Home Comfort Certification System®







The Best Heating & AC

Anywhere USA City, ST 00000 (000) 000-0000

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



Price Book Set Up Instructions

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

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 Setup/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:

- 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. 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.

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

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- 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

- The Home Comfort Flat Rate Price Book is provided "As Is" without warranty of any kind, either
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 Rate Price Book is with you, its authorized user. Building Services Institute Inc. and its licensors do
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- 3. YOUR EXCLUSIVE REMEDY AGAINST BUILDING SERVICES INSTITUTE, INC., INC. AND ITS LICENSORS, AND BUILDING SERVICES INSTITUTE, INC., INC.'S AND ITS LICENSOR'S ENTIRE LIABILITY, EVEN IN THE CASE OF FUNDAMENTAL BREACH, IS LIMITED TO REPLACEMENT OR RETURN OF THE HOME COMFORT FLAT RATE PRICE BOOK. IN NO EVENT WILL BUILDING SERVICES INSTITUTE, INC., INC. AND ITS LICENSORS BE LIABLE TO YOU, ITS AUTHORIZED USER, FOR ANY DAMAGES, INCLUDING ANY LOST PROFITS, LOST SAVINGS OR OTHER INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF THE USE OR INABILITY TO USE SUCH HOME COMFORT FLAT RATE PRICE BOOK EVEN IF BUILDING SERVICES INSTITUTE, INC., INC. HAS BEEN ADVISED OF THE POSSIBILTY OF SUCH DAMAGES, OR FOR ANY CLAIM BY ANY OTHER PARTY.

Article 4: General

- 1. Your use of this Home Comfort Flat Rate Price Book is acknowledgement that you have read this agreement, understand it and agree to be bound by its terms and conditions. You further agree that it is the complete and exclusive statement of the license agreement between us, which supersedes any proposal or prior License Agreement, oral or written, and any other communication between us relating to the subject matter of this License Agreement.
- 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 residentialcommercial 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, warrantees, and assurances.
- Our field management and equipment installation procedures enables us to take care of everything and assume responsibility for everything.
- We are an unbiased independent contractor not a manufacturer sponsored dealer.
- We minimize all personal risk from doing business with us through our delivery systems and our liability coverage.
- We Guard both your time and equipment replacement investment money.

The Home Comfort Certified System 7 Step Approach



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

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

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

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

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

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

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

Why we set the Standards of Performance

- 90% of all installations have problems resulting in unnecessary energy inefficiencies due to:
 - Too large or too small equipment sizing
 - Improper match between condenser and evaporator
 - Improper duct sizing or distribution
 - Improper duct insulation or sealing
 - Leaking or disconnected duct work or diffusers
 - Improper system balancing
 - Improper system charging and calibration

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

- 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

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:

- Our proven Home Use & Livability Survey data gathering techniques enable us to provide our customers with unconditional performance guarantees
- 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.

Installation:

 We will assign a installation team will take care of everything, manage everything, and be totally responsible for everything.

- 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.
- We verify and test all work completion to guarantee that all was installed to specification and to best industry standards.
- 8. Our in-depth operator training guarantees that you will maximize your investment.

Post Installation:

 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

NOTE: IMPORTANT INSTALLATION PRICE INFORMATION:

- 1. All installation prices based on gravity condensate drain.
- 2. All installation prices based on (1) wall penetration for piping and electrical lines to wall units.
- 3. Line Hide® used all installations to hide exposed exterior electrical and piping from outdoor unit to wall penetration based one on up to 8' riser.
- 4. Single zone installation based on wall unit directly other side of wall penetration.
- 5. Multi-room installations price based on piping/electrical from outdoor unit to wall units to be run in exposed ceiling/cellar open spaces.
- Power wiring is included and based on existing available electrical panel capacity as well run exposed on open ceiling from electrical panel to outdoor unit.

If needed, adjust customer installation investment on the *Investment Option Worksheet* for swapping MEZ indoor unit with SEZ ducted unit, or adding condensate drain pumps, additional wall penetrations, complex power wiring or electrical subcontract above average install, additional Line Hide, adjusting for



SINGLE ROOM COOLING ONLY

SYST	ЕМ	SEER	INDOOR UNIT	SIZE	INVESTMENT
	Slim MS/MU R410A Single Zone Ductless Min des Built-Right Reliability and Comfort Assurances*	i Split A	ir Conditioner		
\square	Complete comfort zone control	13	MSA09WA	9000	4,323
Ø	Easily accessible and long lasting washable filters	13	MSA12WA	12000	4,475
\square	Easy low cost installation	100			
	Whisper quiet operation			^	(0)
	Wireless remote controller		(
Ø	Non-NVERTER technology				
	Anti-allergy enzyme filter with Hybrid Catechin pre-filter				
\boxtimes	7-year compressor. 5-year on parts warranty				

Mr. Slim MSY/MSU R410A Single Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

		A	
\boxtimes	Complete comfort zone control	21	M
\square	Easily accessible and long lasting washable filters	20.5	MS
	Easy low cost installation	21	M
	Whisper quiet operation	19.2	M
\square	Wireless remote controller	17.5	M
21	INVERTER technology	16	N

