

# *Home Comfort Certified System*<sup>®</sup>



## **The Best Heating & Air**

123 Anywhere Street

State, 12345

(123) 123-1234



turn to the experts<sup>™</sup>



**GUIDES ARE PROVIDED IN YOUR  
PREFERRED HVAC EQUIPMENT BRAND**

*The area's leading comfort experts for all your  
Heating and Air Conditioning needs!*

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- 6) LICENSOR FURTHER AGREES AS A CONDITION OF SIGNING THIS AGREEMENT THAT IN THE EVENT THAT LICENSEE SHOULD BE IN POSSESSION OR IN USE OF ANY OF LICENSOR "TOOLS" AFTER DATE OF LICENSEE NOTIFICATION OF TERMINATION, OR IN THE EVENT THAT LICENSEE SHOULD SELL, OR GIVE THE TOOLS TO ANY UNAUTHORIZED PERSON OR ORGANIZATION WITHOUT PRIOR WRITTEN PERMISSION TO PAY LICENSOR AN UNAUTHORIZED USAGE A FEE AMOUNT EQUAL TO THE ANNUAL FEE AMOUNT OF THIS AGREEMENT PER INDIVIDUAL OCCURRENCE.
- 7) LICENSEE FURTHER AGREES IN THE EVENT LICENSOR MUST COMMENCE LEGAL OR PAYMENT COLLECTION ACTION IN ORDER TO RECOVER LICENSOR'S MATERIAL PROPERTY OR ANY AMOUNT PAYABLE UNDER THIS AGREEMENT TO PAY LICENSOR ALL COLLECTION SERVICE FEES ON THE AMOUNTS COLLECTED, AND ALL COURT COSTS AND ATTORNEYS' FEES INCURRED BY LICENSOR. LICENSEE FURTHER AGREES TO PAY A 1½%-PER-MONTH (18% PER ANNUM) DELINQUENCY COST CHARGE AGAINST ALL ACCOUNTS PAST DUE.

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# The Best Heating & Air

## 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 ensure the continued success of our employees and our customers.
- **Core Services:** Design, fabrication, installation, and service of heating, air conditioning, indoor air quality, and ventilation systems, as well as electrical, temperature, and humidity controls.
- **Core Strengths:** Experienced leadership, excellence, trustworthiness, loyalty, and pride in our reputation for quality workmanship and teamwork, our multi-trade capabilities, and our knowledge of 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.

# The Best Heating & Air

## 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 ensure the delivery of safe, reliable service in and around your home.
- ▶ We have a written drug-free hiring policy to protect our customers and their property.

## What makes us different:

- ▶ We offer the industry's best Install-Right® guarantees, warranties and assurances.
- ▶ Our field management and equipment installation procedures enable 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 your equipment replacement investment money.

# The Best Heating & Air

## The Home Comfort Certified System® 7-Step Approach



- 1.** Conduct the Home Use and Livability Survey to ensure your personal, technical and timing objectives are met.  
↓
- 2.** Conduct Manual-J heat gain/loss measurement to right-size the capacity of replacement equipment and the duct distribution system installation.  
↓
- 3.** Analyze the data gathered to ensure proper equipment sizing and inclusion of any accessories to meet your special requirements.  
↓
- 4.** Sit down with you to explore your installation and purchase options.  
↓
- 5.** Back up all of our work with unsurpassed written Install-Right® guarantees, warranties and assurances.  
↓
- 6.** Organize, educate and schedule installation personnel and manage your installation requirements.  
↓
- 7.** Precision tune and implement a warranty management system and a 4-hour or less, 24/7 emergency response.

# The Best Heating & Air

## 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 ductwork or diffusers
  - Improper system balancing
  - Improper system charging and calibration
- **40% of all installations fail to meet airflow requirements resulting in poor indoor comfort due to:**
  - Improperly sized equipment
  - Improper duct distribution design
  - Improper diffuser type or location
  - Leaking or disconnected ducts and diffusers
  - Improper system balancing
- **50% of all installations are not charged properly resulting in up to 50% higher operating costs due to:**
  - Improper start-up, test and installation verification per manufacturer's 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 Home Comfort Certified System® we guarantee that your equipment will be in the top 10% of all installations.**

# The Best Heating & Air

## 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 computerized Manual-J home load modeling guarantees that heating, cooling and comfort capacities will be met.
3. Our equipment/system selection process guarantees that we meet both your personal requirements and home aesthetics requirements.
4. We select the most appropriate installation implementation process that guarantees our customers the lowest possible installation costs.
6. We specialize in working in occupied spaces and know the challenges; therefore we keep our work areas clean and actively plan our work methods to minimize any possible disruption.
7. We verify and test all completed work to guarantee that everything was installed per specifications and according to best industry standards.
8. Our in-depth homeowner training guarantees that you will maximize your investment.

### Installation:

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

### Post-installation:

9. Our installations are performed per industry best practice, which has continuously proven to reduce emergency or trouble calls. However, if an emergency does occur, you will receive our highest priority response. We respond to emergency trouble calls, even during peak periods, within four (4) hours or less of your call.

# PRICE GUIDE



PROVIDED IN ALL  
HVAC EQUIPMENT  
BRANDS AS SHOWN



# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 2 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$10,394**

C011-GD20-1000

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SBO 80% AFUE FURNACE 35K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$12,013**

C011-BR20-1000

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 23-35K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$12,878**

C011-BS20-1000

PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 23-35K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$19,594**

C011-PR20-1000

INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT  
INFINITY® 80 58TNO 80% AFUE 2-STG V-SPD FURNACE 35-54K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 2.5 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$10,781**

C011-GD25-1000

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SB0 80% AFUE FURNACE 54K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$12,836**

C011-BR25-1000

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 35-53K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 3 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$11,361**

C011-GD30-1000

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SBO 80% AFUE FURNACE 54K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$13,561**

C011-BR30-1000

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 35-53K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$14,685**

C011-BS30-1000

PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 35-53K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$21,961**

C011-PR30-1000

INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT  
INFINITY® 80 58TNO 80% AFUE 2-STG V-SPD FURNACE 47-71K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 3.5 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$12,367**

C011-GD35-1000

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SB0 80% AFUE FURNACE 72K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$14,569**

C011-BR35-1000

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TPO 80% AFUE 2-STG V-SPD FURNACE 47-71K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 4 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$13,888**

C011-GD40-1300

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SBO 80% AFUE FURNACE 90K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$16,295**

C011-BR40-1300

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TP0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$16,709**

C011-BS40-1300

PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT  
PERFORMANCE™ 80 58TP0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$24,566**

C011-PR40-1300

INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT  
INFINITY® 80 58TN0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



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\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH FURNACE - 80% EFFICIENCY

## 5 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$15,018**

C011-GD50-1300

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 80 58SBO 80% AFUE FURNACE 90K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$17,647**

C011-BR50-1300

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 80 58TP0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$18,417**

C011-BS50-1300

PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT  
PERFORMANCE™ 80 58TP0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Helps save up to 31% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$25,932**

C011-PR50-1300

INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT  
INFINITY® 80 58TN0 80% AFUE 2-STG V-SPD FURNACE 59-89K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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***We have purposely removed our client's capacity sizes above 2 ton. You have to know your true job delivery costs. Your pricing has to be set up with your local crew chief and helper labor hour costs and include your current***



# SPLIT AIR CONDITIONING WITH FURNACE - 90%+ EFFICIENCY

## 2 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Helps save up to 43% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor

**\$13,492**

C012-GD20-1200

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ 95 59SC5 UP TO 95.5% AFUE FURNACE 58K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Helps save up to 44% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor

**\$15,860**

C012-BR20-1200

PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT  
PERFORMANCE™ 96 59TP6 UP TO 96.5% AFUE 2-STG V-SPD FURNACE 25-39K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 44% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor

**\$16,963**

C012-BS20-1200

PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT  
PERFORMANCE™ 96 59TP6 UP TO 96.5% AFUE 2-STG V-SPD FURNACE 38-58K /CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Helps save up to 45% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating heating/cooling can run at 50% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$25,115**

C012-PR20-1200

INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT  
INFINITY® 98 59MN7 UP TO 98.5% AFUE MOD V-SPD FURNACE 31-78K /CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2 TON

## System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Heavy steel insulated cabinet holds more heat in the unit
- ☑ 10-Year parts, 2-Year labor

**\$8,597**

C021-GD20-0600

COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT  
COMFORT™ FJ4 FAN COIL w/ 10KW ELEC HEAT



## Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER unit and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT AIR CONDITIONING ADD-ON

## 2 TON

### System Benefits

- ☑ Helps save up to 29% on your cooling energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ 10-Year parts, 2-Year labor

**\$6,584** C031-GD20-0550  
COMFORT™ 14 24SCA4 UP TO 13.4 SEER2 11.5 EER2 AC UNIT/ CVPVA COIL



### System Benefits

- ☑ Helps save up to 40% on your cooling energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ 10-Year parts, 2-Year labor

**\$7,526** C031-BR20-0550  
PERFORMANCE™ 16 24SPA6 UP TO 16 SEER2 13 EER2 AC UNIT/ CVPVA COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ 2-stage cooling can run at 70% capacity to save you more
- ☑ 10-Year parts, 2-Year labor

**\$8,390** C031-BS20-0550  
PERFORMANCE™ 17 24TPA7 UP TO 17 SEER2 13.5 EER2 2-STG AC UNIT/ CVPVA COIL



### System Benefits

- ☑ Helps save up to 72% on your cooling energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$13,693** C031-PR20-0550  
INFINITY® 26 24VNA6 UP TO 24 SEER2 16 EER2 VAR-SPD AC UNIT/ CVPVA COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER unit and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT HEAT PUMP WITH FAN COIL

2 TON

## System Benefits

- ☑ Helps save up to 38% on your cooling energy bills\*
- ☑ Helps save up to 34% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ 10-Year parts, 2-Year labor

**\$10,190** C051-GD20-0600  
 COMFORT™ 15 25SCA5 UP TO 15.2 SEER2 12.5 EER2 8.1 HSPF2 HEAT PUMP  
 COMFORT™ FJ4 FAN COIL



## System Benefits

- ☑ Helps save up to 45% on your cooling energy bills\*
- ☑ Helps save up to 39% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ Modulating heating/cooling can run at 50% capacity to save you more
- ☑ 10-Year parts, 2-Year labor

**\$10,807** C051-BR20-0600  
 PERFORMANCE™ 18 38MURA UP TO 17.4 SEER2 11.7 EER2 9.8 HSPF2 VAR-SPD HEAT PUMP  
 PERFORMANCE™ FV4C V-SPD FAN COIL



## System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 34% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 10-Year parts, 2-Year labor

**\$14,269** C051-BS20-0600  
 PERFORMANCE™ 17 25TPA7 UP TO 17 SEER2 13 EER 8.1 HSPF 2-STG HEAT PUMP  
 PERFORMANCE™ FV4C V-SPD FAN COIL



## System Benefits

- ☑ Helps save up to 64% on your cooling energy bills\*
- ☑ Helps save up to 41% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ Modulating heating/cooling can run at 50% capacity to save you more
- ☑ 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$21,786** C051-PR20-0600  
 INFINITY® 24 25VNA4 UP TO 22 SEER2 14 EER2 10.5 HSPF2 VAR-SPD HEAT PUMP  
 INFINITY® FE4 V-SPD FAN COIL



## Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/5 HSPF unit and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
 \*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT HEAT PUMP WITH INDOOR COIL

2 TON

## System Benefits

- ☑ Helps save up to 38% on your cooling energy bills\*
- ☑ Helps save up to 34% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ 10-Year parts, 2-Year labor

**\$8,390**

C052-GD20-0550

COMFORT™ 15 25SCA5 UP TO 15.2 SEER2 12.5 EER2 8.1 HSPF2 HEAT PUMP/ CAPMP COIL



## System Benefits

- ☑ Helps save up to 45% on your cooling energy bills\*
- ☑ Helps save up to 39% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ Modulating heating/cooling can run at 50% capacity to save you more
- ☑ 10-Year parts, 2-Year labor

**\$7,887**

C052-BR20-0550

PERFORMANCE™ 18 38MURA UP TO 17.4 SEER2 11.7 EER2 9.8 HSPF2 VAR-SPD HP/ CAPMP COIL



## System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 34% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ 2-stage heating/cooling can run at 70% capacity to save you more
- ☑ 10-Year parts, 2-Year labor

**\$11,370**

C052-BS20-0550

PERFORMANCE™ 17 25TPA7 UP TO 17 SEER2 13 EER 8.1 HSPF 2-STG HEAT PUMP/ CAPMP COIL



## System Benefits

- ☑ Helps save up to 64% on your cooling energy bills\*
- ☑ Helps save up to 41% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more air in the unit
- ☑ Modulating heating/cooling can run at 50% capacity to save you more
- ☑ 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$16,863**

C052-PR20-0550

INFINITY® 24 25VNA4 UP TO 22 SEER2 14 EER2 10.5 HSPF2 VAR-SPD HEAT PUMP/ CAPMP COIL



## Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/5 HSPF unit and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# SPLIT DUAL FUEL

## 2 TON

### System Benefits

- ☑ Helps save up to 38% on your cooling energy bills\*
- ☑ Helps save up to 34% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 20-Year heat exchanger, 10-Year parts, 2-Year labor

**\$12,660** C061-GD20-1200

COMFORT™ 15 25SCA5 UP TO 15.2 SEER2 12.5 EER2 8.1 HSPF2 HEAT PUMP  
COMFORT™ 80 58SB0 80% AFUE FURNACE 54K /CAPMP COIL



### System Benefits

- ☑ Helps save up to 45% on your cooling energy bills\*
- ☑ Helps save up to 44% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage cooling can run at 70% capacity to save you more
- ☑ Staged-modulating heating can at 30% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor

**\$16,598** C061-BR20-1400

PERFORMANCE™ 18 38MURA UP TO 17.4 SEER2 11.7 EER2 9.8 HSPF2 VAR-SPD HEAT PUMP  
PERFORMANCE™ 96 59TP6 UP TO 96.5% AFUE 2-STG V-SPD FURNACE 25-39K /CAPMP COIL



### System Benefits

- ☑ Helps save up to 43% on your cooling energy bills\*
- ☑ Helps save up to 44% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 2-stage cooling can run at 70% capacity to save you more
- ☑ 4-stage heating can run at 35% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor

**\$20,320** C061-BS20-1400

PERFORMANCE™ 17 25TPA7 UP TO 17 SEER2 13 EER 8.1 HSPF 2-STG HEAT PUMP  
PERFORMANCE™ 96 59TP6 UP TO 96.5% AFUE 2-STG V-SPD FURNACE 38-58K /CAPMP COIL



### System Benefits

- ☑ Helps save up to 64% on your cooling energy bills\*
- ☑ Helps save up to 45% on your heating energy bills\*
- ☑ Provides more efficient and reliable heating/cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*\*
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ Modulating cooling can run at 50% capacity to save you more
- ☑ Fully modulating heating can at 20% capacity to save you more
- ☑ Lifetime heat exchanger, 10-Year parts, 2-Year labor
- ☑ 10-Year unit replacement for compressor failure

**\$28,509** C061-PR20-1400

INFINITY® 24 25VNA4 UP TO 22 SEER2 14 EER2 10.5 HSPF2 VAR-SPD HEAT PUMP  
INFINITY® 98 59MN7 UP TO 98.5% AFUE MOD V-SPD FURNACE 31-78K /CAPMP COIL



### Base Installation Price Includes

- ☑ New equipment mounting pad
- ☑ Set and level unit
- ☑ New condensate drain line
- ☑ New electrical disconnect & power wire to equipment
- ☑ New PVC venting (for 90%+ furnaces) up to 30ft
- ☑ New shut-off and connection to gas line
- ☑ New transitions to existing supply & return plenums
- ☑ New refrigerant line-set up to 30ft
- ☑ Equipment start-up and safety inspection



\*Potential savings based on existing 8 SEER/50% AFUE units and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.  
\*\*If removing an R22 system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# GAS FURNACE ONLY - 90%+ EFFICIENCY

BTU Rating	CFM Clg Tons	INVESTMENT
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## COMFORT™ 95 59SC5 UP TO 95.5% AFUE FURNACE

### System Benefits

- Helps save up to 43% on your heating energy bills\*
- Provides more efficient and reliable heating
- Guaranteed worry-free operation and dependability
- Heavy steel insulated cabinet holds more heat in the furnace
- Lifetime heat exchanger, 10-Year parts, 2-Year labor

39K	2.0	<b>\$ 7,490</b>	<b>REMOVED PRICING</b>	C132-GD01-0800
39K	2.5			C132-GD02-0800
58K	3.5			C132-GD03-0800
78K	4.0			C132-GD04-0800
78K	5.0			C132-GD05-0800
97K	5.0			C132-GD06-0800
117K	5.0			C132-GD07-0800



## PERFORMANCE™ 96 59TP6 UP TO 96.5% AFUE 2-STG V-SPD FURNACE

### System Benefits

- Helps save up to 44% on your heating energy bills\*
- Provides more efficient and reliable heating
- Guaranteed worry-free operation and dependability
- Heavy steel insulated cabinet holds more heat in the furnace
- 2-stage heating can run at 70% capacity to save you more
- Lifetime heat exchanger, 10-Year parts, 2-Year labor

25-39K	3.0	<b>\$ 9,037</b>	<b>REMOVED PRICING</b>	C132-BR01-0800
38-58K	3.0			C132-BR02-0800
38-58K	3.5			C132-BR03-0800
50-78K	4.0			C132-BR04-0800
51-78K	5.0			C132-BR05-0800
63-97K	5.0			C132-BR06-0800
76-117K	5.0			C132-BR07-0800



## INFINITY® 96 59TN6 UP TO 96.7% AFUE 2-STG V-SPD FURNACE

### System Benefits

- Helps save up to 44% on your heating energy bills\*
- Provides more efficient and reliable heating
- Guaranteed worry-free operation and dependability
- Heavy steel insulated cabinet holds more heat in the furnace
- 2-stage heating can run at 70% capacity to save you more
- Lifetime heat exchanger, 10-Year parts, 2-Year labor

38-58K	3.5	<b>\$ 10,592</b>	<b>REMOVED PRICING</b>	C132-BS01-0800
50-78K	3.5			C132-BS02-0800
51-78K	5.0			C132-BS03-0800
63-98K	5.0			C132-BS04-0800
76-117K	5.0			C132-BS05-0800



## INFINITY® 98 59MN7 UP TO 98.5% AFUE MOD V-SPD FURNACE

### System Benefits

- Helps save up to 45% on your heating energy bills\*
- Provides more efficient and reliable heating
- Guaranteed worry-free operation and dependability
- Heavy steel insulated cabinet holds more heat in the furnace
- Modulating heating can run at 50% capacity to save you more
- Lifetime heat exchanger, 10-Year parts, 2-Year labor

24-59K	3.5	<b>\$ 11,558</b>	<b>REMOVED PRICING</b>	C132-PR01-0800
24-60K	5.0			C132-PR02-0800
31-78K	3.5			C132-PR03-0800
31-78K	5.0			C132-PR04-0800
39-98K	5.0			C132-PR05-0800
47-117K	5.0			C132-PR06-0800



### Base Installation Price Includes

- Set and level unit
- New electrical disconnect & power wire to equipment
- New PVC venting (for 90%+ furnaces) up to 30ft
- New shut-off and connection to gas line
- New transitions to existing supply & return plenums
- Equipment start-up and safety inspection



\*Potential savings based on existing 50% AFUE unit and may vary depending on your lifestyle, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.

NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.

