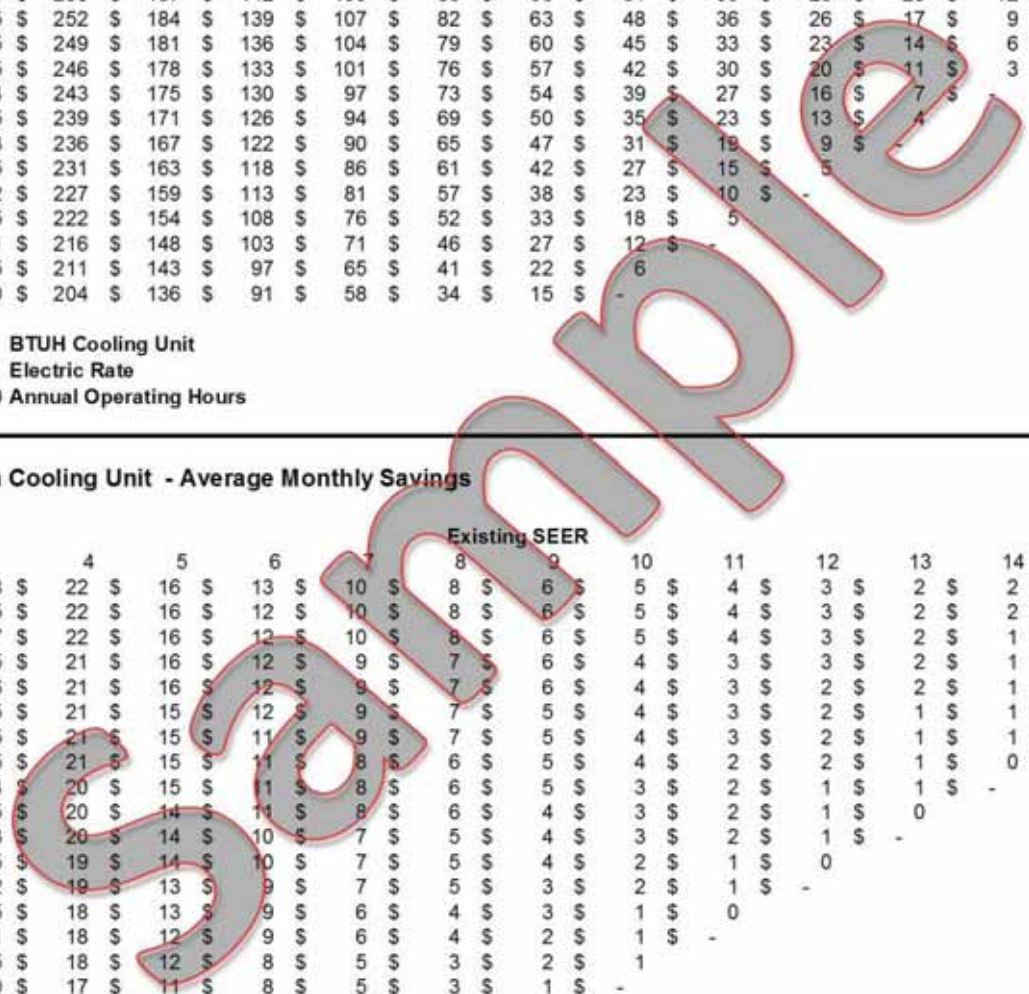
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 265	\$ 197	\$ 151	\$ 119	\$ 95	\$ 76	\$ 60	\$ 48	\$ 38	\$ 29	\$ 22	\$ 15		
17.5	\$ 262	\$ 194	\$ 149	\$ 117	\$ 92	\$ 73	\$ 58	\$ 46	\$ 36	\$ 27	\$ 19	\$ 13		
17	\$ 260	\$ 192	\$ 147	\$ 114	\$ 90	\$ 71	\$ 56	\$ 44	\$ 33	\$ 25	\$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

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

## 1.5 Ton Cooling Unit - Average Monthly Savings

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

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



# Estimated Energy Savings

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

## 2 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 353	\$ 262	\$ 202	\$ 158	\$ 126	\$ 101	\$ 81	\$ 64	\$ 50	\$ 39	\$ 29	\$ 20		
17.5	\$ 350	\$ 259	\$ 199	\$ 156	\$ 123	\$ 98	\$ 78	\$ 61	\$ 48	\$ 36	\$ 26	\$ 17		
17	\$ 347	\$ 256	\$ 196	\$ 152	\$ 120	\$ 95	\$ 75	\$ 58	\$ 44	\$ 33	\$ 23	\$ 14		
16.5	\$ 344	\$ 253	\$ 192	\$ 149	\$ 117	\$ 92	\$ 71	\$ 55	\$ 41	\$ 30	\$ 20	\$ 11		
16	\$ 340	\$ 249	\$ 189	\$ 146	\$ 113	\$ 88	\$ 68	\$ 52	\$ 38	\$ 26	\$ 16	\$ 8		
15.5	\$ 337	\$ 246	\$ 185	\$ 142	\$ 110	\$ 85	\$ 64	\$ 48	\$ 34	\$ 23	\$ 13	\$ 4		
15	\$ 333	\$ 242	\$ 181	\$ 138	\$ 106	\$ 81	\$ 60	\$ 44	\$ 30	\$ 19	\$ 9	\$ -		
14.5	\$ 328	\$ 238	\$ 177	\$ 134	\$ 102	\$ 76	\$ 56	\$ 40	\$ 26	\$ 14	\$ 4	\$ -		
14	\$ 324	\$ 233	\$ 173	\$ 130	\$ 97	\$ 72	\$ 52	\$ 35	\$ 22	\$ 10	\$ -	\$ -		
13.5	\$ 319	\$ 228	\$ 168	\$ 125	\$ 92	\$ 67	\$ 47	\$ 31	\$ 17	\$ 5	\$ -	\$ -		
13	\$ 314	\$ 223	\$ 163	\$ 120	\$ 87	\$ 62	\$ 42	\$ 25	\$ 12	\$ -	\$ -	\$ -		
12.5	\$ 308	\$ 218	\$ 157	\$ 114	\$ 82	\$ 56	\$ 36	\$ 20	\$ 7	\$ -	\$ -	\$ -		
12	\$ 302	\$ 212	\$ 151	\$ 108	\$ 76	\$ 50	\$ 30	\$ 14	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 296	\$ 205	\$ 145	\$ 101	\$ 69	\$ 44	\$ 24	\$ 7	\$ -	\$ -	\$ -	\$ -		
11	\$ 289	\$ 198	\$ 137	\$ 94	\$ 62	\$ 37	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 281	\$ 190	\$ 130	\$ 86	\$ 54	\$ 29	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 272	\$ 181	\$ 121	\$ 78	\$ 45	\$ 20	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 29	\$ 22	\$ 17	\$ 13	\$ 11	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 2		
17.5	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1		
17	\$ 29	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1		
16.5	\$ 29	\$ 21	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 2	\$ 1		
16	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ 1		
15.5	\$ 28	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ 0		
15	\$ 28	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1	\$ -		
14.5	\$ 27	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ -		
14	\$ 27	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1	\$ -	\$ -		
13.5	\$ 27	\$ 19	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 1	\$ 0	\$ -	\$ -		
13	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 26	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 25	\$ 17	\$ 12	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 24	\$ 16	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 23	\$ 16	\$ 11	\$ 7	\$ 5	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 23	\$ 15	\$ 10	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

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



# Estimated Energy Savings

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

## 2.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 441	\$ 328	\$ 252	\$ 198	\$ 158	\$ 126	\$ 101	\$ 80	\$ 63	\$ 48	\$ 36	\$ 25		
17.5	\$ 437	\$ 324	\$ 248	\$ 194	\$ 154	\$ 122	\$ 97	\$ 77	\$ 59	\$ 45	\$ 32	\$ 22		
17	\$ 434	\$ 320	\$ 245	\$ 191	\$ 150	\$ 119	\$ 93	\$ 73	\$ 56	\$ 41	\$ 29	\$ 18		
16.5	\$ 430	\$ 316	\$ 241	\$ 187	\$ 146	\$ 115	\$ 89	\$ 69	\$ 52	\$ 37	\$ 25	\$ 14		
16	\$ 425	\$ 312	\$ 236	\$ 182	\$ 142	\$ 110	\$ 85	\$ 64	\$ 47	\$ 33	\$ 20	\$ 9		
15.5	\$ 421	\$ 307	\$ 232	\$ 178	\$ 137	\$ 106	\$ 80	\$ 60	\$ 43	\$ 28	\$ 16	\$ 5		
15	\$ 416	\$ 302	\$ 227	\$ 173	\$ 132	\$ 101	\$ 76	\$ 55	\$ 38	\$ 23	\$ 11	\$ -		
14.5	\$ 411	\$ 297	\$ 222	\$ 168	\$ 127	\$ 96	\$ 70	\$ 50	\$ 33	\$ 18	\$ 6	\$ -		
14	\$ 405	\$ 292	\$ 216	\$ 162	\$ 122	\$ 90	\$ 65	\$ 44	\$ 27	\$ 12	\$ -	\$ -		
13.5	\$ 399	\$ 286	\$ 210	\$ 156	\$ 116	\$ 84	\$ 59	\$ 38	\$ 21	\$ 6	\$ -	\$ -		
13	\$ 393	\$ 279	\$ 204	\$ 150	\$ 109	\$ 78	\$ 52	\$ 32	\$ 15	\$ -	\$ -	\$ -		
12.5	\$ 386	\$ 272	\$ 197	\$ 143	\$ 102	\$ 71	\$ 45	\$ 25	\$ 8	\$ -	\$ -	\$ -		
12	\$ 378	\$ 265	\$ 189	\$ 135	\$ 95	\$ 63	\$ 38	\$ 17	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 370	\$ 256	\$ 181	\$ 127	\$ 86	\$ 55	\$ 30	\$ 9	\$ -	\$ -	\$ -	\$ -		
11	\$ 361	\$ 247	\$ 172	\$ 118	\$ 77	\$ 46	\$ 21	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 351	\$ 238	\$ 162	\$ 108	\$ 68	\$ 36	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 340	\$ 227	\$ 151	\$ 97	\$ 57	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 37	\$ 27	\$ 21	\$ 17	\$ 13	\$ 11	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2		
17.5	\$ 36	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3	\$ 2		
17	\$ 36	\$ 27	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1		
16.5	\$ 36	\$ 26	\$ 20	\$ 16	\$ 12	\$ 10	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1		
16	\$ 35	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2	\$ 1		
15.5	\$ 35	\$ 26	\$ 19	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0		
15	\$ 35	\$ 25	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14.5	\$ 34	\$ 25	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0	\$ -		
14	\$ 34	\$ 24	\$ 18	\$ 14	\$ 10	\$ 8	\$ 5	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13.5	\$ 33	\$ 24	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 33	\$ 23	\$ 17	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 32	\$ 23	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12	\$ 32	\$ 22	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 31	\$ 21	\$ 15	\$ 11	\$ 7	\$ 5	\$ 2	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 30	\$ 21	\$ 14	\$ 10	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 29	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 28	\$ 19	\$ 13	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours



# Estimated Energy Savings

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

## 3 Ton Cooling Unit - Annual Energy Savings

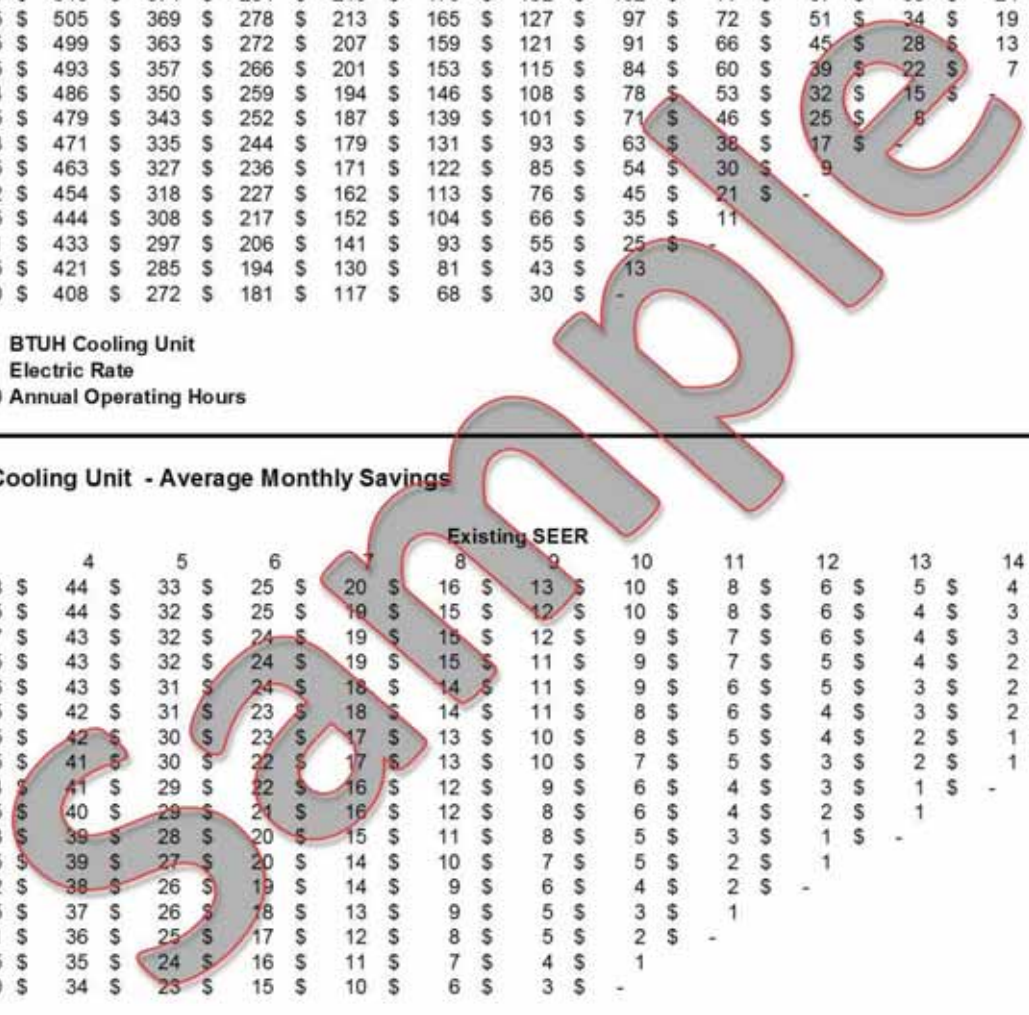
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 529	\$ 393	\$ 302	\$ 238	\$ 189	\$ 151	\$ 121	\$ 96	\$ 76	\$ 58	\$ 43	\$ 30		
17.5	\$ 525	\$ 389	\$ 298	\$ 233	\$ 185	\$ 147	\$ 117	\$ 92	\$ 71	\$ 54	\$ 39	\$ 26		
17	\$ 520	\$ 384	\$ 294	\$ 229	\$ 180	\$ 142	\$ 112	\$ 87	\$ 67	\$ 49	\$ 34	\$ 21		
16.5	\$ 515	\$ 379	\$ 289	\$ 224	\$ 175	\$ 137	\$ 107	\$ 82	\$ 62	\$ 44	\$ 29	\$ 16		
16	\$ 510	\$ 374	\$ 284	\$ 219	\$ 170	\$ 132	\$ 102	\$ 77	\$ 57	\$ 39	\$ 24	\$ 11		
15.5	\$ 505	\$ 369	\$ 278	\$ 213	\$ 165	\$ 127	\$ 97	\$ 72	\$ 51	\$ 34	\$ 19	\$ 6		
15	\$ 499	\$ 363	\$ 272	\$ 207	\$ 159	\$ 121	\$ 91	\$ 66	\$ 45	\$ 28	\$ 13	\$ -		
14.5	\$ 493	\$ 357	\$ 266	\$ 201	\$ 153	\$ 115	\$ 84	\$ 60	\$ 39	\$ 22	\$ 7	\$ -		
14	\$ 486	\$ 350	\$ 259	\$ 194	\$ 146	\$ 108	\$ 78	\$ 53	\$ 32	\$ 15	\$ -	\$ -		
13.5	\$ 479	\$ 343	\$ 252	\$ 187	\$ 139	\$ 101	\$ 71	\$ 46	\$ 25	\$ 8	\$ -	\$ -		
13	\$ 471	\$ 335	\$ 244	\$ 179	\$ 131	\$ 93	\$ 63	\$ 38	\$ 17	\$ -	\$ -	\$ -		
12.5	\$ 463	\$ 327	\$ 236	\$ 171	\$ 122	\$ 85	\$ 54	\$ 30	\$ 9	\$ -	\$ -	\$ -		
12	\$ 454	\$ 318	\$ 227	\$ 162	\$ 113	\$ 76	\$ 45	\$ 21	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 444	\$ 308	\$ 217	\$ 152	\$ 104	\$ 66	\$ 35	\$ 11	\$ -	\$ -	\$ -	\$ -		
11	\$ 433	\$ 297	\$ 206	\$ 141	\$ 93	\$ 55	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 421	\$ 285	\$ 194	\$ 130	\$ 81	\$ 43	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 408	\$ 272	\$ 181	\$ 117	\$ 68	\$ 30	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 44	\$ 33	\$ 25	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3		
17.5	\$ 44	\$ 32	\$ 25	\$ 19	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
17	\$ 43	\$ 32	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2		
16.5	\$ 43	\$ 32	\$ 24	\$ 19	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1		
16	\$ 43	\$ 31	\$ 24	\$ 18	\$ 14	\$ 11	\$ 9	\$ 6	\$ 5	\$ 3	\$ 2	\$ 1		
15.5	\$ 42	\$ 31	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0		
15	\$ 42	\$ 30	\$ 23	\$ 17	\$ 13	\$ 10	\$ 8	\$ 5	\$ 4	\$ 2	\$ 1	\$ -		
14.5	\$ 41	\$ 30	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14	\$ 41	\$ 29	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 40	\$ 29	\$ 21	\$ 16	\$ 12	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 39	\$ 28	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 39	\$ 27	\$ 20	\$ 14	\$ 10	\$ 7	\$ 5	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12	\$ 38	\$ 26	\$ 19	\$ 14	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 37	\$ 26	\$ 18	\$ 13	\$ 9	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 36	\$ 25	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 35	\$ 24	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 34	\$ 23	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours



# Estimated Energy Savings

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

## 3.5 Ton Cooling Unit - Annual Energy Savings

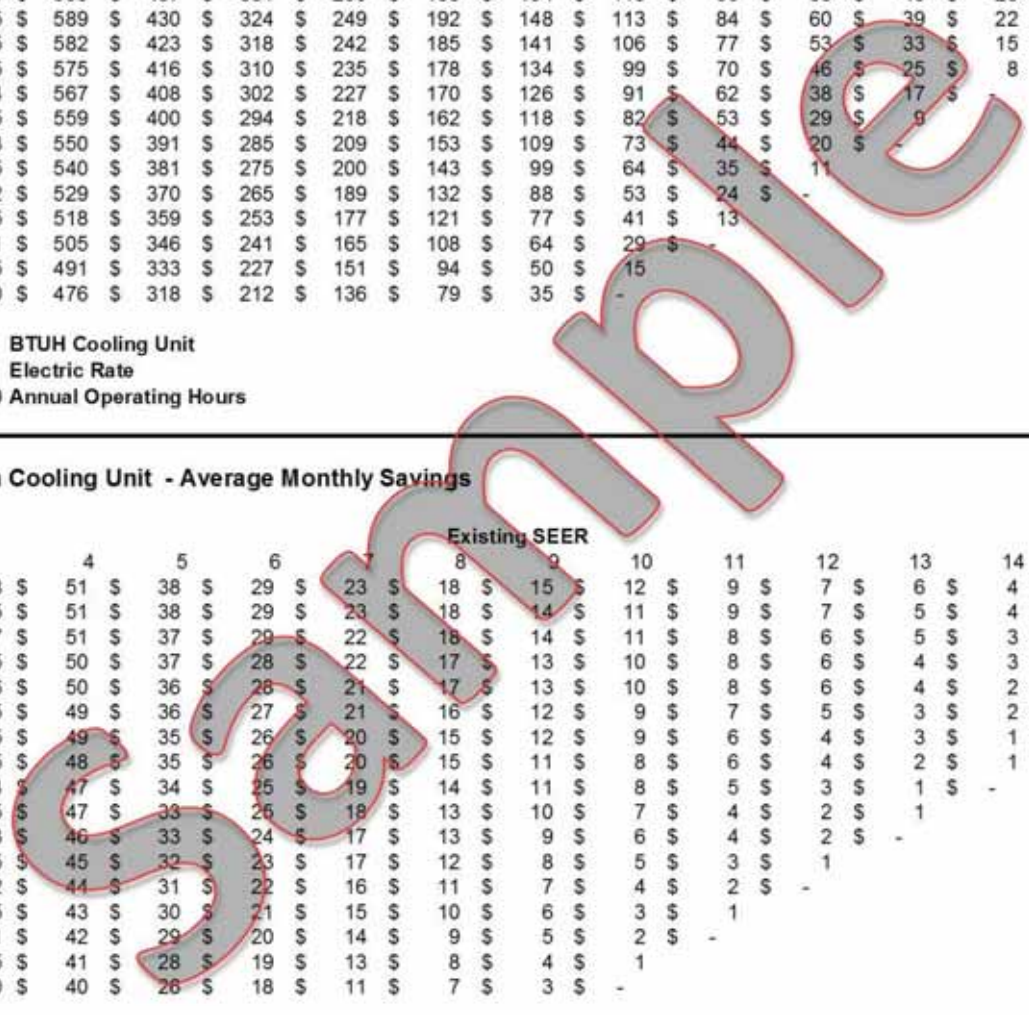
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 617	\$ 459	\$ 353	\$ 277	\$ 221	\$ 176	\$ 141	\$ 112	\$ 88	\$ 68	\$ 50	\$ 35		
17.5	\$ 612	\$ 454	\$ 348	\$ 272	\$ 215	\$ 171	\$ 136	\$ 107	\$ 83	\$ 63	\$ 45	\$ 30		
17	\$ 607	\$ 448	\$ 342	\$ 267	\$ 210	\$ 166	\$ 131	\$ 102	\$ 78	\$ 57	\$ 40	\$ 25		
16.5	\$ 601	\$ 443	\$ 337	\$ 261	\$ 204	\$ 160	\$ 125	\$ 96	\$ 72	\$ 52	\$ 34	\$ 19		
16	\$ 595	\$ 437	\$ 331	\$ 255	\$ 198	\$ 154	\$ 119	\$ 90	\$ 66	\$ 46	\$ 28	\$ 13		
15.5	\$ 589	\$ 430	\$ 324	\$ 249	\$ 192	\$ 148	\$ 113	\$ 84	\$ 60	\$ 39	\$ 22	\$ 7		
15	\$ 582	\$ 423	\$ 318	\$ 242	\$ 185	\$ 141	\$ 106	\$ 77	\$ 53	\$ 33	\$ 15	\$ -		
14.5	\$ 575	\$ 416	\$ 310	\$ 235	\$ 178	\$ 134	\$ 99	\$ 70	\$ 46	\$ 25	\$ 8	\$ -		
14	\$ 567	\$ 408	\$ 302	\$ 227	\$ 170	\$ 126	\$ 91	\$ 62	\$ 38	\$ 17	\$ -	\$ -		
13.5	\$ 559	\$ 400	\$ 294	\$ 218	\$ 162	\$ 118	\$ 82	\$ 53	\$ 29	\$ 9	\$ -	\$ -		
13	\$ 550	\$ 391	\$ 285	\$ 209	\$ 153	\$ 109	\$ 73	\$ 44	\$ 20	\$ -	\$ -	\$ -		
12.5	\$ 540	\$ 381	\$ 275	\$ 200	\$ 143	\$ 99	\$ 64	\$ 35	\$ 11	\$ -	\$ -	\$ -		
12	\$ 529	\$ 370	\$ 265	\$ 189	\$ 132	\$ 88	\$ 53	\$ 24	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 518	\$ 359	\$ 253	\$ 177	\$ 121	\$ 77	\$ 41	\$ 13	\$ -	\$ -	\$ -	\$ -		
11	\$ 505	\$ 346	\$ 241	\$ 165	\$ 108	\$ 64	\$ 29	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 491	\$ 333	\$ 227	\$ 151	\$ 94	\$ 50	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 476	\$ 318	\$ 212	\$ 136	\$ 79	\$ 35	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 51	\$ 38	\$ 29	\$ 23	\$ 18	\$ 15	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3		
17.5	\$ 51	\$ 38	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3		
17	\$ 51	\$ 37	\$ 29	\$ 22	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
16.5	\$ 50	\$ 37	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
16	\$ 50	\$ 36	\$ 28	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1		
15.5	\$ 49	\$ 36	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 49	\$ 35	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ -		
14.5	\$ 48	\$ 35	\$ 26	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 47	\$ 34	\$ 25	\$ 19	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 47	\$ 33	\$ 25	\$ 18	\$ 13	\$ 10	\$ 7	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 46	\$ 33	\$ 24	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 45	\$ 32	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 44	\$ 31	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 43	\$ 30	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 42	\$ 29	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 41	\$ 28	\$ 19	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 40	\$ 28	\$ 18	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours



# Estimated Energy Savings

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

## 4 Ton Cooling Unit - Annual Energy Savings

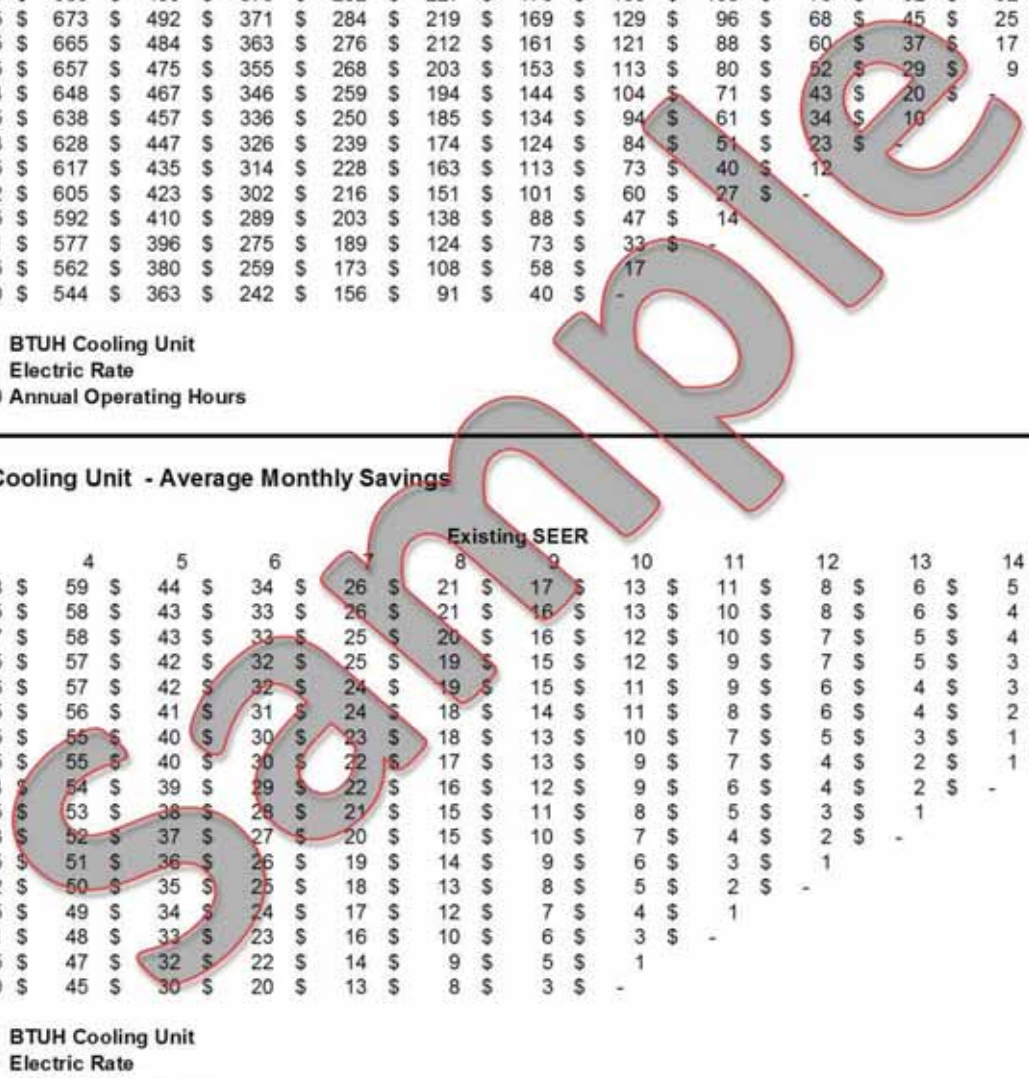
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 706	\$ 524	\$ 403	\$ 317	\$ 252	\$ 202	\$ 161	\$ 128	\$ 101	\$ 78	\$ 58	\$ 40		
17.5	\$ 700	\$ 518	\$ 397	\$ 311	\$ 246	\$ 196	\$ 156	\$ 123	\$ 95	\$ 72	\$ 52	\$ 35		
17	\$ 694	\$ 512	\$ 391	\$ 305	\$ 240	\$ 190	\$ 149	\$ 116	\$ 89	\$ 66	\$ 46	\$ 28		
16.5	\$ 687	\$ 506	\$ 385	\$ 298	\$ 234	\$ 183	\$ 143	\$ 110	\$ 82	\$ 59	\$ 39	\$ 22		
16	\$ 680	\$ 499	\$ 378	\$ 292	\$ 227	\$ 176	\$ 136	\$ 103	\$ 76	\$ 52	\$ 32	\$ 15		
15.5	\$ 673	\$ 492	\$ 371	\$ 284	\$ 219	\$ 169	\$ 129	\$ 96	\$ 68	\$ 45	\$ 25	\$ 8		
15	\$ 665	\$ 484	\$ 363	\$ 276	\$ 212	\$ 161	\$ 121	\$ 88	\$ 60	\$ 37	\$ 17	\$ -		
14.5	\$ 657	\$ 475	\$ 355	\$ 268	\$ 203	\$ 153	\$ 113	\$ 80	\$ 52	\$ 29	\$ 9	\$ -		
14	\$ 648	\$ 467	\$ 346	\$ 259	\$ 194	\$ 144	\$ 104	\$ 71	\$ 43	\$ 20	\$ -	\$ -		
13.5	\$ 638	\$ 457	\$ 336	\$ 250	\$ 185	\$ 134	\$ 94	\$ 61	\$ 34	\$ 10	\$ -	\$ -		
13	\$ 628	\$ 447	\$ 326	\$ 239	\$ 174	\$ 124	\$ 84	\$ 51	\$ 23	\$ -	\$ -	\$ -		
12.5	\$ 617	\$ 435	\$ 314	\$ 228	\$ 163	\$ 113	\$ 73	\$ 40	\$ 12	\$ -	\$ -	\$ -		
12	\$ 605	\$ 423	\$ 302	\$ 216	\$ 151	\$ 101	\$ 60	\$ 27	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 592	\$ 410	\$ 289	\$ 203	\$ 138	\$ 88	\$ 47	\$ 14	\$ -	\$ -	\$ -	\$ -		
11	\$ 577	\$ 396	\$ 275	\$ 189	\$ 124	\$ 73	\$ 33	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 562	\$ 380	\$ 259	\$ 173	\$ 108	\$ 58	\$ 17	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 544	\$ 363	\$ 242	\$ 156	\$ 91	\$ 40	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 59	\$ 44	\$ 34	\$ 26	\$ 21	\$ 17	\$ 13	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3		
17.5	\$ 58	\$ 43	\$ 33	\$ 26	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
17	\$ 58	\$ 43	\$ 33	\$ 25	\$ 20	\$ 16	\$ 12	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2		
16.5	\$ 57	\$ 42	\$ 32	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2		
16	\$ 57	\$ 42	\$ 32	\$ 24	\$ 19	\$ 15	\$ 11	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1		
15.5	\$ 56	\$ 41	\$ 31	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1		
15	\$ 55	\$ 40	\$ 30	\$ 23	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14.5	\$ 55	\$ 40	\$ 30	\$ 22	\$ 17	\$ 13	\$ 9	\$ 7	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 54	\$ 39	\$ 29	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 53	\$ 38	\$ 28	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 52	\$ 37	\$ 27	\$ 20	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 51	\$ 36	\$ 26	\$ 19	\$ 14	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 50	\$ 35	\$ 25	\$ 18	\$ 13	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 49	\$ 34	\$ 24	\$ 17	\$ 12	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 48	\$ 33	\$ 23	\$ 16	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 47	\$ 32	\$ 22	\$ 14	\$ 9	\$ 5	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 45	\$ 30	\$ 20	\$ 13	\$ 8	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours





# Estimated Energy Savings

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

## 4.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 794	\$ 590	\$ 454	\$ 356	\$ 284	\$ 227	\$ 181	\$ 144	\$ 113	\$ 87	\$ 65	\$ 45		
17.5	\$ 787	\$ 583	\$ 447	\$ 350	\$ 277	\$ 220	\$ 175	\$ 138	\$ 107	\$ 81	\$ 58	\$ 39		
17	\$ 780	\$ 576	\$ 440	\$ 343	\$ 270	\$ 213	\$ 168	\$ 131	\$ 100	\$ 74	\$ 51	\$ 32		
16.5	\$ 773	\$ 569	\$ 433	\$ 336	\$ 263	\$ 206	\$ 161	\$ 124	\$ 93	\$ 67	\$ 44	\$ 25		
16	\$ 765	\$ 561	\$ 425	\$ 328	\$ 255	\$ 198	\$ 153	\$ 116	\$ 85	\$ 59	\$ 36	\$ 17		
15.5	\$ 757	\$ 553	\$ 417	\$ 320	\$ 247	\$ 190	\$ 145	\$ 108	\$ 77	\$ 51	\$ 28	\$ 9		
15	\$ 748	\$ 544	\$ 408	\$ 311	\$ 238	\$ 181	\$ 136	\$ 99	\$ 68	\$ 42	\$ 19	\$ -		
14.5	\$ 739	\$ 535	\$ 399	\$ 302	\$ 229	\$ 172	\$ 127	\$ 90	\$ 59	\$ 32	\$ 10	\$ -		
14	\$ 729	\$ 525	\$ 389	\$ 292	\$ 219	\$ 162	\$ 117	\$ 80	\$ 49	\$ 22	\$ -	\$ -		
13.5	\$ 718	\$ 514	\$ 378	\$ 281	\$ 208	\$ 151	\$ 106	\$ 69	\$ 38	\$ 12	\$ -	\$ -		
13	\$ 707	\$ 502	\$ 366	\$ 269	\$ 196	\$ 140	\$ 94	\$ 57	\$ 26	\$ -	\$ -	\$ -		
12.5	\$ 694	\$ 490	\$ 354	\$ 257	\$ 184	\$ 127	\$ 82	\$ 45	\$ 14	\$ -	\$ -	\$ -		
12	\$ 680	\$ 476	\$ 340	\$ 243	\$ 170	\$ 113	\$ 68	\$ 31	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 666	\$ 461	\$ 325	\$ 228	\$ 155	\$ 99	\$ 53	\$ 16	\$ -	\$ -	\$ -	\$ -		
11	\$ 649	\$ 445	\$ 309	\$ 212	\$ 139	\$ 82	\$ 37	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 632	\$ 428	\$ 292	\$ 194	\$ 122	\$ 65	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 612	\$ 408	\$ 272	\$ 175	\$ 102	\$ 45	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

54,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours

## 4.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 66	\$ 49	\$ 38	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4		
17.5	\$ 66	\$ 49	\$ 37	\$ 29	\$ 23	\$ 18	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3		
17	\$ 65	\$ 48	\$ 37	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3		
16.5	\$ 64	\$ 47	\$ 36	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2		
16	\$ 64	\$ 47	\$ 35	\$ 27	\$ 21	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15.5	\$ 63	\$ 46	\$ 35	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1		
15	\$ 62	\$ 45	\$ 34	\$ 26	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 3	\$ 2	\$ -		
14.5	\$ 62	\$ 45	\$ 33	\$ 25	\$ 19	\$ 14	\$ 11	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 61	\$ 44	\$ 32	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 60	\$ 43	\$ 32	\$ 23	\$ 17	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 59	\$ 42	\$ 31	\$ 22	\$ 16	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 58	\$ 41	\$ 29	\$ 21	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 57	\$ 40	\$ 28	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 55	\$ 38	\$ 27	\$ 19	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 54	\$ 37	\$ 26	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 53	\$ 36	\$ 24	\$ 16	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 51	\$ 34	\$ 23	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

54,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours



# Estimated Energy Savings

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

## 5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 882	\$ 655	\$ 504	\$ 396	\$ 315	\$ 252	\$ 202	\$ 160	\$ 126	\$ 97	\$ 72	\$ 50		
17.5	\$ 875	\$ 648	\$ 497	\$ 389	\$ 308	\$ 245	\$ 194	\$ 153	\$ 119	\$ 90	\$ 65	\$ 43		
17	\$ 867	\$ 640	\$ 489	\$ 381	\$ 300	\$ 237	\$ 187	\$ 146	\$ 111	\$ 82	\$ 57	\$ 36		
16.5	\$ 859	\$ 632	\$ 481	\$ 373	\$ 292	\$ 229	\$ 179	\$ 137	\$ 103	\$ 74	\$ 49	\$ 27		
16	\$ 851	\$ 624	\$ 473	\$ 365	\$ 284	\$ 221	\$ 170	\$ 129	\$ 95	\$ 65	\$ 41	\$ 19		
15.5	\$ 841	\$ 615	\$ 463	\$ 355	\$ 274	\$ 211	\$ 161	\$ 120	\$ 85	\$ 56	\$ 31	\$ 10		
15	\$ 832	\$ 605	\$ 454	\$ 346	\$ 265	\$ 202	\$ 151	\$ 110	\$ 76	\$ 47	\$ 22	\$ -		
14.5	\$ 821	\$ 594	\$ 443	\$ 335	\$ 254	\$ 191	\$ 141	\$ 100	\$ 65	\$ 36	\$ 11	\$ -		
14	\$ 810	\$ 583	\$ 432	\$ 324	\$ 243	\$ 180	\$ 130	\$ 88	\$ 54	\$ 25	\$ -	\$ -		
13.5	\$ 798	\$ 571	\$ 420	\$ 312	\$ 231	\$ 168	\$ 118	\$ 76	\$ 42	\$ 13	\$ -	\$ -		
13	\$ 785	\$ 558	\$ 407	\$ 299	\$ 218	\$ 155	\$ 105	\$ 63	\$ 29	\$ -	\$ -	\$ -		
12.5	\$ 771	\$ 544	\$ 393	\$ 285	\$ 204	\$ 141	\$ 91	\$ 49	\$ 15	\$ -	\$ -	\$ -		
12	\$ 756	\$ 529	\$ 378	\$ 270	\$ 189	\$ 126	\$ 76	\$ 34	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 740	\$ 513	\$ 362	\$ 254	\$ 173	\$ 110	\$ 59	\$ 18	\$ -	\$ -	\$ -	\$ -		
11	\$ 722	\$ 495	\$ 344	\$ 236	\$ 155	\$ 92	\$ 41	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 702	\$ 475	\$ 324	\$ 216	\$ 135	\$ 72	\$ 22	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 680	\$ 454	\$ 302	\$ 194	\$ 113	\$ 50	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 74	\$ 55	\$ 42	\$ 33	\$ 26	\$ 21	\$ 17	\$ 13	\$ 11	\$ 8	\$ 6	\$ 4		
17.5	\$ 73	\$ 54	\$ 41	\$ 32	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4		
17	\$ 72	\$ 53	\$ 41	\$ 32	\$ 26	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3		
16.5	\$ 72	\$ 53	\$ 40	\$ 31	\$ 24	\$ 19	\$ 15	\$ 11	\$ 9	\$ 6	\$ 4	\$ 2		
16	\$ 71	\$ 52	\$ 39	\$ 30	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2		
15.5	\$ 70	\$ 51	\$ 39	\$ 30	\$ 23	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15	\$ 69	\$ 50	\$ 38	\$ 29	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -		
14.5	\$ 68	\$ 50	\$ 37	\$ 28	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 68	\$ 49	\$ 36	\$ 27	\$ 20	\$ 15	\$ 11	\$ 7	\$ 5	\$ 2	\$ -	\$ -		
13.5	\$ 67	\$ 48	\$ 35	\$ 26	\$ 19	\$ 14	\$ 10	\$ 6	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 65	\$ 47	\$ 34	\$ 25	\$ 18	\$ 13	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 64	\$ 45	\$ 33	\$ 24	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 63	\$ 44	\$ 32	\$ 23	\$ 16	\$ 11	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 62	\$ 43	\$ 30	\$ 21	\$ 14	\$ 9	\$ 5	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 60	\$ 41	\$ 29	\$ 20	\$ 13	\$ 8	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 59	\$ 40	\$ 27	\$ 18	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 57	\$ 38	\$ 25	\$ 16	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Operating Hours



