

Home Comfort Certified System



The Best HVAC

Anywhere USA

City, State 00000

000-000-0000

LENNOX

Innovation never felt so good.™

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

Price Book Set Up Instructions

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

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

Formatted for Easy Upselling:

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

Easy 1-Page Price Book Set-up:

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

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

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

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

Your Unique Installed Sell Price:

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

Finance and Energy Savings Tables:

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

Customizing Configurations:

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

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

Configuration Options:

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

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

Prices Shown are Illustrative Only

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

Questions?

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

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

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

Article 3: Disclaimer of Warranties and Limitations of Remedies

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

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

Mission Statement

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

Who we are:

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

What makes us different:

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

The Home Comfort Certified System

7 Step Approach



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

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

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

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

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

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

↓
7. Precision tune and implement a 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 extended service Agreement

\$ 5,088

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 60K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 5,944

MERIT 14ACX 14 SEER CONDENSING UNIT
MERIT G43 92.1% 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,320

ELITE XC16 16 SEER 2-STAGE CONDENSING UNIT
ELITE G61 95% 2-STAGE 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 9,229

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
SIGNATURE SLP98V VARIABLE 98% 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



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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Innovation never felt so good.™

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SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

System Benefits

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\$ 5,163

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 60K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 5,944

MERIT 14ACX 14 SEER CONDENSING UNIT
MERIT G43 92.1% 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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- ☑ 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
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\$ 8,320

ELITE XC16 16 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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- ☑ High endurance and performance Scroll® Compressor
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\$ 9,229

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
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Base Installation Price Includes

- ☑ New equipment mounting pad
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SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

System Benefits

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- ☑ 10 Year extended service Agreement

\$ 5,400

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 60K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 6,585

MERIT 14ACX 14 SEER CONDENSING UNIT
MERIT G43 92.1% 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,955

ELITE XC16 16 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 60K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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

\$ 10,678

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
SIGNATURE SLP98V VARIABLE 98% 80K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



Base Installation Price Includes

- ☑ New equipment mounting pad
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SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

System Benefits

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- ☑ 10 Year extended service Agreement

\$ 5,620

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 80K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 7,068

MERIT 14ACX 14 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 80K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 8,955

ELITE XC16 16 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 80K BTU FURNACE/CX34 COIL/COMFORTSENSE 3000



System Benefits

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- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year extended service Agreement

\$ 10,678

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
SIGNATURE SLP98V VARIABLE 98% 80K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



Base Installation Price Includes

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- ☑ New condensate line
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SPLIT AIR CONDITIONING WITH GAS HEAT

3.5 TON

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\$ 5,962

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 80K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
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\$ 7,296

MERIT 14ACX 14 SEER CONDENSING UNIT
MERIT G40 80% 80K BTU FURNACE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 9,555

ELITE XC16 16 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 100K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 12,039

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
SIGNATURE SLP98V VARIABLE 98% 100K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



Base Installation Price Includes

- ☑ New equipment mounting pad
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SPLIT AIR CONDITIONING WITH GAS HEAT

4 TON

System Benefits

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\$ 6,263

MERIT 13ACX 13 SEER CONDENSING UNIT
MERIT G40 80% 100K BTU FURANCE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
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\$ 7,747

MERIT 14ACX 14 SEER CONDENSING UNIT
MERIT G40 95% 100K BTU FURANCE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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- ☑ 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
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\$ 9,555

ELITE XC16 16 SEER CONDENSING UNIT
ELITE G61 95% 2-STAGE 100K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



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\$ 12,039

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SPLIT AIR CONDITIONING WITH GAS HEAT

5 TON

System Benefits

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

\$ 6,886

MERIT 13ACX 13 SEER CONDENSING UNIT

MERIT G40 80% 100K BTU FURANCE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,513

MERIT 14ACX 14 SEER CONDENSING UNIT

MERIT G40 95% 100K BTU FURANCE/ EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 10,296

ELITE XC16 16 SEER CONDENSING UNIT

ELITE G61 95% 2-STAGE 100K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 12,666

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT

SIGNATURE SLP98V VARIABLE 98% 100K BTU FURNACE/CX34 COIL/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,195

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 5,487

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 7,340

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 8,364

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,215

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 5,755

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 7,340

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 8,364

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,257

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 6,183

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 8,145

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 9,245

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,327

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 6,372

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 8,145

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 9,245

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,472

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 7,189

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 8,901

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 10,761

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 4,578

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 7,295

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 8,901

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 10,761

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 extended service Agreement

\$ 5,087

MERIT 13ACX 13 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 8,109

MERIT 14ACX 14 SEER CONDENSING UNIT
CBX26UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 3000



System Benefits

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

\$ 9,570

ELITE XC16 16 SEER CONDENSING UNIT
CBX27UH AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



System Benefits

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

\$ 11,451

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT
CBX40UHV AIR HANDLING UNIT/ELECTRIC HEAT/COMFORTSENSE 5000



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 COOLING ONLY SYSTEMS

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET
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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 extended service Agreement

MERIT 13ACX 13 SEER CONDENSING UNIT EC1P COIL/COMFORT SENSE 3000

1.5	\$ 2,535	\$ 3,422
2	\$ 2,617	\$ 3,512
2.5	\$ 2,893	\$ 3,847
3	\$ 3,225	\$ 4,221
3.5	\$ 3,580	\$ 4,654
4	\$ 4,011	\$ 5,159
5	\$ 4,280	\$ 5,468



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

MERIT 14ACX 14 SEER CONDENSING UNIT EC1P COIL/COMFORT SENSE 3000

1.5	\$ 2,875	\$ 3,763
2	\$ 2,960	\$ 3,855
2.5	\$ 3,234	\$ 4,188
3	\$ 3,566	\$ 4,561
3.5	\$ 4,001	\$ 5,075
4	\$ 4,402	\$ 5,550
5	\$ 4,671	\$ 5,859



System Benefits

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

ELITE XC16 16 SEER CONDENSING UNIT EC1P COIL/COMFORT SENSE 3000

2	\$ 3,882	\$ 4,777
2.5	\$ 4,292	\$ 5,246
3	\$ 4,748	\$ 5,744
3.5	\$ 5,109	\$ 6,183
4	\$ 5,685	\$ 6,833
5	\$ 6,254	\$ 7,442



System Benefits

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

SIGNATURE XC21 21 SEER 2-STAGE CONDENSING UNIT EC1P COIL/COMFORT SENSE 3000

2	\$ 5,024	\$ 5,920
3	\$ 6,171	\$ 7,167
4	\$ 6,777	\$ 7,926
5	\$ 7,307	\$ 8,495



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 extended service Agreement

\$ 5,917

MERIT 13HPX 13 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 6,800

MERIT 14HPX 14 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,022

ELITE XP16 2-STAGE 16 SEER HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 9,382

SIGNATURE XP21 21 SEER 2-STAGE HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



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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Innovation never felt so good.™

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

SPLIT HEAT PUMP

G

2 TON

System Benefits

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

\$ 5,917

MERIT 13HPX 13 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 6,800

MERIT 14HPX 14 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,022

ELITE XP16 2-STAGE 16 SEER HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 9,382

SIGNATURE XP21 21 SEER 2-STAGE HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



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

SPLIT HEAT PUMP

2.5 TON

System Benefits

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



System Benefits

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



System Benefits

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



System Benefits

- Helps save you up to 80% 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



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 extended service Agreement



System Benefits

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



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
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- System adjusts airflow to help control humidity
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System Benefits

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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 extended service Agreement

\$ 7,507

MERIT 13HPX 13 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 8,020

MERIT 14HPX 14 SEER HEAT PUMP
EC1P COIL/COMFORTSENSE 3000



System Benefits

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

\$ 10,127

ELITE XP16 2-STAGE 16 SEER HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



System Benefits

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

\$ 11,192

SIGNATURE XP21 21 SEER 2-STAGE HEAT PUMP
CX34 COIL/COMFORTSENSE 5000



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 extended service Agreement



System Benefits

- Helps save you up to 47% on your energy bills*
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- Thermostat alerts you to any service requirements
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- New digital thermostat
- New supply/return plenum transitions
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- 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*
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System Benefits

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- Thermostat alerts you to any service requirements
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Base Installation Price Includes

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- Set and level unit
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- 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 extended service Agreement

MERIT G40 80% FURNACE COMFORTSENSE 3000

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



System Benefits

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

MERIT G40 95% FURNACE COMFORTSENSE 3000

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



System Benefits

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

ELITE Q61 95% 2-STAGE FURNACE COMFORTSENSE 5000

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



Base Installation Price Includes

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







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IAQ ACCESSORIES PRICE SHEET

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

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INVESTMENT OPTION WORKSHEET

Customer Name:		Date:	
Equipment:		Investment Option #1	Investment Option #2
Air Conditioning SEER:	Tons:		
Furnace AFUE:	MBTU:		
Reuse vibration isolation straps - attic	(\$68)		
Drain pan and drain line attic installation	\$331		
Replace supply plenum	\$285		
Replace return plenum	\$285		
New supply diffuser and run 6"x12"register	\$195		
New return run 8" up to 25'	\$141		
New return run 10" up to 25'	\$167		
New return run 14" up to 25'	\$190		
New return run 16" up to 25'	\$236		
New supply run up to 6" up to 25'	\$124		
New supply run up to 7"-9" up to 25'	\$158		
New supply run up to 10" - 12" up to 25'	\$183		
Reuse existing disconnect	(\$81)		
Reuse existing equipment pad	(\$99)		
Reuse existing line set	(\$222)		
New float and overflow line	\$62		
New 4"x4" styrofoam lift under drain pain	\$62		
System Accessories			
Heat Kit 5KW	\$185		
Heat Kit 7.5KW	\$207		
Heat Kit 10KW	\$212		
Heat Kit 15KW	\$278		
Heat Kit 20KW	\$339		
Deluxe COMFORTSENSE 5000 Thermostat	\$255		
Deluxe COMFORTSENSE 5000 Thermostat with DHM	\$327		
IAQ Accessories Page			
Air Cleaner			
Whole-House Media Air Cleaner			
Guardian Air Purifier			
Energy Recovery Ventilator			
Whole-House Humidification Systems			
Bypass Humidification Systems			
Total Investment			
Monthly Finance Estimated Payment *			
Monthly Estimated Energy Savings*			
Net Monthly Investment*			

