

# *Home Comfort Certification System®*



## **The Best Heating & Cooling**

Anywhere USA

City, ST 00000

000-000-0000



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

# Price Book Set Up Instructions

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

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

## **Formatted for Easy Upselling:**

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

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

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

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

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

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

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

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

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

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

## **Customizing Configurations:**

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

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

## Configuration Options:

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

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

## Prices Shown are Illustrative Only

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

## Questions?

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

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  - b) To make a single archival back-up copy of the Price Book in support of your use of the Price Book within your business as named on the submitted Home Comfort Flat Rate Set-up Sheet.
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- 3) Licensor may terminate this License at any time at its sole discretion.

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- 1) The Price Book is provided "as-is" without any warranty of any kind, either expressed or implied, including but not limited to the implied warranties of merchantability and fitness for a particular purpose. The entire risk as to the quality and performance of the Price Book is with you, its authorized user. BSI and its licensors do not warrant that the functions contained in the Price Book will meet your requirements or are error free.
- 2) BSI's and its licensors' entire liability and your exclusive remedy shall be:
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## Mission Statement

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

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## Who we are:

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

## What makes us different:

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

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# The Home Comfort Certified System

## 7 Step Approach



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

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

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

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

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

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

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

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## Why we set the Standards of Performance

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

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

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

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## Quality Installations by Design

### Pre-installation:

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

### Post Installation:

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

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# PRICE BOOK



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## SPLIT AIR CONDITIONING WITH GAS HEAT

1.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$7,656**

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,198**

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F00261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,798**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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



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## SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$7,801**

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,198**

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F00201 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,798**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 45K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$15,426**

QUIETCOMFORTH4A6 18 SEER CONDENSER UNIT  
VS80 G8MVL V-SPEED FURNACE 60K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

### 2.5 TON

#### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$8,162**

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGLS 1-STAGE FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,514**

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT  
YORK 80% TMLT 2-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T1BC0 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$11,279**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 70K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



#### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$8,552**

PERFORMANCE H4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 70K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,954**

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
YORK 80% TMLT 2-STAGE FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$11,640**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$16,120**

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT  
VS80 G8MVL V-SPEED FURNACE 110K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

3.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$9,413**

PERFORMANCE H4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 70K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$11,979**

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
YORK 80% TMLT 2-STAGE FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$12,999**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

4 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

**\$10,045**

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ 2-stage heating runs at an energy-saving 70% capacity\*
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

**\$12,663**

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
YORK 80% TMLT 2-STAGE FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

**\$13,837**

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 C8MXN 1-STAGE ECM FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Modulating heating runs at an energy-saving 50% capacity\*
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

**\$17,524**

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT  
VS80 G8MVL V-SPEED FURNACE 80K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$10,835

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT  
PS80 N8MS 1-STAGE FURNACE 90K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- 2-stage heating runs at an energy-saving 70% capacity\*
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$13,829

PERFORMANCE NXA6 16 SEER CONDENSER UNIT  
YORK 80% TMLT 2-STAGE FURNACE 110K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$15,120

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT  
XS80 G8MXN 1-STAGE ECM FURNACE 110K BTU /END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$18,767

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT  
VS80 G8MVL V-SPEED FURNACE 110K BTU /END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

1.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 5,618

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,217

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,712

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 5,763

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,217

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,712

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 10,047

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 5,991

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,534

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,192

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

3 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,381

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,974

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,553

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 10,742

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

3.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,053

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,666

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 9,539

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

4 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,684

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,350

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 10,377

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 11,905

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,343

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/FSM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 9,333

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 11,406

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 12,903

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

1.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 5,540

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,140

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,634

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 5,685

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,140

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,634

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,969

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

2.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 5,913

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,456

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,114

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

3 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,303

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,896

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 8,475

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 10,664

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

3.5 TON

### System Benefits

- ☑ Helps save you up to 38% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 6,975

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- ☑ Helps save you up to 43% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 7,588

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 50% on your energy bills\*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ 2-stage cooling/heating runs at an energy-saving 70% capacity
- ☑ Reduces greenhouse gas emissions\*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts 1 year labor

\$ 9,461

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

4 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,606

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,272

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,299

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,827

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT AIR CONDITIONING COOLING ONLY

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,265

PERFORMANCE N4A3 14.5 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,255

PERFORMANCE NXA6 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,328

PERFORMANCE HXA6 2-SPEED 16 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,825

QUIETCOMFORT H4A6 18 SEER CONDENSER UNIT/END4/ENH4 COIL  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

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

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## SPLIT HEAT PUMP

1.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,668

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,926

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,237

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,935

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,213

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,237

PERFORMANCE HXH5 15 SEER 2-SPEED HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,768

QUIETCOMFORT H4H5 15 SEER 2-STAGE HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

2.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 6,945

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,364

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,774

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

3 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,578

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,889

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,539

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,418

QUIETCOMFORT H4H5 15 SEER 2-STAGE HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

3.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,964

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,287

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,260

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

4 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,919

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,298

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,017

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,554

QUIETCOMFORT H4H5 15 SEER 2-STAGE HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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## SPLIT HEAT PUMP

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,993

PERFORMANCE N4H3 14.5 SEER HEAT PUMP/WITH FSM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT



### System Benefits

- Helps save you up to 43% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,426

PERFORMANCE NXH5 15 SEER HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 50% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,330

PERFORMANCE HXH5 15 SEER 2-SPEED FAN HEAT PUMP/FXM AHU/EHK ELEC HEAT  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 13,408

QUIETCOMFORT H4H5 15 SEER 2-STAGE HEAT PUMP/WITH FXM AHU/EHK ELECTRIC HEAT  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- 10 Year parts 1 year labor

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



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## PACKAGED GAS ELECTRIC

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,675

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,459

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,389

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED GAS ELECTRIC

2.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,157

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,940

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,013

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED GAS ELECTRIC

3 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,188

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,031

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,957

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED GAS ELECTRIC

3.5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,448

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,915

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,580

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED GAS ELECTRIC

4 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,036

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,621

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,302

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED GAS ELECTRIC

5 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,564

HEIL PAD3 13 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,263

HEIL PAD4 14 SEER GAS ELECTRIC  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,926

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,768

HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WR1F800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,459

HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F800471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,673

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 7,896

HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,940

HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F900471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,296

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,699

HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,031

HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F900471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,240

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$ 9,410**

**HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE**



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$ 10,915**

**HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F900471 PROGRAMMABLE**



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$ 11,863**

**HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE**



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,769

HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,621

HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F900471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,586

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## PACKAGED HEAT PUMP

2 TON

### System Benefits

- Helps save you up to 38% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,257

HEIL PHD3 13 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY WRIF800261 PROGRAMMABLE



### System Benefits

- Helps save you up to 40% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,263

HEIL PHD4 14 SEER HEAT PUMP  
WHITE ROGERS 5/1/1 DAY, 5/2 DAY WR1F900471 PROGRAMMABLE



### System Benefits

- Helps save you up to 44% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 13,209

HEIL PAD5 2-STAGE 15 SEER GAS ELECTRIC  
WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE



### Base Installation Price Includes

- New electrical disconnect
- New power wire equip. to disconnect
- New digital thermostat
- New supply/return plenum transitions
- Equipment start up and safety inspection

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



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## FURNACE ONLY UPFLOW/HORIZONTAL

SIZE MBTU	INVESTMENT
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### System Benefits