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# FAN COIL ONLY

CFM	Clg Tons	INVESTMENT
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COMFORT™ FJ4 FAN COIL w/ ELECTRIC HEATER

## System Benefits

- 10-Year parts, 2-Year labor

2.0	\$	4,722	C151-GD01-0450
2.5	\$	<b>REMOVED PRICING</b>	C151-GD02-0450
3.0	\$		C151-GD03-0450
3.5	\$		C151-GD04-0450
4.0	\$		C151-GD05-0450
5.0	\$		C151-GD06-0450



## Base Installation Price Includes

- Set and level unit
- New transitions to existing supply & return plenums
- Equipment start-up and safety inspection



NOTE: Warranties may require registration of equipment. Warranty for thermostats may differ.








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***The next page  
showcases your system  
enhancements which  
you can customize .***





## Enhancements, Accessories & IAQ Essentials

ACCESSORY	PURPOSE	INVESTMENT
 <b>Infinity® Touch Thermostat</b>	Carrier's Infinity® Touch Control is the key to unlocking your comfort potential. As part of a complete Infinity, communicating system, this one control can manage temperatures, humidity, ventilation, airflow, indoor air quality and up to eight zones. If your system includes a heat pump and a furnace, its advanced features can orchestrate Hybrid Heat® system performance. (For other thermostat options, see the Investment Option Worksheet.)	\$ 1,064
 <b>Infinity® Whole-House Air Purifier</b>	Carrier's DGAPA Infinity® Germicidal Air Purifier is more than a MERV 15 filter air: Its Captures and Kills® technology is unforgiving when it comes to airborne pathogens including coronavirus, bacteria, and mold. Grizzly? Yes — if you're a mold spore. This whole-house air cleaner also re-purifies circulated indoor air as many as 8 times an hour. Those poor pathogens don't stand a chance. (For the DGAPA model see the Investment Option Worksheet.)	REMOVED PRICING
 <b>High-Efficiency Media Air Cleaner</b>	The Honeywell F100 Whole-House Media Air Cleaner is up to 4 times more effective and 85% more efficient at capturing airborne particles compared to a standard one-inch filter. It captures both microscopic particles like dust and smoke in addition to larger contaminants such as mold spores and pet dander. Works with all gas, oil and electronic forced air furnaces and air conditioning systems. Recommended as a minimum Indoor Air Quality Accessory.	
 <b>Ultraviolet Air Purifier System</b>	Carrier's Performance™ Germicidal UV Lights are designed to kill the mold and bacteria that can grow in the moist environment of your indoor coil. The indoor coil is part of what cools or heats your home, but it and its drain pan can also be a favorite hangout of mold and bacteria. Growth of these organisms can even become airborne. Eliminating these baddies does more than help improve your air quality, it increases your system performance as well. (Price is for UVLCC2LP1020A01. For other options see the Investment Option Worksheet.)	
 <b>Cold Plasma Generator Air Purifier</b>	The Phenomenal Aire™ R-Series Cold Plasma Generator uses needlepoint bipolar ionization technology to effectively reduce dust, pollen, dander, mold, and other allergy triggers. It also removes unpleasant odors from cooking sessions to wet dogs, without producing any detectable levels of ozone or other harmful by-products. Plus there is the low operational cost, little to no maintenance, and no expensive replacement parts. Just better air quality.	
 <b>Carbon Monoxide Detector</b>	Carrier's CO Alarm protects your home against dangerous levels of Carbon Monoxide. It uses sophisticated electronics and unmatched sensor technology to detect and record the levels of CO circulating in your indoor air. You can monitor the current CO level in your home on a large, easy-to-read digital display. When dangerous levels of CO are present, a loud, audible alarm alerts you and your family automatically.	
 <b>Fan Powered Humidifier</b>	Carrier's Performance™ Fan-Powered Humidifier keeps your home comfortable all year. It blows moisture vapor directly into your ducts. This home humidifier was engineered to work with Carrier products for improved whole house comfort. Avoid static electricity shocks and enjoy optimum humidity levels year-round.	

\*NOTE: Use the INVESTMENT OPTION WORKSHEET - Page 1 to add one or more of the above items to the total system price.



**ALL HVAC EQUIPMENT BRANDS**

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***The next page enables you to itemize the installation price to the customer. Plus, it proves to the customer how affordable your best option is based on their net monthly cost of ownership.***

Sub-Total from QUICK JOB PRICE GUIDE page		<b>\$1,497</b>
	<b>TOTAL INVESTMENT</b>	<b>\$12,002</b>
	Rebates / Discounts	<b>(\$1,800)</b>
	<b>Investment with Rebates / Discounts applied</b>	<b>\$10,202</b>
	Monthly Finance Rate Calculator® estimated payment*	<b>\$197</b>
	Home Comfort Energy Savings Calculator® estimated monthly savings*	<b>(\$192)</b>
	<b>Net Monthly Investment*</b>	<b>\$4.83</b>





## INVESTMENT OPTION WORKSHEET - Page 2

<b>Customer Name:</b>		<b>Date:</b>	
<b>Equipment:</b>		<b>Investment Option #3</b>	<b>Investment Option #4</b>
<b>Air Conditioning SEER:</b>	<b>Tons:</b>		
<b>Furnace AFUE:</b>	<b>BTU:</b>		
<b>BASE INSTALLATION PRICE (from selected system):</b>		\$	\$

**Items selected from the Enhancements, Accessories & IAQ Essentials page**

Infinity® Touch Thermostat	\$ 1,064	CIAQ-0001-0050		
Infinity® Whole-House Air Purifier	REMOVED PRICING	CIAQ-0002-0250		
High-Efficiency Media Air Cleaner		CIAQ-0003-0100		
Ultraviolet Air Purifier System		CIAQ-0004-0200		
Cold Plasma Generator Air Purifier		CIAQ-0005-0050		
Carbon Monoxide Detector		CIAQ-0006-0001		
Fan Powered Humidifier		CIAQ-0007-0200		

**Additional Accessories and Tasks**

Ecobee 6 Premium Smart Thermostat		CIOW-0001-0050		
Ecobee 3 Lite Smart Thermostat	REMOVED PRICING	CIOW-0002-0050		
Digital Thermostat 1H/1C		CIOW-0003-0050		
5-Year Labor Warranty - Gas Furnace		CIOW-0004-0000		
5-Year Labor Warranty - AC + Indoor Coil		CIOW-0005-0000		
5-Year Labor Warranty - AC + Gas Furnace + Indoor Coil + Tstat		CIOW-0006-0000		
5-Year Labor Warranty - HP + Indoor Coil		CIOW-0007-0000		
5-Year Labor Warranty - HP + Gas Furnace + Indoor Coil + Tstat		CIOW-0008-0000		
5-Year Labor Warranty - HP + Air Handler w/ Electric Heat + Tstat		CIOW-0009-0000		
Replace supply (or return) plenum box		CIOW-0010-0075		
New supply or return register and 5" or 6" run up to 25ft		CIOW-0011-0100		
New return register and 16" run up to 25ft		CIOW-0012-0150		
LP Gas conversion kit for furnace		CIOW-0013-0050		
New condensate drain pump w/ cut-off switch		CIOW-0014-0025		
New furnace exhaust metal vent piping - each 10ft		CIOW-0015-0050		
Reuse existing combustion & exhaust PVC vent piping		CIOW-0016-N100		

<b>Sub-Total from QUICK JOB PRICE GUIDE page</b>				<b>\$1,497</b>
<b>TOTAL INVESTMENT</b>				<b>\$12,002</b>
Rebates / Discounts				<b>(\$1,800)</b>
<b>Investment with Rebates / Discounts applied</b>				<b>\$10,202</b>
Monthly Finance Rate Calculator® estimated payment*				<b>\$197</b>
Home Comfort Energy Savings Calculator® estimated monthly savings*				<b>(\$192)</b>
<b>Net Monthly Investment*</b>				<b>\$4.83</b>

***The next page enables you to add retail pricing for any needed additional work to complete and where the job adder actual hours and the equipment, or parts, or material costs is known .***



## QUICK JOB PRICE GUIDE

Combine multiple Labor and/or Expenses as needed to quickly obtain total Quoted Job Price.		Investment Option #1	Investment Option #2
<b>Additional Labor</b>			
Job Labor - Crew Hours L0025		CQJL-0000-0025	
Job Labor - Crew Hours L0050	REMOVED	CQJL-0000-0050	
Job Labor - Crew Hours L0100	PRICING	CQJL-0000-0100	
Job Labor - Crew Hours L0200		CQJL-0000-0200	
Job Labor - Crew Hours L0300	\$ 566	CQJL-0000-0300	
Job Labor - Crew Hours L0400	\$ 754	CQJL-0000-0400	4-hours sell
Job Labor - Crew Hours L0500	\$ 842	CQJL-0000-0500	
Job Labor - Crew Hours L0600		CQJL-0000-0600	
Job Labor - Crew Hours L0700		CQJL-0000-0700	
Job Labor - Crew Hours L0800		CQJL-0000-0800	
Job Labor - Crew Hours L1600		CQJL-0000-1600	
Job Labor - Crew Hours L3200		CQJL-0000-3200	
<b>Additional Materials</b>			
Job Expenses - equipment/materials/subs/permits M0010		CQJM-0010-0000	
Job Expenses - equipment/materials/subs/permits M0020	REMOVED	CQJM-0020-0000	
Job Expenses - equipment/materials/subs/permits M0030	PRICING	CQJM-0030-0000	
Job Expenses - equipment/materials/subs/permits M0040		CQJM-0040-0000	
Job Expenses - equipment/materials/subs/permits M0050		CQJM-0050-0000	
Job Expenses - equipment/materials/subs/permits M0060		CQJM-0060-0000	
Job Expenses - equipment/materials/subs/permits M0070		CQJM-0070-0000	
Job Expenses - equipment/materials/subs/permits M0080		CQJM-0080-0000	
Job Expenses - equipment/materials/subs/permits M0090		CQJM-0090-0000	
Job Expenses - equipment/materials/subs/permits M0100		CQJM-0100-0000	
Job Expenses - equipment/materials/subs/permits M0125	\$ 259	CQJM-0125-0000	
Job Expenses - equipment/materials/subs/permits M0150	\$ 306	CQJM-0150-0000	\$163.32 cost which falls less than 1/2 way between \$150 and \$200. Client picks the lower price of \$306 sell.
Job Expenses - equipment/materials/subs/permits M0175	\$ 357	CQJM-0175-0000	
Job Expenses - equipment/materials/subs/permits M0200	\$ 409	CQJM-0200-0000	
Job Expenses - equipment/materials/subs/permits M0250		CQJM-0250-0000	
Job Expenses - equipment/materials/subs/permits M0300		CQJM-0300-0000	
Job Expenses - equipment/materials/subs/permits M0350		CQJM-0350-0000	
Job Expenses - equipment/materials/subs/permits M0400		CQJM-0400-0000	
Job Expenses - equipment/materials/subs/permits M0450		CQJM-0450-0000	
Job Expenses - equipment/materials/subs/permits M0500		CQJM-0500-0000	
Job Expenses - equipment/materials/subs/permits M0550		CQJM-0550-0000	
Job Expenses - equipment/materials/subs/permits M0600		CQJM-0600-0000	
Job Expenses - equipment/materials/subs/permits M0650	REMOVED	CQJM-0650-0000	
Job Expenses - equipment/materials/subs/permits M0700	PRICING	CQJM-0700-0000	
Job Expenses - equipment/materials/subs/permits M0750		CQJM-0750-0000	
Job Expenses - equipment/materials/subs/permits M0800		CQJM-0800-0000	
Job Expenses - equipment/materials/subs/permits M0850		CQJM-0850-0000	
Job Expenses - equipment/materials/subs/permits M0900		CQJM-0900-0000	
Job Expenses - equipment/materials/subs/permits M0950		CQJM-0950-0000	
Job Expenses - equipment/materials/subs/permits M1000		CQJM-1000-0000	
Job Expenses - equipment/materials/subs/permits M2000		CQJM-2000-0000	
Job Expenses - equipment/materials/subs/permits M3000		CQJM-3000-0000	
<b>Sub-Total (transfer to INVESTMENT OPTION WORKSHEET - Page 1)</b>			

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***The next page enables you to get down to your walkaway gross profit margin price using one of three rebate levels, 1 rebate reduces price by 5%, 2 rebate reduces price by 10%, and a 3 = rebate reduces price by 15%.***

## REBATE PRICING COMPANION

Installation Base Price Up To:	Tier 1 Rebate		Tier 2 Rebate		Tier 3 Rebate	
<b>\$3,000</b>	<b>\$150</b>	CT1R-0150-0000	<b>\$300</b>	CT2R-0300-0000	<b>\$450</b>	CT3R-0450-0000
<b>\$3,500</b>	<b>\$175</b>	CT1R-0175-0000	<b>\$350</b>	CT2R-0350-0000	<b>\$525</b>	CT3R-0525-0000
<b>\$4,000</b>	<b>\$200</b>	CT1R-0200-0000	<b>\$400</b>	CT2R-0400-0000	<b>\$600</b>	CT3R-0600-0000
<b>\$4,500</b>	<b>\$225</b>	CT1R-0225-0000	<b>\$450</b>	CT2R-0450-0000	<b>\$675</b>	CT3R-0675-0000
<b>\$5,000</b>	<b>\$250</b>	CT1R-0250-0000	<b>\$500</b>	CT2R-0500-0000	<b>\$750</b>	CT3R-0750-0000
<b>\$5,500</b>	<b>\$275</b>	CT1R-0275-0000	<b>\$550</b>	CT2R-0550-0000	<b>\$825</b>	CT3R-0825-0000
<b>\$6,000</b>	<b>\$300</b>	CT1R-0300-0000	<b>\$600</b>	CT2R-0600-0000	<b>\$900</b>	CT3R-0900-0000
<b>\$6,500</b>	<b>\$325</b>	CT1R-0325-0000	<b>\$650</b>	CT2R-0650-0000	<b>\$975</b>	CT3R-0975-0000
<b>\$7,000</b>	<b>\$350</b>	CT1R-0350-0000	<b>\$700</b>	CT2R-0700-0000	<b>\$1,050</b>	CT3R-1050-0000
<b>\$7,500</b>	<b>\$375</b>	CT1R-0375-0000	<b>\$750</b>	CT2R-0750-0000	<b>\$1,125</b>	CT3R-1125-0000
<b>\$8,000</b>	<b>\$400</b>	CT1R-0400-0000	<b>\$800</b>	CT2R-0800-0000	<b>\$1,200</b>	CT3R-1200-0000
<b>\$8,500</b>	<b>\$425</b>	CT1R-0425-0000	<b>\$850</b>	CT2R-0850-0000	<b>\$1,275</b>	CT3R-1275-0000
<b>\$9,000</b>	<b>\$450</b>	CT1R-0450-0000	<b>\$900</b>	CT2R-0900-0000	<b>\$1,350</b>	CT3R-1350-0000
<b>\$9,500</b>	<b>\$475</b>	CT1R-0475-0000	<b>\$950</b>	CT2R-0950-0000	<b>\$1,425</b>	CT3R-1425-0000
<b>\$10,000</b>	<b>\$500</b>	CT1R-0500-0000	<b>\$1,000</b>	CT2R-1000-0000	<b>\$1,500</b>	CT3R-1500-0000
<b>\$10,500</b>	<b>\$525</b>	CT1R-0525-0000	<b>\$1,050</b>	CT2R-1050-0000	<b>\$1,575</b>	CT3R-1575-0000
<b>\$11,000</b>	<b>\$550</b>	CT1R-0550-0000	<b>\$1,100</b>	CT2R-1100-0000	<b>\$1,650</b>	CT3R-1650-0000
<b>\$11,500</b>	<b>\$575</b>	CT1R-0575-0000	<b>\$1,150</b>	CT2R-1150-0000	<b>\$1,725</b>	CT3R-1725-0000
<b>\$12,000</b>	<b>\$600</b>	CT1R-0600-0000	<b>\$1,200</b>	CT2R-1200-0000	<b>\$1,800</b>	CT3R-1800-0000
<b>\$12,500</b>	<b>\$625</b>	CT1R-0625-0000	<b>\$1,250</b>	CT2R-1250-0000	<b>\$1,875</b>	CT3R-1875-0000
<b>\$13,000</b>	<b>\$650</b>	CT1R-0650-0000	<b>\$1,300</b>	CT2R-1300-0000	<b>\$1,950</b>	CT3R-1950-0000
<b>\$13,500</b>	<b>\$675</b>	CT1R-0675-0000	<b>\$1,350</b>	CT2R-1350-0000	<b>\$2,025</b>	CT3R-2025-0000
<b>\$14,000</b>	<b>\$700</b>	CT1R-0700-0000	<b>\$1,400</b>	CT2R-1400-0000	<b>\$2,100</b>	CT3R-2100-0000
<b>\$14,500</b>	<b>\$725</b>	CT1R-0725-0000	<b>\$1,450</b>	CT2R-1450-0000	<b>\$2,175</b>	CT3R-2175-0000
<b>\$15,000</b>	<b>\$750</b>	CT1R-0750-0000	<b>\$1,500</b>	CT2R-1500-0000	<b>\$2,250</b>	CT3R-2250-0000
<b>\$15,500</b>	<b>\$775</b>	CT1R-0775-0000	<b>\$1,550</b>	CT2R-1550-0000	<b>\$2,325</b>	CT3R-2325-0000
<b>\$16,000</b>	<b>\$800</b>	CT1R-0800-0000	<b>\$1,600</b>	CT2R-1600-0000	<b>\$2,400</b>	CT3R-2400-0000
<b>\$16,500</b>	<b>\$825</b>	CT1R-0825-0000	<b>\$1,650</b>	CT2R-1650-0000	<b>\$2,475</b>	CT3R-2475-0000
<b>\$17,000</b>	<b>\$850</b>	CT1R-0850-0000	<b>\$1,700</b>	CT2R-1700-0000	<b>\$2,550</b>	CT3R-2550-0000
<b>\$17,500</b>	<b>\$875</b>	CT1R-0875-0000	<b>\$1,750</b>	CT2R-1750-0000	<b>\$2,625</b>	CT3R-2625-0000
<b>\$18,000</b>	<b>\$900</b>	CT1R-0900-0000	<b>\$1,800</b>	CT2R-1800-0000	<b>\$2,700</b>	CT3R-2700-0000
<b>\$18,500</b>	<b>\$925</b>	CT1R-0925-0000	<b>\$1,850</b>	CT2R-1850-0000	<b>\$2,775</b>	CT3R-2775-0000
<b>\$19,000</b>	<b>\$950</b>	CT1R-0950-0000	<b>\$1,900</b>	CT2R-1900-0000	<b>\$2,850</b>	CT3R-2850-0000
<b>\$19,500</b>	<b>\$975</b>	CT1R-0975-0000	<b>\$1,950</b>	CT2R-1950-0000	<b>\$2,925</b>	CT3R-2925-0000
<b>\$20,000</b>	<b>\$1,000</b>	CT1R-1000-0000	<b>\$2,000</b>	CT2R-2000-0000	<b>\$3,000</b>	CT3R-3000-0000
<b>\$20,500</b>	<b>\$1,025</b>	CT1R-1025-0000	<b>\$2,050</b>	CT2R-2050-0000	<b>\$3,075</b>	CT3R-3075-0000
<b>\$21,000</b>	<b>\$1,050</b>	CT1R-1050-0000	<b>\$2,100</b>	CT2R-2100-0000	<b>\$3,150</b>	CT3R-3150-0000
<b>\$21,500</b>	<b>\$1,075</b>	CT1R-1075-0000	<b>\$2,150</b>	CT2R-2150-0000	<b>\$3,225</b>	CT3R-3225-0000
<b>\$22,000</b>	<b>\$1,100</b>	CT1R-1100-0000	<b>\$2,200</b>	CT2R-2200-0000	<b>\$3,300</b>	CT3R-3300-0000
<b>\$22,500</b>	<b>\$1,125</b>	CT1R-1125-0000	<b>\$2,250</b>	CT2R-2250-0000	<b>\$3,375</b>	CT3R-3375-0000
<b>\$23,000</b>	<b>\$1,150</b>	CT1R-1150-0000	<b>\$2,300</b>	CT2R-2300-0000	<b>\$3,450</b>	CT3R-3450-0000
<b>\$23,500</b>	<b>\$1,175</b>	CT1R-1175-0000	<b>\$2,350</b>	CT2R-2350-0000	<b>\$3,525</b>	CT3R-3525-0000
<b>\$24,000</b>	<b>\$1,200</b>	CT1R-1200-0000	<b>\$2,400</b>	CT2R-2400-0000	<b>\$3,600</b>	CT3R-3600-0000
<b>\$24,500</b>	<b>\$1,225</b>	CT1R-1225-0000	<b>\$2,450</b>	CT2R-2450-0000	<b>\$3,675</b>	CT3R-3675-0000
<b>\$25,000</b>	<b>\$1,250</b>	CT1R-1250-0000	<b>\$2,500</b>	CT2R-2500-0000	<b>\$3,750</b>	CT3R-3750-0000
<b>\$25,500</b>	<b>\$1,275</b>	CT1R-1275-0000	<b>\$2,550</b>	CT2R-2550-0000	<b>\$3,825</b>	CT3R-3825-0000
<b>\$26,000</b>	<b>\$1,300</b>	CT1R-1300-0000	<b>\$2,600</b>	CT2R-2600-0000	<b>\$3,900</b>	CT3R-3900-0000
<b>\$26,500</b>	<b>\$1,325</b>	CT1R-1325-0000	<b>\$2,650</b>	CT2R-2650-0000	<b>\$3,975</b>	CT3R-3975-0000
<b>\$27,000</b>	<b>\$1,350</b>	CT1R-1350-0000	<b>\$2,700</b>	CT2R-2700-0000	<b>\$4,050</b>	CT3R-4050-0000
<b>\$27,500</b>	<b>\$1,375</b>	CT1R-1375-0000	<b>\$2,750</b>	CT2R-2750-0000	<b>\$4,125</b>	CT3R-4125-0000
<b>\$28,000</b>	<b>\$1,400</b>	CT1R-1400-0000	<b>\$2,800</b>	CT2R-2800-0000	<b>\$4,200</b>	CT3R-4200-0000
<b>\$28,500</b>	<b>\$1,425</b>	CT1R-1425-0000	<b>\$2,850</b>	CT2R-2850-0000	<b>\$4,275</b>	CT3R-4275-0000
<b>\$29,000</b>	<b>\$1,450</b>	CT1R-1450-0000	<b>\$2,900</b>	CT2R-2900-0000	<b>\$4,350</b>	CT3R-4350-0000
<b>\$29,500</b>	<b>\$1,475</b>	CT1R-1475-0000	<b>\$2,950</b>	CT2R-2950-0000	<b>\$4,425</b>	CT3R-4425-0000
<b>\$30,000</b>	<b>\$1,500</b>	CT1R-1500-0000	<b>\$3,000</b>	CT2R-3000-0000	<b>\$4,500</b>	CT3R-4500-0000