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

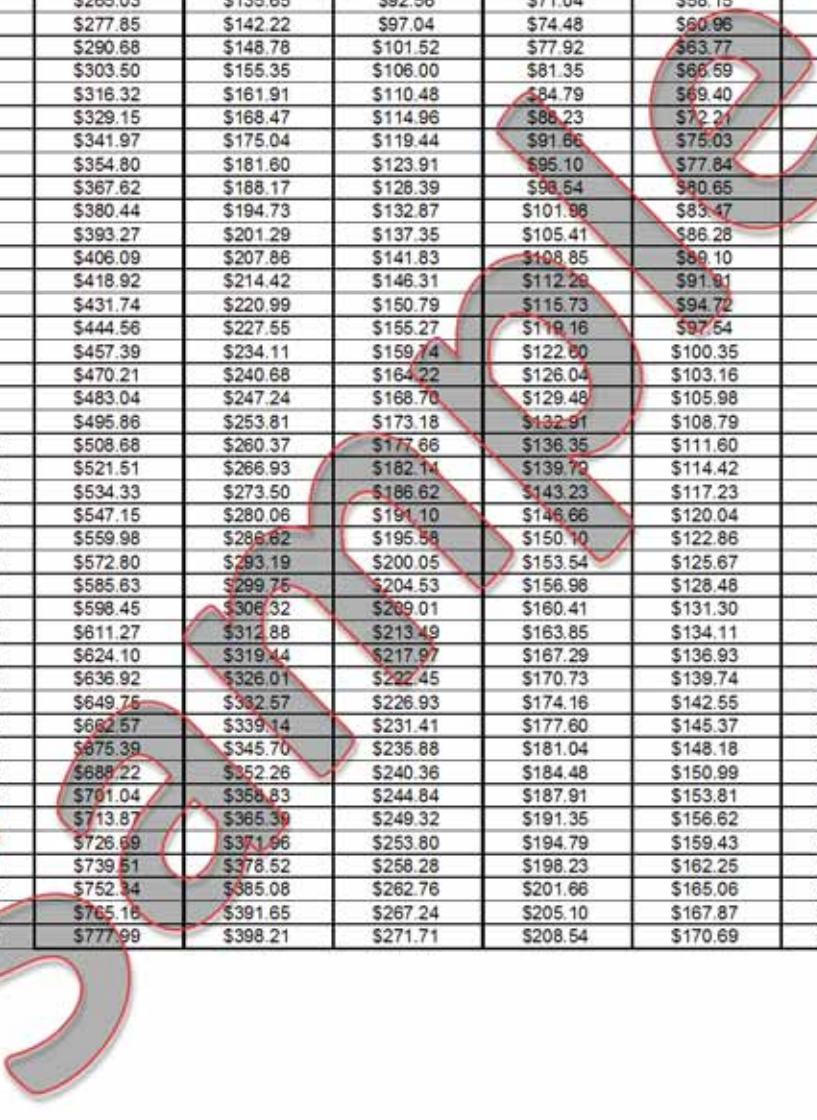
FINANCE TABLES



Monthly Rate Calculator - Home Equity

Rate: 4.75%

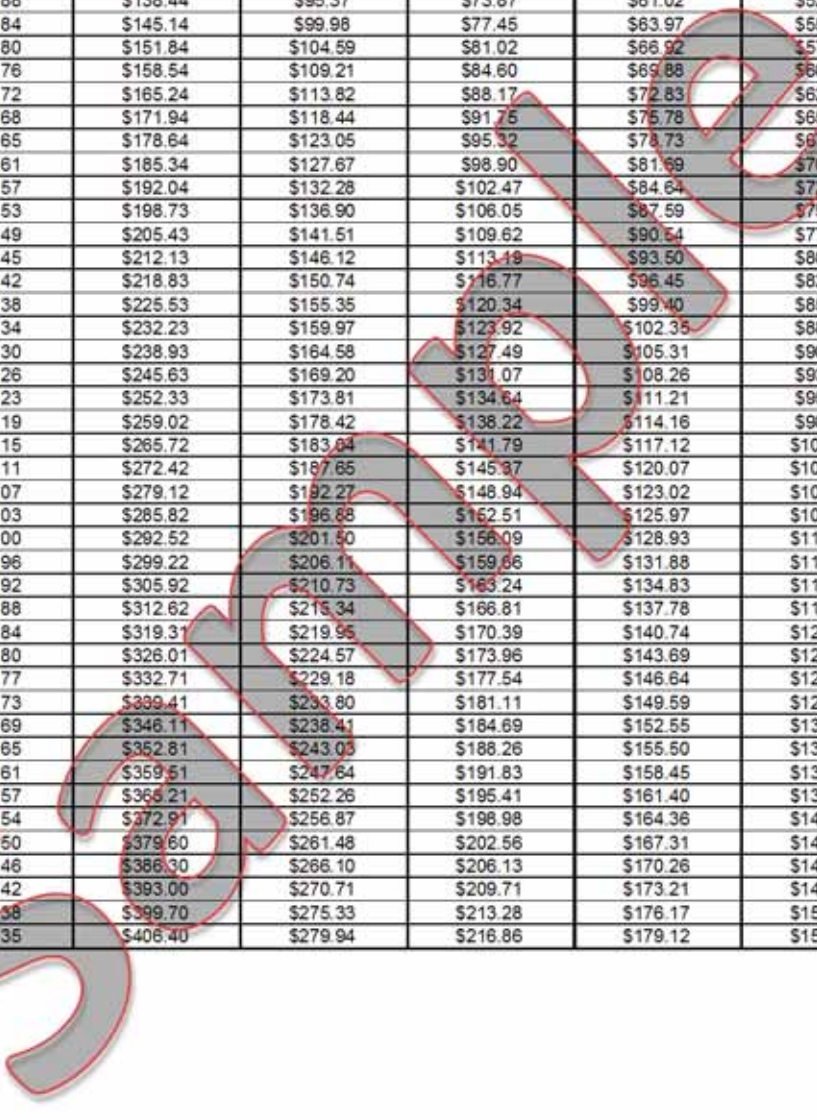
Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$422.46	\$213.73	\$109.40	\$74.65	\$57.29	\$46.89	\$39.97	\$35.04
\$ 2,650	\$447.81	\$226.56	\$115.96	\$79.13	\$60.73	\$49.71	\$42.37	\$37.14
\$ 2,800	\$473.15	\$239.38	\$122.53	\$83.60	\$64.17	\$52.52	\$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	\$112.28	\$91.91	\$78.35	\$68.68
\$ 5,050	\$853.37	\$431.74	\$220.99	\$150.79	\$115.73	\$94.72	\$80.75	\$70.78
\$ 5,200	\$878.71	\$444.56	\$227.55	\$155.27	\$119.16	\$97.54	\$83.14	\$72.89
\$ 5,350	\$904.06	\$457.39	\$234.11	\$159.74	\$122.60	\$100.35	\$85.54	\$74.99
\$ 5,500	\$929.41	\$470.21	\$240.68	\$164.22	\$126.04	\$103.16	\$87.94	\$77.09
\$ 5,650	\$954.76	\$483.04	\$247.24	\$168.70	\$129.48	\$105.98	\$90.34	\$79.19
\$ 5,800	\$980.10	\$495.86	\$253.81	\$173.18	\$132.91	\$108.79	\$92.74	\$81.30
\$ 5,950	\$1,005.45	\$508.68	\$260.37	\$177.66	\$136.35	\$111.60	\$95.14	\$83.40
\$ 6,100	\$1,030.80	\$521.51	\$266.93	\$182.14	\$139.79	\$114.42	\$97.53	\$85.50
\$ 6,250	\$1,056.15	\$534.33	\$273.50	\$186.62	\$143.23	\$117.23	\$99.93	\$87.60
\$ 6,400	\$1,081.49	\$547.15	\$280.06	\$191.10	\$146.66	\$120.04	\$102.33	\$89.71
\$ 6,550	\$1,106.84	\$559.98	\$286.62	\$195.58	\$150.10	\$122.86	\$104.73	\$91.81
\$ 6,700	\$1,132.19	\$572.80	\$293.19	\$200.05	\$153.54	\$125.67	\$107.13	\$93.91
\$ 6,850	\$1,157.54	\$585.63	\$299.75	\$204.53	\$156.98	\$128.48	\$109.53	\$96.01
\$ 7,000	\$1,182.88	\$598.45	\$306.32	\$209.01	\$160.41	\$131.30	\$111.92	\$98.12
\$ 7,150	\$1,208.23	\$611.27	\$312.88	\$213.49	\$163.85	\$134.11	\$114.32	\$100.22
\$ 7,300	\$1,233.58	\$624.10	\$319.44	\$217.97	\$167.29	\$136.93	\$116.72	\$102.32
\$ 7,450	\$1,258.93	\$636.92	\$326.01	\$222.45	\$170.73	\$139.74	\$119.12	\$104.42
\$ 7,600	\$1,284.27	\$649.75	\$332.57	\$226.93	\$174.16	\$142.55	\$121.52	\$106.53
\$ 7,750	\$1,309.62	\$662.57	\$339.14	\$231.41	\$177.60	\$145.37	\$123.92	\$108.63
\$ 7,900	\$1,334.97	\$675.39	\$345.70	\$235.88	\$181.04	\$148.18	\$126.31	\$110.73
\$ 8,050	\$1,360.32	\$688.22	\$352.26	\$240.36	\$184.48	\$150.99	\$128.71	\$112.83
\$ 8,200	\$1,385.66	\$701.04	\$358.83	\$244.84	\$187.91	\$153.81	\$131.11	\$114.94
\$ 8,350	\$1,411.01	\$713.87	\$365.39	\$249.32	\$191.35	\$156.62	\$133.51	\$117.04
\$ 8,500	\$1,436.36	\$726.69	\$371.96	\$253.80	\$194.79	\$159.43	\$135.91	\$119.14
\$ 8,650	\$1,461.71	\$739.51	\$378.52	\$258.28	\$198.23	\$162.25	\$138.31	\$121.24
\$ 8,800	\$1,487.05	\$752.34	\$385.08	\$262.76	\$201.66	\$165.06	\$140.71	\$123.35
\$ 8,950	\$1,512.40	\$765.16	\$391.65	\$267.24	\$205.10	\$167.87	\$143.10	\$125.45
\$ 9,100	\$1,537.75	\$777.99	\$398.21	\$271.71	\$208.54	\$170.69	\$145.50	\$127.55



Monthly Rate Calculator

Rate:

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	\$117.85	\$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	\$255.05	\$198.57	\$164.20	\$141.38	\$125.16
\$ 7,900	\$1,390.71	\$731.41	\$378.46	\$261.00	\$202.42	\$167.38	\$144.12	\$127.58
\$ 8,050	\$1,417.11	\$745.30	\$385.65	\$265.96	\$206.26	\$170.56	\$146.85	\$130.00
\$ 8,200	\$1,443.52	\$759.19	\$392.83	\$270.92	\$210.10	\$173.74	\$149.59	\$132.42
\$ 8,350	\$1,469.93	\$773.07	\$400.02	\$275.87	\$213.95	\$176.91	\$152.32	\$134.85
\$ 8,500	\$1,496.33	\$786.96	\$407.21	\$280.83	\$217.79	\$180.09	\$155.06	\$137.27
\$ 8,650	\$1,522.74	\$800.85	\$414.39	\$285.78	\$221.63	\$183.27	\$157.80	\$139.69
\$ 8,800	\$1,549.14	\$814.74	\$421.58	\$290.74	\$225.48	\$186.45	\$160.53	\$142.11
\$ 8,950	\$1,575.55	\$828.62	\$428.76	\$295.69	\$229.32	\$189.63	\$163.27	\$144.54
\$ 9,100	\$1,601.95	\$842.51	\$435.95	\$300.65	\$233.16	\$192.80	\$166.01	\$146.96

Monthly Rate Calculator - Same as Cash Tables

Rate: 8.00%

Amount to Finance	12 mos Same as Cash 6 Months Repay	12 mos Same as Cash 12 Months Repay	12 mos Same as Cash 24 Months Repay	12 mos Same as Cash 36 Months Repay	12 mos Same as Cash 48 Months Repay	12 mos Same as Cash 60 Months Repay	12 mos Same as Cash 72 Months Repay	12 mos Same as Cash 84 Months Repay
\$ 2,500	\$443.50	\$234.87	\$122.11	\$84.61	\$65.91	\$54.75	\$47.34	\$42.08
\$ 2,650	\$470.11	\$248.96	\$129.44	\$89.68	\$69.87	\$58.03	\$50.18	\$44.61
\$ 2,800	\$496.72	\$263.05	\$136.77	\$94.76	\$73.82	\$61.32	\$53.02	\$47.13
\$ 2,950	\$523.33	\$277.15	\$144.09	\$99.84	\$77.78	\$64.60	\$55.86	\$49.66
\$ 3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
\$ 3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71.17	\$61.54	\$54.71
\$ 3,400	\$603.16	\$319.42	\$166.07	\$115.07	\$89.64	\$74.45	\$64.38	\$57.23
\$ 3,550	\$629.77	\$333.51	\$173.40	\$120.14	\$93.60	\$77.74	\$67.22	\$59.76
\$ 3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	\$81.02	\$70.06	\$62.28
\$ 3,850	\$682.99	\$361.70	\$188.06	\$130.30	\$101.51	\$84.31	\$72.90	\$64.81
\$ 4,000	\$709.60	\$375.79	\$195.38	\$135.37	\$105.46	\$87.59	\$75.74	\$67.33
\$ 4,150	\$736.21	\$389.88	\$202.71	\$140.45	\$109.42	\$90.88	\$78.58	\$69.86
\$ 4,300	\$762.82	\$403.97	\$210.04	\$145.53	\$113.37	\$94.16	\$81.42	\$72.38
\$ 4,450	\$789.43	\$418.07	\$217.36	\$150.60	\$117.33	\$97.45	\$84.26	\$74.91
\$ 4,600	\$816.04	\$432.16	\$224.69	\$155.68	\$121.28	\$100.73	\$87.11	\$77.43
\$ 4,750	\$842.65	\$446.25	\$232.02	\$160.76	\$125.24	\$104.02	\$89.95	\$79.96
\$ 4,900	\$869.26	\$460.34	\$239.34	\$165.83	\$129.19	\$107.30	\$92.79	\$82.48
\$ 5,050	\$895.87	\$474.43	\$246.67	\$170.91	\$133.15	\$110.59	\$95.63	\$85.01
\$ 5,200	\$922.48	\$488.53	\$254.00	\$175.99	\$137.10	\$113.87	\$98.47	\$87.53
\$ 5,350	\$949.09	\$502.62	\$261.32	\$181.06	\$141.06	\$117.16	\$101.31	\$90.06
\$ 5,500	\$975.70	\$516.71	\$268.65	\$186.14	\$145.01	\$120.44	\$104.15	\$92.58
\$ 5,650	\$1,002.31	\$530.80	\$275.98	\$191.21	\$148.97	\$123.73	\$106.99	\$95.11
\$ 5,800	\$1,028.92	\$544.90	\$283.30	\$196.29	\$152.92	\$127.01	\$109.83	\$97.63
\$ 5,950	\$1,055.53	\$558.99	\$290.63	\$201.37	\$156.88	\$130.30	\$112.67	\$100.16
\$ 6,100	\$1,082.14	\$573.08	\$297.96	\$206.44	\$160.83	\$133.58	\$115.51	\$102.68
\$ 6,250	\$1,108.75	\$587.17	\$305.28	\$211.52	\$164.79	\$136.87	\$118.35	\$105.21
\$ 6,400	\$1,135.36	\$601.26	\$312.61	\$216.60	\$168.74	\$140.15	\$121.19	\$107.73
\$ 6,550	\$1,161.97	\$615.36	\$319.94	\$221.67	\$172.70	\$143.44	\$124.03	\$110.26
\$ 6,700	\$1,188.58	\$629.45	\$327.26	\$226.75	\$176.65	\$146.72	\$126.87	\$112.78
\$ 6,850	\$1,215.19	\$643.54	\$334.59	\$231.83	\$180.61	\$150.00	\$129.71	\$115.31
\$ 7,000	\$1,241.80	\$657.63	\$341.92	\$236.90	\$184.56	\$153.29	\$132.55	\$117.83
\$ 7,150	\$1,268.41	\$671.72	\$349.25	\$241.98	\$188.52	\$156.57	\$135.39	\$120.36
\$ 7,300	\$1,295.02	\$685.82	\$356.57	\$247.06	\$192.47	\$159.86	\$138.23	\$122.88
\$ 7,450	\$1,321.63	\$699.91	\$363.90	\$252.13	\$196.43	\$163.14	\$141.07	\$125.41
\$ 7,600	\$1,348.24	\$714.00	\$371.23	\$257.21	\$200.38	\$166.43	\$143.91	\$127.93
\$ 7,750	\$1,374.85	\$728.09	\$378.55	\$262.29	\$204.34	\$169.71	\$146.75	\$130.46
\$ 7,900	\$1,401.46	\$742.19	\$385.88	\$267.36	\$208.29	\$173.00	\$149.59	\$132.98
\$ 8,050	\$1,428.07	\$756.28	\$393.21	\$272.44	\$212.25	\$176.28	\$152.43	\$135.51
\$ 8,200	\$1,454.68	\$770.37	\$400.53	\$277.51	\$216.20	\$179.57	\$155.27	\$138.03
\$ 8,350	\$1,481.29	\$784.46	\$407.86	\$282.59	\$220.16	\$182.85	\$158.11	\$140.56
\$ 8,500	\$1,507.90	\$798.55	\$415.19	\$287.67	\$224.11	\$186.14	\$160.96	\$143.08
\$ 8,650	\$1,534.51	\$812.65	\$422.51	\$292.74	\$228.07	\$189.42	\$163.80	\$145.61
\$ 8,800	\$1,561.12	\$826.74	\$429.84	\$297.82	\$232.02	\$192.71	\$166.64	\$148.13
\$ 8,950	\$1,587.73	\$840.83	\$437.17	\$302.90	\$235.98	\$195.99	\$169.48	\$150.66
\$ 9,100	\$1,614.34	\$854.92	\$444.49	\$307.97	\$239.93	\$199.28	\$172.32	\$153.18