# Estimated Energy Savings

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

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

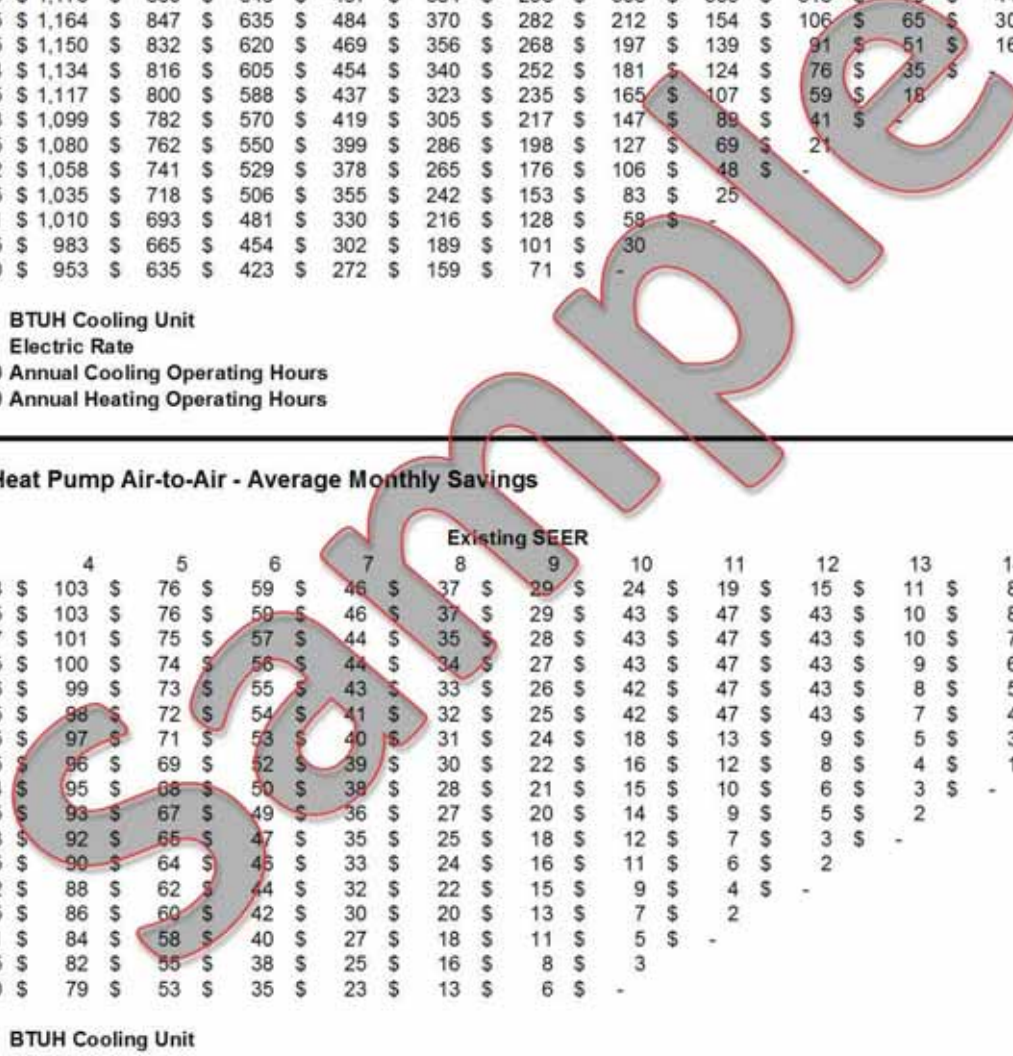
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,235	\$ 917	\$ 706	\$ 554	\$ 441	\$ 353	\$ 282	\$ 225	\$ 176	\$ 136	\$ 101	\$ 71	
17.5	\$ 1,232	\$ 907	\$ 703	\$ 552	\$ 438	\$ 350	\$ 518	\$ 565	\$ 518	\$ 126	\$ 91	\$ 60	
17	\$ 1,214	\$ 897	\$ 685	\$ 534	\$ 420	\$ 332	\$ 515	\$ 565	\$ 518	\$ 115	\$ 80	\$ 50	
16.5	\$ 1,203	\$ 885	\$ 674	\$ 522	\$ 409	\$ 321	\$ 511	\$ 565	\$ 518	\$ 104	\$ 69	\$ 38	
16	\$ 1,191	\$ 873	\$ 662	\$ 510	\$ 397	\$ 309	\$ 507	\$ 565	\$ 518	\$ 92	\$ 57	\$ 26	
15.5	\$ 1,178	\$ 860	\$ 649	\$ 497	\$ 384	\$ 296	\$ 503	\$ 565	\$ 518	\$ 79	\$ 44	\$ 14	
15	\$ 1,164	\$ 847	\$ 635	\$ 484	\$ 370	\$ 282	\$ 500	\$ 565	\$ 518	\$ 65	\$ 30	\$ -	
14.5	\$ 1,150	\$ 832	\$ 620	\$ 469	\$ 356	\$ 268	\$ 497	\$ 565	\$ 518	\$ 51	\$ 16	\$ -	
14	\$ 1,134	\$ 816	\$ 605	\$ 454	\$ 340	\$ 252	\$ 494	\$ 565	\$ 518	\$ 35	\$ -	\$ -	
13.5	\$ 1,117	\$ 800	\$ 588	\$ 437	\$ 323	\$ 235	\$ 491	\$ 565	\$ 518	\$ 18	\$ -	\$ -	
13	\$ 1,099	\$ 782	\$ 570	\$ 419	\$ 305	\$ 217	\$ 488	\$ 565	\$ 518	\$ 1	\$ -	\$ -	
12.5	\$ 1,080	\$ 762	\$ 550	\$ 399	\$ 286	\$ 198	\$ 485	\$ 565	\$ 518	\$ -	\$ -	\$ -	
12	\$ 1,058	\$ 741	\$ 529	\$ 378	\$ 265	\$ 176	\$ 482	\$ 565	\$ 518	\$ -	\$ -	\$ -	
11.5	\$ 1,035	\$ 718	\$ 506	\$ 355	\$ 242	\$ 153	\$ 479	\$ 565	\$ 518	\$ -	\$ -	\$ -	
11	\$ 1,010	\$ 693	\$ 481	\$ 330	\$ 216	\$ 128	\$ 476	\$ 565	\$ 518	\$ -	\$ -	\$ -	
10.5	\$ 983	\$ 665	\$ 454	\$ 302	\$ 189	\$ 101	\$ 473	\$ 565	\$ 518	\$ -	\$ -	\$ -	
10	\$ 953	\$ 635	\$ 423	\$ 272	\$ 159	\$ 71	\$ 470	\$ 565	\$ 518	\$ -	\$ -	\$ -	

24,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Cooling Operating Hours  
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 103	\$ 76	\$ 59	\$ 46	\$ 37	\$ 29	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	
17.5	\$ 103	\$ 76	\$ 59	\$ 46	\$ 37	\$ 29	\$ 43	\$ 47	\$ 43	\$ 10	\$ 8	\$ 5	
17	\$ 101	\$ 75	\$ 57	\$ 44	\$ 35	\$ 28	\$ 43	\$ 47	\$ 43	\$ 10	\$ 7	\$ 4	
16.5	\$ 100	\$ 74	\$ 56	\$ 44	\$ 34	\$ 27	\$ 43	\$ 47	\$ 43	\$ 9	\$ 6	\$ 3	
16	\$ 99	\$ 73	\$ 55	\$ 43	\$ 33	\$ 26	\$ 42	\$ 47	\$ 43	\$ 8	\$ 5	\$ 2	
15.5	\$ 98	\$ 72	\$ 54	\$ 41	\$ 32	\$ 25	\$ 42	\$ 47	\$ 43	\$ 7	\$ 4	\$ 1	
15	\$ 97	\$ 71	\$ 53	\$ 40	\$ 31	\$ 24	\$ 41	\$ 47	\$ 43	\$ 5	\$ 3	\$ -	
14.5	\$ 96	\$ 69	\$ 52	\$ 39	\$ 30	\$ 22	\$ 40	\$ 47	\$ 43	\$ 4	\$ 1	\$ -	
14	\$ 95	\$ 68	\$ 50	\$ 38	\$ 28	\$ 21	\$ 39	\$ 47	\$ 43	\$ 3	\$ -	\$ -	
13.5	\$ 93	\$ 67	\$ 49	\$ 36	\$ 27	\$ 20	\$ 38	\$ 47	\$ 43	\$ 2	\$ -	\$ -	
13	\$ 92	\$ 65	\$ 47	\$ 35	\$ 25	\$ 18	\$ 37	\$ 47	\$ 43	\$ 1	\$ -	\$ -	
12.5	\$ 90	\$ 64	\$ 45	\$ 33	\$ 24	\$ 16	\$ 36	\$ 47	\$ 43	\$ -	\$ -	\$ -	
12	\$ 88	\$ 62	\$ 44	\$ 32	\$ 22	\$ 15	\$ 35	\$ 47	\$ 43	\$ -	\$ -	\$ -	
11.5	\$ 86	\$ 60	\$ 42	\$ 30	\$ 20	\$ 13	\$ 34	\$ 47	\$ 43	\$ -	\$ -	\$ -	
11	\$ 84	\$ 58	\$ 40	\$ 27	\$ 18	\$ 11	\$ 33	\$ 47	\$ 43	\$ -	\$ -	\$ -	
10.5	\$ 82	\$ 55	\$ 38	\$ 25	\$ 16	\$ 8	\$ 32	\$ 47	\$ 43	\$ -	\$ -	\$ -	
10	\$ 79	\$ 53	\$ 35	\$ 23	\$ 13	\$ 6	\$ 31	\$ 47	\$ 43	\$ -	\$ -	\$ -	