M	Anti-allergy enzyme filter with	Hypri	d Catechin	pre-filte
	7-vear compressor, 5-vear o	parts	warranty	

21	MSYGE09NA	9000	4,589	Tax Credit
20.5	MSYGE12NA	12000	3,597	Tax Credit
21	MSYGE15NA	14000	5,237	Tax Credit
19.2	MSYCE18NA	17200	5,777	
17.5	MSYGA24NA	22000	6,438	
16	MSYD30NA	30700	7,622	
15.1	MSYD36NA	34600	8,931	

All System Include:

See products Energy Star® Compliant Tax Credit



New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip. to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrical/piping hidden in Line Hide Tubing





SINGLE ROOM HEAT PUMP

151	EM	SEER	INDOOR UNIT	SIZE BTU	INVESTMENT	
Mr. S	ilim MSZ/MUZ R410A Heat Pump Single Zone	Ductless I	Mini Split Air Cor	nditioner		
nclud	les Built-Right Reliability and Comfort Assurances*					
Ø	Two option available for h2i exceptional heating	21	MSZGE09NA	9000	4,998	Tax Credit
\square	Complete comfort zone control	26	MSZFE09NA	9000 h ² i	5,434	Tax Credit/h
	Easily accessible and long lasting washable filters	20.5	MSZGE12NA	12000	5,521	Tax Credit
	Easy low cost installation	23	MSZFE/12NA	12000 h ²	5,852	Tax Credit/h
	Whisper quiet operation	21	MSZGE15NA	14000	6,204	Tax Credit
	Wireless remote controller	19.2	MSZGE18NA	17200	6,472	
	INVERTER technology	17.5	MSZGE24NA	22000	7,064	
Ø	Anti-allergy enzyme filter with Hybrid Catechin pre-filter	14.5	MSZD30NA	30700	7,725	
8	7-year compressor. 5-year on parts warranty	14.5	MSZD36NA	33200	9,034	
ee n	roducts Energy Star [®] Compliant - Tax Credit		11	Min	SLIM	
	roducts Energy Star® Compliant - Tax Credit			Spiit-ducties	SUM.	
lew e		6	1	Spiit-ducties	SUM.	
lew e	quipment mounting pad	(Spiit-ducties	SUM. ss A/C and Heat Pumps	
lew e set ar	equipment mounting pad	(Spiir-ductles	SUM. ss A/C and Heat Pumps	
lew e Set ar New r	quipment mounting pad and level unit efrigerant line set	(Spill ducties	SUM. ss A/C and Heat Pumps	
lew e Set ar lew r lew c	equipment mounting pad and level unit sefrigerant line set condensate line	5		Spiit-ductler		
lew e Set ar New r New c New e	equipment mounting pad and level unit defrigerant line set condensate line described disconnect	5		Spill ducties	SUM, ss A/C and Heat Pumps	
lew e Set ar New r New c New e New p	equipment mounting pad and level unit defrigerant line set condensate line electrical disconnect cower wire equip. to disconnect			Spiir ducties		
lew e set ar lew r lew e lew p lew v	quipment mounting pad ad level unit efrigerant line set ondensate line electrical disconnect ower wire equip. to disconnect vireless remote controller			Spiit-ductler		
lew e Set ar New r New e New p New v	quipment mounting pad ad level unit efrigerant line set ondensate line electrical disconnect rower wire equip. to disconnect rireless remote controller fatched "A" co			Spiir ducties		

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MSZGE INDOOR SIZE SEER/HSPF SYSTEM COMBINATION BTU INVESTMENT

Mr. Slim MXZ2B20NA R410A Heat Pump 2 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

- ☑ Complete comfort zone control
- Easily accessible and long lasting washable filters
- ☑ Easy low cost installation
- ☑ Whisper quiet operation
- ☑ Wireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filter
- 7-year compressor. 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



Replace MSZ-GE09 /12 with Hyper-Heat hi MSZFE09 12 available

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Indoor Unit 15 = MSZGE15NA



Mr. Slim MXZ3B24NA R410A Heat Pump 3 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances

- ☑ Complete comfort zone control
- Easily accessible and long lasting washable (Iters
- ☑ Easy low cost installation
- Whisper quiet operation
- Mireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filt
- 7-year compressor. 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



9,996 Tax Credit 18/8.9 06+06+09 28400 10,146 Tax Credit 18/8.9 28400 06+06+12

Replace MSZ-GE09 /12 with Hyper-Heat hit MSZFE09/12 available

Indoor Unit 06 = MSZGE06NA

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Replacing Wall Mounted Indoor unit with a SEZ Ducted Indoor unit found on Investment Option Worksheet



See products Energy Star® Compliant - Tax Credit

New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip. to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrical/piping hidden in Line Hide Tubing





	MSZGE INDOOR	SIZE		
SYSTEM	COMBINATION	BTU	INVESTMENT	SEER/HSPF

Mr. Slim MXZ3B30NA Heat Pump 3 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

- ☑ Complete comfort zone control
- ☑ Easily accessible and long lasting washable filters
- ☑ Easy low cost installation
- Mhisper quiet operation
- ☑ Wireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filter
- 7-year compressor. 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