Monthly Rate Calculator - Same as Cash Tables

Rate: 9.00%

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

ENERGY SAVINGS



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

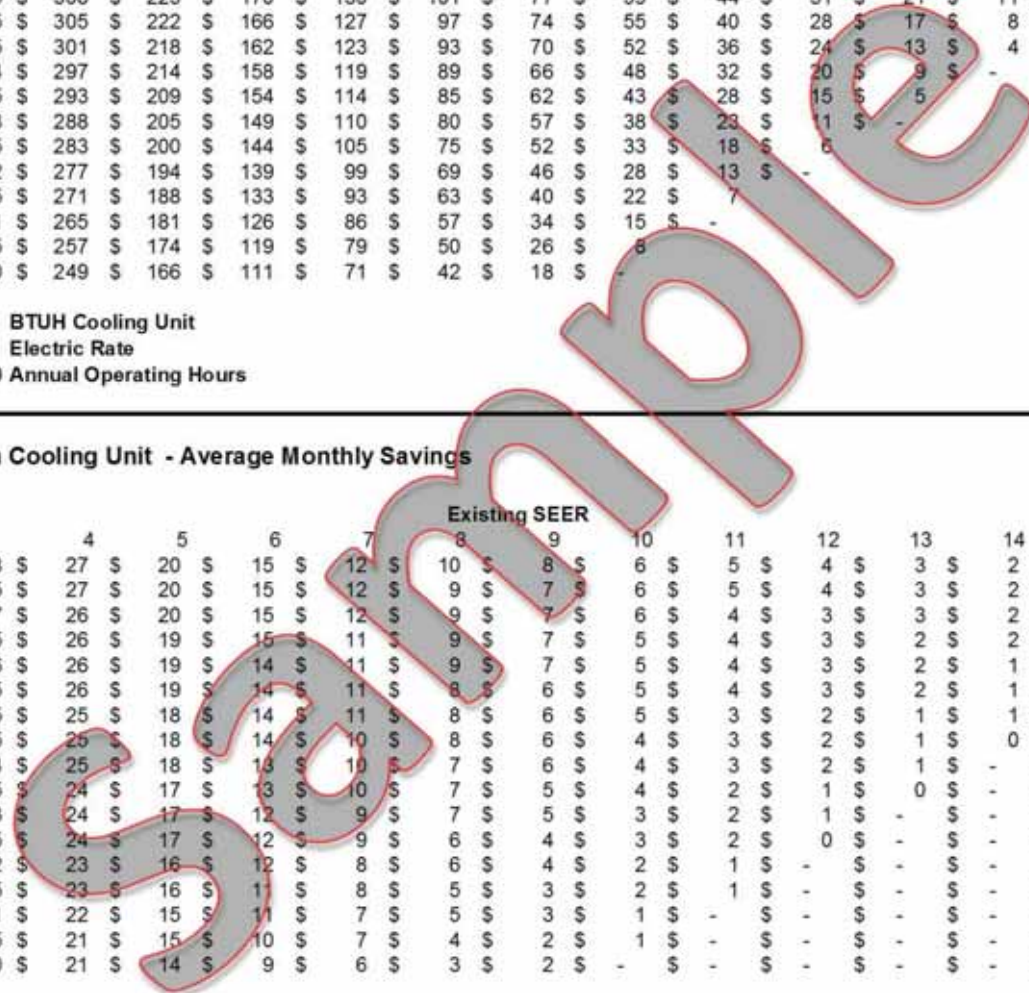
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 323	\$ 240	\$ 185	\$ 145	\$ 116	\$ 92	\$ 74	\$ 59	\$ 46	\$ 36	\$ 26	\$ 18		
17.5	\$ 321	\$ 238	\$ 182	\$ 143	\$ 113	\$ 90	\$ 71	\$ 56	\$ 44	\$ 33	\$ 24	\$ 16		
17	\$ 318	\$ 235	\$ 179	\$ 140	\$ 110	\$ 87	\$ 68	\$ 53	\$ 41	\$ 30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

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

1.5 Ton Cooling Unit - Average Monthly Savings

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

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



Estimated Energy Savings

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

2 Ton Cooling Unit - Annual Energy Savings

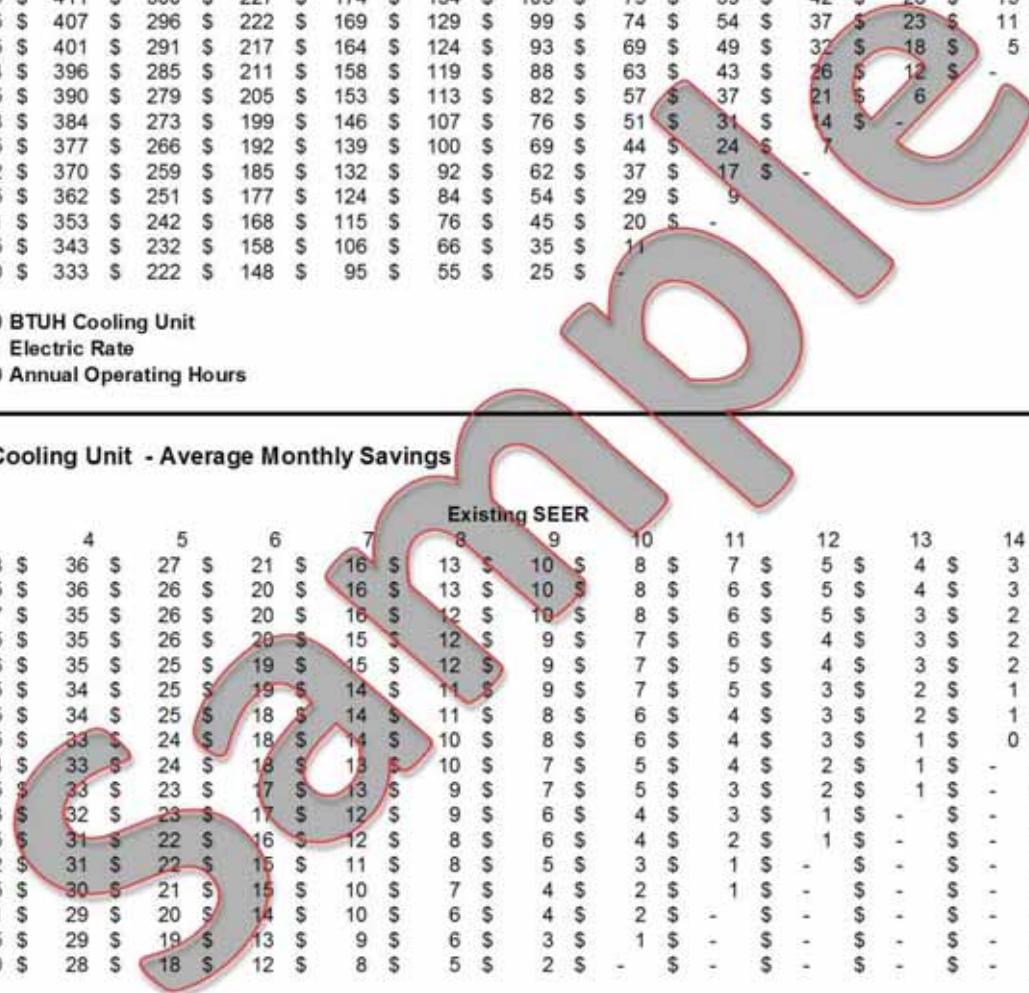
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 431	\$ 320	\$ 246	\$ 194	\$ 154	\$ 123	\$ 99	\$ 78	\$ 62	\$ 47	\$ 35	\$ 25		
17.5	\$ 428	\$ 317	\$ 243	\$ 190	\$ 150	\$ 120	\$ 95	\$ 75	\$ 58	\$ 44	\$ 32	\$ 21		
17	\$ 424	\$ 313	\$ 239	\$ 186	\$ 147	\$ 116	\$ 91	\$ 71	\$ 54	\$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

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

2 Ton Cooling Unit - Average Monthly Savings

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

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

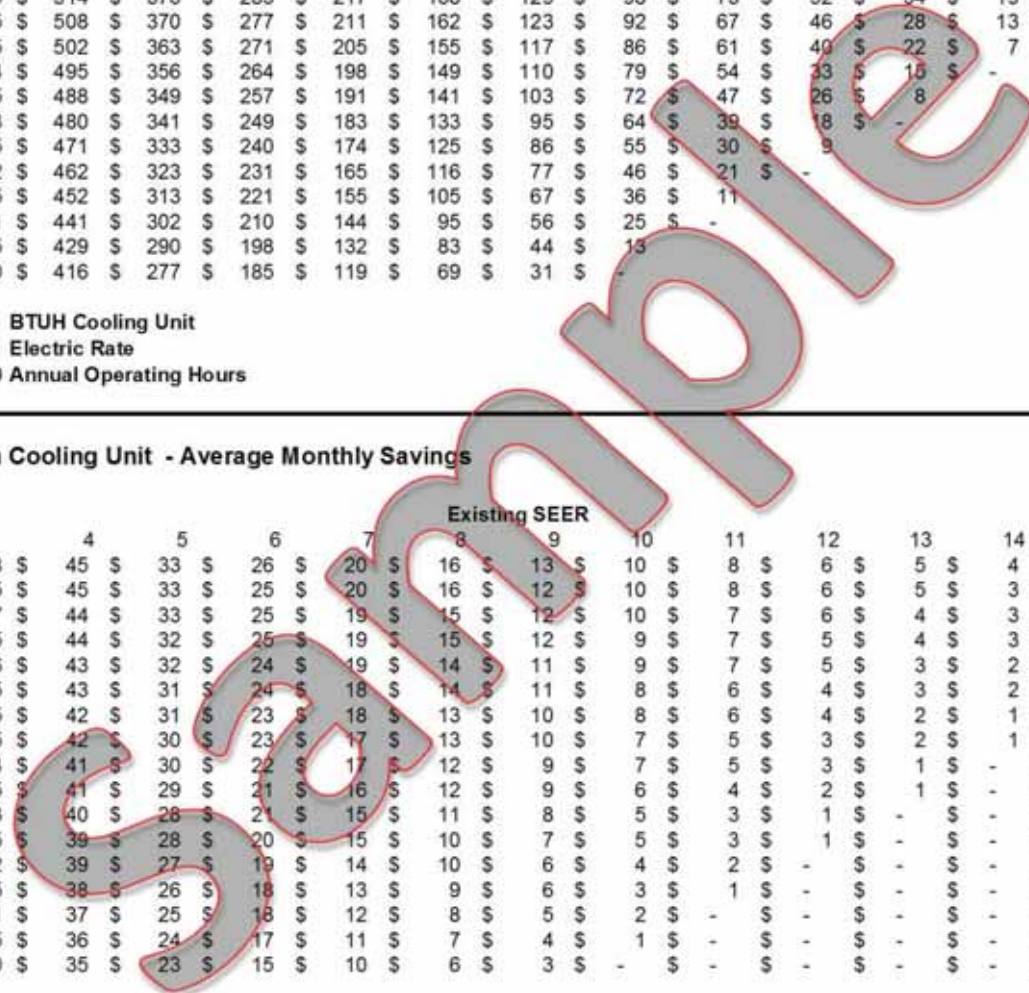
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 539	\$ 400	\$ 308	\$ 242	\$ 193	\$ 154	\$ 123	\$ 98	\$ 77	\$ 59	\$ 44	\$ 31		
17.5	\$ 535	\$ 396	\$ 304	\$ 238	\$ 188	\$ 150	\$ 119	\$ 94	\$ 73	\$ 55	\$ 40	\$ 26		
17	\$ 530	\$ 391	\$ 299	\$ 233	\$ 183	\$ 145	\$ 114	\$ 89	\$ 68	\$ 50	\$ 35	\$ 22		
16.5	\$ 525	\$ 386	\$ 294	\$ 228	\$ 179	\$ 140	\$ 109	\$ 84	\$ 63	\$ 45	\$ 30	\$ 17		
16	\$ 520	\$ 381	\$ 289	\$ 223	\$ 173	\$ 135	\$ 104	\$ 79	\$ 58	\$ 40	\$ 25	\$ 12		
15.5	\$ 514	\$ 376	\$ 283	\$ 217	\$ 168	\$ 129	\$ 98	\$ 73	\$ 52	\$ 34	\$ 19	\$ 6		
15	\$ 508	\$ 370	\$ 277	\$ 211	\$ 162	\$ 123	\$ 92	\$ 67	\$ 46	\$ 28	\$ 13	\$ -		
14.5	\$ 502	\$ 363	\$ 271	\$ 205	\$ 155	\$ 117	\$ 86	\$ 61	\$ 40	\$ 22	\$ 7	\$ -		
14	\$ 495	\$ 356	\$ 264	\$ 198	\$ 149	\$ 110	\$ 79	\$ 54	\$ 33	\$ 16	\$ -	\$ -		
13.5	\$ 488	\$ 349	\$ 257	\$ 191	\$ 141	\$ 103	\$ 72	\$ 47	\$ 26	\$ 8	\$ -	\$ -		
13	\$ 480	\$ 341	\$ 249	\$ 183	\$ 133	\$ 95	\$ 64	\$ 39	\$ 18	\$ -	\$ -	\$ -		
12.5	\$ 471	\$ 333	\$ 240	\$ 174	\$ 125	\$ 86	\$ 55	\$ 30	\$ 9	\$ -	\$ -	\$ -		
12	\$ 462	\$ 323	\$ 231	\$ 165	\$ 116	\$ 77	\$ 46	\$ 21	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 452	\$ 313	\$ 221	\$ 155	\$ 105	\$ 67	\$ 36	\$ 11	\$ -	\$ -	\$ -	\$ -		
11	\$ 441	\$ 302	\$ 210	\$ 144	\$ 95	\$ 56	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 429	\$ 290	\$ 198	\$ 132	\$ 83	\$ 44	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 416	\$ 277	\$ 185	\$ 119	\$ 69	\$ 31	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 45	\$ 33	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 3		
17.5	\$ 45	\$ 33	\$ 25	\$ 20	\$ 16	\$ 12	\$ 10	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
17	\$ 44	\$ 33	\$ 25	\$ 19	\$ 15	\$ 12	\$ 10	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2		
16.5	\$ 44	\$ 32	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 1		
16	\$ 43	\$ 32	\$ 24	\$ 19	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15.5	\$ 43	\$ 31	\$ 24	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0		
15	\$ 42	\$ 31	\$ 23	\$ 18	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14.5	\$ 42	\$ 30	\$ 23	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14	\$ 41	\$ 30	\$ 22	\$ 17	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 41	\$ 29	\$ 21	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 40	\$ 28	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 39	\$ 28	\$ 20	\$ 15	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 39	\$ 27	\$ 19	\$ 14	\$ 10	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 38	\$ 26	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 37	\$ 25	\$ 18	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 36	\$ 24	\$ 17	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 35	\$ 23	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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