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



# Estimated Energy Savings

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

## 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	\$ 1,544	\$ 1,147	\$ 882	\$ 693	\$ 551	\$ 441	\$ 353	\$ 281	\$ 221	\$ 170	\$ 126	\$ 88	
17.5	\$ 1,540	\$ 1,134	\$ 878	\$ 689	\$ 548	\$ 437	\$ 651	\$ 709	\$ 650	\$ 157	\$ 113	\$ 76	
17	\$ 1,518	\$ 1,121	\$ 856	\$ 667	\$ 525	\$ 415	\$ 647	\$ 709	\$ 650	\$ 144	\$ 100	\$ 62	
16.5	\$ 1,503	\$ 1,107	\$ 842	\$ 653	\$ 511	\$ 401	\$ 642	\$ 709	\$ 650	\$ 130	\$ 86	\$ 48	
16	\$ 1,488	\$ 1,091	\$ 827	\$ 638	\$ 496	\$ 386	\$ 637	\$ 709	\$ 650	\$ 114	\$ 71	\$ 33	
15.5	\$ 1,472	\$ 1,075	\$ 811	\$ 622	\$ 480	\$ 370	\$ 632	\$ 709	\$ 650	\$ 98	\$ 55	\$ 17	
15	\$ 1,455	\$ 1,058	\$ 794	\$ 605	\$ 463	\$ 353	\$ 625	\$ 192	\$ 132	\$ 81	\$ 38	\$ -	
14.5	\$ 1,437	\$ 1,040	\$ 776	\$ 587	\$ 445	\$ 335	\$ 624	\$ 174	\$ 114	\$ 63	\$ 20	\$ -	
14	\$ 1,418	\$ 1,021	\$ 756	\$ 567	\$ 425	\$ 315	\$ 627	\$ 155	\$ 95	\$ 44	\$ -	\$ -	
13.5	\$ 1,397	\$ 1,000	\$ 735	\$ 546	\$ 404	\$ 294	\$ 626	\$ 134	\$ 74	\$ 23	\$ -	\$ -	
13	\$ 1,374	\$ 977	\$ 712	\$ 523	\$ 382	\$ 271	\$ 623	\$ 111	\$ 51	\$ -	\$ -	\$ -	
12.5	\$ 1,349	\$ 953	\$ 688	\$ 499	\$ 357	\$ 247	\$ 619	\$ 87	\$ 26	\$ -	\$ -	\$ -	
12	\$ 1,323	\$ 926	\$ 662	\$ 473	\$ 331	\$ 221	\$ 613	\$ 60	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,294	\$ 897	\$ 633	\$ 444	\$ 302	\$ 192	\$ 604	\$ 31	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,263	\$ 866	\$ 601	\$ 412	\$ 271	\$ 160	\$ 592	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,229	\$ 832	\$ 567	\$ 378	\$ 236	\$ 126	\$ 578	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,191	\$ 794	\$ 529	\$ 340	\$ 198	\$ 88	\$ 558	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Cooling Operating Hours  
2250 Annual Heating Operating Hours

## 2.5 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	\$ 129	\$ 96	\$ 74	\$ 58	\$ 46	\$ 37	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 7	
17.5	\$ 128	\$ 95	\$ 73	\$ 57	\$ 46	\$ 36	\$ 54	\$ 59	\$ 54	\$ 13	\$ 9	\$ 6	
17	\$ 126	\$ 93	\$ 71	\$ 56	\$ 44	\$ 35	\$ 54	\$ 59	\$ 54	\$ 12	\$ 8	\$ 5	
16.5	\$ 125	\$ 92	\$ 70	\$ 54	\$ 43	\$ 33	\$ 54	\$ 59	\$ 54	\$ 11	\$ 7	\$ 4	
16	\$ 124	\$ 91	\$ 69	\$ 53	\$ 41	\$ 32	\$ 53	\$ 59	\$ 54	\$ 10	\$ 6	\$ 3	
15.5	\$ 123	\$ 90	\$ 68	\$ 52	\$ 40	\$ 31	\$ 53	\$ 59	\$ 54	\$ 8	\$ 5	\$ 1	
15	\$ 121	\$ 88	\$ 66	\$ 50	\$ 39	\$ 29	\$ 52	\$ 16	\$ 11	\$ 7	\$ 3	\$ -	
14.5	\$ 120	\$ 87	\$ 65	\$ 49	\$ 37	\$ 28	\$ 51	\$ 15	\$ 10	\$ 5	\$ 2	\$ -	
14	\$ 118	\$ 85	\$ 63	\$ 47	\$ 35	\$ 26	\$ 50	\$ 13	\$ 8	\$ 4	\$ -	\$ -	
13.5	\$ 116	\$ 83	\$ 61	\$ 46	\$ 34	\$ 25	\$ 49	\$ 11	\$ 6	\$ 2	\$ -	\$ -	
13	\$ 114	\$ 81	\$ 59	\$ 44	\$ 32	\$ 23	\$ 48	\$ 9	\$ 4	\$ -	\$ -	\$ -	
12.5	\$ 112	\$ 79	\$ 57	\$ 42	\$ 30	\$ 21	\$ 47	\$ 7	\$ 2	\$ -	\$ -	\$ -	
12	\$ 110	\$ 77	\$ 55	\$ 39	\$ 28	\$ 18	\$ 46	\$ 5	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 108	\$ 75	\$ 53	\$ 37	\$ 25	\$ 16	\$ 45	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 105	\$ 72	\$ 50	\$ 34	\$ 23	\$ 13	\$ 44	\$ 6	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 102	\$ 69	\$ 47	\$ 32	\$ 20	\$ 11	\$ 43	\$ 3	\$ -	\$ -	\$ -	\$ -	
10	\$ 99	\$ 66	\$ 44	\$ 28	\$ 17	\$ 7	\$ 42	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 1,852	\$ 1,376	\$ 1,058	\$ 832	\$ 662	\$ 529	\$ 423	\$ 337	\$ 265	\$ 204	\$ 151	\$ 106	
17.5	\$ 1,848	\$ 1,361	\$ 1,054	\$ 827	\$ 657	\$ 525	\$ 784	\$ 854	\$ 783	\$ 188	\$ 136	\$ 91	
17	\$ 1,821	\$ 1,345	\$ 1,027	\$ 800	\$ 630	\$ 498	\$ 779	\$ 854	\$ 783	\$ 172	\$ 120	\$ 75	
16.5	\$ 1,804	\$ 1,328	\$ 1,010	\$ 783	\$ 613	\$ 481	\$ 773	\$ 854	\$ 783	\$ 155	\$ 103	\$ 58	
16	\$ 1,786	\$ 1,310	\$ 992	\$ 765	\$ 595	\$ 463	\$ 768	\$ 854	\$ 783	\$ 137	\$ 85	\$ 40	
15.5	\$ 1,767	\$ 1,291	\$ 973	\$ 746	\$ 576	\$ 444	\$ 762	\$ 853	\$ 783	\$ 118	\$ 66	\$ 20	
15	\$ 1,746	\$ 1,270	\$ 953	\$ 726	\$ 556	\$ 423	\$ 756	\$ 853	\$ 783	\$ 98	\$ 45	\$ -	
14.5	\$ 1,724	\$ 1,248	\$ 931	\$ 704	\$ 534	\$ 401	\$ 749	\$ 853	\$ 783	\$ 76	\$ 23		
14	\$ 1,701	\$ 1,225	\$ 907	\$ 680	\$ 510	\$ 378	\$ 742	\$ 853	\$ 783	\$ 52			
13.5	\$ 1,676	\$ 1,200	\$ 882	\$ 655	\$ 485	\$ 353	\$ 735	\$ 853	\$ 783	\$ 27			
13	\$ 1,649	\$ 1,172	\$ 855	\$ 628	\$ 458	\$ 326	\$ 728	\$ 853	\$ 783	\$ 61			
12.5	\$ 1,619	\$ 1,143	\$ 826	\$ 599	\$ 429	\$ 296	\$ 721	\$ 853	\$ 783	\$ 32			
12	\$ 1,588	\$ 1,111	\$ 794	\$ 567	\$ 397	\$ 265	\$ 714	\$ 853	\$ 783	\$ 72			
11.5	\$ 1,553	\$ 1,077	\$ 759	\$ 532	\$ 362	\$ 230	\$ 707	\$ 853	\$ 783	\$ 38			
11	\$ 1,515	\$ 1,039	\$ 722	\$ 495	\$ 325	\$ 192	\$ 700	\$ 853	\$ 783	\$ 87			
10.5	\$ 1,474	\$ 998	\$ 680	\$ 454	\$ 284	\$ 151	\$ 693	\$ 853	\$ 783	\$ 45			
10	\$ 1,429	\$ 953	\$ 635	\$ 408	\$ 238	\$ 106	\$ 686	\$ 853	\$ 783	\$ 106			

36,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 154	\$ 115	\$ 88	\$ 69	\$ 55	\$ 44	\$ 35	\$ 28	\$ 22	\$ 17	\$ 13	\$ 9	
17.5	\$ 154	\$ 113	\$ 88	\$ 69	\$ 55	\$ 44	\$ 65	\$ 71	\$ 65	\$ 16	\$ 11	\$ 8	
17	\$ 152	\$ 112	\$ 86	\$ 67	\$ 53	\$ 42	\$ 65	\$ 71	\$ 65	\$ 14	\$ 10	\$ 6	
16.5	\$ 150	\$ 111	\$ 84	\$ 65	\$ 51	\$ 40	\$ 64	\$ 71	\$ 65	\$ 13	\$ 9	\$ 5	
16	\$ 149	\$ 109	\$ 83	\$ 64	\$ 50	\$ 39	\$ 64	\$ 71	\$ 65	\$ 11	\$ 7	\$ 3	
15.5	\$ 147	\$ 108	\$ 81	\$ 62	\$ 48	\$ 37	\$ 63	\$ 71	\$ 65	\$ 10	\$ 5	\$ 2	
15	\$ 146	\$ 106	\$ 79	\$ 60	\$ 46	\$ 35	\$ 62	\$ 71	\$ 65	\$ 8	\$ 4	\$ -	
14.5	\$ 144	\$ 104	\$ 78	\$ 59	\$ 44	\$ 33	\$ 61	\$ 71	\$ 65	\$ 6	\$ 2		
14	\$ 142	\$ 102	\$ 76	\$ 57	\$ 43	\$ 32	\$ 60	\$ 71	\$ 65	\$ 4	\$ -		
13.5	\$ 140	\$ 100	\$ 74	\$ 55	\$ 40	\$ 29	\$ 59	\$ 71	\$ 65	\$ 7	\$ 2		
13	\$ 137	\$ 98	\$ 71	\$ 52	\$ 38	\$ 27	\$ 58	\$ 71	\$ 65	\$ 5	\$ -		
12.5	\$ 135	\$ 95	\$ 69	\$ 50	\$ 36	\$ 25	\$ 57	\$ 71	\$ 65	\$ 3			
12	\$ 132	\$ 93	\$ 66	\$ 47	\$ 33	\$ 22	\$ 56	\$ 71	\$ 65	\$ 6			
11.5	\$ 129	\$ 90	\$ 63	\$ 44	\$ 30	\$ 19	\$ 55	\$ 71	\$ 65	\$ 3			
11	\$ 126	\$ 87	\$ 60	\$ 41	\$ 27	\$ 16	\$ 54	\$ 71	\$ 65	\$ 7			
10.5	\$ 123	\$ 83	\$ 57	\$ 38	\$ 24	\$ 13	\$ 53	\$ 71	\$ 65	\$ 4			
10	\$ 119	\$ 79	\$ 53	\$ 34	\$ 20	\$ 9	\$ 52	\$ 71	\$ 65	\$ -			