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

**PS80 N8MS 1-STAGE FURNACE**  
**WHITE ROGERS WR1F860244 DIGITAL THERMOSTAT**

45,000	\$	3,302
70,000	\$	3,625
90,000	\$	3,966



### System Benefits

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

**XS80 G8MXN 1-STAGE ECM FURNACE**  
**WHITE ROGERS 5/1/1 D**

45,000	\$	3,974
70,000	\$	4,131
90,000	\$	4,282
110,000	\$	4,400



### System Benefits

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

**VS80 G8MVL V-SPEED FURNACE**  
**WHITE ROGERS WR1F951277 TOUCHSCREEN PROGRAMMABLE**

70,000	\$	5,011
90,000	\$	5,261
110,000	\$	5,357







### Base Installation Price Includes

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



## IAQ ACCESSORIES PRICE SHEET

ACCESSORY	PURPOSE/NEED	WITH NEW SYSTEM	NEW INSTALL
 <p><b>Whole Home Electronic Air Cleaner</b></p>	<p>Improving the air in your home is easy with the Whole-Home Air Filtration System. Removes up to 99.98% of allergens from filtered air and catches particles even smaller than .1 micron in size 100 times more effective than a standard 1" throwaway filter. Includes a reusable filter is easy to vacuum or wash.</p>	<p>\$2,671</p>	<p>\$2,733</p>
 <p><b>Aprilaire 600 Bypass Humidifier</b></p>	<p>Automatically delivers the right amount of humidity as needed while delivering up to 50% more moisture than comparable humidifiers. Uses an outdoor sensor to monitor temperature to maintain correct indoor humidity levels and operates so quiet, you'll barely notice it's running.</p>	<p>\$1,091</p>	<p>\$1,215</p>
 <p><b>Ultraviolet Dual Lamp Treatment Systems</b></p>	<p>The Honeywell UV100E2009 light system light kills airborne bacteria or surface mold. In order to keep the efficiency up on this unit the bulb must be replaced annually on your Honeywell UV100E2009 UV light system.</p>	<p>\$1,768</p>	<p>\$1,827</p>
 <p><b>Whole-House Media Air Cleaner</b></p>	<p>The Media Air Cleaner captures a significant amount of the airborne particles from the air circulated through the unit. Recommended as the basic minimum air quality product.</p>	<p>\$1,220</p>	<p>\$1,282</p>



INVESTMENT OPTION WORKSHEET			
Customer Name:		Date:	
Equipment:		Investment Option #1	Investment Option #2
<b>Air Conditioning SEER:</b>	<b>Tons:</b>		
<b>Furnace AFUE:</b>	<b>MBTU:</b>		
Reuse vibration isolation straps - attic		(\$58)	
Drain pan and drain line attic installation		\$747	
Replace supply plenum		\$669	
Replace return plenum		\$669	
New supply diffuser and run 6"x12"register		\$495	
New return run 8" up to 25'		\$393	
New return run 10" up to 25'		\$438	
New return run 14" up to 25'		\$483	
New return run 16" up to 25'		\$564	
New supply run up to 6" up to 25'		\$353	
New supply run up to 7"-9" up to 25'		\$421	
New supply run up to 10" - 12" up to 25'		\$466	
Reuse existing disconnect		(\$59)	
Reuse existing equipment pad		(\$90)	
Reuse existing line set		(\$362)	
New float and overflow line		\$226	
New 4"x4" styrofoam lift under drain pain		\$226	
<b>System Accessories</b>			
Heat Kit 5KW		\$693	
Heat Kit 10KW		\$805	
Heat Kit 15KW		\$855	
Heat Kit 25KW		\$1,210	
Heat Kit 30KW		\$1,618	
<b>IAQ Accessories - From Price Page</b>			
Power Humidification Systems			
AccuClean™ Whole Home Air Filtration System			
Guardian HEPA Air Cleaner System			
AccuExchange™ Energy Recovery Ventilator (ERV)			
Bypass Humidifier			
Ultraviolet Dual Lamp Treatment Systems			
Whole-House Media Air Cleaner			
803 Touchscreen Digital Programmable			
		<b>Total Investment</b>	
		Monthly Finance Estimated Payment *	
		Monthly Estimated Energy Savings*	
		<b>Net Monthly Investment*</b>	

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

# FINANCE TABLES



# Monthly Rate Calculator - Home Equity

Rate: 4.75%

Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$422.46	\$213.73	\$109.40	\$74.65	\$57.29	\$46.89	\$39.97	\$35.04
\$ 2,650	\$447.81	\$226.56	\$115.96	\$79.13	\$60.73	\$49.71	\$42.37	\$37.14
\$ 2,800	\$473.15	\$239.38	\$122.53	\$83.60	\$64.17	\$52.52	\$44.77	\$39.25
\$ 2,950	\$498.50	\$252.20	\$129.09	\$88.08	\$67.60	\$55.33	\$47.17	\$41.35
\$ 3,100	\$523.85	\$265.03	\$135.65	\$92.56	\$71.04	\$58.15	\$49.57	\$43.45
\$ 3,250	\$549.20	\$277.85	\$142.22	\$97.04	\$74.48	\$60.96	\$51.96	\$45.55
\$ 3,400	\$574.54	\$290.68	\$148.78	\$101.52	\$77.92	\$63.77	\$54.36	\$47.66
\$ 3,550	\$599.89	\$303.50	\$155.35	\$106.00	\$81.35	\$66.59	\$56.76	\$49.76
\$ 3,700	\$625.24	\$316.32	\$161.91	\$110.48	\$84.79	\$69.40	\$59.16	\$51.86
\$ 3,850	\$650.59	\$329.15	\$168.47	\$114.96	\$88.23	\$72.21	\$61.56	\$53.96
\$ 4,000	\$675.93	\$341.97	\$175.04	\$119.44	\$91.66	\$75.03	\$63.96	\$56.07
\$ 4,150	\$701.28	\$354.80	\$181.60	\$123.91	\$95.10	\$77.84	\$66.36	\$58.17
\$ 4,300	\$726.63	\$367.62	\$188.17	\$128.39	\$98.54	\$80.65	\$68.75	\$60.27
\$ 4,450	\$751.98	\$380.44	\$194.73	\$132.87	\$101.98	\$83.47	\$71.15	\$62.37
\$ 4,600	\$777.32	\$393.27	\$201.29	\$137.35	\$105.41	\$86.28	\$73.55	\$64.48
\$ 4,750	\$802.67	\$406.09	\$207.86	\$141.83	\$108.85	\$89.10	\$75.95	\$66.58
\$ 4,900	\$828.02	\$418.92	\$214.42	\$146.31	\$112.29	\$91.91	\$78.35	\$68.68
\$ 5,050	\$853.37	\$431.74	\$220.99	\$150.79	\$115.73	\$94.72	\$80.75	\$70.78
\$ 5,200	\$878.71	\$444.56	\$227.55	\$155.27	\$119.16	\$97.54	\$83.14	\$72.89
\$ 5,350	\$904.06	\$457.39	\$234.11	\$159.74	\$122.60	\$100.35	\$85.54	\$74.99
\$ 5,500	\$929.41	\$470.21	\$240.68	\$164.22	\$126.04	\$103.16	\$87.94	\$77.09
\$ 5,650	\$954.76	\$483.04	\$247.24	\$168.70	\$129.48	\$105.98	\$90.34	\$79.19
\$ 5,800	\$980.10	\$495.86	\$253.81	\$173.18	\$132.91	\$108.79	\$92.74	\$81.30
\$ 5,950	\$1,005.45	\$508.68	\$260.37	\$177.66	\$136.35	\$111.60	\$95.14	\$83.40
\$ 6,100	\$1,030.80	\$521.51	\$266.93	\$182.14	\$139.79	\$114.42	\$97.53	\$85.50
\$ 6,250	\$1,056.15	\$534.33	\$273.50	\$186.62	\$143.23	\$117.23	\$99.93	\$87.60
\$ 6,400	\$1,081.49	\$547.15	\$280.06	\$191.10	\$146.66	\$120.04	\$102.33	\$89.71
\$ 6,550	\$1,106.84	\$559.98	\$286.62	\$195.58	\$150.10	\$122.86	\$104.73	\$91.81
\$ 6,700	\$1,132.19	\$572.80	\$293.19	\$200.05	\$153.54	\$125.67	\$107.13	\$93.91
\$ 6,850	\$1,157.54	\$585.63	\$299.75	\$204.53	\$156.98	\$128.48	\$109.53	\$96.01
\$ 7,000	\$1,182.88	\$598.45	\$306.32	\$209.01	\$160.41	\$131.30	\$111.92	\$98.12
\$ 7,150	\$1,208.23	\$611.27	\$312.88	\$213.49	\$163.85	\$134.11	\$114.32	\$100.22
\$ 7,300	\$1,233.58	\$624.10	\$319.44	\$217.97	\$167.29	\$136.93	\$116.72	\$102.32
\$ 7,450	\$1,258.93	\$636.92	\$326.01	\$222.45	\$170.73	\$139.74	\$119.12	\$104.42
\$ 7,600	\$1,284.27	\$649.75	\$332.57	\$226.93	\$174.16	\$142.55	\$121.52	\$106.53
\$ 7,750	\$1,309.62	\$662.57	\$339.14	\$231.41	\$177.60	\$145.37	\$123.92	\$108.63
\$ 7,900	\$1,334.97	\$675.39	\$345.70	\$235.88	\$181.04	\$148.18	\$126.31	\$110.73
\$ 8,050	\$1,360.32	\$688.22	\$352.26	\$240.36	\$184.48	\$150.99	\$128.71	\$112.83
\$ 8,200	\$1,385.66	\$701.04	\$358.83	\$244.84	\$187.91	\$153.81	\$131.11	\$114.94
\$ 8,350	\$1,411.01	\$713.87	\$365.39	\$249.32	\$191.35	\$156.62	\$133.51	\$117.04
\$ 8,500	\$1,436.36	\$726.69	\$371.96	\$253.80	\$194.79	\$159.43	\$135.91	\$119.14
\$ 8,650	\$1,461.71	\$739.51	\$378.52	\$258.28	\$198.23	\$162.25	\$138.31	\$121.24
\$ 8,800	\$1,487.05	\$752.34	\$385.08	\$262.76	\$201.66	\$165.06	\$140.71	\$123.35
\$ 8,950	\$1,512.40	\$765.16	\$391.65	\$267.24	\$205.10	\$167.87	\$143.10	\$125.45
\$ 9,100	\$1,537.75	\$777.99	\$398.21	\$271.71	\$208.54	\$170.69	\$145.50	\$127.55