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***The next page enables you to get the average monthly energy savings replacement existing system with your installation option. We set this up based on your local utility rates and your annual heating and cooling***

# ENERGY SAVINGS



# Home Comfort Energy Savings Calculator®\*

## 1.5 Ton Air Conditioner - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>	22.0	\$ 773	\$ 634	\$ 526	\$ 440	\$ 369	\$ 310	\$ 260	\$ 217	\$ 180	\$ 148
	21.5	\$ 765	\$ 626	\$ 518	\$ 432	\$ 361	\$ 302	\$ 253	\$ 210	\$ 173	\$ 140
	21.1	\$ 757	\$ 619	\$ 511	\$ 424	\$ 353	\$ 295	\$ 245	\$ 202	\$ 165	\$ 133
	20.6	\$ 749	\$ 610	\$ 502	\$ 416	\$ 345	\$ 286	\$ 236	\$ 194	\$ 157	\$ 124
	20.1	\$ 741	\$ 602	\$ 494	\$ 407	\$ 337	\$ 278	\$ 228	\$ 185	\$ 148	\$ 116
	19.6	\$ 732	\$ 593	\$ 485	\$ 398	\$ 328	\$ 269	\$ 219	\$ 176	\$ 139	\$ 107
	19.1	\$ 722	\$ 583	\$ 475	\$ 389	\$ 318	\$ 259	\$ 209	\$ 167	\$ 130	\$ 97
	18.7	\$ 712	\$ 573	\$ 465	\$ 379	\$ 308	\$ 249	\$ 199	\$ 157	\$ 120	\$ 87
	18.2	\$ 702	\$ 563	\$ 455	\$ 368	\$ 298	\$ 239	\$ 189	\$ 146	\$ 109	\$ 77
	17.7	\$ 691	\$ 552	\$ 444	\$ 357	\$ 287	\$ 228	\$ 178	\$ 135	\$ 98	\$ 66
	17.2	\$ 679	\$ 540	\$ 432	\$ 346	\$ 275	\$ 216	\$ 166	\$ 123	\$ 86	\$ 54
	16.7	\$ 667	\$ 528	\$ 420	\$ 333	\$ 263	\$ 204	\$ 154	\$ 111	\$ 74	\$ 42
	16.3	\$ 653	\$ 515	\$ 407	\$ 320	\$ 249	\$ 191	\$ 141	\$ 98	\$ 61	\$ 29
	15.8	\$ 640	\$ 501	\$ 393	\$ 306	\$ 236	\$ 177	\$ 127	\$ 84	\$ 47	\$ 15
	15.3	\$ 625	\$ 486	\$ 378	\$ 292	\$ 221	\$ 162	\$ 112	\$ 69	\$ 32	
	14.8	\$ 609	\$ 470	\$ 362	\$ 276	\$ 205	\$ 146	\$ 96	\$ 54	\$ 17	
	14.4	\$ 592	\$ 454	\$ 346	\$ 259	\$ 189	\$ 130	\$ 80	\$ 37		
	13.4	\$ 555	\$ 417	\$ 309	\$ 222	\$ 151	\$ 93	\$ 43			

## 1.5 Ton Air Conditioner - Monthly Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>	22.0	\$ 64	\$ 53	\$ 44	\$ 37	\$ 31	\$ 26	\$ 22	\$ 18	\$ 15	\$ 12
	21.5	\$ 64	\$ 52	\$ 43	\$ 36	\$ 30	\$ 25	\$ 21	\$ 17	\$ 14	\$ 12
	21.1	\$ 63	\$ 52	\$ 43	\$ 35	\$ 29	\$ 25	\$ 20	\$ 17	\$ 14	\$ 11
	20.6	\$ 62	\$ 51	\$ 42	\$ 35	\$ 29	\$ 24	\$ 20	\$ 16	\$ 13	\$ 10
	20.1	\$ 62	\$ 50	\$ 41	\$ 34	\$ 28	\$ 23	\$ 19	\$ 15	\$ 12	\$ 10
	19.6	\$ 61	\$ 49	\$ 40	\$ 33	\$ 27	\$ 22	\$ 18	\$ 15	\$ 12	\$ 9
	19.1	\$ 60	\$ 49	\$ 40	\$ 32	\$ 27	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8
	18.7	\$ 59	\$ 48	\$ 39	\$ 32	\$ 26	\$ 21	\$ 17	\$ 13	\$ 10	\$ 7
	18.2	\$ 58	\$ 47	\$ 38	\$ 31	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6
	17.7	\$ 58	\$ 46	\$ 37	\$ 30	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 5
	17.2	\$ 57	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5
	16.7	\$ 56	\$ 44	\$ 35	\$ 28	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6	\$ 3
	16.3	\$ 54	\$ 43	\$ 34	\$ 27	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5	\$ 2
	15.8	\$ 53	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1
	15.3	\$ 52	\$ 41	\$ 32	\$ 24	\$ 18	\$ 14	\$ 9	\$ 6	\$ 3	
	14.8	\$ 51	\$ 39	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	
	14.4	\$ 49	\$ 38	\$ 29	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3		
	13.4	\$ 46	\$ 35	\$ 26	\$ 19	\$ 13	\$ 8	\$ 4			

### Calculations based on:

18,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 2.0 Ton Air Conditioner - Annual Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>22.0</b>	\$ 1,030	\$ 845	\$ 701	\$ 586	\$ 492	\$ 413	\$ 347	\$ 290	\$ 240	\$ 197
<b>21.5</b>	\$ 1,020	\$ 835	\$ 691	\$ 576	\$ 482	\$ 403	\$ 337	\$ 280	\$ 230	\$ 187
<b>21.1</b>	\$ 1,010	\$ 825	\$ 681	\$ 566	\$ 471	\$ 393	\$ 326	\$ 269	\$ 220	\$ 177
<b>20.6</b>	\$ 999	\$ 814	\$ 670	\$ 555	\$ 460	\$ 382	\$ 315	\$ 258	\$ 209	\$ 166
<b>20.1</b>	\$ 987	\$ 802	\$ 658	\$ 543	\$ 449	\$ 370	\$ 304	\$ 247	\$ 197	\$ 154
<b>19.6</b>	\$ 975	\$ 790	\$ 646	\$ 531	\$ 437	\$ 358	\$ 292	\$ 235	\$ 185	\$ 142
<b>19.1</b>	\$ 963	\$ 778	\$ 634	\$ 518	\$ 424	\$ 346	\$ 279	\$ 222	\$ 173	\$ 130
<b>18.7</b>	\$ 949	\$ 764	\$ 620	\$ 505	\$ 411	\$ 332	\$ 266	\$ 209	\$ 160	\$ 116
<b>18.2</b>	\$ 935	\$ 750	\$ 606	\$ 491	\$ 397	\$ 318	\$ 252	\$ 195	\$ 146	\$ 102
<b>17.7</b>	\$ 921	\$ 736	\$ 592	\$ 476	\$ 382	\$ 304	\$ 237	\$ 180	\$ 131	\$ 88
<b>17.2</b>	\$ 905	\$ 720	\$ 576	\$ 461	\$ 367	\$ 288	\$ 222	\$ 165	\$ 115	\$ 72
<b>16.7</b>	\$ 889	\$ 704	\$ 560	\$ 444	\$ 350	\$ 272	\$ 205	\$ 148	\$ 99	\$ 56
<b>16.3</b>	\$ 871	\$ 686	\$ 542	\$ 427	\$ 333	\$ 254	\$ 188	\$ 131	\$ 81	\$ 38
<b>15.8</b>	\$ 853	\$ 668	\$ 524	\$ 408	\$ 314	\$ 236	\$ 169	\$ 112	\$ 63	\$ 20
<b>15.3</b>	\$ 833	\$ 648	\$ 504	\$ 389	\$ 295	\$ 216	\$ 150	\$ 93	\$ 43	
<b>14.8</b>	\$ 812	\$ 627	\$ 483	\$ 368	\$ 274	\$ 195	\$ 129	\$ 72	\$ 22	
<b>14.4</b>	\$ 790	\$ 605	\$ 461	\$ 346	\$ 251	\$ 173	\$ 106	\$ 49		
<b>13.4</b>	\$ 741	\$ 555	\$ 411	\$ 296	\$ 202	\$ 123	\$ 57			

## 2.0 Ton Air Conditioner - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>22.0</b>	\$ 86	\$ 70	\$ 58	\$ 49	\$ 41	\$ 34	\$ 29	\$ 24	\$ 20	\$ 16
<b>21.5</b>	\$ 85	\$ 70	\$ 58	\$ 48	\$ 40	\$ 34	\$ 28	\$ 23	\$ 19	\$ 16
<b>21.1</b>	\$ 84	\$ 69	\$ 57	\$ 47	\$ 39	\$ 33	\$ 27	\$ 22	\$ 18	\$ 15
<b>20.6</b>	\$ 83	\$ 68	\$ 56	\$ 46	\$ 38	\$ 32	\$ 26	\$ 22	\$ 17	\$ 14
<b>20.1</b>	\$ 82	\$ 67	\$ 55	\$ 45	\$ 37	\$ 31	\$ 25	\$ 21	\$ 16	\$ 13
<b>19.6</b>	\$ 81	\$ 66	\$ 54	\$ 44	\$ 36	\$ 30	\$ 24	\$ 20	\$ 15	\$ 12
<b>19.1</b>	\$ 80	\$ 65	\$ 53	\$ 43	\$ 35	\$ 29	\$ 23	\$ 19	\$ 14	\$ 11
<b>18.7</b>	\$ 79	\$ 64	\$ 52	\$ 42	\$ 34	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10
<b>18.2</b>	\$ 78	\$ 63	\$ 51	\$ 41	\$ 33	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9
<b>17.7</b>	\$ 77	\$ 61	\$ 49	\$ 40	\$ 32	\$ 25	\$ 20	\$ 15	\$ 11	\$ 7
<b>17.2</b>	\$ 75	\$ 60	\$ 48	\$ 38	\$ 31	\$ 24	\$ 18	\$ 14	\$ 10	\$ 6
<b>16.7</b>	\$ 74	\$ 59	\$ 47	\$ 37	\$ 29	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5
<b>16.3</b>	\$ 73	\$ 57	\$ 45	\$ 36	\$ 28	\$ 21	\$ 16	\$ 11	\$ 7	\$ 3
<b>15.8</b>	\$ 71	\$ 56	\$ 44	\$ 34	\$ 26	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2
<b>15.3</b>	\$ 69	\$ 54	\$ 42	\$ 32	\$ 25	\$ 18	\$ 12	\$ 8	\$ 4	
<b>14.8</b>	\$ 68	\$ 52	\$ 40	\$ 31	\$ 23	\$ 16	\$ 11	\$ 6	\$ 2	
<b>14.4</b>	\$ 66	\$ 50	\$ 38	\$ 29	\$ 21	\$ 14	\$ 9	\$ 4		
<b>13.4</b>	\$ 62	\$ 46	\$ 34	\$ 25	\$ 17	\$ 10	\$ 5			

### Calculations based on:

24,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 2.5 Ton Air Conditioner - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 1,288	\$ 1,057	\$ 877	\$ 733	\$ 615	\$ 517	\$ 433	\$ 362	\$ 301	\$ 247	
21.5	\$ 1,275	\$ 1,044	\$ 864	\$ 720	\$ 602	\$ 504	\$ 421	\$ 350	\$ 288	\$ 234	
21.1	\$ 1,262	\$ 1,031	\$ 851	\$ 707	\$ 589	\$ 491	\$ 408	\$ 337	\$ 275	\$ 221	
20.6	\$ 1,249	\$ 1,017	\$ 837	\$ 693	\$ 575	\$ 477	\$ 394	\$ 323	\$ 261	\$ 207	
20.1	\$ 1,234	\$ 1,003	\$ 823	\$ 679	\$ 561	\$ 463	\$ 380	\$ 309	\$ 247	\$ 193	
19.6	\$ 1,219	\$ 988	\$ 808	\$ 664	\$ 546	\$ 448	\$ 365	\$ 294	\$ 232	\$ 178	
19.1	\$ 1,203	\$ 972	\$ 792	\$ 648	\$ 530	\$ 432	\$ 349	\$ 278	\$ 216	\$ 162	
18.7	\$ 1,187	\$ 955	\$ 775	\$ 631	\$ 514	\$ 415	\$ 332	\$ 261	\$ 199	\$ 145	
18.2	\$ 1,169	\$ 938	\$ 758	\$ 614	\$ 496	\$ 398	\$ 315	\$ 244	\$ 182	\$ 128	
17.7	\$ 1,151	\$ 919	\$ 739	\$ 595	\$ 478	\$ 379	\$ 296	\$ 225	\$ 163	\$ 109	
17.2	\$ 1,131	\$ 900	\$ 720	\$ 576	\$ 458	\$ 360	\$ 277	\$ 206	\$ 144	\$ 90	
16.7	\$ 1,111	\$ 879	\$ 699	\$ 555	\$ 438	\$ 339	\$ 256	\$ 185	\$ 123	\$ 69	
16.3	\$ 1,089	\$ 858	\$ 678	\$ 534	\$ 416	\$ 318	\$ 235	\$ 163	\$ 102	\$ 48	
15.8	\$ 1,066	\$ 835	\$ 655	\$ 511	\$ 393	\$ 295	\$ 211	\$ 140	\$ 79	\$ 25	
15.3	\$ 1,041	\$ 810	\$ 630	\$ 486	\$ 368	\$ 270	\$ 187	\$ 116	\$ 54		
14.8	\$ 1,015	\$ 784	\$ 604	\$ 460	\$ 342	\$ 244	\$ 161	\$ 90	\$ 28		
14.4	\$ 987	\$ 756	\$ 576	\$ 432	\$ 314	\$ 216	\$ 133	\$ 62			
13.4	\$ 926	\$ 694	\$ 514	\$ 370	\$ 252	\$ 154	\$ 71				

## 2.5 Ton Air Conditioner - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 107	\$ 88	\$ 73	\$ 61	\$ 51	\$ 43	\$ 36	\$ 30	\$ 25	\$ 21
21.5	\$ 106	\$ 87	\$ 72	\$ 60	\$ 50	\$ 42	\$ 35	\$ 29	\$ 24	\$ 20
21.1	\$ 105	\$ 86	\$ 71	\$ 59	\$ 49	\$ 41	\$ 34	\$ 28	\$ 23	\$ 18
20.6	\$ 104	\$ 85	\$ 70	\$ 58	\$ 48	\$ 40	\$ 33	\$ 27	\$ 22	\$ 17
20.1	\$ 103	\$ 84	\$ 69	\$ 57	\$ 47	\$ 39	\$ 32	\$ 26	\$ 21	\$ 16
19.6	\$ 102	\$ 82	\$ 67	\$ 55	\$ 45	\$ 37	\$ 30	\$ 24	\$ 19	\$ 15
19.1	\$ 100	\$ 81	\$ 66	\$ 54	\$ 44	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14
18.7	\$ 99	\$ 80	\$ 65	\$ 53	\$ 43	\$ 35	\$ 28	\$ 22	\$ 17	\$ 12
18.2	\$ 97	\$ 78	\$ 63	\$ 51	\$ 41	\$ 33	\$ 26	\$ 20	\$ 15	\$ 11
17.7	\$ 96	\$ 77	\$ 62	\$ 50	\$ 40	\$ 32	\$ 25	\$ 19	\$ 14	\$ 9
17.2	\$ 94	\$ 75	\$ 60	\$ 48	\$ 38	\$ 30	\$ 23	\$ 17	\$ 12	\$ 7
16.7	\$ 93	\$ 73	\$ 58	\$ 46	\$ 36	\$ 28	\$ 21	\$ 15	\$ 10	\$ 6
16.3	\$ 91	\$ 71	\$ 56	\$ 44	\$ 35	\$ 26	\$ 20	\$ 14	\$ 8	\$ 4
15.8	\$ 89	\$ 70	\$ 55	\$ 43	\$ 33	\$ 25	\$ 18	\$ 12	\$ 7	\$ 2
15.3	\$ 87	\$ 68	\$ 53	\$ 41	\$ 31	\$ 23	\$ 16	\$ 10	\$ 5	
14.8	\$ 85	\$ 65	\$ 50	\$ 38	\$ 29	\$ 20	\$ 13	\$ 7	\$ 2	
14.4	\$ 82	\$ 63	\$ 48	\$ 36	\$ 26	\$ 18	\$ 11	\$ 5		
13.4	\$ 77	\$ 58	\$ 43	\$ 31	\$ 21	\$ 13	\$ 6			

### Calculations based on:

30,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 3.0 Ton Air Conditioner - Annual Savings