36,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 2,161	\$ 1,605	\$ 1,235	\$ 970	\$ 772	\$ 617	\$ 494	\$ 393	\$ 309	\$ 237	\$ 176	\$ 123	
17.5	\$ 2,156	\$ 1,588	\$ 1,230	\$ 965	\$ 767	\$ 612	\$ 917	\$ 998	\$ 915	\$ 220	\$ 159	\$ 106	
17	\$ 2,125	\$ 1,569	\$ 1,198	\$ 934	\$ 735	\$ 581	\$ 911	\$ 998	\$ 915	\$ 201	\$ 140	\$ 87	
16.5	\$ 2,105	\$ 1,549	\$ 1,179	\$ 914	\$ 716	\$ 561	\$ 905	\$ 998	\$ 915	\$ 181	\$ 120	\$ 67	
16	\$ 2,084	\$ 1,528	\$ 1,158	\$ 893	\$ 695	\$ 540	\$ 898	\$ 998	\$ 915	\$ 160	\$ 99	\$ 46	
15.5	\$ 2,061	\$ 1,506	\$ 1,135	\$ 871	\$ 672	\$ 518	\$ 891	\$ 998	\$ 915	\$ 138	\$ 77	\$ 24	
15	\$ 2,037	\$ 1,482	\$ 1,111	\$ 847	\$ 648	\$ 494	\$ 370	\$ 269	\$ 185	\$ 114	\$ 53	\$ -	
14.5	\$ 2,012	\$ 1,456	\$ 1,086	\$ 821	\$ 623	\$ 468	\$ 345	\$ 244	\$ 160	\$ 88	\$ 27		
14	\$ 1,985	\$ 1,429	\$ 1,058	\$ 794	\$ 595	\$ 441	\$ 318	\$ 216	\$ 132	\$ 61	\$ -		
13.5	\$ 1,955	\$ 1,399	\$ 1,029	\$ 764	\$ 566	\$ 412	\$ 288	\$ 187	\$ 103	\$ 32	\$ -		
13	\$ 1,923	\$ 1,368	\$ 997	\$ 733	\$ 534	\$ 380	\$ 256	\$ 155	\$ 71	\$ -	\$ -		
12.5	\$ 1,889	\$ 1,334	\$ 963	\$ 699	\$ 500	\$ 346	\$ 222	\$ 121	\$ 37	\$ -	\$ -		
12	\$ 1,852	\$ 1,297	\$ 926	\$ 662	\$ 463	\$ 309	\$ 185	\$ 84	\$ -	\$ -	\$ -		
11.5	\$ 1,812	\$ 1,256	\$ 886	\$ 621	\$ 423	\$ 268	\$ 145	\$ 44	\$ -	\$ -	\$ -		
11	\$ 1,768	\$ 1,212	\$ 842	\$ 577	\$ 379	\$ 225	\$ 101	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,720	\$ 1,164	\$ 794	\$ 529	\$ 331	\$ 176	\$ 53	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,667	\$ 1,111	\$ 741	\$ 476	\$ 278	\$ 123	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 180	\$ 134	\$ 103	\$ 81	\$ 64	\$ 51	\$ 41	\$ 33	\$ 26	\$ 20	\$ 15	\$ 10	
17.5	\$ 180	\$ 132	\$ 102	\$ 80	\$ 64	\$ 51	\$ 76	\$ 83	\$ 76	\$ 18	\$ 13	\$ 9	
17	\$ 177	\$ 131	\$ 100	\$ 78	\$ 61	\$ 48	\$ 76	\$ 83	\$ 76	\$ 17	\$ 12	\$ 7	
16.5	\$ 175	\$ 129	\$ 98	\$ 76	\$ 60	\$ 47	\$ 75	\$ 83	\$ 76	\$ 15	\$ 10	\$ 6	
16	\$ 174	\$ 127	\$ 96	\$ 74	\$ 58	\$ 45	\$ 75	\$ 83	\$ 76	\$ 13	\$ 8	\$ 4	
15.5	\$ 172	\$ 125	\$ 95	\$ 73	\$ 56	\$ 43	\$ 74	\$ 83	\$ 76	\$ 11	\$ 6	\$ 2	
15	\$ 170	\$ 123	\$ 93	\$ 71	\$ 54	\$ 41	\$ 31	\$ 22	\$ 15	\$ 9	\$ 4	\$ -	
14.5	\$ 168	\$ 121	\$ 90	\$ 68	\$ 52	\$ 39	\$ 29	\$ 20	\$ 13	\$ 7	\$ 2		
14	\$ 165	\$ 119	\$ 88	\$ 66	\$ 50	\$ 37	\$ 26	\$ 18	\$ 11	\$ 5	\$ -		
13.5	\$ 163	\$ 117	\$ 86	\$ 64	\$ 47	\$ 34	\$ 24	\$ 16	\$ 9	\$ 3			
13	\$ 160	\$ 114	\$ 83	\$ 61	\$ 45	\$ 32	\$ 21	\$ 13	\$ 6	\$ -			
12.5	\$ 157	\$ 111	\$ 80	\$ 58	\$ 42	\$ 29	\$ 19	\$ 10	\$ 3				
12	\$ 154	\$ 108	\$ 77	\$ 55	\$ 39	\$ 26	\$ 15	\$ 7	\$ -				
11.5	\$ 151	\$ 105	\$ 74	\$ 52	\$ 35	\$ 22	\$ 12	\$ 4					
11	\$ 147	\$ 101	\$ 70	\$ 48	\$ 32	\$ 19	\$ 8	\$ -					
10.5	\$ 143	\$ 97	\$ 66	\$ 44	\$ 28	\$ 15	\$ 4						
10	\$ 139	\$ 93	\$ 62	\$ 40	\$ 23	\$ 10	\$ -						

42,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 2,470	\$ 1,835	\$ 1,411	\$ 1,109	\$ 882	\$ 706	\$ 564	\$ 449	\$ 353	\$ 271	\$ 202	\$ 141	
17.5	\$ 2,464	\$ 1,814	\$ 1,405	\$ 1,103	\$ 876	\$ 700	\$ 1,050	\$ 1,143	\$ 1,047	\$ 251	\$ 181	\$ 121	
17	\$ 2,428	\$ 1,793	\$ 1,370	\$ 1,067	\$ 840	\$ 664	\$ 1,043	\$ 1,142	\$ 1,047	\$ 230	\$ 160	\$ 100	
16.5	\$ 2,405	\$ 1,770	\$ 1,347	\$ 1,045	\$ 818	\$ 641	\$ 1,036	\$ 1,142	\$ 1,047	\$ 207	\$ 137	\$ 77	
16	\$ 2,381	\$ 1,746	\$ 1,323	\$ 1,021	\$ 794	\$ 617	\$ 1,029	\$ 1,142	\$ 1,047	\$ 183	\$ 113	\$ 53	
15.5	\$ 2,356	\$ 1,721	\$ 1,297	\$ 995	\$ 768	\$ 592	\$ 1,021	\$ 1,142	\$ 1,047	\$ 158	\$ 88	\$ 27	
15	\$ 2,328	\$ 1,693	\$ 1,270	\$ 968	\$ 741	\$ 564	\$ 423	\$ 308	\$ 212	\$ 130	\$ 60	\$ -	
14.5	\$ 2,299	\$ 1,664	\$ 1,241	\$ 938	\$ 712	\$ 535	\$ 394	\$ 279	\$ 182	\$ 101	\$ 31		
14	\$ 2,268	\$ 1,633	\$ 1,210	\$ 907	\$ 680	\$ 504	\$ 363	\$ 247	\$ 151	\$ 70			
13.5	\$ 2,234	\$ 1,599	\$ 1,176	\$ 874	\$ 647	\$ 470	\$ 329	\$ 214	\$ 118	\$ 36			
13	\$ 2,198	\$ 1,563	\$ 1,140	\$ 837	\$ 611	\$ 434	\$ 293	\$ 178	\$ 81				
12.5	\$ 2,159	\$ 1,524	\$ 1,101	\$ 798	\$ 572	\$ 395	\$ 254	\$ 139	\$ 42				
12	\$ 2,117	\$ 1,482	\$ 1,058	\$ 756	\$ 529	\$ 353	\$ 212	\$ 96					
11.5	\$ 2,071	\$ 1,436	\$ 1,012	\$ 710	\$ 483	\$ 307	\$ 166	\$ 50					
11	\$ 2,021	\$ 1,386	\$ 962	\$ 660	\$ 433	\$ 257	\$ 115						
10.5	\$ 1,966	\$ 1,331	\$ 907	\$ 605	\$ 378	\$ 202	\$ 60						
10	\$ 1,905	\$ 1,270	\$ 847	\$ 544	\$ 318	\$ 141							

48,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 206	\$ 153	\$ 118	\$ 92	\$ 74	\$ 59	\$ 47	\$ 37	\$ 29	\$ 23	\$ 17	\$ 12	
17.5	\$ 205	\$ 151	\$ 117	\$ 92	\$ 73	\$ 58	\$ 87	\$ 95	\$ 87	\$ 21	\$ 15	\$ 10	
17	\$ 202	\$ 149	\$ 114	\$ 89	\$ 70	\$ 55	\$ 87	\$ 95	\$ 87	\$ 19	\$ 13	\$ 8	
16.5	\$ 200	\$ 148	\$ 112	\$ 87	\$ 68	\$ 53	\$ 86	\$ 95	\$ 87	\$ 17	\$ 11	\$ 6	
16	\$ 198	\$ 146	\$ 110	\$ 85	\$ 66	\$ 51	\$ 86	\$ 95	\$ 87	\$ 15	\$ 9	\$ 4	
15.5	\$ 196	\$ 143	\$ 108	\$ 83	\$ 64	\$ 49	\$ 85	\$ 95	\$ 87	\$ 13	\$ 7	\$ 2	
15	\$ 194	\$ 141	\$ 106	\$ 81	\$ 62	\$ 47	\$ 35	\$ 26	\$ 18	\$ 11	\$ 5	\$ -	
14.5	\$ 192	\$ 139	\$ 103	\$ 78	\$ 59	\$ 45	\$ 33	\$ 23	\$ 15	\$ 8	\$ 3		
14	\$ 189	\$ 136	\$ 101	\$ 76	\$ 57	\$ 42	\$ 30	\$ 21	\$ 13	\$ 6			
13.5	\$ 186	\$ 133	\$ 98	\$ 73	\$ 54	\$ 39	\$ 27	\$ 18	\$ 10	\$ 3			
13	\$ 183	\$ 130	\$ 95	\$ 70	\$ 51	\$ 36	\$ 24	\$ 15	\$ 7				
12.5	\$ 180	\$ 127	\$ 92	\$ 67	\$ 48	\$ 33	\$ 21	\$ 12	\$ 4				
12	\$ 176	\$ 123	\$ 88	\$ 63	\$ 44	\$ 29	\$ 18	\$ 8					
11.5	\$ 173	\$ 120	\$ 84	\$ 59	\$ 40	\$ 26	\$ 14	\$ 4					
11	\$ 168	\$ 115	\$ 80	\$ 55	\$ 36	\$ 21	\$ 10						
10.5	\$ 164	\$ 111	\$ 76	\$ 50	\$ 32	\$ 17	\$ 5						
10	\$ 159	\$ 106	\$ 71	\$ 45	\$ 26	\$ 12							