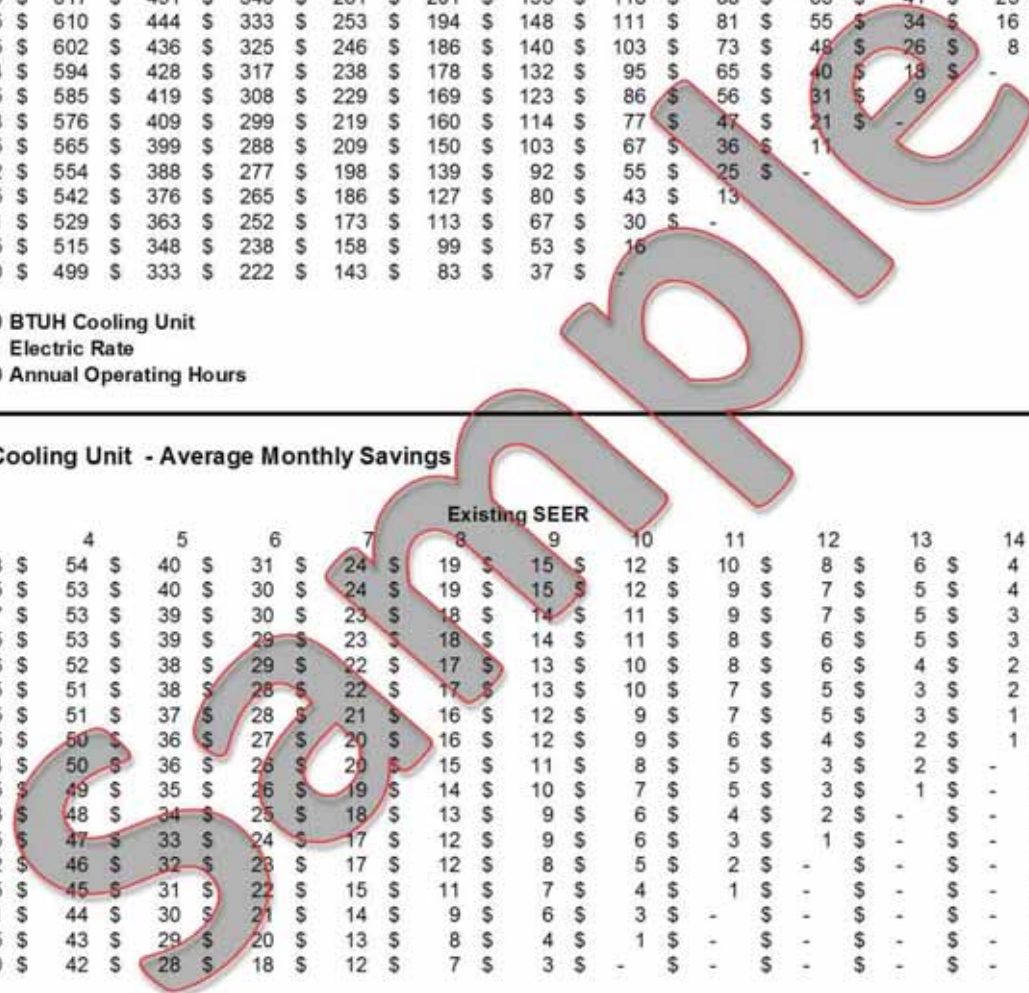
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 647	\$ 480	\$ 370	\$ 290	\$ 231	\$ 185	\$ 148	\$ 118	\$ 92	\$ 71	\$ 53	\$ 37		
17.5	\$ 642	\$ 475	\$ 364	\$ 285	\$ 226	\$ 180	\$ 143	\$ 112	\$ 87	\$ 66	\$ 48	\$ 32		
17	\$ 636	\$ 470	\$ 359	\$ 280	\$ 220	\$ 174	\$ 137	\$ 107	\$ 82	\$ 60	\$ 42	\$ 26		
16.5	\$ 630	\$ 464	\$ 353	\$ 274	\$ 214	\$ 168	\$ 131	\$ 101	\$ 76	\$ 54	\$ 36	\$ 20		
16	\$ 624	\$ 457	\$ 347	\$ 267	\$ 208	\$ 162	\$ 125	\$ 95	\$ 69	\$ 48	\$ 30	\$ 14		
15.5	\$ 617	\$ 451	\$ 340	\$ 261	\$ 201	\$ 155	\$ 118	\$ 88	\$ 63	\$ 41	\$ 23	\$ 7		
15	\$ 610	\$ 444	\$ 333	\$ 253	\$ 194	\$ 148	\$ 111	\$ 81	\$ 55	\$ 34	\$ 16	\$ -		
14.5	\$ 602	\$ 436	\$ 325	\$ 246	\$ 186	\$ 140	\$ 103	\$ 73	\$ 48	\$ 26	\$ 8	\$ -		
14	\$ 594	\$ 428	\$ 317	\$ 238	\$ 178	\$ 132	\$ 95	\$ 65	\$ 40	\$ 18	\$ -	\$ -		
13.5	\$ 585	\$ 419	\$ 308	\$ 229	\$ 169	\$ 123	\$ 86	\$ 56	\$ 31	\$ 9	\$ -	\$ -		
13	\$ 576	\$ 409	\$ 299	\$ 219	\$ 160	\$ 114	\$ 77	\$ 47	\$ 21	\$ -	\$ -	\$ -		
12.5	\$ 565	\$ 399	\$ 288	\$ 209	\$ 150	\$ 103	\$ 67	\$ 36	\$ 11	\$ -	\$ -	\$ -		
12	\$ 554	\$ 388	\$ 277	\$ 198	\$ 139	\$ 92	\$ 55	\$ 25	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 542	\$ 376	\$ 265	\$ 186	\$ 127	\$ 80	\$ 43	\$ 13	\$ -	\$ -	\$ -	\$ -		
11	\$ 529	\$ 363	\$ 252	\$ 173	\$ 113	\$ 67	\$ 30	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 515	\$ 348	\$ 238	\$ 158	\$ 99	\$ 53	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 499	\$ 333	\$ 222	\$ 143	\$ 83	\$ 37	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 54	\$ 40	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
17.5	\$ 53	\$ 40	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3		
17	\$ 53	\$ 39	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2		
16.5	\$ 53	\$ 39	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
16	\$ 52	\$ 38	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1		
15.5	\$ 51	\$ 38	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 51	\$ 37	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14.5	\$ 50	\$ 36	\$ 27	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 50	\$ 36	\$ 26	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -	\$ -		
13.5	\$ 49	\$ 35	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 48	\$ 34	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 47	\$ 33	\$ 24	\$ 17	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 46	\$ 32	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 45	\$ 31	\$ 22	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 44	\$ 30	\$ 21	\$ 14	\$ 9	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 43	\$ 29	\$ 20	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 42	\$ 28	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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

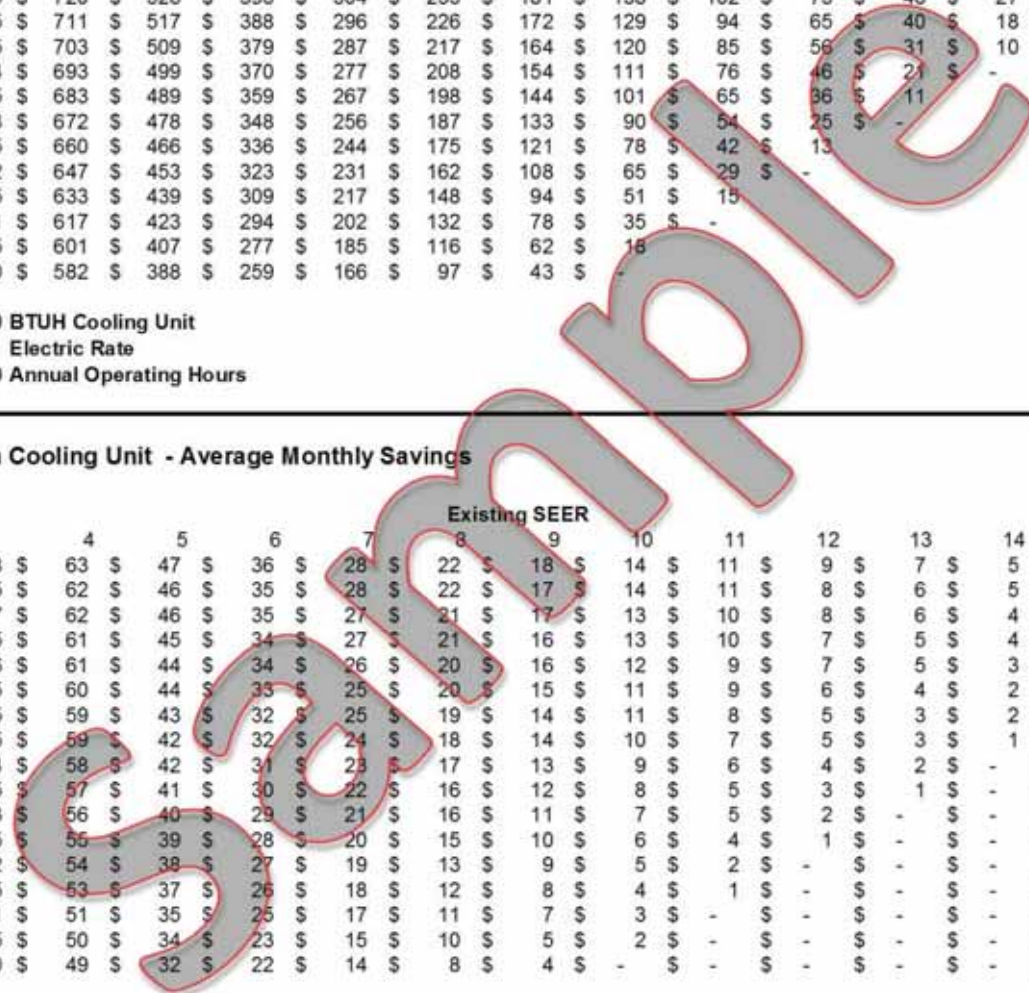
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 755	\$ 561	\$ 431	\$ 339	\$ 270	\$ 216	\$ 172	\$ 137	\$ 108	\$ 83	\$ 62	\$ 43		
17.5	\$ 748	\$ 554	\$ 425	\$ 333	\$ 263	\$ 209	\$ 166	\$ 131	\$ 102	\$ 77	\$ 55	\$ 37		
17	\$ 742	\$ 548	\$ 419	\$ 326	\$ 257	\$ 203	\$ 160	\$ 125	\$ 95	\$ 70	\$ 49	\$ 30		
16.5	\$ 735	\$ 541	\$ 412	\$ 319	\$ 250	\$ 196	\$ 153	\$ 118	\$ 88	\$ 63	\$ 42	\$ 24		
16	\$ 728	\$ 534	\$ 404	\$ 312	\$ 243	\$ 189	\$ 146	\$ 110	\$ 81	\$ 56	\$ 35	\$ 16		
15.5	\$ 720	\$ 526	\$ 396	\$ 304	\$ 235	\$ 181	\$ 138	\$ 102	\$ 73	\$ 48	\$ 27	\$ 8		
15	\$ 711	\$ 517	\$ 388	\$ 296	\$ 226	\$ 172	\$ 129	\$ 94	\$ 65	\$ 40	\$ 18	\$ -		
14.5	\$ 703	\$ 509	\$ 379	\$ 287	\$ 217	\$ 164	\$ 120	\$ 85	\$ 56	\$ 31	\$ 10	\$ -		
14	\$ 693	\$ 499	\$ 370	\$ 277	\$ 208	\$ 154	\$ 111	\$ 76	\$ 46	\$ 21	\$ -	\$ -		
13.5	\$ 683	\$ 489	\$ 359	\$ 267	\$ 198	\$ 144	\$ 101	\$ 65	\$ 36	\$ 11	\$ -	\$ -		
13	\$ 672	\$ 478	\$ 348	\$ 256	\$ 187	\$ 133	\$ 90	\$ 54	\$ 25	\$ -	\$ -	\$ -		
12.5	\$ 660	\$ 466	\$ 336	\$ 244	\$ 175	\$ 121	\$ 78	\$ 42	\$ 13	\$ -	\$ -	\$ -		
12	\$ 647	\$ 453	\$ 323	\$ 231	\$ 162	\$ 108	\$ 65	\$ 29	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 633	\$ 439	\$ 309	\$ 217	\$ 148	\$ 94	\$ 51	\$ 15	\$ -	\$ -	\$ -	\$ -		
11	\$ 617	\$ 423	\$ 294	\$ 202	\$ 132	\$ 78	\$ 35	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 601	\$ 407	\$ 277	\$ 185	\$ 116	\$ 62	\$ 18	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 582	\$ 388	\$ 259	\$ 166	\$ 97	\$ 43	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 63	\$ 47	\$ 36	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4		
17.5	\$ 62	\$ 46	\$ 35	\$ 28	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3		
17	\$ 62	\$ 46	\$ 35	\$ 27	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
16.5	\$ 61	\$ 45	\$ 34	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2		
16	\$ 61	\$ 44	\$ 34	\$ 26	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1		
15.5	\$ 60	\$ 44	\$ 33	\$ 25	\$ 20	\$ 15	\$ 11	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1		
15	\$ 59	\$ 43	\$ 32	\$ 25	\$ 19	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -		
14.5	\$ 59	\$ 42	\$ 32	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 58	\$ 42	\$ 31	\$ 23	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 57	\$ 41	\$ 30	\$ 22	\$ 16	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 56	\$ 40	\$ 29	\$ 21	\$ 16	\$ 11	\$ 7	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 55	\$ 39	\$ 28	\$ 20	\$ 15	\$ 10	\$ 6	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 54	\$ 38	\$ 27	\$ 19	\$ 13	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 53	\$ 37	\$ 26	\$ 18	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 51	\$ 35	\$ 25	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 50	\$ 34	\$ 23	\$ 15	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 49	\$ 32	\$ 22	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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