		Existing SEER									
		7	8	9	10	11	12	13	14	15	16
New SEER2	22.0	\$ 1,546	\$ 1,268	\$ 1,052	\$ 879	\$ 738	\$ 620	\$ 520	\$ 435	\$ 361	\$ 296
	21.5	\$ 1,531	\$ 1,253	\$ 1,037	\$ 864	\$ 723	\$ 605	\$ 505	\$ 420	\$ 346	\$ 281
	21.1	\$ 1,515	\$ 1,237	\$ 1,021	\$ 848	\$ 707	\$ 589	\$ 489	\$ 404	\$ 330	\$ 265
	20.6	\$ 1,498	\$ 1,221	\$ 1,005	\$ 832	\$ 690	\$ 573	\$ 473	\$ 388	\$ 313	\$ 249
	20.1	\$ 1,481	\$ 1,203	\$ 987	\$ 815	\$ 673	\$ 555	\$ 456	\$ 370	\$ 296	\$ 231
	19.6	\$ 1,463	\$ 1,185	\$ 969	\$ 797	\$ 655	\$ 537	\$ 438	\$ 352	\$ 278	\$ 213
	19.1	\$ 1,444	\$ 1,166	\$ 950	\$ 778	\$ 636	\$ 518	\$ 419	\$ 333	\$ 259	\$ 194
	18.7	\$ 1,424	\$ 1,146	\$ 930	\$ 758	\$ 616	\$ 498	\$ 399	\$ 313	\$ 239	\$ 174
	18.2	\$ 1,403	\$ 1,125	\$ 909	\$ 737	\$ 595	\$ 477	\$ 378	\$ 292	\$ 218	\$ 153
	17.7	\$ 1,381	\$ 1,103	\$ 887	\$ 715	\$ 573	\$ 455	\$ 356	\$ 270	\$ 196	\$ 131
	17.2	\$ 1,358	\$ 1,080	\$ 864	\$ 691	\$ 550	\$ 432	\$ 332	\$ 247	\$ 173	\$ 108
	16.7	\$ 1,333	\$ 1,055	\$ 839	\$ 667	\$ 525	\$ 407	\$ 308	\$ 222	\$ 148	\$ 83
	16.3	\$ 1,307	\$ 1,029	\$ 813	\$ 640	\$ 499	\$ 381	\$ 281	\$ 196	\$ 122	\$ 57
	15.8	\$ 1,279	\$ 1,001	\$ 785	\$ 613	\$ 471	\$ 353	\$ 254	\$ 168	\$ 94	\$ 29
	15.3	\$ 1,250	\$ 972	\$ 756	\$ 583	\$ 442	\$ 324	\$ 224	\$ 139	\$ 65	
	14.8	\$ 1,218	\$ 941	\$ 725	\$ 552	\$ 410	\$ 293	\$ 193	\$ 108	\$ 33	
14.4	\$ 1,185	\$ 907	\$ 691	\$ 518	\$ 377	\$ 259	\$ 160	\$ 74			
13.4	\$ 1,111	\$ 833	\$ 617	\$ 444	\$ 303	\$ 185	\$ 85				

## 3.0 Ton Air Conditioner - Monthly Savings

		Existing SEER									
		7	8	9	10	11	12	13	14	15	16
New SEER2	22.0	\$ 129	\$ 106	\$ 88	\$ 73	\$ 61	\$ 52	\$ 43	\$ 36	\$ 30	\$ 25
	21.5	\$ 128	\$ 104	\$ 86	\$ 72	\$ 60	\$ 50	\$ 42	\$ 35	\$ 29	\$ 23
	21.1	\$ 126	\$ 103	\$ 85	\$ 71	\$ 59	\$ 49	\$ 41	\$ 34	\$ 27	\$ 22
	20.6	\$ 125	\$ 102	\$ 84	\$ 69	\$ 58	\$ 48	\$ 39	\$ 32	\$ 26	\$ 21
	20.1	\$ 123	\$ 100	\$ 82	\$ 68	\$ 56	\$ 46	\$ 38	\$ 31	\$ 25	\$ 19
	19.6	\$ 122	\$ 99	\$ 81	\$ 66	\$ 55	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18
	19.1	\$ 120	\$ 97	\$ 79	\$ 65	\$ 53	\$ 43	\$ 35	\$ 28	\$ 22	\$ 16
	18.7	\$ 119	\$ 96	\$ 78	\$ 63	\$ 51	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15
	18.2	\$ 117	\$ 94	\$ 76	\$ 61	\$ 50	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13
	17.7	\$ 115	\$ 92	\$ 74	\$ 60	\$ 48	\$ 38	\$ 30	\$ 23	\$ 16	\$ 11
	17.2	\$ 113	\$ 90	\$ 72	\$ 58	\$ 46	\$ 36	\$ 28	\$ 21	\$ 14	\$ 9
	16.7	\$ 111	\$ 88	\$ 70	\$ 56	\$ 44	\$ 34	\$ 26	\$ 19	\$ 12	\$ 7
	16.3	\$ 109	\$ 86	\$ 68	\$ 53	\$ 42	\$ 32	\$ 23	\$ 16	\$ 10	\$ 5
	15.8	\$ 107	\$ 83	\$ 65	\$ 51	\$ 39	\$ 29	\$ 21	\$ 14	\$ 8	\$ 2
	15.3	\$ 104	\$ 81	\$ 63	\$ 49	\$ 37	\$ 27	\$ 19	\$ 12	\$ 5	
	14.8	\$ 102	\$ 78	\$ 60	\$ 46	\$ 34	\$ 24	\$ 16	\$ 9	\$ 3	
14.4	\$ 99	\$ 76	\$ 58	\$ 43	\$ 31	\$ 22	\$ 13	\$ 6			
13.4	\$ 93	\$ 69	\$ 51	\$ 37	\$ 25	\$ 15	\$ 7				

### Calculations based on:

36,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 3.5 Ton Air Conditioner - Annual Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 1,803	\$ 1,479	\$ 1,227	\$ 1,026	\$ 861	\$ 723	\$ 607	\$ 507	\$ 421	\$ 345
21.5	\$ 1,786	\$ 1,462	\$ 1,210	\$ 1,008	\$ 843	\$ 706	\$ 589	\$ 490	\$ 403	\$ 328
21.1	\$ 1,767	\$ 1,443	\$ 1,191	\$ 990	\$ 825	\$ 687	\$ 571	\$ 471	\$ 385	\$ 309
20.6	\$ 1,748	\$ 1,424	\$ 1,172	\$ 970	\$ 806	\$ 668	\$ 552	\$ 452	\$ 366	\$ 290
20.1	\$ 1,728	\$ 1,404	\$ 1,152	\$ 950	\$ 785	\$ 648	\$ 532	\$ 432	\$ 346	\$ 270
19.6	\$ 1,707	\$ 1,383	\$ 1,131	\$ 929	\$ 764	\$ 627	\$ 511	\$ 411	\$ 325	\$ 249
19.1	\$ 1,685	\$ 1,361	\$ 1,109	\$ 907	\$ 742	\$ 605	\$ 488	\$ 389	\$ 302	\$ 227
18.7	\$ 1,662	\$ 1,338	\$ 1,086	\$ 884	\$ 719	\$ 582	\$ 465	\$ 366	\$ 279	\$ 204
18.2	\$ 1,637	\$ 1,313	\$ 1,061	\$ 859	\$ 695	\$ 557	\$ 441	\$ 341	\$ 255	\$ 179
17.7	\$ 1,611	\$ 1,287	\$ 1,035	\$ 834	\$ 669	\$ 531	\$ 415	\$ 315	\$ 229	\$ 153
17.2	\$ 1,584	\$ 1,260	\$ 1,008	\$ 806	\$ 641	\$ 504	\$ 388	\$ 288	\$ 202	\$ 126
16.7	\$ 1,555	\$ 1,231	\$ 979	\$ 778	\$ 613	\$ 475	\$ 359	\$ 259	\$ 173	\$ 97
16.3	\$ 1,525	\$ 1,201	\$ 949	\$ 747	\$ 582	\$ 445	\$ 328	\$ 229	\$ 142	\$ 67
15.8	\$ 1,492	\$ 1,168	\$ 916	\$ 715	\$ 550	\$ 412	\$ 296	\$ 196	\$ 110	\$ 34
15.3	\$ 1,458	\$ 1,134	\$ 882	\$ 680	\$ 515	\$ 378	\$ 262	\$ 162	\$ 76	
14.8	\$ 1,421	\$ 1,097	\$ 845	\$ 644	\$ 479	\$ 341	\$ 225	\$ 125	\$ 39	
14.4	\$ 1,382	\$ 1,058	\$ 806	\$ 605	\$ 440	\$ 302	\$ 186	\$ 86		
13.4	\$ 1,296	\$ 972	\$ 720	\$ 518	\$ 353	\$ 216	\$ 100			

## 3.5 Ton Air Conditioner - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 150	\$ 123	\$ 102	\$ 85	\$ 72	\$ 60	\$ 51	\$ 42	\$ 35	\$ 29
21.5	\$ 149	\$ 122	\$ 101	\$ 84	\$ 70	\$ 59	\$ 49	\$ 41	\$ 34	\$ 27
21.1	\$ 147	\$ 120	\$ 99	\$ 82	\$ 69	\$ 57	\$ 48	\$ 39	\$ 32	\$ 26
20.6	\$ 146	\$ 119	\$ 98	\$ 81	\$ 67	\$ 56	\$ 46	\$ 38	\$ 30	\$ 24
20.1	\$ 144	\$ 117	\$ 96	\$ 79	\$ 65	\$ 54	\$ 44	\$ 36	\$ 29	\$ 23
19.6	\$ 142	\$ 115	\$ 94	\$ 77	\$ 64	\$ 52	\$ 43	\$ 34	\$ 27	\$ 21
19.1	\$ 140	\$ 113	\$ 92	\$ 76	\$ 62	\$ 50	\$ 41	\$ 32	\$ 25	\$ 19
18.7	\$ 138	\$ 111	\$ 90	\$ 74	\$ 60	\$ 48	\$ 39	\$ 30	\$ 23	\$ 17
18.2	\$ 136	\$ 109	\$ 88	\$ 72	\$ 58	\$ 46	\$ 37	\$ 28	\$ 21	\$ 15
17.7	\$ 134	\$ 107	\$ 86	\$ 69	\$ 56	\$ 44	\$ 35	\$ 26	\$ 19	\$ 13
17.2	\$ 132	\$ 105	\$ 84	\$ 67	\$ 53	\$ 42	\$ 32	\$ 24	\$ 17	\$ 11
16.7	\$ 130	\$ 103	\$ 82	\$ 65	\$ 51	\$ 40	\$ 30	\$ 22	\$ 14	\$ 8
16.3	\$ 127	\$ 100	\$ 79	\$ 62	\$ 49	\$ 37	\$ 27	\$ 19	\$ 12	\$ 6
15.8	\$ 124	\$ 97	\$ 76	\$ 60	\$ 46	\$ 34	\$ 25	\$ 16	\$ 9	\$ 3
15.3	\$ 122	\$ 95	\$ 74	\$ 57	\$ 43	\$ 32	\$ 22	\$ 14	\$ 6	
14.8	\$ 118	\$ 91	\$ 70	\$ 54	\$ 40	\$ 28	\$ 19	\$ 10	\$ 3	
14.4	\$ 115	\$ 88	\$ 67	\$ 50	\$ 37	\$ 25	\$ 16	\$ 7		
13.4	\$ 108	\$ 81	\$ 60	\$ 43	\$ 29	\$ 18	\$ 8			

### Calculations based on:

42,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 4.0 Ton Air Conditioner - Annual Savings

	New SEER2	Existing SEER									
		7	8	9	10	11	12	13	14	15	16
	22.0	\$ 2,061	\$ 1,690	\$ 1,402	\$ 1,172	\$ 984	\$ 826	\$ 694	\$ 580	\$ 481	\$ 394
	21.5	\$ 2,041	\$ 1,670	\$ 1,382	\$ 1,152	\$ 963	\$ 806	\$ 673	\$ 560	\$ 461	\$ 374
	21.1	\$ 2,020	\$ 1,649	\$ 1,361	\$ 1,131	\$ 943	\$ 785	\$ 653	\$ 539	\$ 440	\$ 353
	20.6	\$ 1,998	\$ 1,628	\$ 1,340	\$ 1,109	\$ 921	\$ 764	\$ 631	\$ 517	\$ 418	\$ 332
	20.1	\$ 1,975	\$ 1,605	\$ 1,317	\$ 1,086	\$ 898	\$ 741	\$ 608	\$ 494	\$ 395	\$ 309
	19.6	\$ 1,951	\$ 1,580	\$ 1,292	\$ 1,062	\$ 874	\$ 716	\$ 584	\$ 470	\$ 371	\$ 284
	19.1	\$ 1,925	\$ 1,555	\$ 1,267	\$ 1,037	\$ 848	\$ 691	\$ 558	\$ 444	\$ 346	\$ 259
	18.7	\$ 1,899	\$ 1,529	\$ 1,241	\$ 1,010	\$ 822	\$ 665	\$ 532	\$ 418	\$ 319	\$ 233
	18.2	\$ 1,871	\$ 1,501	\$ 1,213	\$ 982	\$ 794	\$ 637	\$ 504	\$ 390	\$ 291	\$ 205
	17.7	\$ 1,841	\$ 1,471	\$ 1,183	\$ 953	\$ 764	\$ 607	\$ 474	\$ 360	\$ 262	\$ 175
	17.2	\$ 1,810	\$ 1,440	\$ 1,152	\$ 922	\$ 733	\$ 576	\$ 443	\$ 329	\$ 230	\$ 144
	16.7	\$ 1,777	\$ 1,407	\$ 1,119	\$ 889	\$ 700	\$ 543	\$ 410	\$ 296	\$ 197	\$ 111
	16.3	\$ 1,743	\$ 1,372	\$ 1,084	\$ 854	\$ 665	\$ 508	\$ 375	\$ 261	\$ 163	\$ 76
	15.8	\$ 1,706	\$ 1,335	\$ 1,047	\$ 817	\$ 628	\$ 471	\$ 338	\$ 224	\$ 126	\$ 39
	15.3	\$ 1,666	\$ 1,296	\$ 1,008	\$ 778	\$ 589	\$ 432	\$ 299	\$ 185	\$ 86	
	14.8	\$ 1,624	\$ 1,254	\$ 966	\$ 736	\$ 547	\$ 390	\$ 257	\$ 143	\$ 45	
	14.4	\$ 1,580	\$ 1,210	\$ 922	\$ 691	\$ 503	\$ 346	\$ 213	\$ 99		
	13.4	\$ 1,481	\$ 1,111	\$ 823	\$ 592	\$ 404	\$ 247	\$ 114			

## 4.0 Ton Air Conditioner - Monthly Savings

	New SEER2	Existing SEER									
		7	8	9	10	11	12	13	14	15	16
	22.0	\$ 172	\$ 141	\$ 117	\$ 98	\$ 82	\$ 69	\$ 58	\$ 48	\$ 40	\$ 33
	21.5	\$ 170	\$ 139	\$ 115	\$ 96	\$ 80	\$ 67	\$ 56	\$ 47	\$ 38	\$ 31
	21.1	\$ 168	\$ 137	\$ 113	\$ 94	\$ 79	\$ 65	\$ 54	\$ 45	\$ 37	\$ 29
	20.6	\$ 166	\$ 136	\$ 112	\$ 92	\$ 77	\$ 64	\$ 53	\$ 43	\$ 35	\$ 28
	20.1	\$ 165	\$ 134	\$ 110	\$ 91	\$ 75	\$ 62	\$ 51	\$ 41	\$ 33	\$ 26
	19.6	\$ 163	\$ 132	\$ 108	\$ 89	\$ 73	\$ 60	\$ 49	\$ 39	\$ 31	\$ 24
	19.1	\$ 160	\$ 130	\$ 106	\$ 86	\$ 71	\$ 58	\$ 47	\$ 37	\$ 29	\$ 22
	18.7	\$ 158	\$ 127	\$ 103	\$ 84	\$ 68	\$ 55	\$ 44	\$ 35	\$ 27	\$ 19
	18.2	\$ 156	\$ 125	\$ 101	\$ 82	\$ 66	\$ 53	\$ 42	\$ 32	\$ 24	\$ 17
	17.7	\$ 153	\$ 123	\$ 99	\$ 79	\$ 64	\$ 51	\$ 40	\$ 30	\$ 22	\$ 15
	17.2	\$ 151	\$ 120	\$ 96	\$ 77	\$ 61	\$ 48	\$ 37	\$ 27	\$ 19	\$ 12
	16.7	\$ 148	\$ 117	\$ 93	\$ 74	\$ 58	\$ 45	\$ 34	\$ 25	\$ 16	\$ 9
	16.3	\$ 145	\$ 114	\$ 90	\$ 71	\$ 55	\$ 42	\$ 31	\$ 22	\$ 14	\$ 6
	15.8	\$ 142	\$ 111	\$ 87	\$ 68	\$ 52	\$ 39	\$ 28	\$ 19	\$ 10	\$ 3
	15.3	\$ 139	\$ 108	\$ 84	\$ 65	\$ 49	\$ 36	\$ 25	\$ 15	\$ 7	
	14.8	\$ 135	\$ 105	\$ 81	\$ 61	\$ 46	\$ 33	\$ 21	\$ 12	\$ 4	
	14.4	\$ 132	\$ 101	\$ 77	\$ 58	\$ 42	\$ 29	\$ 18	\$ 8		
	13.4	\$ 123	\$ 93	\$ 69	\$ 49	\$ 34	\$ 21	\$ 9			

### Calculations based on:

48,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.