# Monthly Rate Calculator

Rate:

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



# ENERGY SAVINGS



# Estimated Energy Savings

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

## 1.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 455	\$ 338	\$ 260	\$ 204	\$ 163	\$ 130	\$ 104	\$ 83	\$ 65	\$ 50	\$ 37	\$ 26		
17.5	\$ 451	\$ 334	\$ 256	\$ 201	\$ 159	\$ 126	\$ 100	\$ 79	\$ 61	\$ 46	\$ 33	\$ 22		
17	\$ 447	\$ 330	\$ 252	\$ 197	\$ 155	\$ 122	\$ 96	\$ 75	\$ 57	\$ 42	\$ 29	\$ 18		
16.5	\$ 443	\$ 326	\$ 248	\$ 192	\$ 151	\$ 118	\$ 92	\$ 71	\$ 53	\$ 38	\$ 25	\$ 14		
16	\$ 439	\$ 322	\$ 244	\$ 188	\$ 146	\$ 114	\$ 88	\$ 66	\$ 49	\$ 34	\$ 21	\$ 10		
15.5	\$ 434	\$ 317	\$ 239	\$ 183	\$ 142	\$ 109	\$ 83	\$ 62	\$ 44	\$ 29	\$ 16	\$ 5		
15	\$ 429	\$ 312	\$ 234	\$ 178	\$ 137	\$ 104	\$ 78	\$ 57	\$ 39	\$ 24	\$ 11	\$ -		
14.5	\$ 424	\$ 307	\$ 229	\$ 173	\$ 131	\$ 99	\$ 73	\$ 51	\$ 34	\$ 19	\$ 6	\$ -		
14	\$ 418	\$ 301	\$ 223	\$ 167	\$ 125	\$ 93	\$ 67	\$ 46	\$ 28	\$ 13	\$ -	\$ -		
13.5	\$ 412	\$ 295	\$ 217	\$ 161	\$ 119	\$ 87	\$ 61	\$ 39	\$ 22	\$ 7	\$ -	\$ -		
13	\$ 405	\$ 288	\$ 210	\$ 154	\$ 113	\$ 80	\$ 54	\$ 33	\$ 15	\$ -	\$ -	\$ -		
12.5	\$ 398	\$ 281	\$ 203	\$ 147	\$ 105	\$ 73	\$ 47	\$ 26	\$ 8	\$ -	\$ -	\$ -		
12	\$ 390	\$ 273	\$ 195	\$ 139	\$ 98	\$ 65	\$ 39	\$ 18	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 382	\$ 265	\$ 187	\$ 131	\$ 89	\$ 57	\$ 31	\$ 9	\$ -	\$ -	\$ -	\$ -		
11	\$ 372	\$ 255	\$ 177	\$ 122	\$ 80	\$ 47	\$ 21	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 362	\$ 245	\$ 167	\$ 111	\$ 70	\$ 37	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 351	\$ 234	\$ 156	\$ 100	\$ 59	\$ 26	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 1.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 38	\$ 28	\$ 22	\$ 17	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2		
17.5	\$ 38	\$ 28	\$ 21	\$ 17	\$ 13	\$ 11	\$ 8	\$ 7	\$ 5	\$ 4	\$ 3	\$ 2		
17	\$ 37	\$ 28	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 5	\$ 4	\$ 2	\$ 2		
16.5	\$ 37	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1		
16	\$ 37	\$ 27	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3	\$ 2	\$ 1		
15.5	\$ 36	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0		
15	\$ 36	\$ 26	\$ 20	\$ 15	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -		
14.5	\$ 35	\$ 26	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0	\$ -		
14	\$ 35	\$ 25	\$ 19	\$ 14	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13.5	\$ 34	\$ 25	\$ 18	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 34	\$ 24	\$ 18	\$ 13	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12.5	\$ 33	\$ 23	\$ 17	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -	\$ -	\$ -		
12	\$ 33	\$ 23	\$ 16	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 32	\$ 22	\$ 16	\$ 11	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 31	\$ 21	\$ 15	\$ 10	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 30	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 29	\$ 20	\$ 13	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

