

Home Comfort Certification System®



The Best HVAC

Anywhere USA
City, State 00000
000-000-0000



It's Hard To Stop A Trane.®

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

Price Book Set Up Instructions

BSI's **Trane Home Comfort Flat Rate Installation Price Book** is designed to help our Trane 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 price book format has proven to help you to easily upsell via the “good-better-best-premium” system consumer installation pricing options.

Easy 1-Page Price Book Set-up:

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

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

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

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

Your Unique Installed Sell Price:

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

Finance and Energy Savings Tables:

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

Customizing Configurations:

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

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

Configuration Options:

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

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

Prices Shown are Illustrative Only

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

Questions?

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

IMPORTANT NOTICE: Please read the following Fix-Right and or the Home Comfort Flat Rate Price Book User License Agreement ("Agreement") carefully. Your use of the product signifies your acceptance of this Agreement. If you do not agree with the terms of this Agreement, you should promptly remove all electronic copies and/or destroy all hard copies of this Price Book. Retain this User Agreement for future reference.

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 - a) To use the Price Book within your business entity.
 - 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.
 - c) Except as stated above, you **MAY NOT MODIFY, TRANSLATE, DISSEMINATE, OR DECOMPILE** the Price Book, **OR ANY COPY THEREOF, IN WHOLE OR PART.** You may not engage in reverse engineering of the Price Book.

Article 2: Term

- 1) Commencing on the Effective Date, and continuing for a period of (12) months, Licensor will make available to Licensee the services and materials as hereinafter described. Licensee may terminate Agreement by submitting written termination notice to Licensor certified US Postal notice within 60 days prior to end of term. If termination notice is not received from Licensee by Licensor, this Agreement shall extend automatically for an additional 12 month period upon the anniversary date.
- 2) You agree, upon such termination for any reason, to destroy the Price Book together with all copies, modifications and merged portions in any form.
- 3) Licensor may terminate this License at any time at its sole discretion.

Article 3: Disclaimer of Warranties and Limitations of Remedies

- 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:
 - a) The replacement of any Price Book not meeting BSI's "Limited Warranty", or
 - b) If BSI and its licensors are unable to deliver a replacement PDF file, which is free of defects in material or workmanship, you may terminate this License Agreement by destroying the Price Book and removing the Price Book from all of your computers and terminating any use of the Price Book.
- 3) YOUR EXCLUSIVE REMEDY AGAINST BSI AND ITS AFFILIATE LICENSORS' ENTIRE LIABILITY, EVEN IN THE CASE OF FUNDAMENTAL BREACH, IS LIMITED TO REPLACEMENT OR RETURN OF THE PRICE BOOK. IN NO EVENT WILL BSI OR ITS LICENSORS BE LIABLE TO YOU, THE AUTHORIZED USER, FOR ANY DAMAGES, INCLUDING ANY LOST PROFITS, LOST SAVINGS OR OTHER INCIDENTAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF THE USE OR INABILITY TO USE SUCH PRICE BOOK EVEN IF BSI HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, OR FOR ANY CLAIM BY ANY OTHER PARTY.

Mission Statement

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

Who we are:

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

What makes us different:

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

The Home Comfort Certified System

7 Step Approach



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

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

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

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

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

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

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

Why we set the Standards of Performance

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

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

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

Quality Installations by Design

Pre-installation:

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

Post Installation:

Installation:

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

PRICE BOOK



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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

\$ 4,908

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 5,595

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,052

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 11,697

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 5,275

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 5,848

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,131

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 11,817

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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

\$ 5,400

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,037

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,881

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 12,339

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



Base Installation Price Includes

- New equipment mounting pad
- Set and level unit
- New refrigerant line set
- New condensate line
- New electrical disconnect
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- 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

\$ 6,012

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,635

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 8,955

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 12,413

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



Base Installation Price Includes

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- 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

\$ 5,923

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,666

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,361

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 13,666

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



Base Installation Price Includes

- New equipment mounting pad
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- 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

\$ 6,453

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 7,190

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,821

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 14,520

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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

\$ 7,423

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 7,822

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity*
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,856

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 15,391

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



SPLIT COOLING ADD-ON - REPLACEMENT

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET
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System Benefits