# Home Comfort Energy Savings Calculator®\*

## 5.0 Ton Air Conditioner - Annual Savings

		Existing SEER									
		7	8	9	10	11	12	13	14	15	16
New SEER2	22.0	\$ 2,576	\$ 2,113	\$ 1,753	\$ 1,465	\$ 1,229	\$ 1,033	\$ 867	\$ 724	\$ 601	\$ 493
	21.5	\$ 2,551	\$ 2,088	\$ 1,728	\$ 1,440	\$ 1,204	\$ 1,008	\$ 842	\$ 699	\$ 576	\$ 468
	21.1	\$ 2,525	\$ 2,062	\$ 1,702	\$ 1,414	\$ 1,178	\$ 982	\$ 816	\$ 673	\$ 550	\$ 442
	20.6	\$ 2,497	\$ 2,034	\$ 1,674	\$ 1,386	\$ 1,151	\$ 954	\$ 788	\$ 646	\$ 522	\$ 414
	20.1	\$ 2,469	\$ 2,006	\$ 1,646	\$ 1,358	\$ 1,122	\$ 926	\$ 760	\$ 617	\$ 494	\$ 386
	19.6	\$ 2,438	\$ 1,976	\$ 1,616	\$ 1,328	\$ 1,092	\$ 896	\$ 729	\$ 587	\$ 464	\$ 356
	19.1	\$ 2,407	\$ 1,944	\$ 1,584	\$ 1,296	\$ 1,060	\$ 864	\$ 698	\$ 555	\$ 432	\$ 324
	18.7	\$ 2,374	\$ 1,911	\$ 1,551	\$ 1,263	\$ 1,027	\$ 831	\$ 665	\$ 522	\$ 399	\$ 291
	18.2	\$ 2,339	\$ 1,876	\$ 1,516	\$ 1,228	\$ 992	\$ 796	\$ 630	\$ 487	\$ 364	\$ 256
	17.7	\$ 2,302	\$ 1,839	\$ 1,479	\$ 1,191	\$ 955	\$ 759	\$ 593	\$ 450	\$ 327	\$ 219
	17.2	\$ 2,263	\$ 1,800	\$ 1,440	\$ 1,152	\$ 916	\$ 720	\$ 554	\$ 411	\$ 288	\$ 180
	16.7	\$ 2,222	\$ 1,759	\$ 1,399	\$ 1,111	\$ 875	\$ 679	\$ 513	\$ 370	\$ 247	\$ 139
	16.3	\$ 2,178	\$ 1,715	\$ 1,355	\$ 1,067	\$ 832	\$ 635	\$ 469	\$ 327	\$ 203	\$ 95
	15.8	\$ 2,132	\$ 1,669	\$ 1,309	\$ 1,021	\$ 785	\$ 589	\$ 423	\$ 281	\$ 157	\$ 49
	15.3	\$ 2,083	\$ 1,620	\$ 1,260	\$ 972	\$ 736	\$ 540	\$ 374	\$ 231	\$ 108	
	14.8	\$ 2,031	\$ 1,568	\$ 1,208	\$ 920	\$ 684	\$ 488	\$ 322	\$ 179	\$ 56	
14.4	\$ 1,975	\$ 1,512	\$ 1,152	\$ 864	\$ 628	\$ 432	\$ 266	\$ 123			
13.4	\$ 1,851	\$ 1,389	\$ 1,029	\$ 741	\$ 505	\$ 309	\$ 142				

## 5.0 Ton Air Conditioner - Monthly Savings

		Existing SEER									
		7	8	9	10	11	12	13	14	15	16
New SEER2	22.0	\$ 215	\$ 176	\$ 146	\$ 122	\$ 102	\$ 86	\$ 72	\$ 60	\$ 50	\$ 41
	21.5	\$ 213	\$ 174	\$ 144	\$ 120	\$ 100	\$ 84	\$ 70	\$ 58	\$ 48	\$ 39
	21.1	\$ 210	\$ 172	\$ 142	\$ 118	\$ 98	\$ 82	\$ 68	\$ 56	\$ 46	\$ 37
	20.6	\$ 208	\$ 170	\$ 140	\$ 116	\$ 96	\$ 80	\$ 66	\$ 54	\$ 44	\$ 35
	20.1	\$ 206	\$ 167	\$ 137	\$ 113	\$ 94	\$ 77	\$ 63	\$ 51	\$ 41	\$ 32
	19.6	\$ 203	\$ 165	\$ 135	\$ 111	\$ 91	\$ 75	\$ 61	\$ 49	\$ 39	\$ 30
	19.1	\$ 201	\$ 162	\$ 132	\$ 108	\$ 88	\$ 72	\$ 58	\$ 46	\$ 36	\$ 27
	18.7	\$ 198	\$ 159	\$ 129	\$ 105	\$ 86	\$ 69	\$ 55	\$ 44	\$ 33	\$ 24
	18.2	\$ 195	\$ 156	\$ 126	\$ 102	\$ 83	\$ 66	\$ 52	\$ 41	\$ 30	\$ 21
	17.7	\$ 192	\$ 153	\$ 123	\$ 99	\$ 80	\$ 63	\$ 49	\$ 38	\$ 27	\$ 18
	17.2	\$ 189	\$ 150	\$ 120	\$ 96	\$ 76	\$ 60	\$ 46	\$ 34	\$ 24	\$ 15
	16.7	\$ 185	\$ 147	\$ 117	\$ 93	\$ 73	\$ 57	\$ 43	\$ 31	\$ 21	\$ 12
	16.3	\$ 182	\$ 143	\$ 113	\$ 89	\$ 69	\$ 53	\$ 39	\$ 27	\$ 17	\$ 8
	15.8	\$ 178	\$ 139	\$ 109	\$ 85	\$ 65	\$ 49	\$ 35	\$ 23	\$ 13	\$ 4
	15.3	\$ 174	\$ 135	\$ 105	\$ 81	\$ 61	\$ 45	\$ 31	\$ 19	\$ 9	
	14.8	\$ 169	\$ 131	\$ 101	\$ 77	\$ 57	\$ 41	\$ 27	\$ 15	\$ 5	
14.4	\$ 165	\$ 126	\$ 96	\$ 72	\$ 52	\$ 36	\$ 22	\$ 10			
13.4	\$ 154	\$ 116	\$ 86	\$ 62	\$ 42	\$ 26	\$ 12				

### Calculations based on:

60,000 BTUH Cooling Unit  
 \$0.120 Electric Rate per KWH  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 1.5 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>	22.0	\$ 773	\$ 634	\$ 526	\$ 440	\$ 369	\$ 310	\$ 260	\$ 217	\$ 180	\$ 148
	21.5	\$ 765	\$ 626	\$ 518	\$ 432	\$ 361	\$ 302	\$ 253	\$ 210	\$ 173	\$ 140
	21.1	\$ 757	\$ 619	\$ 511	\$ 424	\$ 353	\$ 295	\$ 245	\$ 202	\$ 165	\$ 133
	20.6	\$ 749	\$ 610	\$ 502	\$ 416	\$ 345	\$ 286	\$ 236	\$ 194	\$ 157	\$ 124
	20.1	\$ 741	\$ 602	\$ 494	\$ 407	\$ 337	\$ 278	\$ 228	\$ 185	\$ 148	\$ 116
	19.6	\$ 732	\$ 593	\$ 485	\$ 398	\$ 328	\$ 269	\$ 219	\$ 176	\$ 139	\$ 107
	19.1	\$ 722	\$ 583	\$ 475	\$ 389	\$ 318	\$ 259	\$ 209	\$ 167	\$ 130	\$ 97
	18.7	\$ 712	\$ 573	\$ 465	\$ 379	\$ 308	\$ 249	\$ 199	\$ 157	\$ 120	\$ 87
	18.2	\$ 702	\$ 563	\$ 455	\$ 368	\$ 298	\$ 239	\$ 189	\$ 146	\$ 109	\$ 77
	17.7	\$ 691	\$ 552	\$ 444	\$ 357	\$ 287	\$ 228	\$ 178	\$ 135	\$ 98	\$ 66
	17.2	\$ 679	\$ 540	\$ 432	\$ 346	\$ 275	\$ 216	\$ 166	\$ 123	\$ 86	\$ 54
	16.7	\$ 667	\$ 528	\$ 420	\$ 333	\$ 263	\$ 204	\$ 154	\$ 111	\$ 74	\$ 42
	16.3	\$ 653	\$ 515	\$ 407	\$ 320	\$ 249	\$ 191	\$ 141	\$ 98	\$ 61	\$ 29
	15.8	\$ 640	\$ 501	\$ 393	\$ 306	\$ 236	\$ 177	\$ 127	\$ 84	\$ 47	\$ 15
	15.3	\$ 625	\$ 486	\$ 378	\$ 292	\$ 221	\$ 162	\$ 112	\$ 69	\$ 32	
	14.8	\$ 609	\$ 470	\$ 362	\$ 276	\$ 205	\$ 146	\$ 96	\$ 54	\$ 17	
	14.4	\$ 592	\$ 454	\$ 346	\$ 259	\$ 189	\$ 130	\$ 80	\$ 37		
	13.4	\$ 555	\$ 417	\$ 309	\$ 222	\$ 151	\$ 93	\$ 43			

## 1.5 Ton Heat Pump - Monthly Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>	22.0	\$ 64	\$ 53	\$ 44	\$ 37	\$ 31	\$ 26	\$ 22	\$ 18	\$ 15	\$ 12
	21.5	\$ 64	\$ 52	\$ 43	\$ 36	\$ 30	\$ 25	\$ 21	\$ 17	\$ 14	\$ 12
	21.1	\$ 63	\$ 52	\$ 43	\$ 35	\$ 29	\$ 25	\$ 20	\$ 17	\$ 14	\$ 11
	20.6	\$ 62	\$ 51	\$ 42	\$ 35	\$ 29	\$ 24	\$ 20	\$ 16	\$ 13	\$ 10
	20.1	\$ 62	\$ 50	\$ 41	\$ 34	\$ 28	\$ 23	\$ 19	\$ 15	\$ 12	\$ 10
	19.6	\$ 61	\$ 49	\$ 40	\$ 33	\$ 27	\$ 22	\$ 18	\$ 15	\$ 12	\$ 9
	19.1	\$ 60	\$ 49	\$ 40	\$ 32	\$ 27	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8
	18.7	\$ 59	\$ 48	\$ 39	\$ 32	\$ 26	\$ 21	\$ 17	\$ 13	\$ 10	\$ 7
	18.2	\$ 58	\$ 47	\$ 38	\$ 31	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 6
	17.7	\$ 58	\$ 46	\$ 37	\$ 30	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 5
	17.2	\$ 57	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5
	16.7	\$ 56	\$ 44	\$ 35	\$ 28	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6	\$ 3
	16.3	\$ 54	\$ 43	\$ 34	\$ 27	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5	\$ 2
	15.8	\$ 53	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15	\$ 11	\$ 7	\$ 4	\$ 1
	15.3	\$ 52	\$ 41	\$ 32	\$ 24	\$ 18	\$ 14	\$ 9	\$ 6	\$ 3	
	14.8	\$ 51	\$ 39	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	
	14.4	\$ 49	\$ 38	\$ 29	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3		
	13.4	\$ 46	\$ 35	\$ 26	\$ 19	\$ 13	\$ 8	\$ 4			

### Calculations based on:

18,000 BTUH Heating & Cooling Unit  
 \$0.120 Electric Rate per KWH  
 900 Annual Heating Load Hours  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 2.0 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 1,030	\$ 845	\$ 701	\$ 586	\$ 492	\$ 413	\$ 347	\$ 290	\$ 240	\$ 197	
21.5	\$ 1,020	\$ 835	\$ 691	\$ 576	\$ 482	\$ 403	\$ 337	\$ 280	\$ 230	\$ 187	
21.1	\$ 1,010	\$ 825	\$ 681	\$ 566	\$ 471	\$ 393	\$ 326	\$ 269	\$ 220	\$ 177	
20.6	\$ 999	\$ 814	\$ 670	\$ 555	\$ 460	\$ 382	\$ 315	\$ 258	\$ 209	\$ 166	
20.1	\$ 987	\$ 802	\$ 658	\$ 543	\$ 449	\$ 370	\$ 304	\$ 247	\$ 197	\$ 154	
19.6	\$ 975	\$ 790	\$ 646	\$ 531	\$ 437	\$ 358	\$ 292	\$ 235	\$ 185	\$ 142	
19.1	\$ 963	\$ 778	\$ 634	\$ 518	\$ 424	\$ 346	\$ 279	\$ 222	\$ 173	\$ 130	
18.7	\$ 949	\$ 764	\$ 620	\$ 505	\$ 411	\$ 332	\$ 266	\$ 209	\$ 160	\$ 116	
18.2	\$ 935	\$ 750	\$ 606	\$ 491	\$ 397	\$ 318	\$ 252	\$ 195	\$ 146	\$ 102	
17.7	\$ 921	\$ 736	\$ 592	\$ 476	\$ 382	\$ 304	\$ 237	\$ 180	\$ 131	\$ 88	
17.2	\$ 905	\$ 720	\$ 576	\$ 461	\$ 367	\$ 288	\$ 222	\$ 165	\$ 115	\$ 72	
16.7	\$ 889	\$ 704	\$ 560	\$ 444	\$ 350	\$ 272	\$ 205	\$ 148	\$ 99	\$ 56	
16.3	\$ 871	\$ 686	\$ 542	\$ 427	\$ 333	\$ 254	\$ 188	\$ 131	\$ 81	\$ 38	
15.8	\$ 853	\$ 668	\$ 524	\$ 408	\$ 314	\$ 236	\$ 169	\$ 112	\$ 63	\$ 20	
15.3	\$ 833	\$ 648	\$ 504	\$ 389	\$ 295	\$ 216	\$ 150	\$ 93	\$ 43		
14.8	\$ 812	\$ 627	\$ 483	\$ 368	\$ 274	\$ 195	\$ 129	\$ 72	\$ 22		
14.4	\$ 790	\$ 605	\$ 461	\$ 346	\$ 251	\$ 173	\$ 106	\$ 49			
13.4	\$ 741	\$ 555	\$ 411	\$ 296	\$ 202	\$ 123	\$ 57				

## 2.0 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 86	\$ 70	\$ 58	\$ 49	\$ 41	\$ 34	\$ 29	\$ 24	\$ 20	\$ 16
21.5	\$ 85	\$ 70	\$ 58	\$ 48	\$ 40	\$ 34	\$ 28	\$ 23	\$ 19	\$ 16
21.1	\$ 84	\$ 69	\$ 57	\$ 47	\$ 39	\$ 33	\$ 27	\$ 22	\$ 18	\$ 15
20.6	\$ 83	\$ 68	\$ 56	\$ 46	\$ 38	\$ 32	\$ 26	\$ 22	\$ 17	\$ 14
20.1	\$ 82	\$ 67	\$ 55	\$ 45	\$ 37	\$ 31	\$ 25	\$ 21	\$ 16	\$ 13
19.6	\$ 81	\$ 66	\$ 54	\$ 44	\$ 36	\$ 30	\$ 24	\$ 20	\$ 15	\$ 12
19.1	\$ 80	\$ 65	\$ 53	\$ 43	\$ 35	\$ 29	\$ 23	\$ 19	\$ 14	\$ 11
18.7	\$ 79	\$ 64	\$ 52	\$ 42	\$ 34	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10
18.2	\$ 78	\$ 63	\$ 51	\$ 41	\$ 33	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9
17.7	\$ 77	\$ 61	\$ 49	\$ 40	\$ 32	\$ 25	\$ 20	\$ 15	\$ 11	\$ 7
17.2	\$ 75	\$ 60	\$ 48	\$ 38	\$ 31	\$ 24	\$ 18	\$ 14	\$ 10	\$ 6
16.7	\$ 74	\$ 59	\$ 47	\$ 37	\$ 29	\$ 23	\$ 17	\$ 12	\$ 8	\$ 5
16.3	\$ 73	\$ 57	\$ 45	\$ 36	\$ 28	\$ 21	\$ 16	\$ 11	\$ 7	\$ 3
15.8	\$ 71	\$ 56	\$ 44	\$ 34	\$ 26	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2
15.3	\$ 69	\$ 54	\$ 42	\$ 32	\$ 25	\$ 18	\$ 12	\$ 8	\$ 4	
14.8	\$ 68	\$ 52	\$ 40	\$ 31	\$ 23	\$ 16	\$ 11	\$ 6	\$ 2	
14.4	\$ 66	\$ 50	\$ 38	\$ 29	\$ 21	\$ 14	\$ 9	\$ 4		
13.4	\$ 62	\$ 46	\$ 34	\$ 25	\$ 17	\$ 10	\$ 5			

### Calculations based on:

24,000 BTUH Heating & Cooling Unit  
 \$0.120 Electric Rate per KWH  
 900 Annual Heating Load Hours  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 2.5 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 1,288	\$ 1,057	\$ 877	\$ 733	\$ 615	\$ 517	\$ 433	\$ 362	\$ 301	\$ 247	
21.5	\$ 1,275	\$ 1,044	\$ 864	\$ 720	\$ 602	\$ 504	\$ 421	\$ 350	\$ 288	\$ 234	
21.1	\$ 1,262	\$ 1,031	\$ 851	\$ 707	\$ 589	\$ 491	\$ 408	\$ 337	\$ 275	\$ 221	
20.6	\$ 1,249	\$ 1,017	\$ 837	\$ 693	\$ 575	\$ 477	\$ 394	\$ 323	\$ 261	\$ 207	
20.1	\$ 1,234	\$ 1,003	\$ 823	\$ 679	\$ 561	\$ 463	\$ 380	\$ 309	\$ 247	\$ 193	
19.6	\$ 1,219	\$ 988	\$ 808	\$ 664	\$ 546	\$ 448	\$ 365	\$ 294	\$ 232	\$ 178	
19.1	\$ 1,203	\$ 972	\$ 792	\$ 648	\$ 530	\$ 432	\$ 349	\$ 278	\$ 216	\$ 162	
18.7	\$ 1,187	\$ 955	\$ 775	\$ 631	\$ 514	\$ 415	\$ 332	\$ 261	\$ 199	\$ 145	
18.2	\$ 1,169	\$ 938	\$ 758	\$ 614	\$ 496	\$ 398	\$ 315	\$ 244	\$ 182	\$ 128	
17.7	\$ 1,151	\$ 919	\$ 739	\$ 595	\$ 478	\$ 379	\$ 296	\$ 225	\$ 163	\$ 109	
17.2	\$ 1,131	\$ 900	\$ 720	\$ 576	\$ 458	\$ 360	\$ 277	\$ 206	\$ 144	\$ 90	
16.7	\$ 1,111	\$ 879	\$ 699	\$ 555	\$ 438	\$ 339	\$ 256	\$ 185	\$ 123	\$ 69	
16.3	\$ 1,089	\$ 858	\$ 678	\$ 534	\$ 416	\$ 318	\$ 235	\$ 163	\$ 102	\$ 48	
15.8	\$ 1,066	\$ 835	\$ 655	\$ 511	\$ 393	\$ 295	\$ 211	\$ 140	\$ 79	\$ 25	
15.3	\$ 1,041	\$ 810	\$ 630	\$ 486	\$ 368	\$ 270	\$ 187	\$ 116	\$ 54		
14.8	\$ 1,015	\$ 784	\$ 604	\$ 460	\$ 342	\$ 244	\$ 161	\$ 90	\$ 28		
14.4	\$ 987	\$ 756	\$ 576	\$ 432	\$ 314	\$ 216	\$ 133	\$ 62			
13.4	\$ 926	\$ 694	\$ 514	\$ 370	\$ 252	\$ 154	\$ 71				

## 2.5 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 107	\$ 88	\$ 73	\$ 61	\$ 51	\$ 43	\$ 36	\$ 30	\$ 25	\$ 21
21.5	\$ 106	\$ 87	\$ 72	\$ 60	\$ 50	\$ 42	\$ 35	\$ 29	\$ 24	\$ 20
21.1	\$ 105	\$ 86	\$ 71	\$ 59	\$ 49	\$ 41	\$ 34	\$ 28	\$ 23	\$ 18
20.6	\$ 104	\$ 85	\$ 70	\$ 58	\$ 48	\$ 40	\$ 33	\$ 27	\$ 22	\$ 17
20.1	\$ 103	\$ 84	\$ 69	\$ 57	\$ 47	\$ 39	\$ 32	\$ 26	\$ 21	\$ 16
19.6	\$ 102	\$ 82	\$ 67	\$ 55	\$ 45	\$ 37	\$ 30	\$ 24	\$ 19	\$ 15
19.1	\$ 100	\$ 81	\$ 66	\$ 54	\$ 44	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14
18.7	\$ 99	\$ 80	\$ 65	\$ 53	\$ 43	\$ 35	\$ 28	\$ 22	\$ 17	\$ 12
18.2	\$ 97	\$ 78	\$ 63	\$ 51	\$ 41	\$ 33	\$ 26	\$ 20	\$ 15	\$ 11
17.7	\$ 96	\$ 77	\$ 62	\$ 50	\$ 40	\$ 32	\$ 25	\$ 19	\$ 14	\$ 9
17.2	\$ 94	\$ 75	\$ 60	\$ 48	\$ 38	\$ 30	\$ 23	\$ 17	\$ 12	\$ 7
16.7	\$ 93	\$ 73	\$ 58	\$ 46	\$ 36	\$ 28	\$ 21	\$ 15	\$ 10	\$ 6
16.3	\$ 91	\$ 71	\$ 56	\$ 44	\$ 35	\$ 26	\$ 20	\$ 14	\$ 8	\$ 4
15.8	\$ 89	\$ 70	\$ 55	\$ 43	\$ 33	\$ 25	\$ 18	\$ 12	\$ 7	\$ 2
15.3	\$ 87	\$ 68	\$ 53	\$ 41	\$ 31	\$ 23	\$ 16	\$ 10	\$ 5	
14.8	\$ 85	\$ 65	\$ 50	\$ 38	\$ 29	\$ 20	\$ 13	\$ 7	\$ 2	
14.4	\$ 82	\$ 63	\$ 48	\$ 36	\$ 26	\$ 18	\$ 11	\$ 5		
13.4	\$ 77	\$ 58	\$ 43	\$ 31	\$ 21	\$ 13	\$ 6			