# Estimated Energy Savings

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

## 2 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 607	\$ 451	\$ 347	\$ 272	\$ 217	\$ 173	\$ 139	\$ 110	\$ 87	\$ 67	\$ 50	\$ 35		
17.5	\$ 602	\$ 446	\$ 342	\$ 267	\$ 212	\$ 168	\$ 134	\$ 105	\$ 82	\$ 62	\$ 45	\$ 30		
17	\$ 596	\$ 440	\$ 336	\$ 262	\$ 206	\$ 163	\$ 128	\$ 100	\$ 76	\$ 56	\$ 39	\$ 24		
16.5	\$ 591	\$ 435	\$ 331	\$ 257	\$ 201	\$ 158	\$ 123	\$ 95	\$ 71	\$ 51	\$ 34	\$ 19		
16	\$ 585	\$ 429	\$ 325	\$ 251	\$ 195	\$ 152	\$ 117	\$ 89	\$ 65	\$ 45	\$ 28	\$ 13		
15.5	\$ 579	\$ 423	\$ 319	\$ 244	\$ 189	\$ 145	\$ 111	\$ 82	\$ 59	\$ 39	\$ 22	\$ 7		
15	\$ 572	\$ 416	\$ 312	\$ 238	\$ 182	\$ 139	\$ 104	\$ 76	\$ 52	\$ 32	\$ 15	\$ -		
14.5	\$ 565	\$ 409	\$ 305	\$ 231	\$ 175	\$ 131	\$ 97	\$ 68	\$ 45	\$ 25	\$ 8	\$ -		
14	\$ 557	\$ 401	\$ 297	\$ 223	\$ 167	\$ 124	\$ 89	\$ 61	\$ 37	\$ 17	\$ -	\$ -		
13.5	\$ 549	\$ 393	\$ 289	\$ 215	\$ 159	\$ 116	\$ 81	\$ 53	\$ 29	\$ 9	\$ -	\$ -		
13	\$ 540	\$ 384	\$ 280	\$ 206	\$ 150	\$ 107	\$ 72	\$ 44	\$ 20	\$ -	\$ -	\$ -		
12.5	\$ 530	\$ 374	\$ 270	\$ 196	\$ 140	\$ 97	\$ 62	\$ 34	\$ 10	\$ -	\$ -	\$ -		
12	\$ 520	\$ 364	\$ 260	\$ 186	\$ 130	\$ 87	\$ 52	\$ 24	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 509	\$ 353	\$ 249	\$ 174	\$ 119	\$ 75	\$ 41	\$ 12	\$ -	\$ -	\$ -	\$ -		
11	\$ 496	\$ 340	\$ 236	\$ 162	\$ 106	\$ 63	\$ 28	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 483	\$ 327	\$ 223	\$ 149	\$ 93	\$ 50	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 468	\$ 312	\$ 208	\$ 134	\$ 78	\$ 35	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 2 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 51	\$ 38	\$ 29	\$ 23	\$ 18	\$ 14	\$ 12	\$ 9	\$ 7	\$ 6	\$ 4	\$ 3		
17.5	\$ 50	\$ 37	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2		
17	\$ 50	\$ 37	\$ 28	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 5	\$ 3	\$ 2		
16.5	\$ 49	\$ 36	\$ 28	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
16	\$ 49	\$ 36	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1		
15.5	\$ 48	\$ 35	\$ 27	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 48	\$ 35	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 3	\$ 1	\$ -		
14.5	\$ 47	\$ 34	\$ 25	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 46	\$ 33	\$ 25	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13.5	\$ 46	\$ 33	\$ 24	\$ 18	\$ 13	\$ 10	\$ 7	\$ 4	\$ 2	\$ 1	\$ -	\$ -		
13	\$ 45	\$ 32	\$ 23	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 44	\$ 31	\$ 23	\$ 16	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 43	\$ 30	\$ 22	\$ 15	\$ 11	\$ 7	\$ 4	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 42	\$ 29	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 41	\$ 28	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 40	\$ 27	\$ 19	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 39	\$ 26	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

# Estimated Energy Savings

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

## 2.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15			
18	\$ 758	\$ 563	\$ 433	\$ 340	\$ 271	\$ 217	\$ 173	\$ 138	\$ 108	\$ 83	\$ 62	\$ 43			
17.5	\$ 752	\$ 557	\$ 427	\$ 334	\$ 265	\$ 210	\$ 167	\$ 132	\$ 102	\$ 77	\$ 56	\$ 37			
17	\$ 746	\$ 551	\$ 421	\$ 328	\$ 258	\$ 204	\$ 161	\$ 125	\$ 96	\$ 71	\$ 49	\$ 31			
16.5	\$ 739	\$ 544	\$ 414	\$ 321	\$ 251	\$ 197	\$ 154	\$ 118	\$ 89	\$ 64	\$ 42	\$ 24			
16	\$ 731	\$ 536	\$ 406	\$ 313	\$ 244	\$ 190	\$ 146	\$ 111	\$ 81	\$ 56	\$ 35	\$ 16			
15.5	\$ 723	\$ 528	\$ 398	\$ 306	\$ 236	\$ 182	\$ 138	\$ 103	\$ 73	\$ 48	\$ 27	\$ 8			
15	\$ 715	\$ 520	\$ 390	\$ 297	\$ 228	\$ 173	\$ 130	\$ 95	\$ 65	\$ 40	\$ 19	\$ -			
14.5	\$ 706	\$ 511	\$ 381	\$ 288	\$ 219	\$ 164	\$ 121	\$ 86	\$ 56	\$ 31	\$ 10	\$ -			
14	\$ 696	\$ 501	\$ 371	\$ 279	\$ 209	\$ 155	\$ 111	\$ 76	\$ 46	\$ 21	\$ -	\$ -			
13.5	\$ 686	\$ 491	\$ 361	\$ 268	\$ 199	\$ 144	\$ 101	\$ 66	\$ 36	\$ 11	\$ -	\$ -			
13	\$ 675	\$ 480	\$ 350	\$ 257	\$ 188	\$ 133	\$ 90	\$ 55	\$ 25	\$ -	\$ -	\$ -			
12.5	\$ 663	\$ 468	\$ 338	\$ 245	\$ 176	\$ 121	\$ 78	\$ 43	\$ 13	\$ -	\$ -	\$ -			
12	\$ 650	\$ 455	\$ 325	\$ 232	\$ 165	\$ 108	\$ 65	\$ 30	\$ -	\$ -	\$ -	\$ -			
11.5	\$ 636	\$ 441	\$ 311	\$ 218	\$ 148	\$ 94	\$ 51	\$ 15	\$ -	\$ -	\$ -	\$ -			
11	\$ 620	\$ 425	\$ 295	\$ 203	\$ 135	\$ 79	\$ 35	\$ -	\$ -	\$ -	\$ -	\$ -			
10.5	\$ 604	\$ 409	\$ 279	\$ 186	\$ 116	\$ 62	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -			
10	\$ 585	\$ 390	\$ 260	\$ 167	\$ 97	\$ 43	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 2.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15			
18	\$ 63	\$ 47	\$ 36	\$ 28	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 4			
17.5	\$ 63	\$ 46	\$ 36	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 9	\$ 6	\$ 5	\$ 3			
17	\$ 62	\$ 46	\$ 35	\$ 27	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3			
16.5	\$ 62	\$ 45	\$ 34	\$ 27	\$ 21	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5	\$ 4	\$ 2			
16	\$ 61	\$ 45	\$ 34	\$ 26	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1			
15.5	\$ 60	\$ 44	\$ 33	\$ 25	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1			
15	\$ 60	\$ 43	\$ 33	\$ 25	\$ 19	\$ 14	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -			
14.5	\$ 59	\$ 43	\$ 32	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -			
14	\$ 58	\$ 42	\$ 31	\$ 23	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -			
13.5	\$ 57	\$ 41	\$ 30	\$ 22	\$ 17	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ -	\$ -			
13	\$ 56	\$ 40	\$ 29	\$ 21	\$ 16	\$ 11	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -			
12.5	\$ 55	\$ 39	\$ 28	\$ 20	\$ 15	\$ 10	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -			
12	\$ 54	\$ 38	\$ 27	\$ 19	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -			
11.5	\$ 53	\$ 37	\$ 26	\$ 18	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -			
11	\$ 52	\$ 35	\$ 25	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -			
10.5	\$ 50	\$ 34	\$ 23	\$ 15	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -			
10	\$ 49	\$ 33	\$ 22	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