09+24	28400	10,063	16/10
12+15	28400	10,005	16/10
12+18	28400	10,052	16/10
15+15	28400	10,217	18/10
15+18	28408	10,264	16/10
18+18	28400	10,311	16/10
09+09+09	28400	10,825	16/10
09+09+012	28400	10,975	16/10
09+09+15	28400	11,218	16/10
09+09+18	28400	1,265	16/10

Replace MSZ-GE09 112 with Hyper-Health i MSZFE09/12 available

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Indoor Unit 15 = MSZGE15NA

Indoor Unit 18 = M5ZGE18NA

Indoor Unit 24 - MSZGE24NA

Replacing Wall Mounted Indoor unit with a SEZ Ducted Indoor unit found on Investment Option Workshield

See products Energy Star Compliant - Tax Credit

New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip, to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrical/piping hidden in Line Hide Tubing

Mr. SUM.



	MSZGE INDOOR	SIZE		
SYSTEM	COMBINATION	BTU	INVESTMENT	SEER/HSPF

Mr. Slim MXZ4B36NA Heat Pump 4 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

- ☑ Complete comfort zone control
- Easily accessible and long lasting washable filters
- ☑ Whisper quiet operation
- ☑ Wireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filter
- 7-year compressor, 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



9+9+24	36000	12,213	16/8.5
9+12+12	36000	11,852	16/8.5
9+12+15	36000	12,095	16/8.5
9+12+18	36000	12,142	16/8 5
9+15+15	38000	12,338	16/8.5
9+15+18	36000	12,385	16/8.5
12+12+12	36000	12,033	16/8.5
12+12+15	38000	12,245	16/8.5
12+12+18	36000	12,292	16/8.5
12+15+18	36000	12,535	16/8.5
9+9+9+9	38000	12,915	16/8.5
9+9+9+12	36000	13,065	16/8.5
9+9+9+15	36000	13,308	16/8.5
9+9+12+12	36000	13,215	16/8.5

Replace MSZ-GE09/12 with Hyper-Heat hill MSZFE09/12 available

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Indoor Unit 15 = MSZGE 15NA

Indoor Unit 18 = MSZGE18NA

Indoor Unit 24 = MSZGE24NA

Replacing Wall Mounted Indoor unit with a SEZ Ducted Indoor unit found on Investment Option Worksheet

See products Energy Star* Compliant - Tax Credit



New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip, to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrcial/piping hidden in Line Hide Tubing





SYSTEM	COMBINATION	BTU	INVESTMENT	SEER/HSPF
	MSZGE INDOOR	SIZE		

Mr. Slim MXZ8B48NA Heat Pump 8 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

Complete	a am fast	-	annival.

- ☑ Easily accessible and long lasting washable filters
- ☑ Easy low cost installation
- ☑ Whisper quiet operation
- ☑ Wireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filter
- 7-year compressor. 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



Indoor Unit 06 = MSZGE06NA

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Indoor Unit 15 = MSZGE15NA Indoor Unit 18 = MSZGE18NA

Indoor Unit 24 = MSZGE24NA

	0.0.12.10	40000	10,000	10/0.11
0	Replace MSZ-GE0	9 /12 with Hyper-H	leat h ² i MSZFE09	/12 available

1	18+24	42000	13,564	16/8.5
	24+24	48000	13,784	16/8.5
	6+12+24	42000	14,472	16/8.5
	6+15+24	45000	14.715	16/8.5
	6+18+24	48000	14,762	16/8.5
	9+9+24	42000	14,394	16/8.5
	9+15+18	42000	14,566	16/8.5
	9+18+18	45000	14,613	16/8.5
	12+12+18	42000	14,474	16/8.5
	12+12+24	48000	14,695	16/8.5
	12+15+18	45000	14,717	16/8.5
	12+18+18	48000	14,764	16/8.5
	15+15+15	45000	14,912	16/8.5
I	15+15+18	48000	14,959	16/8.5
Ī	6+9+9+24	48000	15,958	16/8.6
1	9+9+9+15	42000	15,763	16/8.7
1	9+9+9+18	45000	15,810	16/8.8
1	9+9+12+12	42000	15,671	16/8.9
1	9+9+12+15	45000	15,913	16/8.10
ľ	9+9+12+18	48000	15,960	16/8.11

Replacing Wall Mounted Indoor unit with a SEZ Ducted Indoor unit found on Investment Option Worksheet

See products Energy Star Compliant - Tax Credit



New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip. to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrcial/piping hidden in Line Hide Tubing





Mr. Slim MXZ8B48NA Heat Pump 8 Zone Ductless Mini Split Air Conditioner

Includes Built-Right Reliability and Comfort Assurances*

☑ Complete comfort zone control	
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- ☑ Easily accessible and long lasting washable filters
- ☑ Easy low cost installation
- ☑ Whisper quiet operation
- ☑ Wireless remote controller
- ☑ INVERTER technology
- Anti-allergy enzyme filter with Hybrid Catechin pre-filter
- ☑ 7-year compressor. 5-year on parts warranty