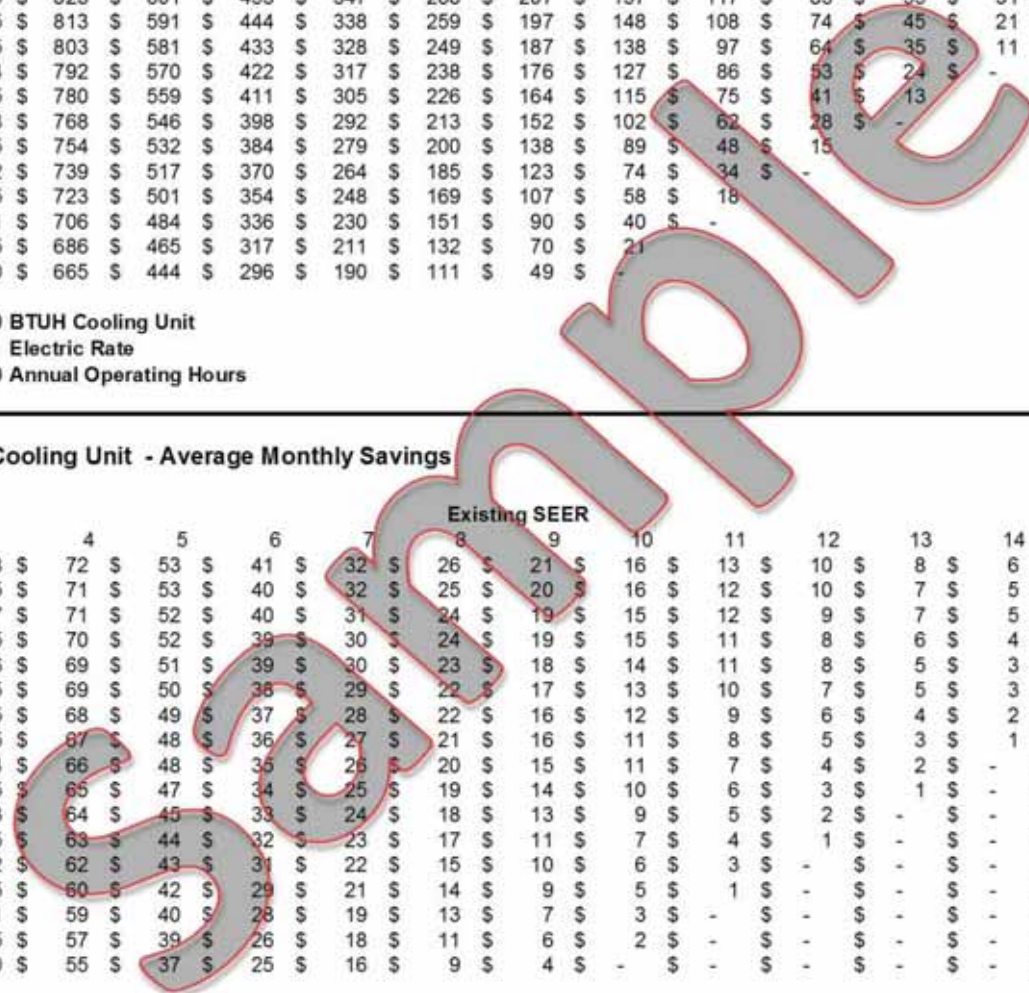
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 862	\$ 641	\$ 493	\$ 387	\$ 308	\$ 246	\$ 197	\$ 157	\$ 123	\$ 95	\$ 70	\$ 49		
17.5	\$ 855	\$ 634	\$ 486	\$ 380	\$ 301	\$ 239	\$ 190	\$ 150	\$ 116	\$ 88	\$ 63	\$ 42		
17	\$ 848	\$ 626	\$ 478	\$ 373	\$ 294	\$ 232	\$ 183	\$ 142	\$ 109	\$ 80	\$ 56	\$ 35		
16.5	\$ 840	\$ 618	\$ 470	\$ 365	\$ 286	\$ 224	\$ 175	\$ 134	\$ 101	\$ 72	\$ 48	\$ 27		
16	\$ 832	\$ 610	\$ 462	\$ 356	\$ 277	\$ 216	\$ 166	\$ 126	\$ 92	\$ 64	\$ 40	\$ 18		
15.5	\$ 823	\$ 601	\$ 453	\$ 347	\$ 268	\$ 207	\$ 157	\$ 117	\$ 83	\$ 55	\$ 31	\$ 10		
15	\$ 813	\$ 591	\$ 444	\$ 338	\$ 259	\$ 197	\$ 148	\$ 108	\$ 74	\$ 45	\$ 21	\$ -		
14.5	\$ 803	\$ 581	\$ 433	\$ 328	\$ 249	\$ 187	\$ 138	\$ 97	\$ 64	\$ 35	\$ 11	\$ -		
14	\$ 792	\$ 570	\$ 422	\$ 317	\$ 238	\$ 176	\$ 127	\$ 86	\$ 53	\$ 24	\$ -	\$ -		
13.5	\$ 780	\$ 559	\$ 411	\$ 305	\$ 226	\$ 164	\$ 115	\$ 75	\$ 41	\$ 13	\$ -	\$ -		
13	\$ 768	\$ 546	\$ 398	\$ 292	\$ 213	\$ 152	\$ 102	\$ 62	\$ 28	\$ -	\$ -	\$ -		
12.5	\$ 754	\$ 532	\$ 384	\$ 279	\$ 200	\$ 138	\$ 89	\$ 48	\$ 15	\$ -	\$ -	\$ -		
12	\$ 739	\$ 517	\$ 370	\$ 264	\$ 185	\$ 123	\$ 74	\$ 34	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 723	\$ 501	\$ 354	\$ 248	\$ 169	\$ 107	\$ 58	\$ 18	\$ -	\$ -	\$ -	\$ -		
11	\$ 706	\$ 484	\$ 336	\$ 230	\$ 151	\$ 90	\$ 40	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 686	\$ 465	\$ 317	\$ 211	\$ 132	\$ 70	\$ 21	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 665	\$ 444	\$ 296	\$ 190	\$ 111	\$ 49	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 72	\$ 53	\$ 41	\$ 32	\$ 26	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4		
17.5	\$ 71	\$ 53	\$ 40	\$ 32	\$ 25	\$ 20	\$ 16	\$ 12	\$ 10	\$ 7	\$ 5	\$ 4		
17	\$ 71	\$ 52	\$ 40	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3		
16.5	\$ 70	\$ 52	\$ 39	\$ 30	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2		
16	\$ 69	\$ 51	\$ 39	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2		
15.5	\$ 69	\$ 50	\$ 38	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15	\$ 68	\$ 49	\$ 37	\$ 28	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ -		
14.5	\$ 67	\$ 48	\$ 36	\$ 27	\$ 21	\$ 16	\$ 11	\$ 8	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 66	\$ 48	\$ 35	\$ 26	\$ 20	\$ 15	\$ 11	\$ 7	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 65	\$ 47	\$ 34	\$ 25	\$ 19	\$ 14	\$ 10	\$ 6	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 64	\$ 45	\$ 33	\$ 24	\$ 18	\$ 13	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 63	\$ 44	\$ 32	\$ 23	\$ 17	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 62	\$ 43	\$ 31	\$ 22	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 60	\$ 42	\$ 29	\$ 21	\$ 14	\$ 9	\$ 5	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 59	\$ 40	\$ 28	\$ 19	\$ 13	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 57	\$ 39	\$ 26	\$ 18	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 55	\$ 37	\$ 25	\$ 16	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Operating Hours