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

TRANE STANDARD EFFICIENCY XB13 13 SEER CONDENSING UNIT XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

1.5	\$ 2,412	\$ 3,276
2	\$ 2,461	\$ 3,332
2.5	\$ 2,704	\$ 3,634
3	\$ 2,989	\$ 3,962
3.5	\$ 3,311	\$ 4,362
4	\$ 3,697	\$ 4,822
5	\$ 3,898	\$ 5,064



System Benefits

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

TRANE STANDARD EFFICIENCY XB14 14 SEER CONDENSING UNIT XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

1.5	\$ 2,755	\$ 3,616
2	\$ 2,805	\$ 3,677
2.5	\$ 3,047	\$ 3,977
3	\$ 3,332	\$ 4,304
3.5	\$ 3,734	\$ 4,785
4	\$ 4,090	\$ 5,215
5	\$ 4,291	\$ 5,457



System Benefits

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

TRANE XL16I ULTRA EFFICIENCY 16 SEER CONDENSING UNIT XL300 7-DAY TOUCH SCREEN COMFORT CONTROL

2	\$ 3,731	\$ 4,603	4,750
2.5	\$ 4,144	\$ 5,074	5,221
3	\$ 4,520	\$ 5,492	5,639
3.5	\$ 4,882	\$ 5,933	6,080
4	\$ 5,378	\$ 6,504	6,651
5	\$ 5,882	\$ 7,048	7,194



System Benefits

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

TRANE XL20I ULTRA EFFICIENCY 20 SEER CONDENSING UNIT TRANE COMFORTLINK REMOTE T-STAT

2	\$ 4,879	\$ 5,751
3	\$ 5,949	\$ 6,922
4	\$ 6,476	\$ 7,601
5	\$ 6,939	\$ 8,105



Base Installation Price Includes

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

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



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SPLIT HEAT PUMP

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

\$ 4,562

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 5,657

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 8,583

TRANE ULTRA EFFICIENCY XL16i 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 10,297

TRANE ULTRA EFFICIENCY XL20i 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 4,679

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 5,799

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 8,583

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 10,297

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 5,005

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 5,997

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 9,283

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 10,792

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 5,634

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 6,815

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 9,387

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 10,912

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 6,062

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 7,159

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 10,468

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 12,186

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORT LINK REMOTE T-STAT



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.



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

\$ 6,553

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 7,697

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 10,622

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 12,340

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



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

\$ 7,075

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 PROGRAMMABLE



System Benefits

- Helps save you up to 47% 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

\$ 8,262

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL600 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

\$ 11,828

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
2/4TFB COMPACT AIR HANDLING UNIT/ELECTRIC HEAT/XL800 TOUCHSCREEN



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

\$ 14,815

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
2/4TFE VARIABLE SPEED AIR HANDLING UNIT/ELECTRIC HEAT/TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

1.5 TON

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

\$ 8,258

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 10,384

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,793

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 12,458

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

2 TON

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

\$ 8,400

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 10,384

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,793

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 12,458

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

2.5 TON

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

\$ 8,778

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 11,054

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 13,298

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 13,130

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

3 TON

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

\$ 10,114

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 9,975

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 13,371

TRANE ULTRA EFFICIENCY XL16I 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 13,203

TRANE ULTRA EFFICIENCY XL20I 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

3.5 TON

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

\$ 10,582

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 13,310

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 14,502

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 15,213

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

4 TON

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

\$ 10,708

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 13,398

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 14,615

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 15,326

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



DUAL FUEL HEAT PUMP

5 TON

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

\$ 11,713

TRANE STANDARD EFFICIENCY XB13 13 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 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

\$ 14,302

TRANE STANDARD EFFICIENCY XB14 14 SEER HEAT PUMP
TRANE XB80 1-STAGE FURNACE 60K BTU /COMFORT™ STANDARD COIL
XL600 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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
- Comfort-R™ keeps you cooler by reducing indoor humidity
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 16,895

TRANE ULTRA EFFICIENCY XL161 16 SEER 2-STAGE HEAT PUMP
TRANE XL90 2-STAGE FURNACE 60K BTU /COMFORT™ HIGH EFF. COIL
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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

\$ 17,500

TRANE ULTRA EFFICIENCY XL201 20 SEER 2-STAGE HEAT PUMP
TRANE XC95M 95 MODULATING FURNACE 80K BTU /COMFORT™ HIGH EFF. COIL
TRANE COMFORTLINK REMOTE T-STAT



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.