Optinal SEZ Ducted Indoor Unit



Indoor Unit 06 = MSZGE06NA

Indoor Unit 09 = MSZGE09NA

Indoor Unit 12 = MSZGE12NA

Indoor Unit 15 = MSZGE15NA

Indoor Unit 18 = MSZGE18NA

Indoor Unit 24 = MSZGE24NA

9+9+15+15	48000	17,832	16/8.5
9+12+12+12	45000	18,249	16/8.5
9+12+12+15	48000	17,514	16/8.5
12+12+12+12	48000	5,466	1678.5
9+9+9+9+9	45000	16,136	16/8.5
9+9+9+9+12	48000	17,264	16/8.5
6+6+6+6+24	48000	17,937	16/8.5
6+6+6+12+12	42000	18,176	16/8.5
6+6+6+12+15	45000	17,608	16/8.5
6+6+6+12+18	48000	17,488	16/8.5
6+6+9+9+15	45000	18,040	16/8.5
6+6+9+9+18	48000	18,088	16/8.5
6+6+9+9+9+9	48000	21,319	16/8.5
6+6+6+9+9+12	48000	19,909	16/8.5
6+6+6+6+12+12	48000	20,287	16/8.6
6+6+6+6+6+15	45000	19,541	16/8.7
6+6+6+6+6	48000	19,635	16/8.8
6+6+6+6+6+12	42000	19,087	16/8.9
6+6+6+6+6+6	42000	19,085	16/8.10
6+6+6+6+6+9	45000	19,985	16/8.11
6+6+6+6+6+6+6	48000	20,283	16/8.11

Replace MSZ-GE09 /12 with Hyper-Heat h2 MSZFE09/12 available

Replacing Wall Mounted Indoor unit with a SEZ Ducted Indoor unit found on Investment Option Worksheet

New equipment mounting pad

Set and level unit

New refrigerant line set

New condensate line

New electrical disconnect

New power wire equip. to disconnect

New wireless remote controller

New Matched "A" coil

New supply/return plenum transitions

Equipment start up and safety inspection

All exterior exposed electrcial/piping hidden in Line Hide Tubing





INVESTMENT OPTION WORKSHEE			
Customer Name:		Date:	l .
Equipment:		Option #1	Option #2
Air Conditioning SEER: HSPF:			
Anti-allergy enzyme filter M-Series A09/A12/A15/A17	\$66		
Anti-allergy enzyme filter M-Series A24	\$68		
Anti-allergy enzyme filter MSZ-FD09/12	\$66		
Platinum deoderizing filter MSZ-FD09/12	\$93		
Anti-allergy enzyme filter M-Series D30/36	\$66		
Three-pole power disconnect switch between indoor/outdoor	\$227		
Line set 1/4X3/8 65FT - MS 9/MSZ 9/12	\$532		
Line set 1/4X5/8 100FT - MS 9/MSZ 9/12	\$865		
Line set 1/4X1/2 65FT - MS 12/MSY15/18	\$579		
Line set 1/4X1/2 100FT - MS 12/MSY15/18	\$769		
Line set 3/8X5/8 10FT - MSY/Z D30/D36	\$338		
Line set 3/8X5/8 100FT - MS1/2 D30/D36	\$927		
Condensate pump mini 115V	\$326		
Condensate pump mini 230V	\$314		
Line Hide split line tube PVC 3 7/8" - 2 11/16" - 78 3/4"	\$115		
Line Hide simple wall cover/Inlet 4/3/16"	\$74		
Line Hide socket/coupling joins 2 pieces together	\$50		
Line Hide end socket can be reduced to accommodate line sets	\$57		
	\$72		
Line Hide 90 degree	\$60		
Miscellaneous unclassified 2-men labor LB0050	·		
Miscellaneous unclassified 2-man labor LB0100	\$106		
Miscellaneous unclassified 2-men labor LB0200	\$199		
Miscellaneous unclassified 2-men labor LB0400	\$383		
Miscellaneous unclassified 2 men labor LB0800	\$752		
Miscellaneous unclassified 2 men labor LB1600	\$1,491		
Miscellaneous unclassified parts/materials PM0050	\$117		
Miscellaneous unclassified parts/materials PM0100	\$220		
Miscellaneous unclassified parts/materials PM0200	\$426		
Miscellaneous unclassified parts/materials PM0300	\$631		
Miscellaneous unclassified parts/materials PM0400	\$837		
Miscellaneous unclassified parts/materials PM0500	\$1,043		
Replace wall mount MSZ-GE09NA with SEZ-KD09NA W/2 difusers, 2-10" flex runs up to 12', 1 fi			
Replace wall mount MSZ-GE12NA with SEZ-KD12NA W/2 difusers, 2-10" flex runs up to 12', 1 fi			
Replace wall mount MSZ-GE15NA with SEZ-KD15NA W/2 difusers, 2-10" flex runs up to 12', 1 fi	\$1,352		
Replace wall mount MSZ-GE18NA with SEZ-KD18NA W/2 difusers, 2-10" flex runs up to 12', 1 fi			
Replace wall mount MSZ-GE09NA with Hyperheat h ² i MSZFE09NA	\$262		
Replace wall mount MSZ-GE12NA with Hyperheat h ² i MSZFE12NA	\$269		
MFZ-KA09NA	\$1,370		
MFZ-KA12NA	\$1,329		
MFZ-KA18NA	\$1,517		
Electrical power wiring subcontract adder if higher than average built in price			
Tota	al Investment		
Monthly Finance Rate Calculator® Estima	ted Payment *		
·	/ Investment*		