Estimated Energy Savings

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

5 Ton Cooling Unit - Annual Energy Savings

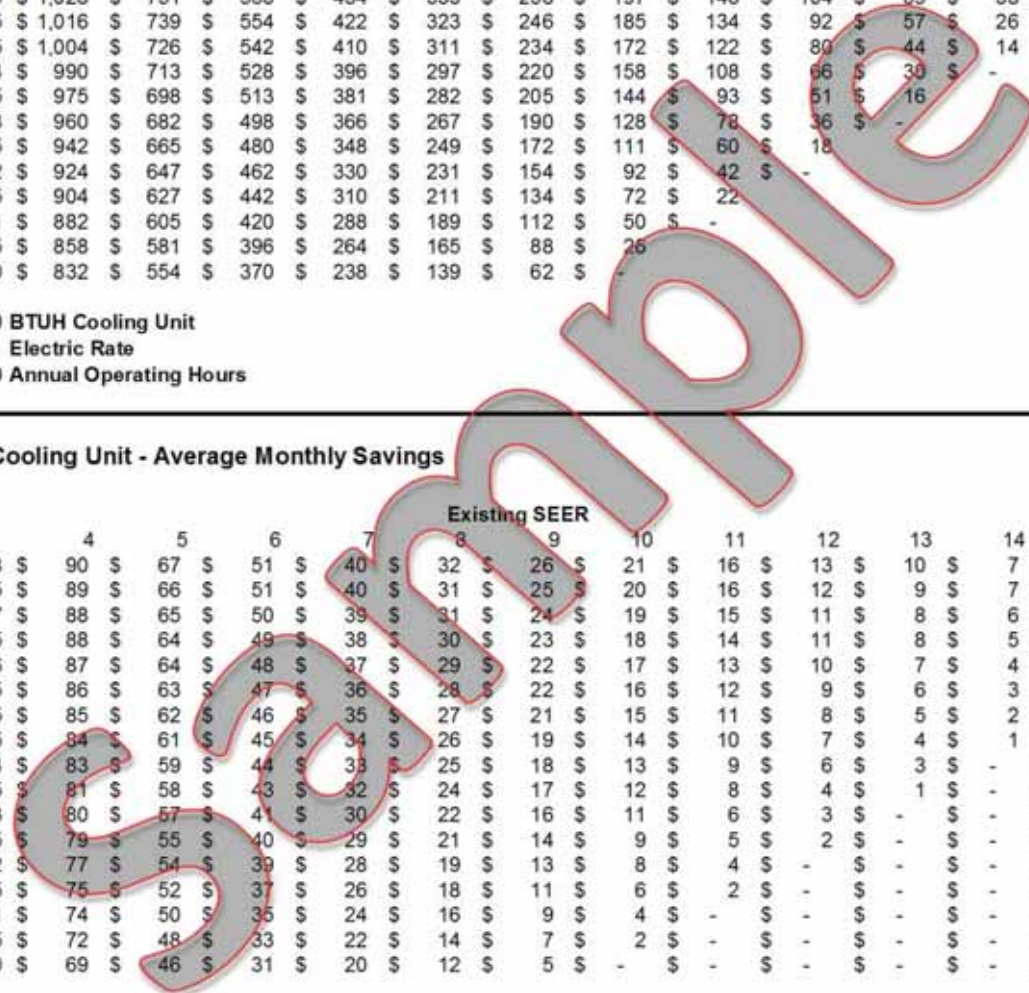
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,078	\$ 801	\$ 616	\$ 484	\$ 385	\$ 308	\$ 246	\$ 196	\$ 154	\$ 118	\$ 88	\$ 62		
17.5	\$ 1,069	\$ 792	\$ 607	\$ 475	\$ 376	\$ 299	\$ 238	\$ 187	\$ 145	\$ 110	\$ 79	\$ 53		
17	\$ 1,060	\$ 783	\$ 598	\$ 466	\$ 367	\$ 290	\$ 228	\$ 178	\$ 136	\$ 100	\$ 70	\$ 43		
16.5	\$ 1,050	\$ 773	\$ 588	\$ 456	\$ 357	\$ 280	\$ 218	\$ 168	\$ 126	\$ 90	\$ 60	\$ 34		
16	\$ 1,040	\$ 762	\$ 578	\$ 446	\$ 347	\$ 270	\$ 208	\$ 158	\$ 116	\$ 80	\$ 50	\$ 23		
15.5	\$ 1,028	\$ 751	\$ 566	\$ 434	\$ 335	\$ 258	\$ 197	\$ 146	\$ 104	\$ 69	\$ 38	\$ 12		
15	\$ 1,016	\$ 739	\$ 554	\$ 422	\$ 323	\$ 246	\$ 185	\$ 134	\$ 92	\$ 57	\$ 26	\$ -		
14.5	\$ 1,004	\$ 726	\$ 542	\$ 410	\$ 311	\$ 234	\$ 172	\$ 122	\$ 80	\$ 44	\$ 14	\$ -		
14	\$ 990	\$ 713	\$ 528	\$ 396	\$ 297	\$ 220	\$ 158	\$ 108	\$ 66	\$ 30	\$ -	\$ -		
13.5	\$ 975	\$ 698	\$ 513	\$ 381	\$ 282	\$ 205	\$ 144	\$ 93	\$ 51	\$ 16	\$ -	\$ -		
13	\$ 960	\$ 682	\$ 498	\$ 366	\$ 267	\$ 190	\$ 128	\$ 78	\$ 36	\$ -	\$ -	\$ -		
12.5	\$ 942	\$ 665	\$ 480	\$ 348	\$ 249	\$ 172	\$ 111	\$ 60	\$ 18	\$ -	\$ -	\$ -		
12	\$ 924	\$ 647	\$ 462	\$ 330	\$ 231	\$ 154	\$ 92	\$ 42	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 904	\$ 627	\$ 442	\$ 310	\$ 211	\$ 134	\$ 72	\$ 22	\$ -	\$ -	\$ -	\$ -		
11	\$ 882	\$ 605	\$ 420	\$ 288	\$ 189	\$ 112	\$ 50	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 858	\$ 581	\$ 396	\$ 264	\$ 165	\$ 88	\$ 26	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 832	\$ 554	\$ 370	\$ 238	\$ 139	\$ 62	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 90	\$ 67	\$ 51	\$ 40	\$ 32	\$ 26	\$ 21	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5		
17.5	\$ 89	\$ 66	\$ 51	\$ 40	\$ 31	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 4		
17	\$ 88	\$ 65	\$ 50	\$ 39	\$ 31	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4		
16.5	\$ 88	\$ 64	\$ 49	\$ 38	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3		
16	\$ 87	\$ 64	\$ 48	\$ 37	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 4	\$ 2		
15.5	\$ 86	\$ 63	\$ 47	\$ 36	\$ 28	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1		
15	\$ 85	\$ 62	\$ 46	\$ 35	\$ 27	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 2	\$ -		
14.5	\$ 84	\$ 61	\$ 45	\$ 34	\$ 26	\$ 19	\$ 14	\$ 10	\$ 7	\$ 4	\$ 1	\$ -		
14	\$ 83	\$ 59	\$ 44	\$ 33	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ -	\$ -		
13.5	\$ 81	\$ 58	\$ 43	\$ 32	\$ 24	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 80	\$ 57	\$ 41	\$ 30	\$ 22	\$ 16	\$ 11	\$ 6	\$ 3	\$ -	\$ -	\$ -		
12.5	\$ 79	\$ 55	\$ 40	\$ 29	\$ 21	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12	\$ 77	\$ 54	\$ 39	\$ 28	\$ 19	\$ 13	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 75	\$ 52	\$ 37	\$ 26	\$ 18	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 74	\$ 50	\$ 35	\$ 24	\$ 16	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 72	\$ 48	\$ 33	\$ 22	\$ 14	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 69	\$ 46	\$ 31	\$ 20	\$ 12	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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

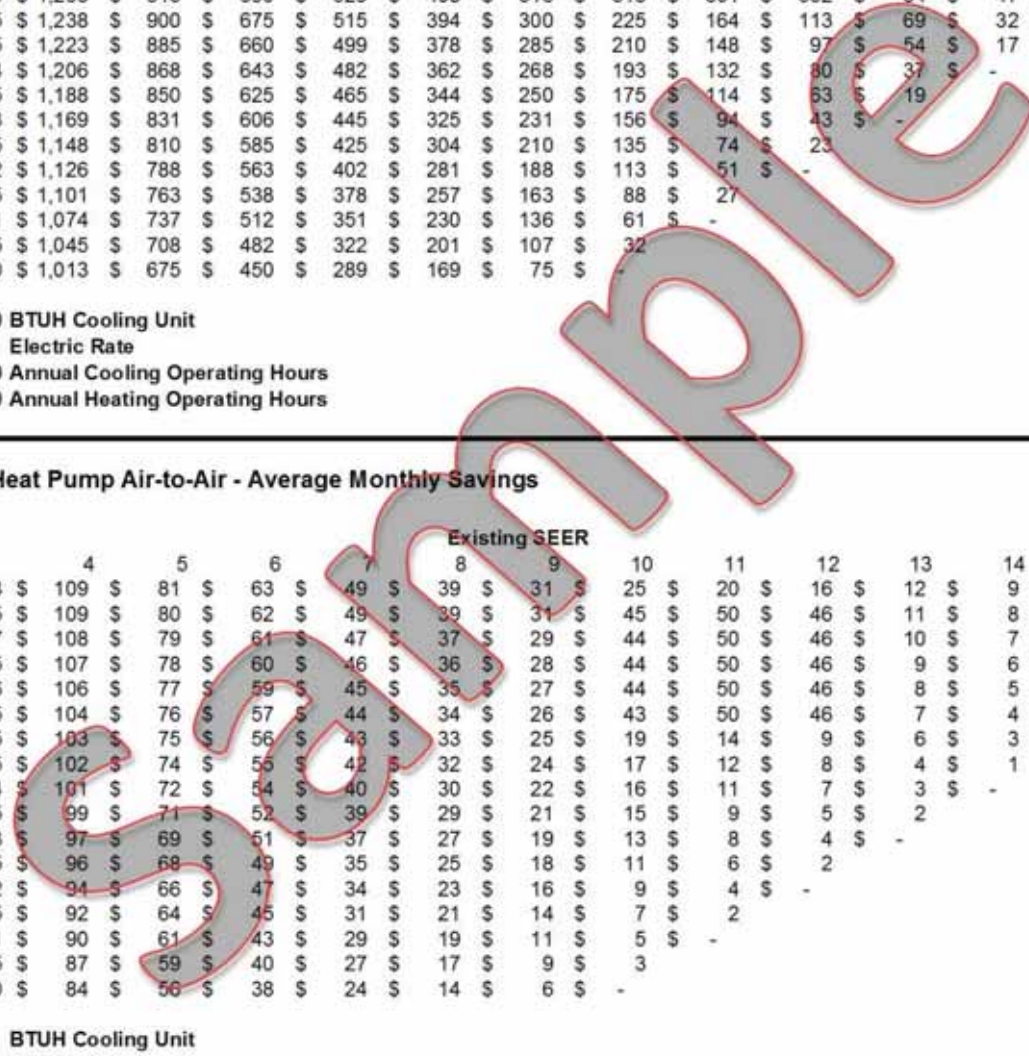
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,313	\$ 976	\$ 750	\$ 590	\$ 469	\$ 375	\$ 300	\$ 239	\$ 188	\$ 144	\$ 107	\$ 75	
17.5	\$ 1,310	\$ 965	\$ 747	\$ 586	\$ 465	\$ 372	\$ 536	\$ 601	\$ 552	\$ 134	\$ 96	\$ 64	
17	\$ 1,291	\$ 953	\$ 728	\$ 568	\$ 447	\$ 353	\$ 532	\$ 601	\$ 552	\$ 122	\$ 85	\$ 53	
16.5	\$ 1,279	\$ 941	\$ 716	\$ 555	\$ 435	\$ 341	\$ 528	\$ 601	\$ 552	\$ 110	\$ 73	\$ 41	
16	\$ 1,266	\$ 929	\$ 704	\$ 543	\$ 422	\$ 328	\$ 523	\$ 601	\$ 552	\$ 97	\$ 60	\$ 28	
15.5	\$ 1,253	\$ 915	\$ 690	\$ 529	\$ 408	\$ 315	\$ 518	\$ 601	\$ 552	\$ 84	\$ 47	\$ 15	
15	\$ 1,238	\$ 900	\$ 675	\$ 515	\$ 394	\$ 300	\$ 525	\$ 601	\$ 552	\$ 69	\$ 32	\$ -	
14.5	\$ 1,223	\$ 885	\$ 660	\$ 499	\$ 378	\$ 285	\$ 521	\$ 601	\$ 552	\$ 54	\$ 17	\$ -	
14	\$ 1,206	\$ 868	\$ 643	\$ 482	\$ 362	\$ 268	\$ 519	\$ 601	\$ 552	\$ 37	\$ -	\$ -	
13.5	\$ 1,188	\$ 850	\$ 625	\$ 465	\$ 344	\$ 250	\$ 517	\$ 601	\$ 552	\$ 19	\$ -	\$ -	
13	\$ 1,169	\$ 831	\$ 606	\$ 445	\$ 325	\$ 231	\$ 515	\$ 601	\$ 552	\$ 3	\$ -	\$ -	
12.5	\$ 1,148	\$ 810	\$ 585	\$ 425	\$ 304	\$ 210	\$ 513	\$ 601	\$ 552	\$ -	\$ -	\$ -	
12	\$ 1,126	\$ 788	\$ 563	\$ 402	\$ 281	\$ 188	\$ 511	\$ 601	\$ 552	\$ -	\$ -	\$ -	
11.5	\$ 1,101	\$ 763	\$ 538	\$ 378	\$ 257	\$ 163	\$ 508	\$ 601	\$ 552	\$ -	\$ -	\$ -	
11	\$ 1,074	\$ 737	\$ 512	\$ 351	\$ 230	\$ 136	\$ 506	\$ 601	\$ 552	\$ -	\$ -	\$ -	
10.5	\$ 1,045	\$ 708	\$ 482	\$ 322	\$ 201	\$ 107	\$ 504	\$ 601	\$ 552	\$ -	\$ -	\$ -	
10	\$ 1,013	\$ 675	\$ 450	\$ 289	\$ 169	\$ 75	\$ 502	\$ 601	\$ 552	\$ -	\$ -	\$ -	

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

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 109	\$ 81	\$ 63	\$ 49	\$ 39	\$ 31	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6	
17.5	\$ 109	\$ 80	\$ 62	\$ 49	\$ 39	\$ 31	\$ 45	\$ 50	\$ 46	\$ 11	\$ 8	\$ 5	
17	\$ 108	\$ 79	\$ 61	\$ 47	\$ 37	\$ 29	\$ 44	\$ 50	\$ 46	\$ 10	\$ 7	\$ 4	
16.5	\$ 107	\$ 78	\$ 60	\$ 46	\$ 36	\$ 28	\$ 44	\$ 50	\$ 46	\$ 9	\$ 6	\$ 3	
16	\$ 106	\$ 77	\$ 59	\$ 45	\$ 35	\$ 27	\$ 44	\$ 50	\$ 46	\$ 8	\$ 5	\$ 2	
15.5	\$ 104	\$ 76	\$ 57	\$ 44	\$ 34	\$ 26	\$ 43	\$ 50	\$ 46	\$ 7	\$ 4	\$ 1	
15	\$ 103	\$ 75	\$ 56	\$ 43	\$ 33	\$ 25	\$ 43	\$ 50	\$ 46	\$ 6	\$ 3	\$ -	
14.5	\$ 102	\$ 74	\$ 55	\$ 42	\$ 32	\$ 24	\$ 42	\$ 50	\$ 46	\$ 4	\$ 1	\$ -	
14	\$ 101	\$ 72	\$ 54	\$ 40	\$ 30	\$ 22	\$ 41	\$ 50	\$ 46	\$ 3	\$ -	\$ -	
13.5	\$ 99	\$ 71	\$ 52	\$ 39	\$ 29	\$ 21	\$ 40	\$ 50	\$ 46	\$ 2	\$ -	\$ -	
13	\$ 97	\$ 69	\$ 51	\$ 37	\$ 27	\$ 19	\$ 39	\$ 50	\$ 46	\$ -	\$ -	\$ -	
12.5	\$ 96	\$ 68	\$ 49	\$ 35	\$ 25	\$ 18	\$ 38	\$ 50	\$ 46	\$ 2	\$ -	\$ -	
12	\$ 94	\$ 66	\$ 47	\$ 34	\$ 23	\$ 16	\$ 37	\$ 50	\$ 46	\$ -	\$ -	\$ -	
11.5	\$ 92	\$ 64	\$ 45	\$ 31	\$ 21	\$ 14	\$ 36	\$ 50	\$ 46	\$ 2	\$ -	\$ -	
11	\$ 90	\$ 61	\$ 43	\$ 29	\$ 19	\$ 11	\$ 35	\$ 50	\$ 46	\$ -	\$ -	\$ -	
10.5	\$ 87	\$ 59	\$ 40	\$ 27	\$ 17	\$ 9	\$ 34	\$ 50	\$ 46	\$ -	\$ -	\$ -	
10	\$ 84	\$ 56	\$ 38	\$ 24	\$ 14	\$ 6	\$ 33	\$ 50	\$ 46	\$ -	\$ -	\$ -	