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# Estimated Energy Savings

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

## 3 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 910	\$ 676	\$ 520	\$ 409	\$ 325	\$ 260	\$ 208	\$ 165	\$ 130	\$ 100	\$ 74	\$ 52		
17.5	\$ 903	\$ 669	\$ 513	\$ 401	\$ 318	\$ 253	\$ 201	\$ 158	\$ 123	\$ 93	\$ 67	\$ 45		
17	\$ 895	\$ 661	\$ 505	\$ 393	\$ 310	\$ 245	\$ 193	\$ 150	\$ 115	\$ 85	\$ 59	\$ 37		
16.5	\$ 886	\$ 652	\$ 496	\$ 385	\$ 301	\$ 236	\$ 184	\$ 142	\$ 106	\$ 76	\$ 51	\$ 28		
16	\$ 878	\$ 644	\$ 488	\$ 376	\$ 293	\$ 228	\$ 176	\$ 133	\$ 98	\$ 68	\$ 42	\$ 20		
15.5	\$ 868	\$ 634	\$ 478	\$ 367	\$ 283	\$ 218	\$ 166	\$ 124	\$ 88	\$ 58	\$ 32	\$ 10		
15	\$ 858	\$ 624	\$ 468	\$ 357	\$ 273	\$ 208	\$ 156	\$ 113	\$ 78	\$ 48	\$ 22	\$ -		
14.5	\$ 847	\$ 613	\$ 457	\$ 346	\$ 262	\$ 197	\$ 145	\$ 103	\$ 67	\$ 37	\$ 12	\$ -		
14	\$ 836	\$ 602	\$ 446	\$ 334	\$ 251	\$ 186	\$ 134	\$ 91	\$ 56	\$ 26	\$ -	\$ -		
13.5	\$ 823	\$ 589	\$ 433	\$ 322	\$ 238	\$ 173	\$ 121	\$ 79	\$ 43	\$ 13	\$ -	\$ -		
13	\$ 810	\$ 576	\$ 420	\$ 309	\$ 225	\$ 160	\$ 108	\$ 65	\$ 30	\$ -	\$ -	\$ -		
12.5	\$ 796	\$ 562	\$ 406	\$ 294	\$ 211	\$ 146	\$ 94	\$ 51	\$ 16	\$ -	\$ -	\$ -		
12	\$ 780	\$ 546	\$ 390	\$ 279	\$ 195	\$ 130	\$ 78	\$ 35	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 763	\$ 529	\$ 373	\$ 262	\$ 178	\$ 113	\$ 61	\$ 18	\$ -	\$ -	\$ -	\$ -		
11	\$ 745	\$ 511	\$ 355	\$ 243	\$ 160	\$ 95	\$ 43	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 724	\$ 490	\$ 334	\$ 223	\$ 139	\$ 74	\$ 22	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 702	\$ 468	\$ 312	\$ 201	\$ 117	\$ 52	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 3 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 76	\$ 56	\$ 43	\$ 34	\$ 27	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4		
17.5	\$ 75	\$ 56	\$ 43	\$ 33	\$ 26	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4		
17	\$ 75	\$ 55	\$ 42	\$ 33	\$ 26	\$ 20	\$ 16	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3		
16.5	\$ 74	\$ 54	\$ 41	\$ 32	\$ 25	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2		
16	\$ 73	\$ 54	\$ 41	\$ 31	\$ 24	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 3	\$ 2		
15.5	\$ 72	\$ 53	\$ 40	\$ 31	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15	\$ 72	\$ 52	\$ 39	\$ 30	\$ 23	\$ 17	\$ 13	\$ 9	\$ 7	\$ 4	\$ 2	\$ -		
14.5	\$ 71	\$ 51	\$ 38	\$ 29	\$ 22	\$ 16	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1	\$ -		
14	\$ 70	\$ 50	\$ 37	\$ 28	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 2	\$ -	\$ -		
13.5	\$ 69	\$ 49	\$ 36	\$ 27	\$ 20	\$ 14	\$ 10	\$ 7	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 68	\$ 48	\$ 35	\$ 26	\$ 19	\$ 13	\$ 9	\$ 5	\$ 3	\$ -	\$ -	\$ -		
12.5	\$ 66	\$ 47	\$ 34	\$ 25	\$ 18	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 65	\$ 46	\$ 33	\$ 23	\$ 16	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 64	\$ 44	\$ 31	\$ 22	\$ 15	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 62	\$ 43	\$ 30	\$ 20	\$ 13	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 60	\$ 41	\$ 28	\$ 19	\$ 12	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 59	\$ 39	\$ 26	\$ 17	\$ 10	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

# Estimated Energy Savings

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

## 4 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15			
18	\$ 1,213	\$ 901	\$ 693	\$ 545	\$ 433	\$ 347	\$ 277	\$ 221	\$ 173	\$ 133	\$ 99	\$ 69			
17.5	\$ 1,203	\$ 891	\$ 683	\$ 535	\$ 423	\$ 337	\$ 267	\$ 211	\$ 163	\$ 123	\$ 89	\$ 59			
17	\$ 1,193	\$ 881	\$ 673	\$ 524	\$ 413	\$ 326	\$ 257	\$ 200	\$ 153	\$ 113	\$ 79	\$ 49			
16.5	\$ 1,182	\$ 870	\$ 662	\$ 513	\$ 402	\$ 315	\$ 246	\$ 189	\$ 142	\$ 102	\$ 68	\$ 38			
16	\$ 1,170	\$ 858	\$ 650	\$ 501	\$ 390	\$ 303	\$ 234	\$ 177	\$ 130	\$ 90	\$ 56	\$ 26			
15.5	\$ 1,157	\$ 845	\$ 637	\$ 489	\$ 377	\$ 291	\$ 221	\$ 165	\$ 117	\$ 77	\$ 43	\$ 13			
15	\$ 1,144	\$ 832	\$ 624	\$ 475	\$ 364	\$ 277	\$ 208	\$ 151	\$ 104	\$ 64	\$ 30	\$ -			
14.5	\$ 1,130	\$ 818	\$ 610	\$ 461	\$ 350	\$ 263	\$ 194	\$ 137	\$ 90	\$ 50	\$ 15	\$ -			
14	\$ 1,114	\$ 802	\$ 594	\$ 446	\$ 334	\$ 248	\$ 178	\$ 122	\$ 74	\$ 34	\$ -	\$ -			
13.5	\$ 1,098	\$ 786	\$ 578	\$ 429	\$ 318	\$ 231	\$ 162	\$ 105	\$ 58	\$ 18	\$ -	\$ -			
13	\$ 1,080	\$ 768	\$ 560	\$ 411	\$ 300	\$ 213	\$ 144	\$ 87	\$ 40	\$ -	\$ -	\$ -			
12.5	\$ 1,061	\$ 749	\$ 541	\$ 392	\$ 281	\$ 194	\$ 125	\$ 68	\$ 21	\$ -	\$ -	\$ -			
12	\$ 1,040	\$ 728	\$ 520	\$ 371	\$ 260	\$ 173	\$ 104	\$ 47	\$ -	\$ -	\$ -	\$ -			
11.5	\$ 1,017	\$ 705	\$ 497	\$ 349	\$ 237	\$ 151	\$ 81	\$ 25	\$ -	\$ -	\$ -	\$ -			
11	\$ 993	\$ 681	\$ 473	\$ 324	\$ 213	\$ 126	\$ 57	\$ -	\$ -	\$ -	\$ -	\$ -			
10.5	\$ 966	\$ 654	\$ 446	\$ 297	\$ 186	\$ 99	\$ 30	\$ -	\$ -	\$ -	\$ -	\$ -			
10	\$ 936	\$ 624	\$ 416	\$ 267	\$ 156	\$ 69	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 4 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER														
	4	5	6	7	8	9	10	11	12	13	14	15			
18	\$ 101	\$ 75	\$ 58	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6			
17.5	\$ 100	\$ 74	\$ 57	\$ 45	\$ 35	\$ 28	\$ 22	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5			
17	\$ 99	\$ 73	\$ 56	\$ 44	\$ 34	\$ 27	\$ 21	\$ 17	\$ 13	\$ 9	\$ 7	\$ 4			
16.5	\$ 98	\$ 72	\$ 55	\$ 43	\$ 33	\$ 26	\$ 20	\$ 16	\$ 12	\$ 8	\$ 6	\$ 3			
16	\$ 98	\$ 72	\$ 54	\$ 42	\$ 33	\$ 25	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 2			
15.5	\$ 96	\$ 70	\$ 53	\$ 41	\$ 31	\$ 24	\$ 18	\$ 14	\$ 10	\$ 6	\$ 4	\$ 1			
15	\$ 95	\$ 69	\$ 52	\$ 40	\$ 30	\$ 23	\$ 17	\$ 13	\$ 9	\$ 5	\$ 2	\$ -			
14.5	\$ 94	\$ 68	\$ 51	\$ 38	\$ 29	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -			
14	\$ 93	\$ 67	\$ 50	\$ 37	\$ 28	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -			
13.5	\$ 91	\$ 65	\$ 48	\$ 36	\$ 26	\$ 19	\$ 13	\$ 9	\$ 5	\$ 1	\$ -	\$ -			
13	\$ 90	\$ 64	\$ 47	\$ 34	\$ 25	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -			
12.5	\$ 88	\$ 62	\$ 45	\$ 33	\$ 23	\$ 16	\$ 10	\$ 6	\$ 2	\$ -	\$ -	\$ -			
12	\$ 87	\$ 61	\$ 43	\$ 31	\$ 22	\$ 14	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -			
11.5	\$ 85	\$ 59	\$ 41	\$ 29	\$ 20	\$ 13	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -			
11	\$ 83	\$ 57	\$ 39	\$ 27	\$ 18	\$ 11	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -			
10.5	\$ 80	\$ 54	\$ 37	\$ 25	\$ 15	\$ 8	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -			
10	\$ 78	\$ 52	\$ 35	\$ 22	\$ 13	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