### Calculations based on:

30,000 BTUH Heating & Cooling Unit  
 \$0.120 Electric Rate per KWH  
 900 Annual Heating Load Hours  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 3.0 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 1,546	\$ 1,268	\$ 1,052	\$ 879	\$ 738	\$ 620	\$ 520	\$ 435	\$ 361	\$ 296	
21.5	\$ 1,531	\$ 1,253	\$ 1,037	\$ 864	\$ 723	\$ 605	\$ 505	\$ 420	\$ 346	\$ 281	
21.1	\$ 1,515	\$ 1,237	\$ 1,021	\$ 848	\$ 707	\$ 589	\$ 489	\$ 404	\$ 330	\$ 265	
20.6	\$ 1,498	\$ 1,221	\$ 1,005	\$ 832	\$ 690	\$ 573	\$ 473	\$ 388	\$ 313	\$ 249	
20.1	\$ 1,481	\$ 1,203	\$ 987	\$ 815	\$ 673	\$ 555	\$ 456	\$ 370	\$ 296	\$ 231	
19.6	\$ 1,463	\$ 1,185	\$ 969	\$ 797	\$ 655	\$ 537	\$ 438	\$ 352	\$ 278	\$ 213	
19.1	\$ 1,444	\$ 1,166	\$ 950	\$ 778	\$ 636	\$ 518	\$ 419	\$ 333	\$ 259	\$ 194	
18.7	\$ 1,424	\$ 1,146	\$ 930	\$ 758	\$ 616	\$ 498	\$ 399	\$ 313	\$ 239	\$ 174	
18.2	\$ 1,403	\$ 1,125	\$ 909	\$ 737	\$ 595	\$ 477	\$ 378	\$ 292	\$ 218	\$ 153	
17.7	\$ 1,381	\$ 1,103	\$ 887	\$ 715	\$ 573	\$ 455	\$ 356	\$ 270	\$ 196	\$ 131	
17.2	\$ 1,358	\$ 1,080	\$ 864	\$ 691	\$ 550	\$ 432	\$ 332	\$ 247	\$ 173	\$ 108	
16.7	\$ 1,333	\$ 1,055	\$ 839	\$ 667	\$ 525	\$ 407	\$ 308	\$ 222	\$ 148	\$ 83	
16.3	\$ 1,307	\$ 1,029	\$ 813	\$ 640	\$ 499	\$ 381	\$ 281	\$ 196	\$ 122	\$ 57	
15.8	\$ 1,279	\$ 1,001	\$ 785	\$ 613	\$ 471	\$ 353	\$ 254	\$ 168	\$ 94	\$ 29	
15.3	\$ 1,250	\$ 972	\$ 756	\$ 583	\$ 442	\$ 324	\$ 224	\$ 139	\$ 65		
14.8	\$ 1,218	\$ 941	\$ 725	\$ 552	\$ 410	\$ 293	\$ 193	\$ 108	\$ 33		
14.4	\$ 1,185	\$ 907	\$ 691	\$ 518	\$ 377	\$ 259	\$ 160	\$ 74			
13.4	\$ 1,111	\$ 833	\$ 617	\$ 444	\$ 303	\$ 185	\$ 85				

## 3.0 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 129	\$ 106	\$ 88	\$ 73	\$ 61	\$ 52	\$ 43	\$ 36	\$ 30	\$ 25
21.5	\$ 128	\$ 104	\$ 86	\$ 72	\$ 60	\$ 50	\$ 42	\$ 35	\$ 29	\$ 23
21.1	\$ 126	\$ 103	\$ 85	\$ 71	\$ 59	\$ 49	\$ 41	\$ 34	\$ 27	\$ 22
20.6	\$ 125	\$ 102	\$ 84	\$ 69	\$ 58	\$ 48	\$ 39	\$ 32	\$ 26	\$ 21
20.1	\$ 123	\$ 100	\$ 82	\$ 68	\$ 56	\$ 46	\$ 38	\$ 31	\$ 25	\$ 19
19.6	\$ 122	\$ 99	\$ 81	\$ 66	\$ 55	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18
19.1	\$ 120	\$ 97	\$ 79	\$ 65	\$ 53	\$ 43	\$ 35	\$ 28	\$ 22	\$ 16
18.7	\$ 119	\$ 96	\$ 78	\$ 63	\$ 51	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15
18.2	\$ 117	\$ 94	\$ 76	\$ 61	\$ 50	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13
17.7	\$ 115	\$ 92	\$ 74	\$ 60	\$ 48	\$ 38	\$ 30	\$ 23	\$ 16	\$ 11
17.2	\$ 113	\$ 90	\$ 72	\$ 58	\$ 46	\$ 36	\$ 28	\$ 21	\$ 14	\$ 9
16.7	\$ 111	\$ 88	\$ 70	\$ 56	\$ 44	\$ 34	\$ 26	\$ 19	\$ 12	\$ 7
16.3	\$ 109	\$ 86	\$ 68	\$ 53	\$ 42	\$ 32	\$ 23	\$ 16	\$ 10	\$ 5
15.8	\$ 107	\$ 83	\$ 65	\$ 51	\$ 39	\$ 29	\$ 21	\$ 14	\$ 8	\$ 2
15.3	\$ 104	\$ 81	\$ 63	\$ 49	\$ 37	\$ 27	\$ 19	\$ 12	\$ 5	
14.8	\$ 102	\$ 78	\$ 60	\$ 46	\$ 34	\$ 24	\$ 16	\$ 9	\$ 3	
14.4	\$ 99	\$ 76	\$ 58	\$ 43	\$ 31	\$ 22	\$ 13	\$ 6		
13.4	\$ 93	\$ 69	\$ 51	\$ 37	\$ 25	\$ 15	\$ 7			

### Calculations based on:

36,000 BTUH Heating & Cooling Unit  
 \$0.120 Electric Rate per KWH  
 900 Annual Heating Load Hours  
 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 3.5 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 1,803	\$ 1,479	\$ 1,227	\$ 1,026	\$ 861	\$ 723	\$ 607	\$ 507	\$ 421	\$ 345	
21.5	\$ 1,786	\$ 1,462	\$ 1,210	\$ 1,008	\$ 843	\$ 706	\$ 589	\$ 490	\$ 403	\$ 328	
21.1	\$ 1,767	\$ 1,443	\$ 1,191	\$ 990	\$ 825	\$ 687	\$ 571	\$ 471	\$ 385	\$ 309	
20.6	\$ 1,748	\$ 1,424	\$ 1,172	\$ 970	\$ 806	\$ 668	\$ 552	\$ 452	\$ 366	\$ 290	
20.1	\$ 1,728	\$ 1,404	\$ 1,152	\$ 950	\$ 785	\$ 648	\$ 532	\$ 432	\$ 346	\$ 270	
19.6	\$ 1,707	\$ 1,383	\$ 1,131	\$ 929	\$ 764	\$ 627	\$ 511	\$ 411	\$ 325	\$ 249	
19.1	\$ 1,685	\$ 1,361	\$ 1,109	\$ 907	\$ 742	\$ 605	\$ 488	\$ 389	\$ 302	\$ 227	
18.7	\$ 1,662	\$ 1,338	\$ 1,086	\$ 884	\$ 719	\$ 582	\$ 465	\$ 366	\$ 279	\$ 204	
18.2	\$ 1,637	\$ 1,313	\$ 1,061	\$ 859	\$ 695	\$ 557	\$ 441	\$ 341	\$ 255	\$ 179	
17.7	\$ 1,611	\$ 1,287	\$ 1,035	\$ 834	\$ 669	\$ 531	\$ 415	\$ 315	\$ 229	\$ 153	
17.2	\$ 1,584	\$ 1,260	\$ 1,008	\$ 806	\$ 641	\$ 504	\$ 388	\$ 288	\$ 202	\$ 126	
16.7	\$ 1,555	\$ 1,231	\$ 979	\$ 778	\$ 613	\$ 475	\$ 359	\$ 259	\$ 173	\$ 97	
16.3	\$ 1,525	\$ 1,201	\$ 949	\$ 747	\$ 582	\$ 445	\$ 328	\$ 229	\$ 142	\$ 67	
15.8	\$ 1,492	\$ 1,168	\$ 916	\$ 715	\$ 550	\$ 412	\$ 296	\$ 196	\$ 110	\$ 34	
15.3	\$ 1,458	\$ 1,134	\$ 882	\$ 680	\$ 515	\$ 378	\$ 262	\$ 162	\$ 76		
14.8	\$ 1,421	\$ 1,097	\$ 845	\$ 644	\$ 479	\$ 341	\$ 225	\$ 125	\$ 39		
14.4	\$ 1,382	\$ 1,058	\$ 806	\$ 605	\$ 440	\$ 302	\$ 186	\$ 86			
13.4	\$ 1,296	\$ 972	\$ 720	\$ 518	\$ 353	\$ 216	\$ 100				

## 3.5 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 150	\$ 123	\$ 102	\$ 85	\$ 72	\$ 60	\$ 51	\$ 42	\$ 35	\$ 29
21.5	\$ 149	\$ 122	\$ 101	\$ 84	\$ 70	\$ 59	\$ 49	\$ 41	\$ 34	\$ 27
21.1	\$ 147	\$ 120	\$ 99	\$ 82	\$ 69	\$ 57	\$ 48	\$ 39	\$ 32	\$ 26
20.6	\$ 146	\$ 119	\$ 98	\$ 81	\$ 67	\$ 56	\$ 46	\$ 38	\$ 30	\$ 24
20.1	\$ 144	\$ 117	\$ 96	\$ 79	\$ 65	\$ 54	\$ 44	\$ 36	\$ 29	\$ 23
19.6	\$ 142	\$ 115	\$ 94	\$ 77	\$ 64	\$ 52	\$ 43	\$ 34	\$ 27	\$ 21
19.1	\$ 140	\$ 113	\$ 92	\$ 76	\$ 62	\$ 50	\$ 41	\$ 32	\$ 25	\$ 19
18.7	\$ 138	\$ 111	\$ 90	\$ 74	\$ 60	\$ 48	\$ 39	\$ 30	\$ 23	\$ 17
18.2	\$ 136	\$ 109	\$ 88	\$ 72	\$ 58	\$ 46	\$ 37	\$ 28	\$ 21	\$ 15
17.7	\$ 134	\$ 107	\$ 86	\$ 69	\$ 56	\$ 44	\$ 35	\$ 26	\$ 19	\$ 13
17.2	\$ 132	\$ 105	\$ 84	\$ 67	\$ 53	\$ 42	\$ 32	\$ 24	\$ 17	\$ 11
16.7	\$ 130	\$ 103	\$ 82	\$ 65	\$ 51	\$ 40	\$ 30	\$ 22	\$ 14	\$ 8
16.3	\$ 127	\$ 100	\$ 79	\$ 62	\$ 49	\$ 37	\$ 27	\$ 19	\$ 12	\$ 6
15.8	\$ 124	\$ 97	\$ 76	\$ 60	\$ 46	\$ 34	\$ 25	\$ 16	\$ 9	\$ 3
15.3	\$ 122	\$ 95	\$ 74	\$ 57	\$ 43	\$ 32	\$ 22	\$ 14	\$ 6	
14.8	\$ 118	\$ 91	\$ 70	\$ 54	\$ 40	\$ 28	\$ 19	\$ 10	\$ 3	
14.4	\$ 115	\$ 88	\$ 67	\$ 50	\$ 37	\$ 25	\$ 16	\$ 7		
13.4	\$ 108	\$ 81	\$ 60	\$ 43	\$ 29	\$ 18	\$ 8			

### Calculations based on:

- 42,000 BTUH Heating & Cooling Unit
- \$0.120 Electric Rate per KWH
- 900 Annual Heating Load Hours
- 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 4.0 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 2,061	\$ 1,690	\$ 1,402	\$ 1,172	\$ 984	\$ 826	\$ 694	\$ 580	\$ 481	\$ 394	
21.5	\$ 2,041	\$ 1,670	\$ 1,382	\$ 1,152	\$ 963	\$ 806	\$ 673	\$ 560	\$ 461	\$ 374	
21.1	\$ 2,020	\$ 1,649	\$ 1,361	\$ 1,131	\$ 943	\$ 785	\$ 653	\$ 539	\$ 440	\$ 353	
20.6	\$ 1,998	\$ 1,628	\$ 1,340	\$ 1,109	\$ 921	\$ 764	\$ 631	\$ 517	\$ 418	\$ 332	
20.1	\$ 1,975	\$ 1,605	\$ 1,317	\$ 1,086	\$ 898	\$ 741	\$ 608	\$ 494	\$ 395	\$ 309	
19.6	\$ 1,951	\$ 1,580	\$ 1,292	\$ 1,062	\$ 874	\$ 716	\$ 584	\$ 470	\$ 371	\$ 284	
19.1	\$ 1,925	\$ 1,555	\$ 1,267	\$ 1,037	\$ 848	\$ 691	\$ 558	\$ 444	\$ 346	\$ 259	
18.7	\$ 1,899	\$ 1,529	\$ 1,241	\$ 1,010	\$ 822	\$ 665	\$ 532	\$ 418	\$ 319	\$ 233	
18.2	\$ 1,871	\$ 1,501	\$ 1,213	\$ 982	\$ 794	\$ 637	\$ 504	\$ 390	\$ 291	\$ 205	
17.7	\$ 1,841	\$ 1,471	\$ 1,183	\$ 953	\$ 764	\$ 607	\$ 474	\$ 360	\$ 262	\$ 175	
17.2	\$ 1,810	\$ 1,440	\$ 1,152	\$ 922	\$ 733	\$ 576	\$ 443	\$ 329	\$ 230	\$ 144	
16.7	\$ 1,777	\$ 1,407	\$ 1,119	\$ 889	\$ 700	\$ 543	\$ 410	\$ 296	\$ 197	\$ 111	
16.3	\$ 1,743	\$ 1,372	\$ 1,084	\$ 854	\$ 665	\$ 508	\$ 375	\$ 261	\$ 163	\$ 76	
15.8	\$ 1,706	\$ 1,335	\$ 1,047	\$ 817	\$ 628	\$ 471	\$ 338	\$ 224	\$ 126	\$ 39	
15.3	\$ 1,666	\$ 1,296	\$ 1,008	\$ 778	\$ 589	\$ 432	\$ 299	\$ 185	\$ 86		
14.8	\$ 1,624	\$ 1,254	\$ 966	\$ 736	\$ 547	\$ 390	\$ 257	\$ 143	\$ 45		
14.4	\$ 1,580	\$ 1,210	\$ 922	\$ 691	\$ 503	\$ 346	\$ 213	\$ 99			
13.4	\$ 1,481	\$ 1,111	\$ 823	\$ 592	\$ 404	\$ 247	\$ 114				

## 4.0 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 172	\$ 141	\$ 117	\$ 98	\$ 82	\$ 69	\$ 58	\$ 48	\$ 40	\$ 33
21.5	\$ 170	\$ 139	\$ 115	\$ 96	\$ 80	\$ 67	\$ 56	\$ 47	\$ 38	\$ 31
21.1	\$ 168	\$ 137	\$ 113	\$ 94	\$ 79	\$ 65	\$ 54	\$ 45	\$ 37	\$ 29
20.6	\$ 166	\$ 136	\$ 112	\$ 92	\$ 77	\$ 64	\$ 53	\$ 43	\$ 35	\$ 28
20.1	\$ 165	\$ 134	\$ 110	\$ 91	\$ 75	\$ 62	\$ 51	\$ 41	\$ 33	\$ 26
19.6	\$ 163	\$ 132	\$ 108	\$ 89	\$ 73	\$ 60	\$ 49	\$ 39	\$ 31	\$ 24
19.1	\$ 160	\$ 130	\$ 106	\$ 86	\$ 71	\$ 58	\$ 47	\$ 37	\$ 29	\$ 22
18.7	\$ 158	\$ 127	\$ 103	\$ 84	\$ 68	\$ 55	\$ 44	\$ 35	\$ 27	\$ 19
18.2	\$ 156	\$ 125	\$ 101	\$ 82	\$ 66	\$ 53	\$ 42	\$ 32	\$ 24	\$ 17
17.7	\$ 153	\$ 123	\$ 99	\$ 79	\$ 64	\$ 51	\$ 40	\$ 30	\$ 22	\$ 15
17.2	\$ 151	\$ 120	\$ 96	\$ 77	\$ 61	\$ 48	\$ 37	\$ 27	\$ 19	\$ 12
16.7	\$ 148	\$ 117	\$ 93	\$ 74	\$ 58	\$ 45	\$ 34	\$ 25	\$ 16	\$ 9
16.3	\$ 145	\$ 114	\$ 90	\$ 71	\$ 55	\$ 42	\$ 31	\$ 22	\$ 14	\$ 6
15.8	\$ 142	\$ 111	\$ 87	\$ 68	\$ 52	\$ 39	\$ 28	\$ 19	\$ 10	\$ 3
15.3	\$ 139	\$ 108	\$ 84	\$ 65	\$ 49	\$ 36	\$ 25	\$ 15	\$ 7	
14.8	\$ 135	\$ 105	\$ 81	\$ 61	\$ 46	\$ 33	\$ 21	\$ 12	\$ 4	
14.4	\$ 132	\$ 101	\$ 77	\$ 58	\$ 42	\$ 29	\$ 18	\$ 8		
13.4	\$ 123	\$ 93	\$ 69	\$ 49	\$ 34	\$ 21	\$ 9			

### Calculations based on:

- 48,000 BTUH Heating & Cooling Unit
- \$0.120 Electric Rate per KWH
- 900 Annual Heating Load Hours
- 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.