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

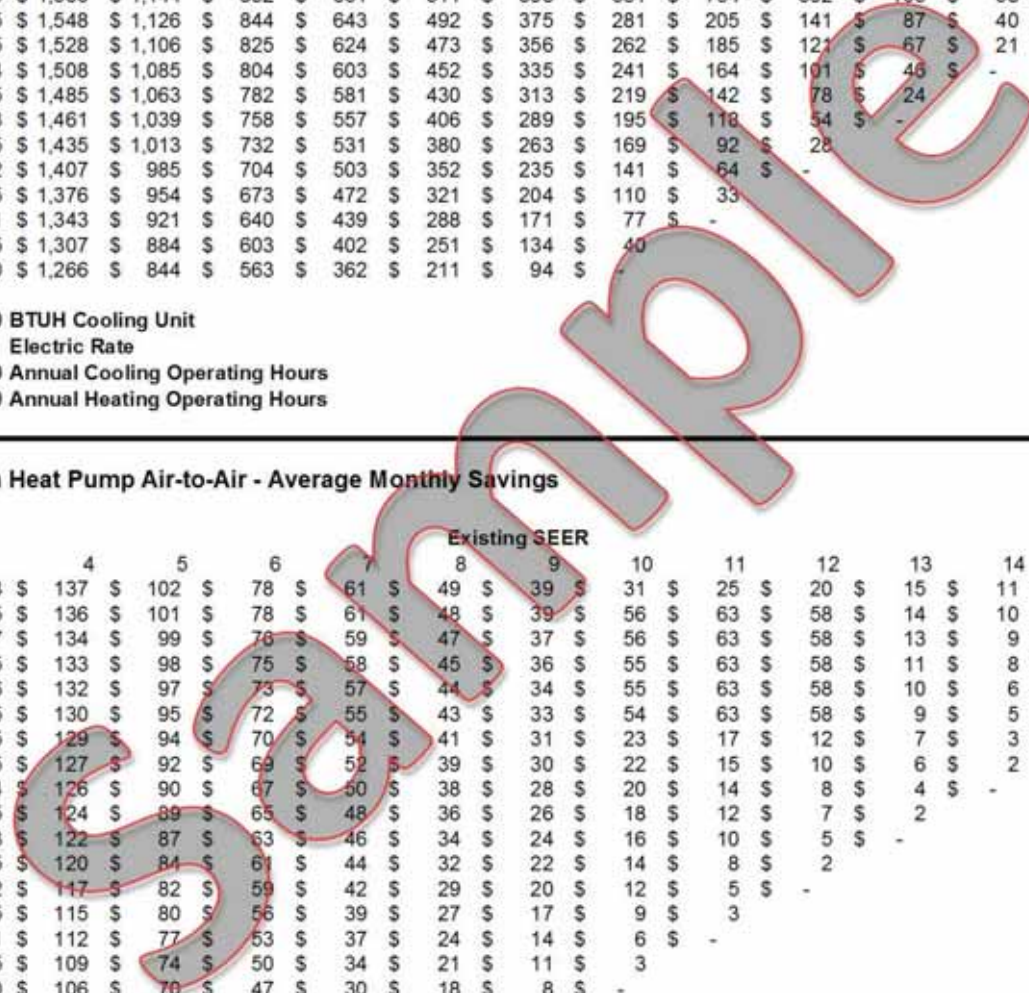
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,642	\$ 1,219	\$ 938	\$ 737	\$ 586	\$ 469	\$ 375	\$ 298	\$ 235	\$ 180	\$ 134	\$ 94		
17.5	\$ 1,637	\$ 1,206	\$ 934	\$ 733	\$ 582	\$ 465	\$ 374	\$ 297	\$ 234	\$ 179	\$ 133	\$ 93		
17	\$ 1,614	\$ 1,192	\$ 910	\$ 709	\$ 559	\$ 441	\$ 368	\$ 297	\$ 234	\$ 179	\$ 133	\$ 93		
16.5	\$ 1,599	\$ 1,177	\$ 895	\$ 694	\$ 544	\$ 426	\$ 363	\$ 297	\$ 234	\$ 179	\$ 133	\$ 93		
16	\$ 1,583	\$ 1,161	\$ 879	\$ 678	\$ 528	\$ 410	\$ 357	\$ 297	\$ 234	\$ 179	\$ 133	\$ 93		
15.5	\$ 1,566	\$ 1,144	\$ 862	\$ 661	\$ 511	\$ 393	\$ 351	\$ 297	\$ 234	\$ 179	\$ 133	\$ 93		
15	\$ 1,548	\$ 1,126	\$ 844	\$ 643	\$ 492	\$ 375	\$ 281	\$ 205	\$ 141	\$ 87	\$ 40	\$ -		
14.5	\$ 1,528	\$ 1,106	\$ 825	\$ 624	\$ 473	\$ 356	\$ 262	\$ 185	\$ 121	\$ 67	\$ 21	\$ -		
14	\$ 1,508	\$ 1,085	\$ 804	\$ 603	\$ 452	\$ 335	\$ 241	\$ 164	\$ 101	\$ 46	\$ -	\$ -		
13.5	\$ 1,485	\$ 1,063	\$ 782	\$ 581	\$ 430	\$ 313	\$ 219	\$ 142	\$ 78	\$ 24	\$ -	\$ -		
13	\$ 1,461	\$ 1,039	\$ 758	\$ 557	\$ 406	\$ 289	\$ 195	\$ 118	\$ 54	\$ -	\$ -	\$ -		
12.5	\$ 1,435	\$ 1,013	\$ 732	\$ 531	\$ 380	\$ 263	\$ 169	\$ 92	\$ 28	\$ -	\$ -	\$ -		
12	\$ 1,407	\$ 985	\$ 704	\$ 503	\$ 352	\$ 235	\$ 141	\$ 64	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,376	\$ 954	\$ 673	\$ 472	\$ 321	\$ 204	\$ 110	\$ 33	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,343	\$ 921	\$ 640	\$ 439	\$ 288	\$ 171	\$ 77	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,307	\$ 884	\$ 603	\$ 402	\$ 251	\$ 134	\$ 40	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,266	\$ 844	\$ 563	\$ 362	\$ 211	\$ 94	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 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	\$ 137	\$ 102	\$ 78	\$ 61	\$ 49	\$ 39	\$ 31	\$ 25	\$ 20	\$ 15	\$ 11	\$ 8		
17.5	\$ 136	\$ 101	\$ 78	\$ 61	\$ 48	\$ 39	\$ 31	\$ 25	\$ 20	\$ 15	\$ 10	\$ 7		
17	\$ 134	\$ 99	\$ 76	\$ 59	\$ 47	\$ 37	\$ 30	\$ 25	\$ 20	\$ 15	\$ 9	\$ 6		
16.5	\$ 133	\$ 98	\$ 75	\$ 58	\$ 45	\$ 36	\$ 30	\$ 25	\$ 20	\$ 15	\$ 8	\$ 4		
16	\$ 132	\$ 97	\$ 73	\$ 57	\$ 44	\$ 34	\$ 30	\$ 25	\$ 20	\$ 15	\$ 6	\$ 3		
15.5	\$ 130	\$ 95	\$ 72	\$ 55	\$ 43	\$ 33	\$ 30	\$ 25	\$ 20	\$ 15	\$ 5	\$ 2		
15	\$ 129	\$ 94	\$ 70	\$ 54	\$ 41	\$ 31	\$ 23	\$ 17	\$ 12	\$ 7	\$ 3	\$ -		
14.5	\$ 127	\$ 92	\$ 69	\$ 52	\$ 39	\$ 30	\$ 22	\$ 15	\$ 10	\$ 6	\$ 2	\$ -		
14	\$ 126	\$ 90	\$ 67	\$ 50	\$ 38	\$ 28	\$ 20	\$ 14	\$ 8	\$ 4	\$ -	\$ -		
13.5	\$ 124	\$ 89	\$ 65	\$ 48	\$ 36	\$ 26	\$ 18	\$ 12	\$ 7	\$ 2	\$ -	\$ -		
13	\$ 122	\$ 87	\$ 63	\$ 46	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	\$ -		
12.5	\$ 120	\$ 84	\$ 61	\$ 44	\$ 32	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	\$ -		
12	\$ 117	\$ 82	\$ 59	\$ 42	\$ 29	\$ 20	\$ 12	\$ 5	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 115	\$ 80	\$ 56	\$ 39	\$ 27	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 112	\$ 77	\$ 53	\$ 37	\$ 24	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 109	\$ 74	\$ 50	\$ 34	\$ 21	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 106	\$ 70	\$ 47	\$ 30	\$ 18	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours



Estimated Energy Savings

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

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113	
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 445	\$ 353	\$ 276	\$ 211	\$ 156	\$ 108	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 417	\$ 324	\$ 247	\$ 182	\$ 127	\$ 89	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 399	\$ 306	\$ 229	\$ 164	\$ 109	\$ 71	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 381	\$ 288	\$ 211	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 363	\$ 270	\$ 193	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 169	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9	
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 29	\$ 22	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 28	\$ 22	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 27	\$ 21	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 32	\$ 25	\$ 20	\$ 10	\$ 6	\$ 2	
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -	
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -	
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -	
13	\$ 148	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -	
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -	
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

36,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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

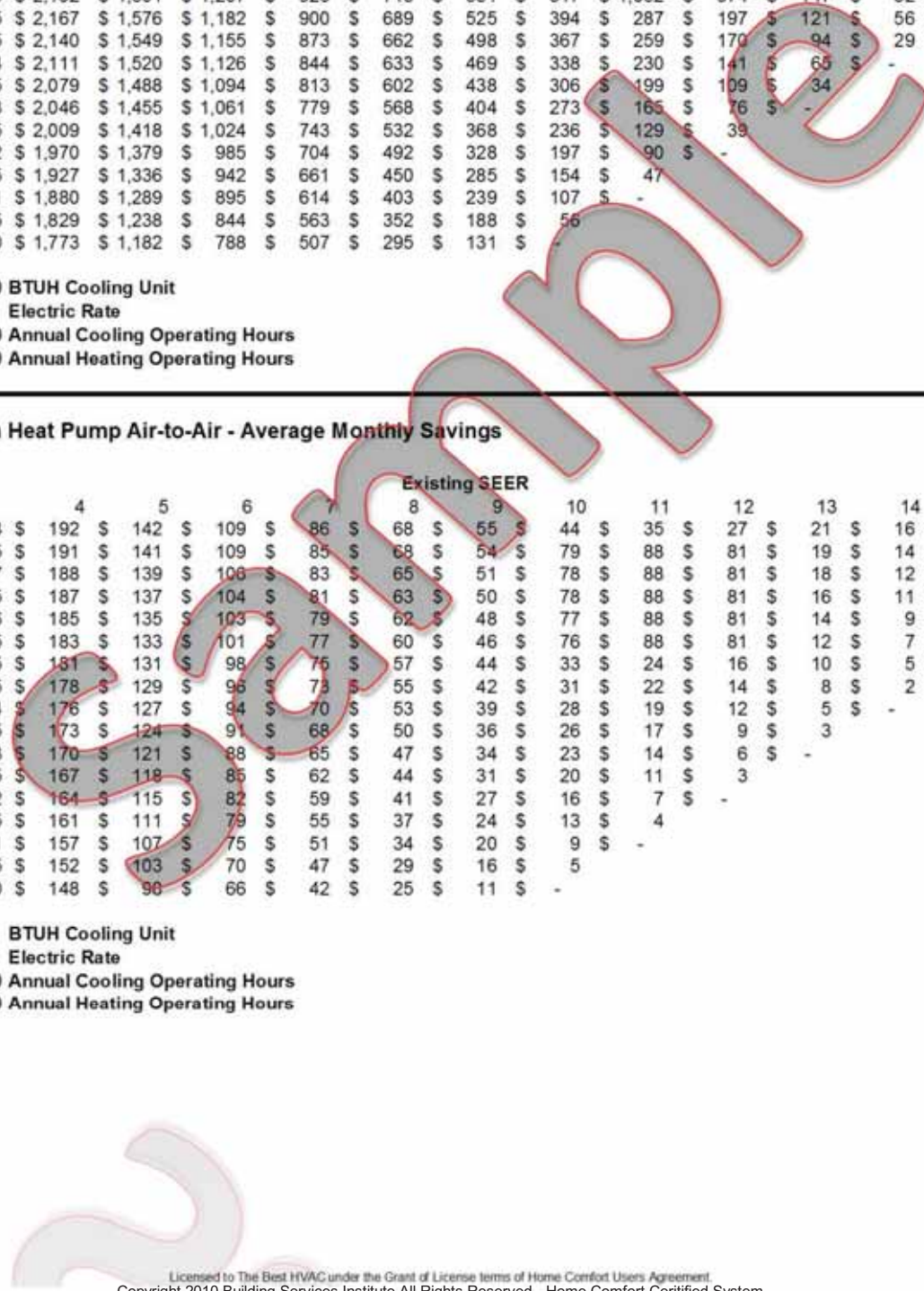
New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 2,298	\$ 1,707	\$ 1,313	\$ 1,032	\$ 821	\$ 657	\$ 525	\$ 418	\$ 328	\$ 253	\$ 188	\$ 131		
17.5	\$ 2,292	\$ 1,688	\$ 1,307	\$ 1,026	\$ 815	\$ 650	\$ 948	\$ 1,062	\$ 974	\$ 234	\$ 169	\$ 113		
17	\$ 2,259	\$ 1,669	\$ 1,275	\$ 993	\$ 782	\$ 618	\$ 941	\$ 1,062	\$ 974	\$ 214	\$ 149	\$ 93		
16.5	\$ 2,238	\$ 1,647	\$ 1,254	\$ 972	\$ 761	\$ 597	\$ 933	\$ 1,062	\$ 974	\$ 193	\$ 128	\$ 72		
16	\$ 2,216	\$ 1,625	\$ 1,231	\$ 950	\$ 739	\$ 575	\$ 926	\$ 1,062	\$ 974	\$ 170	\$ 106	\$ 49		
15.5	\$ 2,192	\$ 1,601	\$ 1,207	\$ 926	\$ 715	\$ 551	\$ 917	\$ 1,062	\$ 974	\$ 147	\$ 82	\$ 25		
15	\$ 2,167	\$ 1,576	\$ 1,182	\$ 900	\$ 689	\$ 525	\$ 394	\$ 287	\$ 197	\$ 121	\$ 56	\$ -		
14.5	\$ 2,140	\$ 1,549	\$ 1,155	\$ 873	\$ 662	\$ 498	\$ 367	\$ 259	\$ 170	\$ 94	\$ 29			
14	\$ 2,111	\$ 1,520	\$ 1,126	\$ 844	\$ 633	\$ 469	\$ 338	\$ 230	\$ 141	\$ 65	\$ -			
13.5	\$ 2,079	\$ 1,488	\$ 1,094	\$ 813	\$ 602	\$ 438	\$ 306	\$ 199	\$ 109	\$ 34	\$ -			
13	\$ 2,046	\$ 1,455	\$ 1,061	\$ 779	\$ 568	\$ 404	\$ 273	\$ 165	\$ 76	\$ -	\$ -			
12.5	\$ 2,009	\$ 1,418	\$ 1,024	\$ 743	\$ 532	\$ 368	\$ 236	\$ 129	\$ 39	\$ -	\$ -			
12	\$ 1,970	\$ 1,379	\$ 985	\$ 704	\$ 492	\$ 328	\$ 197	\$ 90	\$ -	\$ -	\$ -			
11.5	\$ 1,927	\$ 1,336	\$ 942	\$ 661	\$ 450	\$ 285	\$ 154	\$ 47	\$ -	\$ -	\$ -			
11	\$ 1,880	\$ 1,289	\$ 895	\$ 614	\$ 403	\$ 239	\$ 107	\$ -	\$ -	\$ -	\$ -			
10.5	\$ 1,829	\$ 1,238	\$ 844	\$ 563	\$ 352	\$ 188	\$ 56	\$ -	\$ -	\$ -	\$ -			
10	\$ 1,773	\$ 1,182	\$ 788	\$ 507	\$ 295	\$ 131	\$ -	\$ -	\$ -	\$ -	\$ -			