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# Estimated Energy Savings

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

## 5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,517	\$ 1,127	\$ 867	\$ 681	\$ 542	\$ 433	\$ 347	\$ 276	\$ 217	\$ 167	\$ 124	\$ 87		
17.5	\$ 1,504	\$ 1,114	\$ 854	\$ 669	\$ 529	\$ 421	\$ 334	\$ 263	\$ 204	\$ 154	\$ 111	\$ 74		
17	\$ 1,491	\$ 1,101	\$ 841	\$ 655	\$ 516	\$ 408	\$ 321	\$ 250	\$ 191	\$ 141	\$ 98	\$ 61		
16.5	\$ 1,477	\$ 1,087	\$ 827	\$ 642	\$ 502	\$ 394	\$ 307	\$ 236	\$ 177	\$ 127	\$ 84	\$ 47		
16	\$ 1,463	\$ 1,073	\$ 813	\$ 627	\$ 488	\$ 379	\$ 293	\$ 222	\$ 163	\$ 113	\$ 70	\$ 33		
15.5	\$ 1,447	\$ 1,057	\$ 797	\$ 611	\$ 472	\$ 363	\$ 277	\$ 206	\$ 147	\$ 97	\$ 54	\$ 17		
15	\$ 1,430	\$ 1,040	\$ 780	\$ 594	\$ 455	\$ 347	\$ 260	\$ 189	\$ 130	\$ 80	\$ 37	\$ -		
14.5	\$ 1,412	\$ 1,022	\$ 762	\$ 578	\$ 437	\$ 329	\$ 242	\$ 171	\$ 112	\$ 62	\$ 19	\$ -		
14	\$ 1,393	\$ 1,003	\$ 743	\$ 557	\$ 418	\$ 310	\$ 223	\$ 152	\$ 93	\$ 43	\$ -	\$ -		
13.5	\$ 1,372	\$ 982	\$ 722	\$ 537	\$ 397	\$ 289	\$ 202	\$ 131	\$ 72	\$ 22	\$ -	\$ -		
13	\$ 1,350	\$ 960	\$ 700	\$ 514	\$ 375	\$ 267	\$ 180	\$ 109	\$ 50	\$ -	\$ -	\$ -		
12.5	\$ 1,326	\$ 936	\$ 676	\$ 490	\$ 351	\$ 243	\$ 158	\$ 85	\$ 26	\$ -	\$ -	\$ -		
12	\$ 1,300	\$ 910	\$ 650	\$ 464	\$ 325	\$ 217	\$ 130	\$ 59	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,272	\$ 882	\$ 622	\$ 436	\$ 297	\$ 188	\$ 102	\$ 31	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,241	\$ 851	\$ 591	\$ 405	\$ 266	\$ 158	\$ 71	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,207	\$ 817	\$ 557	\$ 371	\$ 232	\$ 124	\$ 37	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,170	\$ 780	\$ 520	\$ 334	\$ 195	\$ 87	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

## 5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 126	\$ 94	\$ 72	\$ 57	\$ 45	\$ 36	\$ 29	\$ 23	\$ 18	\$ 14	\$ 10	\$ 7		
17.5	\$ 125	\$ 93	\$ 71	\$ 56	\$ 44	\$ 35	\$ 28	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6		
17	\$ 124	\$ 92	\$ 70	\$ 55	\$ 43	\$ 34	\$ 27	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5		
16.5	\$ 123	\$ 91	\$ 69	\$ 53	\$ 42	\$ 33	\$ 26	\$ 20	\$ 15	\$ 11	\$ 7	\$ 4		
16	\$ 122	\$ 89	\$ 68	\$ 52	\$ 41	\$ 32	\$ 24	\$ 18	\$ 14	\$ 9	\$ 6	\$ 3		
15.5	\$ 121	\$ 88	\$ 66	\$ 51	\$ 39	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1		
15	\$ 119	\$ 87	\$ 65	\$ 50	\$ 38	\$ 29	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3	\$ -		
14.5	\$ 118	\$ 85	\$ 64	\$ 48	\$ 36	\$ 27	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2	\$ -		
14	\$ 116	\$ 84	\$ 62	\$ 46	\$ 35	\$ 26	\$ 19	\$ 13	\$ 8	\$ 4	\$ -	\$ -		
13.5	\$ 114	\$ 82	\$ 60	\$ 45	\$ 33	\$ 24	\$ 17	\$ 11	\$ 6	\$ 2	\$ -	\$ -		
13	\$ 113	\$ 80	\$ 58	\$ 43	\$ 31	\$ 22	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -		
12.5	\$ 111	\$ 78	\$ 56	\$ 41	\$ 29	\$ 20	\$ 13	\$ 7	\$ 2	\$ -	\$ -	\$ -		
12	\$ 100	\$ 70	\$ 54	\$ 39	\$ 27	\$ 10	\$ 11	\$ 5	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 106	\$ 73	\$ 52	\$ 36	\$ 25	\$ 16	\$ 8	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 103	\$ 71	\$ 49	\$ 34	\$ 22	\$ 13	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 101	\$ 68	\$ 46	\$ 31	\$ 19	\$ 10	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 98	\$ 65	\$ 43	\$ 28	\$ 16	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 355	\$ 281	\$ 200	\$ 145	\$ 96		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 405	\$ 308	\$ 233	\$ 183	\$ 128	\$ 79		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 398	\$ 308	\$ 233	\$ 165	\$ 110	\$ 61		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 391	\$ 308	\$ 233	\$ 146	\$ 90	\$ 42		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 384	\$ 308	\$ 233	\$ 126	\$ 70	\$ 22		
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 169	\$ 104	\$ 48	\$ -		
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -		
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -		
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -		
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -		
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -		
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

12,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 26	\$ 17	\$ 12	\$ 8	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 26	\$ 15	\$ 11	\$ 7	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 37	\$ 26	\$ 14	\$ 9	\$ 5	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 36	\$ 26	\$ 12	\$ 8	\$ 4	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 35	\$ 26	\$ 10	\$ 6	\$ 2	\$ 2		
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -		
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -		
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 18	\$ 10	\$ 5	\$ -	\$ -		
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -		
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -		
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -		
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

12,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours



# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 355	\$ 278	\$ 213	\$ 158	\$ 109		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 419	\$ 326	\$ 250	\$ 187	\$ 134	\$ 85		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 401	\$ 308	\$ 232	\$ 169	\$ 116	\$ 67		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 383	\$ 295	\$ 211	\$ 148	\$ 99	\$ 50		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 364	\$ 276	\$ 192	\$ 130	\$ 81	\$ 32		
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 346	\$ 258	\$ 175	\$ 104	\$ 48	\$ -		
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 148	\$ 81	\$ 25	\$ -		
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -		
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -		
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -		
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -		
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 29	\$ 22	\$ 17	\$ 12	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 36	\$ 28	\$ 21	\$ 15	\$ 11	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 35	\$ 27	\$ 20	\$ 14	\$ 9	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 33	\$ 26	\$ 19	\$ 12	\$ 8	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 31	\$ 24	\$ 17	\$ 10	\$ 6	\$ 2		
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -		
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -		
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 16	\$ 10	\$ 5	\$ -	\$ -		
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -		
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -		
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -		
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