48,000 BTUH Cooling Unit  
\$ 0.084 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	\$ 3,087	\$ 2,293	\$ 1,764	\$ 1,386	\$ 1,103	\$ 882	\$ 706	\$ 561	\$ 441	\$ 339	\$ 252	\$ 176	
17.5	\$ 3,080	\$ 2,268	\$ 1,757	\$ 1,379	\$ 1,095	\$ 875	\$ 1,315	\$ 1,431	\$ 1,312	\$ 314	\$ 227	\$ 151	
17	\$ 3,035	\$ 2,241	\$ 1,712	\$ 1,334	\$ 1,051	\$ 830	\$ 1,307	\$ 1,431	\$ 1,312	\$ 287	\$ 200	\$ 125	
16.5	\$ 3,007	\$ 2,213	\$ 1,684	\$ 1,306	\$ 1,022	\$ 802	\$ 1,299	\$ 1,431	\$ 1,312	\$ 259	\$ 172	\$ 96	
16	\$ 2,977	\$ 2,183	\$ 1,654	\$ 1,276	\$ 992	\$ 772	\$ 1,289	\$ 1,431	\$ 1,312	\$ 229	\$ 142	\$ 66	
15.5	\$ 2,945	\$ 2,151	\$ 1,622	\$ 1,244	\$ 960	\$ 740	\$ 1,280	\$ 1,431	\$ 1,312	\$ 197	\$ 110	\$ 34	
15	\$ 2,911	\$ 2,117	\$ 1,588	\$ 1,210	\$ 926	\$ 706	\$ 529	\$ 385	\$ 265	\$ 163	\$ 76	\$ -	
14.5	\$ 2,874	\$ 2,080	\$ 1,551	\$ 1,173	\$ 890	\$ 669	\$ 493	\$ 348	\$ 228	\$ 126	\$ 39	\$ -	
14	\$ 2,835	\$ 2,041	\$ 1,512	\$ 1,134	\$ 851	\$ 630	\$ 454	\$ 309	\$ 189	\$ 87	\$ -	\$ -	
13.5	\$ 2,793	\$ 1,999	\$ 1,470	\$ 1,092	\$ 809	\$ 588	\$ 412	\$ 267	\$ 147	\$ 45	\$ -	\$ -	
13	\$ 2,748	\$ 1,954	\$ 1,425	\$ 1,047	\$ 763	\$ 543	\$ 366	\$ 222	\$ 102	\$ -	\$ -	\$ -	
12.5	\$ 2,699	\$ 1,905	\$ 1,376	\$ 998	\$ 714	\$ 494	\$ 318	\$ 173	\$ 53	\$ -	\$ -	\$ -	
12	\$ 2,646	\$ 1,852	\$ 1,323	\$ 945	\$ 662	\$ 441	\$ 265	\$ 120	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 2,588	\$ 1,795	\$ 1,265	\$ 887	\$ 604	\$ 383	\$ 207	\$ 63	\$ -	\$ -	\$ -	\$ -	
11	\$ 2,526	\$ 1,732	\$ 1,203	\$ 825	\$ 541	\$ 321	\$ 144	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 2,457	\$ 1,663	\$ 1,134	\$ 756	\$ 473	\$ 252	\$ 76	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 2,381	\$ 1,588	\$ 1,058	\$ 680	\$ 397	\$ 176	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60,000 BTUH Cooling Unit  
\$ 0.084 Electric Rate  
900 Annual Cooling Operating Hours  
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 257	\$ 191	\$ 147	\$ 116	\$ 92	\$ 74	\$ 59	\$ 47	\$ 37	\$ 28	\$ 21	\$ 15	
17.5	\$ 257	\$ 189	\$ 146	\$ 115	\$ 91	\$ 73	\$ 110	\$ 119	\$ 109	\$ 26	\$ 19	\$ 13	
17	\$ 253	\$ 187	\$ 143	\$ 111	\$ 88	\$ 69	\$ 109	\$ 119	\$ 109	\$ 24	\$ 17	\$ 10	
16.5	\$ 251	\$ 184	\$ 140	\$ 109	\$ 85	\$ 67	\$ 108	\$ 119	\$ 109	\$ 22	\$ 14	\$ 8	
16	\$ 248	\$ 182	\$ 138	\$ 106	\$ 83	\$ 64	\$ 107	\$ 119	\$ 109	\$ 19	\$ 12	\$ 6	
15.5	\$ 245	\$ 179	\$ 135	\$ 104	\$ 80	\$ 62	\$ 107	\$ 119	\$ 109	\$ 16	\$ 9	\$ 3	
15	\$ 243	\$ 176	\$ 132	\$ 101	\$ 77	\$ 59	\$ 44	\$ 32	\$ 22	\$ 14	\$ 6	\$ -	
14.5	\$ 240	\$ 173	\$ 129	\$ 98	\$ 74	\$ 56	\$ 41	\$ 29	\$ 19	\$ 11	\$ 3	\$ -	
14	\$ 236	\$ 170	\$ 126	\$ 95	\$ 71	\$ 53	\$ 38	\$ 26	\$ 16	\$ 7	\$ -	\$ -	
13.5	\$ 233	\$ 167	\$ 123	\$ 91	\$ 67	\$ 49	\$ 34	\$ 22	\$ 12	\$ 4	\$ -	\$ -	
13	\$ 229	\$ 163	\$ 119	\$ 87	\$ 64	\$ 45	\$ 31	\$ 19	\$ 8	\$ -	\$ -	\$ -	
12.5	\$ 225	\$ 159	\$ 115	\$ 83	\$ 60	\$ 41	\$ 26	\$ 14	\$ 4	\$ -	\$ -	\$ -	
12	\$ 221	\$ 154	\$ 110	\$ 79	\$ 55	\$ 37	\$ 22	\$ 10	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 216	\$ 150	\$ 105	\$ 74	\$ 50	\$ 32	\$ 17	\$ 5	\$ -	\$ -	\$ -	\$ -	
11	\$ 210	\$ 144	\$ 100	\$ 69	\$ 45	\$ 27	\$ 12	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 205	\$ 139	\$ 95	\$ 63	\$ 39	\$ 21	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 198	\$ 132	\$ 88	\$ 57	\$ 33	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60,000 BTUH Cooling Unit  
\$ 0.084 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 AFUE

## 50,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 5,943	\$ 4,766	\$ 3,771	\$ 2,918	\$ 2,179	\$ 1,532	\$ 961	
90%	\$ 5,489	\$ 4,313	\$ 3,317	\$ 2,464	\$ 1,725	\$ 1,078		
85%	\$ 4,981	\$ 3,805	\$ 2,810	\$ 1,957	\$ 1,218	\$ 571		
80%	\$ 4,411	\$ 3,234	\$ 2,239	\$ 1,386	\$ 647	\$ -		

### Monthly Energy Savings

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

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

## 75,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE					
		55%	60%	65%	70%	75%	80%
95%	\$ 8,914	\$ 7,150	\$ 5,657	\$ 4,377	\$ 3,268	\$ 2,298	\$ 1,442
90%	\$ 8,233	\$ 6,469	\$ 4,976	\$ 3,696	\$ 2,588	\$ 1,617	\$ -
85%	\$ 7,472	\$ 5,703	\$ 4,215	\$ 2,935	\$ 1,826	\$ 856	\$ -
80%	\$ 6,616	\$ 4,852	\$ 3,359	\$ 2,079	\$ 970	\$ -	\$ -

### Monthly Energy Savings

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

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

# Estimated Energy Savings

6/22/2011

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%	\$ 11,885	\$ 9,533	\$ 7,543	\$ 5,836	\$ 4,358	\$ 3,064	\$ 1,923	
90%	\$ 10,977	\$ 8,625	\$ 6,635	\$ 4,929	\$ 3,450	\$ 2,156		
85%	\$ 9,963	\$ 7,610	\$ 5,620	\$ 3,914	\$ 2,435	\$ 1,142		
80%	\$ 8,821	\$ 6,469	\$ 4,478	\$ 2,772	\$ 1,294	\$ -		

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 990	\$ 794	\$ 629	\$ 486	\$ 363	\$ 255	\$ 160	
90%	\$ 915	\$ 719	\$ 553	\$ 411	\$ 288	\$ 180	\$ -	
85%	\$ 830	\$ 634	\$ 468	\$ 326	\$ 203	\$ 95	\$ -	
80%	\$ 735	\$ 539	\$ 373	\$ 231	\$ 108	\$ -	\$ -	

100,000 MBTUH Heating Unit  
\$ 6.90 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%	\$ 14,262	\$ 11,439	\$ 9,051	\$ 7,004	\$ 5,229	\$ 3,677	\$ 2,307	
90%	\$ 13,173	\$ 10,350	\$ 7,962	\$ 5,914	\$ 4,140	\$ 2,588	\$ -	
85%	\$ 11,955	\$ 9,132	\$ 6,744	\$ 4,697	\$ 2,922	\$ 1,370	\$ -	
80%	\$ 10,585	\$ 7,763	\$ 5,374	\$ 3,327	\$ 1,553	\$ -	\$ -	

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 1,189	\$ 953	\$ 754	\$ 584	\$ 436	\$ 306	\$ 192	
90%	\$ 1,098	\$ 863	\$ 663	\$ 493	\$ 345	\$ 216	\$ -	
85%	\$ 996	\$ 761	\$ 562	\$ 391	\$ 244	\$ 114	\$ -	
80%	\$ 882	\$ 647	\$ 448	\$ 277	\$ 129	\$ -	\$ -	

120,000 MBTUH Heating Unit  
\$ 6.90 MCF Rate  
2250 Annual Operating Hours

# All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

**\$50.00 Mo.**  
**Subscription**

## Contractor Benefits

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

## Selling Benefits

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

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

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

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

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

## Pricing, Payment, & Energy Savings Tables

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

# Home Comfort Set-Up and Order Entry Form

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

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

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

Your Name: (as it appears on Credit Card)

Company:

Phone:

Address:

Email:

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

City:

State:

Postal/Zip:

Credit Card #                       MC  VISA  AMEX

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

Signature:

**ENTER EQUIPMENT BRAND HERE:**