42000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

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

#REF! BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours



Estimated Energy Savings

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

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

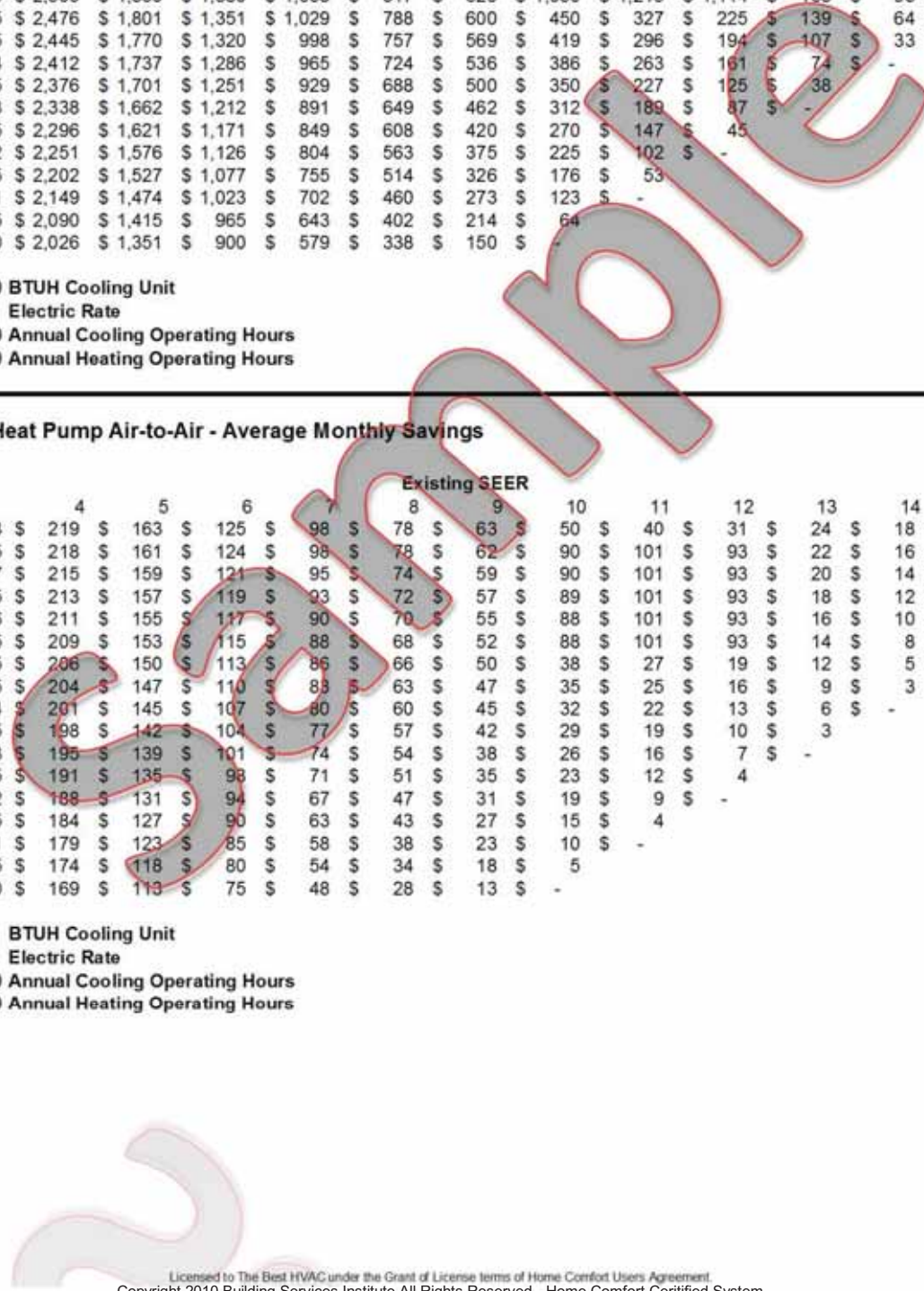
New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 2,626	\$ 1,951	\$ 1,501	\$ 1,179	\$ 938	\$ 750	\$ 600	\$ 478	\$ 375	\$ 289	\$ 214	\$ 150	
17.5	\$ 2,619	\$ 1,930	\$ 1,494	\$ 1,172	\$ 931	\$ 743	\$ 1,085	\$ 1,215	\$ 1,114	\$ 267	\$ 193	\$ 129	
17	\$ 2,582	\$ 1,907	\$ 1,457	\$ 1,135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

48000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 219	\$ 163	\$ 125	\$ 98	\$ 78	\$ 63	\$ 50	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13	
17.5	\$ 218	\$ 161	\$ 124	\$ 96	\$ 78	\$ 62	\$ 90	\$ 101	\$ 93	\$ 22	\$ 16	\$ 11	
17	\$ 215	\$ 159	\$ 121	\$ 95	\$ 74	\$ 59	\$ 90	\$ 101	\$ 93	\$ 20	\$ 14	\$ 9	
16.5	\$ 213	\$ 157	\$ 119	\$ 93	\$ 72	\$ 57	\$ 89	\$ 101	\$ 93	\$ 18	\$ 12	\$ 7	
16	\$ 211	\$ 155	\$ 117	\$ 90	\$ 70	\$ 55	\$ 88	\$ 101	\$ 93	\$ 16	\$ 10	\$ 5	
15.5	\$ 209	\$ 153	\$ 115	\$ 88	\$ 68	\$ 52	\$ 88	\$ 101	\$ 93	\$ 14	\$ 8	\$ 2	
15	\$ 206	\$ 150	\$ 113	\$ 86	\$ 66	\$ 50	\$ 38	\$ 27	\$ 19	\$ 12	\$ 5	\$ -	
14.5	\$ 204	\$ 147	\$ 110	\$ 83	\$ 63	\$ 47	\$ 35	\$ 25	\$ 16	\$ 9	\$ 3		
14	\$ 201	\$ 145	\$ 107	\$ 80	\$ 60	\$ 45	\$ 32	\$ 22	\$ 13	\$ 6	\$ -		
13.5	\$ 198	\$ 142	\$ 104	\$ 77	\$ 57	\$ 42	\$ 29	\$ 19	\$ 10	\$ 3	\$ -		
13	\$ 195	\$ 139	\$ 101	\$ 74	\$ 54	\$ 38	\$ 26	\$ 16	\$ 7	\$ -	\$ -		
12.5	\$ 191	\$ 135	\$ 98	\$ 71	\$ 51	\$ 35	\$ 23	\$ 12	\$ 4	\$ -	\$ -		
12	\$ 188	\$ 131	\$ 94	\$ 67	\$ 47	\$ 31	\$ 19	\$ 9	\$ -	\$ -	\$ -		
11.5	\$ 184	\$ 127	\$ 90	\$ 63	\$ 43	\$ 27	\$ 15	\$ 4	\$ -	\$ -	\$ -		
11	\$ 179	\$ 123	\$ 85	\$ 58	\$ 38	\$ 23	\$ 10	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 174	\$ 118	\$ 80	\$ 54	\$ 34	\$ 18	\$ 5	\$ -	\$ -	\$ -	\$ -		
10	\$ 169	\$ 113	\$ 75	\$ 48	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours



Estimated Energy Savings

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

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 3,283	\$ 2,439	\$ 1,876	\$ 1,474	\$ 1,173	\$ 938	\$ 750	\$ 597	\$ 469	\$ 361	\$ 268	\$ 188	
17.5	\$ 3,274	\$ 2,412	\$ 1,867	\$ 1,465	\$ 1,164	\$ 929	\$ 1,359	\$ 1,522	\$ 1,396	\$ 334	\$ 241	\$ 161	
17	\$ 3,228	\$ 2,384	\$ 1,821	\$ 1,419	\$ 1,117	\$ 883	\$ 1,349	\$ 1,522	\$ 1,396	\$ 306	\$ 213	\$ 132	
16.5	\$ 3,198	\$ 2,354	\$ 1,791	\$ 1,389	\$ 1,087	\$ 853	\$ 1,339	\$ 1,522	\$ 1,396	\$ 275	\$ 183	\$ 102	
16	\$ 3,166	\$ 2,322	\$ 1,759	\$ 1,357	\$ 1,055	\$ 821	\$ 1,328	\$ 1,522	\$ 1,396	\$ 244	\$ 151	\$ 70	
15.5	\$ 3,132	\$ 2,288	\$ 1,725	\$ 1,323	\$ 1,021	\$ 787	\$ 1,316	\$ 1,522	\$ 1,396	\$ 209	\$ 117	\$ 36	
15	\$ 3,095	\$ 2,251	\$ 1,688	\$ 1,286	\$ 985	\$ 750	\$ 563	\$ 409	\$ 281	\$ 173	\$ 80	\$ -	
14.5	\$ 3,057	\$ 2,212	\$ 1,650	\$ 1,248	\$ 946	\$ 712	\$ 524	\$ 370	\$ 243	\$ 134	\$ 42	\$ -	
14	\$ 3,015	\$ 2,171	\$ 1,608	\$ 1,206	\$ 905	\$ 670	\$ 482	\$ 329	\$ 201	\$ 93	\$ -	\$ -	
13.5	\$ 2,970	\$ 2,126	\$ 1,563	\$ 1,161	\$ 860	\$ 625	\$ 438	\$ 284	\$ 156	\$ 48	\$ -	\$ -	
13	\$ 2,922	\$ 2,078	\$ 1,515	\$ 1,113	\$ 812	\$ 577	\$ 390	\$ 236	\$ 108	\$ -	\$ -	\$ -	
12.5	\$ 2,870	\$ 2,026	\$ 1,463	\$ 1,061	\$ 760	\$ 525	\$ 338	\$ 184	\$ 56	\$ -	\$ -	\$ -	
12	\$ 2,814	\$ 1,970	\$ 1,407	\$ 1,005	\$ 704	\$ 469	\$ 281	\$ 128	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 2,753	\$ 1,909	\$ 1,346	\$ 944	\$ 642	\$ 408	\$ 220	\$ 67	\$ -	\$ -	\$ -	\$ -	
11	\$ 2,686	\$ 1,842	\$ 1,279	\$ 877	\$ 576	\$ 341	\$ 153	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 2,613	\$ 1,769	\$ 1,206	\$ 804	\$ 503	\$ 268	\$ 80	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 2,533	\$ 1,688	\$ 1,126	\$ 724	\$ 422	\$ 188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

60000 BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

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

#REF! BTUH Cooling Unit
\$ 0.084 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating 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

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	\$ 3,896	\$ 2,588	\$ 1,617	\$ -
85%	\$ 7,472	\$ 5,708	\$ 4,215	\$ 2,935	\$ 1,826	\$ 856	\$ -
80%	\$ 6,616	\$ 4,852	\$ 3,359	\$ 2,079	\$ 970	\$ -	\$ -

Monthly Energy Savings

New AFUE		Existing AFUE					
		55%	60%	65%	70%	75%	80%
95%	\$ 743	\$ 596	\$ 471	\$ 365	\$ 272	\$ 192	\$ 120
90%	\$ 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

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%	

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