^{*} Actual financed charges are projected and may be different from those shown

Monthly Finance Tables



Monthly Rate Calculator - Home Equity

Rate:

3.25%

	ount to	Q-0.00						70	
	nance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$	2,500	\$420.63	\$212.02	\$107.73	\$72.98	\$55.61	\$45.20	\$38.26	\$33.32
5	2,650	\$445.86	\$224.74	\$114.19	\$77.36	\$58.95	\$47.91	\$40.56	\$35.31
\$	2,800	\$471.10	\$237.46	\$120.66	\$81.74	\$62.29	\$50.62	\$42.86	\$37.31
\$	2,950	\$496,34	\$250.18	\$127.12	\$86.11	\$65.62	\$53.34	\$45.15	\$39.31
\$	3,100	\$521.58	\$262.90	\$133.58	\$90.49	\$68.96	\$56.05	\$47.45	\$41.31
\$	3,250	\$546.81	\$275.62	\$140.05	\$94.87	\$72.30	\$58.76	\$49.74	\$43.31
\$	3,400	\$572.05	\$288.35	\$146.51	\$99.25	\$75.63	\$61.47	\$52.04	\$45.31
\$	3,550	\$597.29	\$301.07	\$152.98	\$103.63	\$78.97	\$64/18	\$54.34	\$47.31
\$	3,700	\$622.53	\$313.79	\$159.44	\$108.01	\$82.31	\$66.98	\$56.63	\$49.31
\$	3,850	\$647.76	\$326.51	\$165.90	\$112.39	\$85.64	\$69.61	\$58.93	\$51.31
\$	4,000	\$673.00	\$339.23	\$172.37	\$116.77	\$88.98	\$72,32	\$61.22	\$53.31
\$	4,150	\$698.24	\$351.95	\$178.83	\$121.14	\$92.32	\$75.03	\$63.52	\$55.30
\$	4,300	\$723.48	\$364.67	\$185.30	\$125.52	\$95.65	377.74	\$65.81	\$57.30
\$	4,450	\$748.71	\$377.39	\$191.76	\$129.90	\$98.99	\$80.46	\$68.11	\$59.30
\$	4,600	\$773.95	\$390.12	\$198.22	\$134.28	\$102.33	\$83.17	\$70.41	\$61.30
\$	4,750	\$799.19	\$402.84	\$204.69	\$138,86	\$105,66	\$85.88	\$72.70	\$63.30
\$	4,900	\$824.43	\$415.56	\$211.15	\$143.04	\$109.00	\$88.59	\$75.00	\$65.30
\$	5.050	\$849.66	\$428.28	\$217.61	\$147.42	\$112.34	\$91.30	\$77.29	\$67.30
s	5,200	\$874.90	\$441.00	\$224.08	\$151.80	\$115.67	\$94.02	\$79.59	\$69.30
\$	5,350	\$900.14	\$453.72	\$230.54	\$156.17	\$119.01	\$96.73	\$81.89	\$71.30
\$	5,500	\$925.38	\$466.44	\$237.01	\$160.55	\$122.35	\$99.44	\$84.18	\$73.29
\$	5,650	\$950.61	\$479.16	\$243.47	\$164.93	9125.68	\$102.15	\$86.48	\$75.29
\$	5,800	\$975.85	\$491.88	\$249.93	\$169.31	\$129.02	\$104.86	\$88.77	\$77.29
\$	5.950	\$1,001.09	\$504.61	\$256.40	\$173.69	\$132.36	\$107.58	\$91.07	\$79.29
\$	6,100	\$1,026.33	\$517.33	\$262.86	\$178.07	\$135.69	\$110.29	\$93.37	\$81.29
\$	6.250	\$1.051.56	\$530.05	\$269.32	\$182.45	\$139.03	\$113.00	\$95.66	\$83.29
\$	6.400	\$1,076.80	\$542.77	\$275.79	\$186.63	\$142.37	\$115.71	\$97.96	\$85.29
\$	6,550	\$1,102.04	\$555.49	\$282.26	\$191.20	\$145.70	\$118.42	\$100.25	\$87.29
s	6,700	\$1,127.28	\$568.21	9288.72	\$195.58	\$149.04	\$121.14	\$102.55	\$89.29
\$	6,850	\$1,152.51	\$580.93	\$295.18	\$199.96	\$152.38	\$123.85	\$104.84	\$91.28
s	7,000	\$1,177.75	\$593.65	\$301.64	\$204.34	\$155.71	\$126.56	\$107.14	\$93.28
\$	7,150	\$1,202.99	\$606.37	\$308.11	\$208.72	\$159.05	\$129.27	\$109.44	\$95.28
\$	7,300	\$1,228,23	\$619.10	\$314.57	\$213.10	\$162.39	\$131.98	\$111.73	\$97.28
\$	7,450	\$1,253,46	\$631.82	\$321.03	\$217.48	\$165.73	\$134.70	\$114.03	\$99.28
s	7,600	\$1,278.70	\$644.54	\$327.50	\$221.86	\$169.06	\$137.41	\$116.32	\$101.28
\$	7,750	\$1,303.94	\$657.26	\$333.96	\$226.23	\$172.40	\$140.12	\$118.62	\$103.28
s =	7,900	\$1,329.18	\$669.98	\$340.43	\$230.61	\$175.74	\$142.83	\$120.92	\$105.28
\$	8.050	\$1,354,41	\$682.70	\$346.89	\$234.99	\$179.07	\$145.54	\$123.21	\$103.28
\$	8,200	\$1,379,65	\$695.42	\$353.35	\$239.37	\$182.41	\$148.26	\$125.51	\$107.28
	8,350	\$1,404.89	\$708.14	\$353.35	\$239.37	\$185.75	\$150.97	\$125.51	\$109.28
\$ \$		Company of the last of the las	AND DESCRIPTION OF THE PARTY OF	\$359.82	the second control of	The state of the s	Company of the Compan	The second section of the second seco	\$111.27
	8,500	\$1,430.13	\$720.86		\$248.13	\$189.08	\$153.68	\$130.10	<u> </u>
\$	8,650	\$1,455.36	\$733.59	\$372.74	\$252.51	\$192.42	\$156.39	\$132.39	\$115.27
\$	8,800	\$1,480.60	\$746.31	\$379.21	\$256.89	\$195.76	\$159.10	\$134.69	\$117.27
\$	8,950	\$1,505.84	\$759.03	\$385.67	\$261.26	\$199.09	\$161.82	\$136.99	\$119.27
\$	9,100	\$1,531.08	\$771.75	\$392.14	\$265.64	\$202.43	\$164.53	\$139.28	\$121.27