# Home Comfort Energy Savings Calculator®\*

## 5.0 Ton Heat Pump - Annual Savings

	Existing SEER										
	7	8	9	10	11	12	13	14	15	16	
<b>New SEER2</b>											
22.0	\$ 2,576	\$ 2,113	\$ 1,753	\$ 1,465	\$ 1,229	\$ 1,033	\$ 867	\$ 724	\$ 601	\$ 493	
21.5	\$ 2,551	\$ 2,088	\$ 1,728	\$ 1,440	\$ 1,204	\$ 1,008	\$ 842	\$ 699	\$ 576	\$ 468	
21.1	\$ 2,525	\$ 2,062	\$ 1,702	\$ 1,414	\$ 1,178	\$ 982	\$ 816	\$ 673	\$ 550	\$ 442	
20.6	\$ 2,497	\$ 2,034	\$ 1,674	\$ 1,386	\$ 1,151	\$ 954	\$ 788	\$ 646	\$ 522	\$ 414	
20.1	\$ 2,469	\$ 2,006	\$ 1,646	\$ 1,358	\$ 1,122	\$ 926	\$ 760	\$ 617	\$ 494	\$ 386	
19.6	\$ 2,438	\$ 1,976	\$ 1,616	\$ 1,328	\$ 1,092	\$ 896	\$ 729	\$ 587	\$ 464	\$ 356	
19.1	\$ 2,407	\$ 1,944	\$ 1,584	\$ 1,296	\$ 1,060	\$ 864	\$ 698	\$ 555	\$ 432	\$ 324	
18.7	\$ 2,374	\$ 1,911	\$ 1,551	\$ 1,263	\$ 1,027	\$ 831	\$ 665	\$ 522	\$ 399	\$ 291	
18.2	\$ 2,339	\$ 1,876	\$ 1,516	\$ 1,228	\$ 992	\$ 796	\$ 630	\$ 487	\$ 364	\$ 256	
17.7	\$ 2,302	\$ 1,839	\$ 1,479	\$ 1,191	\$ 955	\$ 759	\$ 593	\$ 450	\$ 327	\$ 219	
17.2	\$ 2,263	\$ 1,800	\$ 1,440	\$ 1,152	\$ 916	\$ 720	\$ 554	\$ 411	\$ 288	\$ 180	
16.7	\$ 2,222	\$ 1,759	\$ 1,399	\$ 1,111	\$ 875	\$ 679	\$ 513	\$ 370	\$ 247	\$ 139	
16.3	\$ 2,178	\$ 1,715	\$ 1,355	\$ 1,067	\$ 832	\$ 635	\$ 469	\$ 327	\$ 203	\$ 95	
15.8	\$ 2,132	\$ 1,669	\$ 1,309	\$ 1,021	\$ 785	\$ 589	\$ 423	\$ 281	\$ 157	\$ 49	
15.3	\$ 2,083	\$ 1,620	\$ 1,260	\$ 972	\$ 736	\$ 540	\$ 374	\$ 231	\$ 108		
14.8	\$ 2,031	\$ 1,568	\$ 1,208	\$ 920	\$ 684	\$ 488	\$ 322	\$ 179	\$ 56		
14.4	\$ 1,975	\$ 1,512	\$ 1,152	\$ 864	\$ 628	\$ 432	\$ 266	\$ 123			
13.4	\$ 1,851	\$ 1,389	\$ 1,029	\$ 741	\$ 505	\$ 309	\$ 142				

## 5.0 Ton Heat Pump - Monthly Savings

	Existing SEER									
	7	8	9	10	11	12	13	14	15	16
<b>New SEER2</b>										
22.0	\$ 215	\$ 176	\$ 146	\$ 122	\$ 102	\$ 86	\$ 72	\$ 60	\$ 50	\$ 41
21.5	\$ 213	\$ 174	\$ 144	\$ 120	\$ 100	\$ 84	\$ 70	\$ 58	\$ 48	\$ 39
21.1	\$ 210	\$ 172	\$ 142	\$ 118	\$ 98	\$ 82	\$ 68	\$ 56	\$ 46	\$ 37
20.6	\$ 208	\$ 170	\$ 140	\$ 116	\$ 96	\$ 80	\$ 66	\$ 54	\$ 44	\$ 35
20.1	\$ 206	\$ 167	\$ 137	\$ 113	\$ 94	\$ 77	\$ 63	\$ 51	\$ 41	\$ 32
19.6	\$ 203	\$ 165	\$ 135	\$ 111	\$ 91	\$ 75	\$ 61	\$ 49	\$ 39	\$ 30
19.1	\$ 201	\$ 162	\$ 132	\$ 108	\$ 88	\$ 72	\$ 58	\$ 46	\$ 36	\$ 27
18.7	\$ 198	\$ 159	\$ 129	\$ 105	\$ 86	\$ 69	\$ 55	\$ 44	\$ 33	\$ 24
18.2	\$ 195	\$ 156	\$ 126	\$ 102	\$ 83	\$ 66	\$ 52	\$ 41	\$ 30	\$ 21
17.7	\$ 192	\$ 153	\$ 123	\$ 99	\$ 80	\$ 63	\$ 49	\$ 38	\$ 27	\$ 18
17.2	\$ 189	\$ 150	\$ 120	\$ 96	\$ 76	\$ 60	\$ 46	\$ 34	\$ 24	\$ 15
16.7	\$ 185	\$ 147	\$ 117	\$ 93	\$ 73	\$ 57	\$ 43	\$ 31	\$ 21	\$ 12
16.3	\$ 182	\$ 143	\$ 113	\$ 89	\$ 69	\$ 53	\$ 39	\$ 27	\$ 17	\$ 8
15.8	\$ 178	\$ 139	\$ 109	\$ 85	\$ 65	\$ 49	\$ 35	\$ 23	\$ 13	\$ 4
15.3	\$ 174	\$ 135	\$ 105	\$ 81	\$ 61	\$ 45	\$ 31	\$ 19	\$ 9	
14.8	\$ 169	\$ 131	\$ 101	\$ 77	\$ 57	\$ 41	\$ 27	\$ 15	\$ 5	
14.4	\$ 165	\$ 126	\$ 96	\$ 72	\$ 52	\$ 36	\$ 22	\$ 10		
13.4	\$ 154	\$ 116	\$ 86	\$ 62	\$ 42	\$ 26	\$ 12			

### Calculations based on:

- 60,000 BTUH Heating & Cooling Unit
- \$0.120 Electric Rate per KWH
- 900 Annual Heating Load Hours
- 2,700 Annual Cooling Load Hours

**\*Note:** Savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the SEER rating.



# Home Comfort Energy Savings Calculator®\*

## 50,000 BTU Natural Gas Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 506	\$ 412	\$ 334	\$ 268	\$ 211	\$ 162	\$ 119	\$ 81
	96%	\$ 495	\$ 401	\$ 323	\$ 257	\$ 200	\$ 151	\$ 108	\$ 70
	95%	\$ 489	\$ 395	\$ 317	\$ 251	\$ 194	\$ 145	\$ 102	\$ 64
	92%	\$ 472	\$ 378	\$ 299	\$ 233	\$ 176	\$ 127	\$ 84	\$ 46
	90%	\$ 459	\$ 365	\$ 287	\$ 221	\$ 164	\$ 115	\$ 72	\$ 34
	80%	\$ 387	\$ 293	\$ 215	\$ 149	\$ 92	\$ 43		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 42	\$ 34	\$ 28	\$ 22	\$ 18	\$ 13	\$ 10	\$ 7
	96%	\$ 41	\$ 33	\$ 27	\$ 21	\$ 17	\$ 13	\$ 9	\$ 6
	95%	\$ 41	\$ 33	\$ 26	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5
	92%	\$ 39	\$ 31	\$ 25	\$ 19	\$ 15	\$ 11	\$ 7	\$ 4
	90%	\$ 38	\$ 30	\$ 24	\$ 18	\$ 14	\$ 10	\$ 6	\$ 3
	80%	\$ 32	\$ 24	\$ 18	\$ 12	\$ 8	\$ 4		

## 75,000 BTU Natural Gas Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 759	\$ 618	\$ 501	\$ 401	\$ 316	\$ 242	\$ 178	\$ 121
	96%	\$ 743	\$ 602	\$ 484	\$ 385	\$ 300	\$ 226	\$ 161	\$ 104
	95%	\$ 734	\$ 593	\$ 476	\$ 376	\$ 291	\$ 217	\$ 153	\$ 96
	92%	\$ 707	\$ 567	\$ 449	\$ 350	\$ 265	\$ 191	\$ 126	\$ 69
	90%	\$ 689	\$ 548	\$ 430	\$ 331	\$ 246	\$ 172	\$ 108	\$ 51
	80%	\$ 581	\$ 440	\$ 323	\$ 223	\$ 138	\$ 65		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 63	\$ 52	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15	\$ 10
	96%	\$ 62	\$ 50	\$ 40	\$ 32	\$ 25	\$ 19	\$ 13	\$ 9
	95%	\$ 61	\$ 49	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13	\$ 8
	92%	\$ 59	\$ 47	\$ 37	\$ 29	\$ 22	\$ 16	\$ 11	\$ 6
	90%	\$ 57	\$ 46	\$ 36	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4
	80%	\$ 48	\$ 37	\$ 27	\$ 19	\$ 12	\$ 5		

### Calculations based on:

\$ 1.15 Gas Rate per THERM  
 900 Annual Heating Load Hours

**\*Note:** Energy savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the AFUE rating.

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# Home Comfort Energy Savings Calculator®\*

## 90,000 BTU Natural Gas Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 911	\$ 742	\$ 601	\$ 482	\$ 379	\$ 291	\$ 213	\$ 145
	96%	\$ 891	\$ 722	\$ 581	\$ 462	\$ 360	\$ 271	\$ 194	\$ 125
	95%	\$ 881	\$ 712	\$ 571	\$ 452	\$ 350	\$ 261	\$ 184	\$ 115
	92%	\$ 849	\$ 680	\$ 539	\$ 420	\$ 318	\$ 229	\$ 152	\$ 83
	90%	\$ 826	\$ 657	\$ 517	\$ 397	\$ 295	\$ 207	\$ 129	\$ 61
	80%	\$ 697	\$ 528	\$ 387	\$ 268	\$ 166	\$ 77		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 76	\$ 62	\$ 50	\$ 40	\$ 32	\$ 24	\$ 18	\$ 12
	96%	\$ 74	\$ 60	\$ 48	\$ 38	\$ 30	\$ 23	\$ 16	\$ 10
	95%	\$ 73	\$ 59	\$ 48	\$ 38	\$ 29	\$ 22	\$ 15	\$ 10
	92%	\$ 71	\$ 57	\$ 45	\$ 35	\$ 26	\$ 19	\$ 13	\$ 7
	90%	\$ 69	\$ 55	\$ 43	\$ 33	\$ 25	\$ 17	\$ 11	\$ 5
	80%	\$ 58	\$ 44	\$ 32	\$ 22	\$ 14	\$ 6		

## 130,000 BTU Natural Gas Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 1,316	\$ 1,071	\$ 868	\$ 696	\$ 548	\$ 420	\$ 308	\$ 210
	96%	\$ 1,287	\$ 1,043	\$ 839	\$ 667	\$ 520	\$ 392	\$ 280	\$ 181
	95%	\$ 1,272	\$ 1,028	\$ 825	\$ 652	\$ 505	\$ 377	\$ 265	\$ 166
	92%	\$ 1,226	\$ 982	\$ 779	\$ 606	\$ 459	\$ 331	\$ 219	\$ 120
	90%	\$ 1,194	\$ 950	\$ 746	\$ 574	\$ 426	\$ 298	\$ 187	\$ 88
	80%	\$ 1,007	\$ 763	\$ 560	\$ 387	\$ 240	\$ 112		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 110	\$ 89	\$ 72	\$ 58	\$ 46	\$ 35	\$ 26	\$ 17
	96%	\$ 107	\$ 87	\$ 70	\$ 56	\$ 43	\$ 33	\$ 23	\$ 15
	95%	\$ 106	\$ 86	\$ 69	\$ 54	\$ 42	\$ 31	\$ 22	\$ 14
	92%	\$ 102	\$ 82	\$ 65	\$ 51	\$ 38	\$ 28	\$ 18	\$ 10
	90%	\$ 99	\$ 79	\$ 62	\$ 48	\$ 36	\$ 25	\$ 16	\$ 7
	80%	\$ 84	\$ 64	\$ 47	\$ 32	\$ 20	\$ 9		

### Calculations based on:

\$ 1.15 Gas Rate per THERM  
 900 Annual Heating Load Hours

**\*Note:** Energy savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the AFUE rating.

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# Home Comfort Energy Savings Calculator®\*

## 50,000 BTU Liquid Propane Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 1,261	\$ 1,027	\$ 832	\$ 667	\$ 526	\$ 403	\$ 296	\$ 201
	96%	\$ 1,234	\$ 1,000	\$ 805	\$ 640	\$ 498	\$ 376	\$ 268	\$ 174
	95%	\$ 1,220	\$ 986	\$ 791	\$ 626	\$ 484	\$ 361	\$ 254	\$ 159
	92%	\$ 1,176	\$ 941	\$ 746	\$ 581	\$ 440	\$ 317	\$ 210	\$ 115
	90%	\$ 1,144	\$ 910	\$ 715	\$ 550	\$ 409	\$ 286	\$ 179	\$ 84
	80%	\$ 966	\$ 732	\$ 536	\$ 371	\$ 230	\$ 107		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 105	\$ 86	\$ 69	\$ 56	\$ 44	\$ 34	\$ 25	\$ 17
	96%	\$ 103	\$ 83	\$ 67	\$ 53	\$ 42	\$ 31	\$ 22	\$ 14
	95%	\$ 102	\$ 82	\$ 66	\$ 52	\$ 40	\$ 30	\$ 21	\$ 13
	92%	\$ 98	\$ 78	\$ 62	\$ 48	\$ 37	\$ 26	\$ 17	\$ 10
	90%	\$ 95	\$ 76	\$ 60	\$ 46	\$ 34	\$ 24	\$ 15	\$ 7
	80%	\$ 80	\$ 61	\$ 45	\$ 31	\$ 19	\$ 9		

## 75,000 BTU Liquid Propane Heating Unit

Annual Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 1,892	\$ 1,541	\$ 1,248	\$ 1,001	\$ 788	\$ 604	\$ 443	\$ 301
	96%	\$ 1,851	\$ 1,500	\$ 1,207	\$ 959	\$ 747	\$ 563	\$ 402	\$ 260
	95%	\$ 1,830	\$ 1,479	\$ 1,186	\$ 938	\$ 726	\$ 542	\$ 381	\$ 239
	92%	\$ 1,763	\$ 1,412	\$ 1,120	\$ 872	\$ 660	\$ 476	\$ 315	\$ 173
	90%	\$ 1,717	\$ 1,366	\$ 1,073	\$ 825	\$ 613	\$ 429	\$ 268	\$ 126
	80%	\$ 1,448	\$ 1,097	\$ 805	\$ 557	\$ 345	\$ 161		

Monthly Savings		Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 158	\$ 128	\$ 104	\$ 83	\$ 66	\$ 50	\$ 37	\$ 25
	96%	\$ 154	\$ 125	\$ 101	\$ 80	\$ 62	\$ 47	\$ 34	\$ 22
	95%	\$ 152	\$ 123	\$ 99	\$ 78	\$ 61	\$ 45	\$ 32	\$ 20
	92%	\$ 147	\$ 118	\$ 93	\$ 73	\$ 55	\$ 40	\$ 26	\$ 14
	90%	\$ 143	\$ 114	\$ 89	\$ 69	\$ 51	\$ 36	\$ 22	\$ 11
	80%	\$ 121	\$ 91	\$ 67	\$ 46	\$ 29	\$ 13		

### Calculations based on:

\$ 2.62 Propane per Gallon  
 900 Annual Heating Load Hours

**\*Note:** Energy savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the AFUE rating.

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# Home Comfort Energy Savings Calculator®\*

## 90,000 BTU Liquid Propane Heating Unit

	Annual Savings	Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 2,270	\$ 1,849	\$ 1,498	\$ 1,201	\$ 946	\$ 725	\$ 532	\$ 362
	96%	\$ 2,221	\$ 1,800	\$ 1,448	\$ 1,151	\$ 897	\$ 676	\$ 483	\$ 312
	95%	\$ 2,196	\$ 1,774	\$ 1,423	\$ 1,126	\$ 871	\$ 651	\$ 457	\$ 287
	92%	\$ 2,116	\$ 1,695	\$ 1,344	\$ 1,046	\$ 792	\$ 571	\$ 378	\$ 207
	90%	\$ 2,060	\$ 1,639	\$ 1,288	\$ 990	\$ 736	\$ 515	\$ 322	\$ 151
	80%	\$ 1,738	\$ 1,317	\$ 966	\$ 669	\$ 414	\$ 193		

	Monthly Savings	Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 189	\$ 154	\$ 125	\$ 100	\$ 79	\$ 60	\$ 44	\$ 30
	96%	\$ 185	\$ 150	\$ 121	\$ 96	\$ 75	\$ 56	\$ 40	\$ 26
	95%	\$ 183	\$ 148	\$ 119	\$ 94	\$ 73	\$ 54	\$ 38	\$ 24
	92%	\$ 176	\$ 141	\$ 112	\$ 87	\$ 66	\$ 48	\$ 31	\$ 17
	90%	\$ 172	\$ 137	\$ 107	\$ 83	\$ 61	\$ 43	\$ 27	\$ 13
	80%	\$ 145	\$ 110	\$ 80	\$ 56	\$ 34	\$ 16		

## 130,000 BTU Liquid Propane Heating Unit

	Annual Savings	Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 3,279	\$ 2,671	\$ 2,163	\$ 1,734	\$ 1,366	\$ 1,048	\$ 769	\$ 522
	96%	\$ 3,208	\$ 2,599	\$ 2,092	\$ 1,663	\$ 1,295	\$ 976	\$ 697	\$ 451
	95%	\$ 3,171	\$ 2,563	\$ 2,056	\$ 1,626	\$ 1,258	\$ 940	\$ 661	\$ 415
	92%	\$ 3,056	\$ 2,448	\$ 1,941	\$ 1,511	\$ 1,144	\$ 825	\$ 546	\$ 300
	90%	\$ 2,976	\$ 2,367	\$ 1,860	\$ 1,431	\$ 1,063	\$ 744	\$ 465	\$ 219
	80%	\$ 2,511	\$ 1,902	\$ 1,395	\$ 966	\$ 598	\$ 279		

	Monthly Savings	Existing AFUE							
		50%	55%	60%	65%	70%	75%	80%	85%
New AFUE	98%	\$ 273	\$ 223	\$ 180	\$ 145	\$ 114	\$ 87	\$ 64	\$ 44
	96%	\$ 267	\$ 217	\$ 174	\$ 139	\$ 108	\$ 81	\$ 58	\$ 38
	95%	\$ 264	\$ 214	\$ 171	\$ 136	\$ 105	\$ 78	\$ 55	\$ 35
	92%	\$ 255	\$ 204	\$ 162	\$ 126	\$ 95	\$ 69	\$ 45	\$ 25
	90%	\$ 248	\$ 197	\$ 155	\$ 119	\$ 89	\$ 62	\$ 39	\$ 18
	80%	\$ 209	\$ 159	\$ 116	\$ 80	\$ 50	\$ 23		

### Calculations based on:

\$ 2.62 Propane per Gallon  
900 Annual Heating Load Hours

**\*Note:** Energy savings can vary widely due to unique installation and environmental conditions. As equipment deteriorates, so will the AFUE rating.