18,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 355	\$ 281	\$ 200	\$ 145	\$ 96		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 405	\$ 308	\$ 233	\$ 183	\$ 128	\$ 79		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 398	\$ 308	\$ 233	\$ 165	\$ 110	\$ 61		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 391	\$ 308	\$ 233	\$ 146	\$ 90	\$ 42		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 384	\$ 308	\$ 233	\$ 126	\$ 70	\$ 22		
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 169	\$ 104	\$ 48	\$ -		
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -		
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -		
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -		
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -		
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -		
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 29	\$ 23	\$ 15	\$ 11	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 37	\$ 29	\$ 23	\$ 14	\$ 9	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 36	\$ 28	\$ 22	\$ 12	\$ 8	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 35	\$ 27	\$ 21	\$ 10	\$ 6	\$ 2		
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 4	\$ -		
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -		
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 18	\$ 10	\$ 5	\$ -	\$ -		
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -		
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -		
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -		
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 355	\$ 281	\$ 200	\$ 145	\$ 96		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 425	\$ 332	\$ 257	\$ 183	\$ 128	\$ 79		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 407	\$ 318	\$ 242	\$ 165	\$ 110	\$ 61		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 392	\$ 300	\$ 216	\$ 146	\$ 90	\$ 42		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 374	\$ 282	\$ 197	\$ 126	\$ 70	\$ 22		
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 358	\$ 246	\$ 169	\$ 104	\$ 48	\$ -		
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -		
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -		
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -		
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -		
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -		
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 29	\$ 22	\$ 17	\$ 12	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 28	\$ 21	\$ 15	\$ 11	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 27	\$ 20	\$ 14	\$ 9	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 26	\$ 19	\$ 12	\$ 8	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 34	\$ 25	\$ 18	\$ 10	\$ 6	\$ 2		
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 32	\$ 24	\$ 17	\$ 9	\$ 4	\$ -		
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 26	\$ 19	\$ 12	\$ 7	\$ 2	\$ -		
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 24	\$ 18	\$ 10	\$ 5	\$ -	\$ -		
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 22	\$ 14	\$ 8	\$ 2	\$ -	\$ -		
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 19	\$ 12	\$ 5	\$ -	\$ -	\$ -		
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -	\$ -		
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 447	\$ 355	\$ 281	\$ 200	\$ 145	\$ 96		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 425	\$ 332	\$ 257	\$ 183	\$ 128	\$ 79		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 407	\$ 315	\$ 240	\$ 165	\$ 110	\$ 61		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 390	\$ 298	\$ 213	\$ 146	\$ 90	\$ 42		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 372	\$ 284	\$ 208	\$ 126	\$ 70	\$ 22		
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 168	\$ 104	\$ 48	\$ -		
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 148	\$ 81	\$ 25	\$ -		
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -		
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -		
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -		
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -		
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 38	\$ 28	\$ 22	\$ 17	\$ 12	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 27	\$ 21	\$ 15	\$ 11	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 26	\$ 20	\$ 14	\$ 9	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 25	\$ 19	\$ 12	\$ 8	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 34	\$ 24	\$ 18	\$ 10	\$ 6	\$ 2		
15	\$ 155	\$ 113	\$ 84	\$ 64	\$ 49	\$ 38	\$ 33	\$ 23	\$ 17	\$ 9	\$ 4	\$ -		
14.5	\$ 153	\$ 111	\$ 82	\$ 62	\$ 47	\$ 36	\$ 32	\$ 22	\$ 16	\$ 7	\$ 2	\$ -		
14	\$ 151	\$ 109	\$ 80	\$ 60	\$ 45	\$ 34	\$ 31	\$ 21	\$ 15	\$ 5	\$ -	\$ -		
13.5	\$ 149	\$ 106	\$ 78	\$ 58	\$ 43	\$ 31	\$ 29	\$ 19	\$ 14	\$ 8	\$ 2	\$ -		
13	\$ 146	\$ 104	\$ 76	\$ 56	\$ 41	\$ 29	\$ 28	\$ 18	\$ 12	\$ 5	\$ -	\$ -		
12.5	\$ 144	\$ 101	\$ 73	\$ 53	\$ 38	\$ 26	\$ 26	\$ 17	\$ 9	\$ 3	\$ -	\$ -		
12	\$ 141	\$ 98	\$ 70	\$ 50	\$ 35	\$ 23	\$ 24	\$ 16	\$ 6	\$ -	\$ -	\$ -		
11.5	\$ 138	\$ 95	\$ 67	\$ 47	\$ 32	\$ 20	\$ 22	\$ 14	\$ 3	\$ -	\$ -	\$ -		
11	\$ 134	\$ 92	\$ 64	\$ 44	\$ 29	\$ 17	\$ 20	\$ 11	\$ 8	\$ -	\$ -	\$ -		
10.5	\$ 131	\$ 88	\$ 60	\$ 40	\$ 25	\$ 13	\$ 18	\$ 4	\$ -	\$ -	\$ -	\$ -		
10	\$ 127	\$ 84	\$ 56	\$ 36	\$ 21	\$ 9	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 2,626	\$ 1,951	\$ 1,501	\$ 1,179	\$ 938	\$ 750	\$ 600	\$ 478	\$ 375	\$ 289	\$ 214	\$ 150		
17.5	\$ 2,619	\$ 1,930	\$ 1,494	\$ 1,172	\$ 931	\$ 743	\$ 1,085	\$ 1,215	\$ 1,114	\$ 267	\$ 193	\$ 129		
17	\$ 2,582	\$ 1,907	\$ 1,457	\$ 1,135	\$ 894	\$ 706	\$ 1,077	\$ 1,215	\$ 1,114	\$ 244	\$ 170	\$ 106		
16.5	\$ 2,558	\$ 1,883	\$ 1,433	\$ 1,111	\$ 870	\$ 682	\$ 1,069	\$ 1,215	\$ 1,114	\$ 220	\$ 146	\$ 82		
16	\$ 2,533	\$ 1,857	\$ 1,407	\$ 1,085	\$ 844	\$ 657	\$ 1,060	\$ 1,215	\$ 1,114	\$ 195	\$ 121	\$ 56		
15.5	\$ 2,505	\$ 1,830	\$ 1,380	\$ 1,058	\$ 817	\$ 629	\$ 1,050	\$ 1,215	\$ 1,114	\$ 168	\$ 93	\$ 29		
15	\$ 2,476	\$ 1,801	\$ 1,351	\$ 1,029	\$ 788	\$ 600	\$ 450	\$ 327	\$ 225	\$ 139	\$ 64	\$ -		
14.5	\$ 2,445	\$ 1,770	\$ 1,320	\$ 998	\$ 757	\$ 569	\$ 419	\$ 296	\$ 194	\$ 107	\$ 33	\$ -		
14	\$ 2,412	\$ 1,737	\$ 1,288	\$ 965	\$ 724	\$ 536	\$ 385	\$ 263	\$ 161	\$ 74	\$ -	\$ -		
13.5	\$ 2,378	\$ 1,701	\$ 1,251	\$ 929	\$ 688	\$ 500	\$ 350	\$ 227	\$ 125	\$ 38	\$ -	\$ -		
13	\$ 2,338	\$ 1,662	\$ 1,212	\$ 891	\$ 649	\$ 462	\$ 312	\$ 189	\$ 87	\$ -	\$ -	\$ -		
12.5	\$ 2,296	\$ 1,621	\$ 1,171	\$ 849	\$ 608	\$ 420	\$ 270	\$ 147	\$ 45	\$ -	\$ -	\$ -		
12	\$ 2,251	\$ 1,576	\$ 1,126	\$ 804	\$ 563	\$ 375	\$ 225	\$ 102	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 2,202	\$ 1,527	\$ 1,077	\$ 755	\$ 514	\$ 326	\$ 176	\$ 53	\$ -	\$ -	\$ -	\$ -		
11	\$ 2,149	\$ 1,474	\$ 1,023	\$ 702	\$ 460	\$ 273	\$ 123	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 2,090	\$ 1,415	\$ 965	\$ 643	\$ 402	\$ 214	\$ 64	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 2,026	\$ 1,351	\$ 900	\$ 579	\$ 338	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