Monthly Rate Calculator

Rate:

Ап	ount to	2000 - 336	8075 10703	855 340	38% C.755	0.0320 (27)	(-88) C / 30	
Finance		12 months	24 months	36 months	48 months	60 months	72 months	84 months
S	2,500	\$218.63	\$114.21	\$79.50	\$62.21	\$51.90	\$45.06	\$40.22
\$	2,650	\$231.75	\$121.06	\$84.27	\$65.95	\$55.01	\$47.77	\$42.64
\$	2,800	\$244.86	\$127.92	\$89.04	\$69.68	\$58.12	\$50.47	\$45.05
\$	2,950	\$257.98	\$134.77	\$93.81	\$73.41	\$61.24	\$53.18	\$47.46
\$	3,100	\$271.10	\$141.62	\$98.58	\$77.14	\$64,25	\$55.88	\$49.88
\$	3,250	\$284.22	\$148.48	\$103.35	\$80.88	\$67.46	\$58.58	\$52.29
\$	3,400	\$297.34	\$155.33	\$108.12	\$84.61	\$70.58	\$61,29	\$54.70
\$	3,550	\$310.45	\$162.18	\$112.89	\$88,34	\$73.69	\$63.99	\$57.12
\$	3,700	\$323.57	\$169.03	\$117.66	\$92.07	\$76,81	\$66.69	\$59.53
\$	3.850	\$336.69	\$175.89	\$122.43	\$95.81	\$79.92	\$69.40	\$61.94
\$	4.000	\$349.81	\$182.74	\$127.20	\$99.54	383.03	\$72.10	\$64.36
\$	4,150	\$362.92	\$189.59	\$131,97	\$103.27	\$86.15	\$74.81	\$66.77
\$	4.300	\$376.04	\$196.44	\$136.74	\$107:01	\$89.26	\$77.51	\$69.18
S	4.450	\$389.16	\$203.30	\$141.51	\$110.74	592.37	\$80.21	\$71.60
\$	4,600	\$402.28	\$210.15	\$146.28	5114.47	\$95.49	\$82.92	\$74.01
\$	4,750	\$415.39	\$217.00	\$151.05	\$118.20	\$98.60	\$85.62	\$76.42
5	4.900	\$428.51	\$223.86	\$155.82	\$121.94	\$101.72	\$88.33	\$78.84
\$	5.050	\$441.63	\$230.71	\$160.59	\$125.67	\$104.83	\$91.03	\$81.25
5	5,200	\$454.75	\$237.56	\$165.36	\$129.40	\$107.94	\$93.73	\$83.66
5	5,350	\$467.87	\$244.41	\$170:13	\$133.13	\$111.06	\$96.44	\$86.08
3	5,500	\$480.98	\$251.27	\$174.90	\$136.87	\$114.17	\$99.14	\$88.49
\$	5,650	\$494.10	\$258.12	\$179.67	\$140.60	\$117.28	\$101.84	\$90.90
\$	5,800	\$507.22	\$264.97	\$184.44	\$144.33	\$120.40	\$104.55	\$93.32
5	5,950	\$520.34	\$271.82	\$189.21	\$148.07	\$123.51	\$107.25	\$95.73
3	6,100	\$533.45	\$278.68	\$193.98	\$151.80	\$126.63	\$109.96	\$98.14
5	6,250	\$546.57	\$285.53	\$198.75	\$155.53	\$129.74	\$112.66	\$100.56
5	6,400	\$559.69	\$292.38	\$203.52	\$159.26	\$132.85	\$115.36	\$100.36
\$	6,550	\$572.81	\$299.24	\$208.29	\$163.00	\$135.97	\$118.07	\$102.97
\$	6,700	\$585.92	\$306.09	\$213.06		\$139.08	\$120.77	
	6,700	\$599.04	\$312.94	\$217.83	\$166.73		\$123.47	\$107.80 \$110.21
\$			The second livery will be a second livery with the second livery will be a second livery will be a second livery with the second livery will be a second livery with the second livery will be a second livery will be a second livery with the second livery will be a second		\$170.46	\$142.19		\$110.21
	7,000	\$612.16	\$319.79	\$222.60	\$174.20	\$145,31	\$126.18	
5	7,150	\$625.28	\$326.65	\$227.37	\$177.93	\$148.42	\$128.88	\$115.04
	7,300	5638.40	\$333.50	\$232.14	\$181.66	\$151.54	\$131.59	\$117.45
5	7,450	\$65 1.51	\$340/35	\$236.91	\$185.39	\$154.65	\$134.29	\$119.86
\$	7,600	\$664.63	\$347 20	\$241.68	\$189.13	\$157.76	\$136.99	\$122.28
_	7,750	\$677.75	\$354.08	\$246.45	\$192.86	\$160.88	\$139.70	\$124.69
-	7,900	\$690.87	\$360.91	\$251.22	\$196.59	\$163.99	\$142.40	\$127.10
5	8,050	\$703.98	\$367.76	\$255.99	\$200.32	\$167.10	\$145,11	\$129.52
\$	8,200	\$717.10	\$374.61	\$260.76	\$204.06	\$170.22	\$147.81	\$131.93
\$	8,350	\$730.22	\$381.47	\$265.53	\$207.79	\$173.33	\$150.51	\$134.34
\$	8,500	\$743.34	\$388.32	\$270.30	\$211.52	\$176.45	\$153.22	\$136.76
5	8,650	\$756.46	\$395.17	\$275.07	\$215.26	\$179.56	\$155.92	\$139.17
\$	8,800	\$769.57	\$402.03	\$279.84	\$218.99	\$182.67	\$158.62	\$141.58
\$	8,950	\$782.69	\$408.88	\$284,61	\$222.72	\$185.79	\$161.33	\$144.00
\$	9,100	\$795.81	\$415.73	\$289.38	\$226.45	\$188.90	\$164.03	\$146.41