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# FINANCE TABLES



*The next page enables you obtain the bank payment that best matches the monthly energy savings or \$192/month . The result for this customer is a \$4.83/month net month cost of ownership after rebate and monthly energy savings.*

Sub-Total from QUICK JOB PRICE GUIDE page		\$1,497
	TOTAL INVESTMENT	\$12,002
	Rebates / Discounts	(\$1,800)
	Investment with Rebates / Discounts applied	\$10,202
	Monthly Finance Rate Calculator® estimated payment*	\$197
	Home Comfort Energy Savings Calculator® estimated monthly savings*	(\$192)
	<b>Net Monthly Investment*</b>	<b>\$4.83</b>



# Monthly Finance Rate Calculator® -Bank Loan

Interest Rate: **7.99%**

Amount to Finance	12 months Repay	24 months Repay	36 months Repay	48 months Repay	60 months Repay	72 months Repay	84 months Repay	96 months Repay
\$ 2,500	\$ 217.46	\$ 113.06	\$ 78.33	\$ 61.02	\$ 50.68	\$ 43.82	\$ 38.95	\$ 35.33
\$ 3,000	\$ 260.95	\$ 135.67	\$ 94.00	\$ 73.22	\$ 60.81	\$ 52.59	\$ 46.74	\$ 42.39
\$ 3,500	\$ 304.44	\$ 158.28	\$ 109.66	\$ 85.43	\$ 70.95	\$ 61.35	\$ 54.53	\$ 49.46
\$ 4,000	\$ 347.94	\$ 180.89	\$ 125.33	\$ 97.63	\$ 81.09	\$ 70.11	\$ 62.32	\$ 56.53
\$ 4,500	\$ 391.43	\$ 203.50	\$ 140.99	\$ 109.84	\$ 91.22	\$ 78.88	\$ 70.12	\$ 63.59
\$ 5,000	\$ 434.92	\$ 226.11	\$ 156.66	\$ 122.04	\$ 101.36	\$ 87.64	\$ 77.91	\$ 70.66
\$ 5,500	\$ 478.41	\$ 248.73	\$ 172.32	\$ 134.25	\$ 111.49	\$ 96.41	\$ 85.70	\$ 77.72
\$ 6,000	\$ 521.90	\$ 271.34	\$ 187.99	\$ 146.45	\$ 121.63	\$ 105.17	\$ 93.49	\$ 84.79
\$ 6,500	\$ 565.39	\$ 293.95	\$ 203.66	\$ 158.65	\$ 131.77	\$ 113.93	\$ 101.28	\$ 91.86
\$ 7,000	\$ 608.89	\$ 316.56	\$ 219.32	\$ 170.86	\$ 141.90	\$ 122.70	\$ 109.07	\$ 98.92
\$ 7,500	\$ 652.38	\$ 339.17	\$ 234.99	\$ 183.06	\$ 152.04	\$ 131.46	\$ 116.86	\$ 105.99
\$ 8,000	\$ 695.87	\$ 361.78	\$ 250.65	\$ 195.27	\$ 162.17	\$ 140.23	\$ 124.65	\$ 113.05
\$ 8,500	\$ 739.36	\$ 384.39	\$ 266.32	\$ 207.47	\$ 172.31	\$ 148.99	\$ 132.44	\$ 120.12
\$ 9,000	\$ 782.85	\$ 407.00	\$ 281.99	\$ 219.67	\$ 182.44	\$ 157.76	\$ 140.23	\$ 127.18
\$ 9,500	\$ 826.35	\$ 429.62	\$ 297.65	\$ 231.88	\$ 192.58	\$ 166.52	\$ 148.02	\$ 134.25
\$ 10,000	\$ 869.84	\$ 452.23	\$ 313.32	\$ 244.08	\$ 202.72	\$ 175.28	\$ 155.81	\$ 141.32
\$ 10,500	\$ 913.33	\$ 474.84	\$ 328.98	\$ 256.29	\$ 212.85	\$ 184.05	\$ 163.60	\$ 148.38
\$ 11,000	\$ 956.82	\$ 497.45	\$ 344.65	\$ 268.49	\$ 222.99	\$ 192.81	\$ 171.39	\$ 155.45
\$ 11,500	\$ 1,000.31	\$ 520.06	\$ 360.32	\$ 280.69	\$ 233.12	\$ 201.58	\$ 179.18	\$ 162.51
\$ 12,000	\$ 1,043.81	\$ 542.67	\$ 375.98	\$ 292.90	\$ 243.26	\$ 210.34	\$ 186.97	\$ 169.58
\$ 12,500	\$ 1,087.30	\$ 565.28	\$ 391.65	\$ 305.10	\$ 253.40	\$ 219.10	\$ 194.77	\$ 176.64
\$ 13,000	\$ 1,130.79	\$ 587.90	\$ 407.31	\$ 317.31	\$ 263.53	\$ 227.87	\$ 202.56	\$ 183.71
\$ 13,500	\$ 1,174.28	\$ 610.51	\$ 422.98	\$ 329.51	\$ 273.67	\$ 236.63	\$ 210.35	\$ 190.78
\$ 14,000	\$ 1,217.77	\$ 633.12	\$ 438.64	\$ 341.72	\$ 283.80	\$ 245.40	\$ 218.14	\$ 197.84
\$ 14,500	\$ 1,261.27	\$ 655.73	\$ 454.31	\$ 353.92	\$ 293.94	\$ 254.16	\$ 225.93	\$ 204.91
\$ 15,000	\$ 1,304.76	\$ 678.34	\$ 469.98	\$ 366.12	\$ 304.07	\$ 262.93	\$ 233.72	\$ 211.97
\$ 15,500	\$ 1,348.25	\$ 700.95	\$ 485.64	\$ 378.33	\$ 314.21	\$ 271.69	\$ 241.51	\$ 219.04
\$ 16,000	\$ 1,391.74	\$ 723.56	\$ 501.31	\$ 390.53	\$ 324.35	\$ 280.45	\$ 249.30	\$ 226.11
\$ 16,500	\$ 1,435.23	\$ 746.18	\$ 516.97	\$ 402.74	\$ 334.48	\$ 289.22	\$ 257.09	\$ 233.17
\$ 17,000	\$ 1,478.72	\$ 768.79	\$ 532.64	\$ 414.94	\$ 344.62	\$ 297.98	\$ 264.88	\$ 240.24
\$ 17,500	\$ 1,522.22	\$ 791.40	\$ 548.31	\$ 427.14	\$ 354.75	\$ 306.75	\$ 272.67	\$ 247.30
\$ 18,000	\$ 1,565.71	\$ 814.01	\$ 563.97	\$ 439.35	\$ 364.89	\$ 315.51	\$ 280.46	\$ 254.37
\$ 18,500	\$ 1,609.20	\$ 836.62	\$ 579.64	\$ 451.55	\$ 375.02	\$ 324.27	\$ 288.25	\$ 261.43
\$ 19,000	\$ 1,652.69	\$ 859.23	\$ 595.30	\$ 463.76	\$ 385.16	\$ 333.04	\$ 296.04	\$ 268.50
\$ 19,500	\$ 1,696.18	\$ 881.84	\$ 610.97	\$ 475.96	\$ 395.30	\$ 341.80	\$ 303.83	\$ 275.57
\$ 20,000	\$ 1,739.68	\$ 904.45	\$ 626.64	\$ 488.16	\$ 405.43	\$ 350.57	\$ 311.62	\$ 282.63
\$ 20,500	\$ 1,783.17	\$ 927.07	\$ 642.30	\$ 500.37	\$ 415.57	\$ 359.33	\$ 319.42	\$ 289.70
\$ 21,000	\$ 1,826.66	\$ 949.68	\$ 657.97	\$ 512.57	\$ 425.70	\$ 368.10	\$ 327.21	\$ 296.76
\$ 21,500	\$ 1,870.15	\$ 972.29	\$ 673.63	\$ 524.78	\$ 435.84	\$ 376.86	\$ 335.00	\$ 303.83
\$ 22,000	\$ 1,913.64	\$ 994.90	\$ 689.30	\$ 536.98	\$ 445.98	\$ 385.62	\$ 342.79	\$ 310.90
\$ 22,500	\$ 1,957.14	\$ 1,017.51	\$ 704.96	\$ 549.19	\$ 456.11	\$ 394.39	\$ 350.58	\$ 317.96
\$ 23,000	\$ 2,000.63	\$ 1,040.12	\$ 720.63	\$ 561.39	\$ 466.25	\$ 403.15	\$ 358.37	\$ 325.03
\$ 23,500	\$ 2,044.12	\$ 1,062.73	\$ 736.30	\$ 573.59	\$ 476.38	\$ 411.92	\$ 366.16	\$ 332.09
\$ 24,000	\$ 2,087.61	\$ 1,085.35	\$ 751.96	\$ 585.80	\$ 486.52	\$ 420.68	\$ 373.95	\$ 339.16
\$ 24,500	\$ 2,131.10	\$ 1,107.96	\$ 767.63	\$ 598.00	\$ 496.65	\$ 429.44	\$ 381.74	\$ 346.22
\$ 25,000	\$ 2,174.60	\$ 1,130.57	\$ 783.29	\$ 610.21	\$ 506.79	\$ 438.21	\$ 389.53	\$ 353.29
\$ 25,500	\$ 2,218.09	\$ 1,153.18	\$ 798.96	\$ 622.41	\$ 516.93	\$ 446.97	\$ 397.32	\$ 360.36
\$ 26,000	\$ 2,261.58	\$ 1,175.79	\$ 814.63	\$ 634.61	\$ 527.06	\$ 455.74	\$ 405.11	\$ 367.42
\$ 26,500	\$ 2,305.07	\$ 1,198.40	\$ 830.29	\$ 646.82	\$ 537.20	\$ 464.50	\$ 412.90	\$ 374.49
\$ 27,000	\$ 2,348.56	\$ 1,221.01	\$ 845.96	\$ 659.02	\$ 547.33	\$ 473.27	\$ 420.69	\$ 381.55
\$ 27,500	\$ 2,392.05	\$ 1,243.63	\$ 861.62	\$ 671.23	\$ 557.47	\$ 482.03	\$ 428.48	\$ 388.62
\$ 28,000	\$ 2,435.55	\$ 1,266.24	\$ 877.29	\$ 683.43	\$ 567.61	\$ 490.79	\$ 436.27	\$ 395.68
\$ 28,500	\$ 2,479.04	\$ 1,288.85	\$ 892.95	\$ 695.63	\$ 577.74	\$ 499.56	\$ 444.07	\$ 402.75
\$ 29,000	\$ 2,522.53	\$ 1,311.46	\$ 908.62	\$ 707.84	\$ 587.88	\$ 508.32	\$ 451.86	\$ 409.82
\$ 29,500	\$ 2,566.02	\$ 1,334.07	\$ 924.29	\$ 720.04	\$ 598.01	\$ 517.09	\$ 459.65	\$ 416.88

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# Monthly Finance Rate Calculator® -Reduced Rate APR Loan

Interest Rate: **8.90%**

Amount to Finance	12 months Repay	24 months Repay	36 months Repay	48 months Repay	72 months Repay	96 months Repay	120 months Repay
\$ 2,500	\$ 218.51	\$ 114.10	\$ 79.38	\$ 62.09	\$ 44.94	\$ 36.50	\$ 31.53
\$ 3,000	\$ 262.22	\$ 136.92	\$ 95.26	\$ 74.51	\$ 53.93	\$ 43.80	\$ 37.84
\$ 3,500	\$ 305.92	\$ 159.74	\$ 111.14	\$ 86.93	\$ 62.92	\$ 51.09	\$ 44.15
\$ 4,000	\$ 349.62	\$ 182.56	\$ 127.01	\$ 99.35	\$ 71.90	\$ 58.39	\$ 50.45
\$ 4,500	\$ 393.32	\$ 205.37	\$ 142.89	\$ 111.77	\$ 80.89	\$ 65.69	\$ 56.76
\$ 5,000	\$ 437.03	\$ 228.19	\$ 158.77	\$ 124.19	\$ 89.88	\$ 72.99	\$ 63.07
\$ 5,500	\$ 480.73	\$ 251.01	\$ 174.64	\$ 136.61	\$ 98.87	\$ 80.29	\$ 69.37
\$ 6,000	\$ 524.43	\$ 273.83	\$ 190.52	\$ 149.03	\$ 107.86	\$ 87.59	\$ 75.68
\$ 6,500	\$ 568.13	\$ 296.65	\$ 206.40	\$ 161.44	\$ 116.84	\$ 94.89	\$ 81.99
\$ 7,000	\$ 611.84	\$ 319.47	\$ 222.27	\$ 173.86	\$ 125.83	\$ 102.19	\$ 88.29
\$ 7,500	\$ 655.54	\$ 342.29	\$ 238.15	\$ 186.28	\$ 134.82	\$ 109.49	\$ 94.60
\$ 8,000	\$ 699.24	\$ 365.11	\$ 254.03	\$ 198.70	\$ 143.81	\$ 116.79	\$ 100.91
\$ 8,500	\$ 742.94	\$ 387.93	\$ 269.90	\$ 211.12	\$ 152.80	\$ 124.09	\$ 107.21
\$ 9,000	\$ 786.65	\$ 410.75	\$ 285.78	\$ 223.54	\$ 161.78	\$ 131.39	\$ 113.52
\$ 9,500	\$ 830.35	\$ 433.57	\$ 301.66	\$ 235.96	\$ 170.77	\$ 138.68	\$ 119.83
\$ 10,000	\$ 874.05	\$ 456.39	\$ 317.53	\$ 248.38	\$ 179.76	\$ 145.98	\$ 126.14
\$ 10,500	\$ 917.75	\$ 479.21	\$ 333.41	\$ 260.79	\$ 188.75	\$ 153.28	\$ 132.44
\$ 11,000	\$ 961.46	\$ 502.03	\$ 349.29	\$ 273.21	\$ 197.74	\$ 160.58	\$ 138.75
\$ 11,500	\$ 1,005.16	\$ 524.85	\$ 365.16	\$ 285.63	\$ 206.72	\$ 167.88	\$ 145.06
\$ 12,000	\$ 1,048.86	\$ 547.67	\$ 381.04	\$ 298.05	\$ 215.71	\$ 175.18	\$ 151.36
\$ 12,500	\$ 1,092.56	\$ 570.49	\$ 396.92	\$ 310.47	\$ 224.70	\$ 182.48	\$ 157.67
\$ 13,000	\$ 1,136.27	\$ 593.31	\$ 412.79	\$ 322.89	\$ 233.69	\$ 189.78	\$ 163.98
\$ 13,500	\$ 1,179.97	\$ 616.12	\$ 428.67	\$ 335.31	\$ 242.68	\$ 197.08	\$ 170.28
\$ 14,000	\$ 1,223.67	\$ 638.94	\$ 444.54	\$ 347.73	\$ 251.66	\$ 204.38	\$ 176.59
\$ 14,500	\$ 1,267.37	\$ 661.76	\$ 460.42	\$ 360.14	\$ 260.65	\$ 211.68	\$ 182.90
\$ 15,000	\$ 1,311.08	\$ 684.58	\$ 476.30	\$ 372.56	\$ 269.64	\$ 218.98	\$ 189.20
\$ 15,500	\$ 1,354.78	\$ 707.40	\$ 492.17	\$ 384.98	\$ 278.63	\$ 226.27	\$ 195.51
\$ 16,000	\$ 1,398.48	\$ 730.22	\$ 508.05	\$ 397.40	\$ 287.62	\$ 233.57	\$ 201.82
\$ 16,500	\$ 1,442.18	\$ 753.04	\$ 523.93	\$ 409.82	\$ 296.60	\$ 240.87	\$ 208.12
\$ 17,000	\$ 1,485.89	\$ 775.86	\$ 539.80	\$ 422.24	\$ 305.59	\$ 248.17	\$ 214.43
\$ 17,500	\$ 1,529.59	\$ 798.68	\$ 555.68	\$ 434.66	\$ 314.58	\$ 255.47	\$ 220.74
\$ 18,000	\$ 1,573.29	\$ 821.50	\$ 571.56	\$ 447.08	\$ 323.57	\$ 262.77	\$ 227.04
\$ 18,500	\$ 1,616.99	\$ 844.32	\$ 587.43	\$ 459.50	\$ 332.56	\$ 270.07	\$ 233.35
\$ 19,000	\$ 1,660.70	\$ 867.14	\$ 603.31	\$ 471.91	\$ 341.54	\$ 277.37	\$ 239.66
\$ 19,500	\$ 1,704.40	\$ 889.96	\$ 619.19	\$ 484.33	\$ 350.53	\$ 284.67	\$ 245.96
\$ 20,000	\$ 1,748.10	\$ 912.78	\$ 635.06	\$ 496.75	\$ 359.52	\$ 291.97	\$ 252.27
\$ 20,500	\$ 1,791.80	\$ 935.60	\$ 650.94	\$ 509.17	\$ 368.51	\$ 299.27	\$ 258.58
\$ 21,000	\$ 1,835.51	\$ 958.42	\$ 666.82	\$ 521.59	\$ 377.49	\$ 306.57	\$ 264.88
\$ 21,500	\$ 1,879.21	\$ 981.24	\$ 682.69	\$ 534.01	\$ 386.48	\$ 313.87	\$ 271.19
\$ 22,000	\$ 1,922.91	\$ 1,004.06	\$ 698.57	\$ 546.43	\$ 395.47	\$ 321.16	\$ 277.50
\$ 22,500	\$ 1,966.61	\$ 1,026.87	\$ 714.45	\$ 558.85	\$ 404.46	\$ 328.46	\$ 283.80
\$ 23,000	\$ 2,010.32	\$ 1,049.69	\$ 730.32	\$ 571.26	\$ 413.45	\$ 335.76	\$ 290.11
\$ 23,500	\$ 2,054.02	\$ 1,072.51	\$ 746.20	\$ 583.68	\$ 422.43	\$ 343.06	\$ 296.42
\$ 24,000	\$ 2,097.72	\$ 1,095.33	\$ 762.08	\$ 596.10	\$ 431.42	\$ 350.36	\$ 302.72
\$ 24,500	\$ 2,141.43	\$ 1,118.15	\$ 777.95	\$ 608.52	\$ 440.41	\$ 357.66	\$ 309.03
\$ 25,000	\$ 2,185.13	\$ 1,140.97	\$ 793.83	\$ 620.94	\$ 449.40	\$ 364.96	\$ 315.34
\$ 25,500	\$ 2,228.83	\$ 1,163.79	\$ 809.71	\$ 633.36	\$ 458.39	\$ 372.26	\$ 321.64
\$ 26,000	\$ 2,272.53	\$ 1,186.61	\$ 825.58	\$ 645.78	\$ 467.37	\$ 379.56	\$ 327.95
\$ 26,500	\$ 2,316.24	\$ 1,209.43	\$ 841.46	\$ 658.20	\$ 476.36	\$ 386.86	\$ 334.26
\$ 27,000	\$ 2,359.94	\$ 1,232.25	\$ 857.34	\$ 670.61	\$ 485.35	\$ 394.16	\$ 340.57
\$ 27,500	\$ 2,403.64	\$ 1,255.07	\$ 873.21	\$ 683.03	\$ 494.34	\$ 401.46	\$ 346.87
\$ 28,000	\$ 2,447.34	\$ 1,277.89	\$ 889.09	\$ 695.45	\$ 503.33	\$ 408.75	\$ 353.18
\$ 28,500	\$ 2,491.05	\$ 1,300.71	\$ 904.97	\$ 707.87	\$ 512.31	\$ 416.05	\$ 359.49
\$ 29,000	\$ 2,534.75	\$ 1,323.53	\$ 920.84	\$ 720.29	\$ 521.30	\$ 423.35	\$ 365.79
\$ 29,500	\$ 2,578.45	\$ 1,346.35	\$ 936.72	\$ 732.71	\$ 530.29	\$ 430.65	\$ 372.10

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*The next page enables provide further proof of your option was the best option.*

*His competitor offers a Good equivelant lower priced contractor and would cost about 60% lower or \$7,966. Energy savings is was only \$94 a month.*

*a*

*Bank loan table showS for a 96 month loan the monthly payment would be \$108.08 a month.*

*PROOF: The new cost of ownership is double or \$14.08/month.*

Sub-Total from QUICK JOB PRICE GUIDE page		\$1,497	\$1,497
TOTAL INVESTMENT		\$13,499	\$9,372
Rebates / Discounts		(\$2,025)	(\$1,406)
Investment with Rebates / Discounts applied		\$11,474	\$7,966
Monthly Finance Rate Calculator® estimated payment*		\$197	\$94
Home Comfort Energy Savings Calculator® estimated monthly savings*		(\$192)	(\$108)
Net Monthly Investment*		\$4.83	\$14.08

*After 96 month the best option would have resulted in a \$84/month or \$7,058 loss and another loss of \$7,058 over the remaining 84 months of a 15-year useful life. Our best option doesn't cost you it makes you \$2,638.*

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The Best Heating & Air
123 Anywhere Street
State, 12345
(123) 123-1234

Installation Labor			Geothermal Elect Subcontractor		
1	Crew Chief Labor Rate:	\$ 35.00	16	Electrical Upgrades/Connect:	
2	Helper Labor Rate:	\$ 22.00	<b>Customer Utility Rates</b>		
3	Billable Labor Efficiency:	80%	17	Electric Rate per KWH:	\$ 0.120
<b>Vehicle / Miscellaneous</b>			18	Gas Rate per THERM:	\$ 1.15
4	Materials Sales Tax:	7.00%	19	Propane per Gallon:	\$ 2.62
5	Average miles round trip:	20	20	Fuel Oil per Gallon:	
6	Travel Cost Per Mile:		<b>Heating &amp; Cooling Load Hours</b>		
7	Hourly Truck Charge:	\$ 22.00	21	Annual Heating Load Hours:	900
8	Risk & Proficiency & Warranty:	5.00%	22	Annual Cooling Load Hours:	2700
Geothermal Well Subcontractor			Customer Financing Interest Rates		
9	1.5 or 2.0 Ton Geothermal:		23	Home Equity Loan Rate:	5.10%
10	2.5 Ton Geothermal:		24	Local Bank Loan Rate:	7.99%
11	3.0 Ton Geothermal:		<b>Profit Margin</b>		
12	3.5 Ton Geothermal:		25	Installation Dept. Overhead %:	25%
13	4.0 Ton Geothermal:		26	Sales Commission % of Sales:	8%
14	5.0 Ton Geothermal:		27	Target Net Profit % before taxes:	12%
15	6.0 Ton Geothermal:		28	Total Gross Profit Margin %:	<b>45%</b>

Version 5.11