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

48,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 3,283	\$ 2,439	\$ 1,876	\$ 1,474	\$ 1,173	\$ 938	\$ 750	\$ 597	\$ 469	\$ 361	\$ 268	\$ 188		
17.5	\$ 3,274	\$ 2,412	\$ 1,867	\$ 1,465	\$ 1,164	\$ 929	\$ 1,359	\$ 1,522	\$ 1,396	\$ 304	\$ 241	\$ 161		
17	\$ 3,228	\$ 2,384	\$ 1,821	\$ 1,419	\$ 1,117	\$ 883	\$ 1,349	\$ 1,522	\$ 1,396	\$ 306	\$ 213	\$ 132		
16.5	\$ 3,198	\$ 2,354	\$ 1,791	\$ 1,389	\$ 1,087	\$ 853	\$ 1,339	\$ 1,522	\$ 1,396	\$ 275	\$ 183	\$ 102		
16	\$ 3,166	\$ 2,322	\$ 1,759	\$ 1,357	\$ 1,055	\$ 821	\$ 1,320	\$ 1,522	\$ 1,396	\$ 244	\$ 151	\$ 70		
15.5	\$ 3,132	\$ 2,288	\$ 1,725	\$ 1,323	\$ 1,021	\$ 787	\$ 1,316	\$ 1,522	\$ 1,396	\$ 209	\$ 117	\$ 36		
15	\$ 3,095	\$ 2,251	\$ 1,688	\$ 1,286	\$ 985	\$ 750	\$ 563	\$ 409	\$ 281	\$ 173	\$ 80	\$ -		
14.5	\$ 3,057	\$ 2,212	\$ 1,650	\$ 1,248	\$ 946	\$ 712	\$ 524	\$ 370	\$ 243	\$ 134	\$ 42	\$ -		
14	\$ 3,015	\$ 2,171	\$ 1,608	\$ 1,206	\$ 905	\$ 670	\$ 482	\$ 329	\$ 201	\$ 93	\$ -	\$ -		
13.5	\$ 2,970	\$ 2,126	\$ 1,563	\$ 1,161	\$ 860	\$ 625	\$ 438	\$ 284	\$ 156	\$ 48	\$ -	\$ -		
13	\$ 2,922	\$ 2,078	\$ 1,515	\$ 1,113	\$ 812	\$ 577	\$ 390	\$ 236	\$ 108	\$ -	\$ -	\$ -		
12.5	\$ 2,870	\$ 2,026	\$ 1,463	\$ 1,061	\$ 760	\$ 525	\$ 338	\$ 184	\$ 56	\$ -	\$ -	\$ -		
12	\$ 2,814	\$ 1,970	\$ 1,407	\$ 1,005	\$ 704	\$ 469	\$ 281	\$ 128	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 2,753	\$ 1,909	\$ 1,346	\$ 944	\$ 642	\$ 408	\$ 220	\$ 67	\$ -	\$ -	\$ -	\$ -		
11	\$ 2,686	\$ 1,842	\$ 1,279	\$ 877	\$ 576	\$ 341	\$ 153	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 2,613	\$ 1,769	\$ 1,206	\$ 804	\$ 503	\$ 268	\$ 80	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 2,533	\$ 1,688	\$ 1,126	\$ 724	\$ 422	\$ 188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

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

60,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

6/22/2011

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

## 50,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 4,689	\$ 3,761	\$ 2,976	\$ 2,303	\$ 1,719	\$ 1,209	\$ 759	
90%	\$ 4,331	\$ 3,403	\$ 2,618	\$ 1,944	\$ 1,361	\$ 851		
85%	\$ 3,930	\$ 3,002	\$ 2,217	\$ 1,544	\$ 961	\$ 450		
80%	\$ 3,480	\$ 2,552	\$ 1,767	\$ 1,094	\$ 510			

### Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 391	\$ 313	\$ 248	\$ 192	\$ 143	\$ 101	\$ 63	
90%	\$ 361	\$ 284	\$ 218	\$ 162	\$ 113	\$ 71	-	
85%	\$ 328	\$ 250	\$ 185	\$ 129	\$ 80	\$ 38	-	
80%	\$ 290	\$ 213	\$ 147	\$ 91	\$ 48	-	-	

50,000 MBTUH Heating Unit  
\$ 7.00 MCF Rate  
1750 Annual Operating Hours

## 75,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 7,033	\$ 5,641	\$ 4,464	\$ 3,454	\$ 2,579	\$ 1,813	\$ 1,138	
90%	\$ 6,496	\$ 5,104	\$ 3,926	\$ 2,917	\$ 2,042	\$ 1,276	-	
85%	\$ 5,896	\$ 4,504	\$ 3,326	\$ 2,316	\$ 1,441	\$ 676	-	
80%	\$ 5,220	\$ 3,828	\$ 2,650	\$ 1,641	\$ 766	-	-	

### Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 586	\$ 470	\$ 372	\$ 288	\$ 215	\$ 151	\$ 95	
90%	\$ 541	\$ 425	\$ 327	\$ 243	\$ 170	\$ 106	-	
85%	\$ 491	\$ 375	\$ 277	\$ 193	\$ 120	\$ 56	-	
80%	\$ 435	\$ 319	\$ 221	\$ 137	\$ 64	-	-	

75,000 MBTUH Heating Unit  
\$ 7.00 MCF Rate  
1750 Annual Operating Hours

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# Estimated Energy Savings

6/22/2011

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

## 100,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 9,378	\$ 7,522	\$ 5,951	\$ 4,605	\$ 3,439	\$ 2,418	\$ 1,517	
90%	\$ 8,662	\$ 6,806	\$ 5,235	\$ 3,889	\$ 2,722	\$ 1,701		
85%	\$ 7,861	\$ 6,005	\$ 4,434	\$ 3,088	\$ 1,922	\$ 901		
80%	\$ 6,960	\$ 5,104	\$ 3,534	\$ 2,188	\$ 1,021			

### Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 781	\$ 627	\$ 496	\$ 384	\$ 287	\$ 201	\$ 126	
90%	\$ 722	\$ 567	\$ 436	\$ 324	\$ 227	\$ 142	-	
85%	\$ 655	\$ 500	\$ 370	\$ 257	\$ 160	\$ 75	-	
80%	\$ 580	\$ 425	\$ 294	\$ 182	\$ 85	-	-	

100,000 MBTUH Heating Unit  
\$ 7.00 MCF Rate  
1750 Annual Operating Hours

## 120,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 11,254	\$ 9,026	\$ 7,142	\$ 5,526	\$ 4,126	\$ 2,901	\$ 1,820	
90%	\$ 10,394	\$ 8,167	\$ 6,282	\$ 4,667	\$ 3,267	\$ 2,042	-	
85%	\$ 9,433	\$ 7,206	\$ 5,321	\$ 3,706	\$ 2,306	\$ 1,081	-	
80%	\$ 8,352	\$ 6,125	\$ 4,240	\$ 2,625	\$ 1,225	-	-	

### Monthly Energy Savings

New AFUE	Existing AFUE							
	55%	60%	65%	70%	75%	80%	85%	
95%	\$ 938	\$ 752	\$ 595	\$ 461	\$ 344	\$ 242	\$ 152	
90%	\$ 866	\$ 681	\$ 524	\$ 389	\$ 272	\$ 170	-	
85%	\$ 786	\$ 600	\$ 443	\$ 309	\$ 192	\$ 90	-	
80%	\$ 696	\$ 510	\$ 353	\$ 219	\$ 102	-	-	

120,000 MBTUH Heating Unit  
\$ 7.00 MCF Rate  
1750 Annual Operating Hours

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# All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

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

## Contractor Benefits

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

## Selling Benefits

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

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

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

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

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

## Pricing, Payment, & Energy Savings Tables

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

# Home Comfort Set-Up and Order Entry Form

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

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

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

Your Name: (as it appears on Credit Card)

Company:

Phone:

Address:

Email:

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

City:

State:

Postal/Zip:

Credit Card #                       MC  VISA  AMEX

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

Signature:

**ENTER EQUIPMENT BRAND HERE:**