Monthly Rate Calculator - Same as Cash Tables

Rate:

	Amount to Finance	6 Mos Same as Cash 6 Months Repay	6 Mos Same as Cash 12 Months Repay	6 Mos Same as Cash 24 Months Repay	6 Mos Same as Cash 36 Months Repay	6 Mos Same as Cash 48 Months Repay	6 Mos Same as Cash 60 Months Repay	6 Mos Same as Cash 72 Months Repay \$45,61	6 Mos Same as Cash 84 Months Repay \$40.37
S	2,500	\$440.10	\$231.46	\$128.43	\$82.60	\$64.06	\$52.97		
\$	2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
S	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	\$82.50	\$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	\$88.86	\$59.29	\$52.48
S	3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$	3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$	3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$	3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$	4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102,49	\$84.75	\$72.97	\$64.60
\$	4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87,93	\$75.71	\$67.02
\$	4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110,18	\$91.11	\$78.44	\$69.44
\$	4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$	4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
5	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	\$283.49	\$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	\$201,63	\$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	\$608.42	\$313.79	\$216.40	\$167.83	\$138.78	\$119.49	\$105.78
S	6,700	\$1,179.46	\$620.31	\$320.97	\$221.36	\$171.67	\$141.95	\$122.22	\$108.20
\$	6,850	\$1,205.87	\$634.20	\$328.16	\$226.31	\$175.51	\$145.13	\$124.96	\$110.62
\$	7,000	\$1,232.27	\$648.09	\$335.35	\$231.27	\$179.36	\$148.31	\$127.70	\$113.04
\$	7,150	\$1,258.68	\$661,97	\$342.53	\$236.23	\$183.20	\$151.49	\$130.43	\$115.47
\$	7,300	\$1,285.08	\$675.86	\$349.72	\$241.18	\$187.04	\$154.67	\$133.17	\$117.89
\$	7,450	\$1,311.49	\$689.75	\$356.90	\$246.14	\$190.89	\$157.85	\$135.91	\$120.31
\$	7,600	\$1,337.90	\$703.64	\$364.09	\$251.09	\$194.73	\$161.02	\$138.64	\$122.73
\$	7,750	\$1,364.30	\$717.52	\$371.28	\$256.05	\$198.57	\$164.20	\$141.38	\$125.16
\$	7,900	31,390.71	\$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	\$170.58	\$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:

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
S	2,650	\$470.11	\$248.96	\$129.44	\$89.68	\$89.87	\$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	\$54.60	\$55.86	\$49.66
\$	3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
S	3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71/17	\$81.54	\$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
S	3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	581.02	\$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
S	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
5	4,900	\$869.26	\$460.34	\$239.34	\$165.83	\$129.19	\$107.30	\$92.79	\$82.48
S	5,050	\$895.87	\$474.43	\$246.67	\$170.91	\$133-15	\$110.59	\$95.63	\$85.01
S	5,200	\$922.48	\$488.53	\$254.00	\$175.98	\$137.10	\$113.87	\$98.47	\$87.53
S	5,350	\$949.09	\$502.62	\$261.32	\$181.06	\$141.06	\$117.16	\$101.31	\$90.06
5	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
5	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	9912.61	\$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
5	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
S	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
S	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	5756.28	\$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
S	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:

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
S	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	\$83.35	\$55.01	\$49.10
\$	2,950	\$527.36	\$281.20	\$146.90	\$102.25	\$80.02	\$56.75	\$57.96	\$51.73
\$	3,100	\$554.18	\$295.50	\$154.37	\$107.45	\$84.09	\$70.14	\$60.91	\$54.36
S	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
S	3,700	\$661.44	\$352.69	\$184.25	\$128.25	\$100.36	583,72	\$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
S	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
S	4,750	\$849.14	\$452.78	\$236.53	\$164.84	\$128.84	\$107.48	\$93.33	\$83.30
S	4,900	\$875.96	\$467.08	\$244.00	\$169.84	\$132.91	\$110.87	\$96.27	\$85.93
S	5,050	\$902.77	\$481.38	\$251.47	\$175.04	\$136,08	\$114.26	\$99.22	\$88.56
S	5,200	\$929.59	\$495.67	\$258.94	\$180.24	\$141.05	\$117.66	\$102.17	\$91.19
S	5,350	\$956.40	\$509.97	\$266.41	\$185.44	\$145.12	\$121.05	\$105.12	\$93.82
5	5,500	\$983.22	\$524.27	\$273.88	\$190.64	\$149.19	\$124.45	\$108.06	\$96.45
S	5,650	\$1,010.03	\$538.57	\$281.35	\$195.84	\$153.25	\$127.84	\$111.01	\$99.08
S	5,800	\$1,036.85	\$552.87	\$288.82	\$201.04	\$157.32	\$131.23	\$113.96	\$101.72
S	5,950	\$1,063.66	\$567.17	\$296.29	\$206.24	\$161.39	\$134.63	\$116.90	\$104.35
S	6,100	\$1,090.48	\$581.46	\$303.76	\$211.44	\$165.46	\$138.02	\$119.85	\$106.98
5	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	9918.70	\$221.83	\$173.60	\$144.81	\$125.75	\$112.24
S	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
5	7,000	\$1,251,37	\$667.25	\$348.67	\$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
S	7,750	\$1,385.44	\$738.75	\$385.92	\$268.63	\$210.22	\$175.36	\$152.27	\$135.91
S	7,900	\$1,412.26	\$753.04	\$393.39	\$273.83	\$214.29	\$178.75	\$155.22	\$138.54
\$	8,050	\$1,439.07	5767.84	\$400.86	\$279.03	\$218.35	\$182.14	\$158.17	\$141.17
S	8,200	\$1,465,89	\$781.64	\$408.33	\$284.23	\$222.42	\$185.54	\$161.11	\$143.80
5	8,350	\$1,492.70	\$795.94	\$415.80	\$289.43	\$226.49	\$188.93	\$164.06	\$146.43
S	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

Mitsubishi Installation Price Book

Go ahead and Get Success Today!

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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
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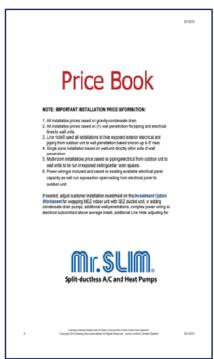
Selling Benefits

- 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 <u>do not</u> need to go down any of these expensive paths SPENDING THOUSANDS to get success.











Mitsubishi 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**.

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Installation Labor		Industry Average	Actual	Insta	allation Subc	Industry Average	Actual	
1	Crew Chief Labor Rate:	\$22.00		12	12 Power Electrical Subcontract:		\$300	
2	Helper Labor Rate:	\$12.00						
				Fina	nce Rates		Industry Average	Actua
Vehi	cle/ Miscellaneous	Industry Average	Actual	13	Home Equit	y Loan Rate %:	2.99%	
3	Materials Sales Tax %::	6.50%		14	Local Ban	k Loan Rate %:	3.13%	
4	Average miles round trip:	15		15	6 Months sam	ne as cash rate:	4.20%	
5	Travel Cost Per Mile:	\$0.50		16	12 Months sam	ne as cash rate:	6.80%	
6	Hourly Truck Charge:	\$4.80		17	18 Months same as cash rate:		10.65%	
7	Risk/Proficiency/Warranty %:	4.00%		18	12 Months sam	ne as cash rate:	6.80%	
				19	18 Months sam	ne as cash rate:	10.65%	
Gros	ss Profit Margin	Industry Average	Actual					
8	Installation Dept Overhead %:	25%						
9	Sales Commission % of Sales:	8%						
10	Net Profit Before Taxes %:	12%]				
11	Total of 8+9+10 = GPM %:	45%						
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