PACKAGED GAS ELECTRIC

1.5 TON - 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

\$ 4,799

**TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL**



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

\$ 6,520

**TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL**



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

\$ 6,520

**TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL**



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.



- New supply/return plenum transitions
- Equipment start up and safety inspection

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

\$ 5,028

TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,817

TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 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

\$ 9,290

TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



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

\$ 5,169

TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,690

TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 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

\$ 8,692

TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



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

\$ 5,366

TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 8,072

TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 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

\$ 9,820

TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



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

\$ 5,441

TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 7,500

TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 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

\$ 9,103

TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



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

\$ 6,502

TRANE XL13C 13 SEER GAS ELECTRIC
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 8,909

TRANE XL14C 14 SEER GAS ELECTRIC
XL600 FAMILY 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

\$ 11,230

TRANE XL16C 16 SEER GAS ELECTRIC
XL800 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED HEAT PUMP

1.5 TON - 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

\$ 5,372

**TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL**



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

\$ 6,573

**TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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

\$ 8,991

**TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL**



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.



PACKAGED 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

\$ 5,851

TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 6,852

TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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
- ☑ 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

\$ 9,010

TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED 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

\$ 6,235

TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 7,311

TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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
- ☑ 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

\$ 9,158

TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED 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

\$ 6,673

TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 7,782

TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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
- ☑ 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

\$ 9,912

TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED 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

\$ 7,277

TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 8,292

TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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
- ☑ 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

\$ 9,912

TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED 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

\$ 8,203

TRANE XL13C 13 SEER HEAT PUMP/ELECTRIC HEAT
600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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

\$ 9,352

TRANE XL14C 14 SEER HEAT PUMP/ELECTRIC HEAT
XL600 FAMILY 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
- ☑ 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

\$ 10,850

TRANE XL16C 16 SEER HEAT PUMP/ELECTRIC HEAT
XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL



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.



PACKAGED HEAT PUMP DUAL FUEL

1.5 TON - 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

\$ 7,472

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



Sample

PACKAGED HEAT PUMP DUAL FUEL

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

\$ 7,979

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



Sample

PACKAGED HEAT PUMP DUAL FUEL

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

\$ 9,071

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 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

\$ 10,504

TRANE XL16C 16 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



PACKAGED HEAT PUMP DUAL FUEL

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

\$ 9,071

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 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

\$ 11,267

TRANE XL16C 16 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



PACKAGED HEAT PUMP DUAL FUEL

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

\$ 9,572

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 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

\$ 11,325

TRANE XL16C 16 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



PACKAGED HEAT PUMP DUAL FUEL

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

\$ 10,695

TRANE XL14C 14 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 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

\$ 12,264

TRANE XL16C 16 SEER 80 AFUE 4DCY4 DUAL FUEL
XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



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.



FURNACE ONLY UPFLOW/HORIZONTAL

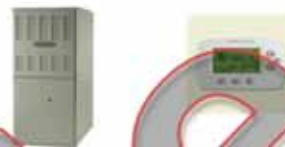
SIZE MBTU	INVESTMENT
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System Benefits

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

TRANE XB80 80 AFUE 1-STAGE FURNACE XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

60,000	\$	2,340
80,000	\$	3,273
100,000	\$	3,305
100,000	\$	3,305
120,000	\$	3,420



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

TRANE XR95 95 AFUE 1-STAGE FURNACE XL600 FAMILY 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

60,000	\$	3,406
80,000	\$	3,587
80,000	\$	3,698
80,000	\$	3,879
100,000	\$	4,070



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

TRANE XV95 95 AFUE 2-STAGE VARIABLE SPEED FURNACE XL800 FAMILY 7-DAY TOUCH SCREEN COMFORT CONTROL

60,000	\$	3,406
80,000	\$	3,587
80,000	\$	3,698
80,000	\$	3,879
100,000	\$	4,070



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

TRANE XC95M 95 AFUE MODULATING FURNACE XL900 FAMILY 7 DAY TOUCH SCREEN COMFORT CONTROL

60,000	\$	5,115
80,000	\$	5,215
80,000	\$	5,306
80,000	\$	5,527
100,000	\$	5,749



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>Power Humidification Systems</p>	<p>Uses less energy than a 40-watt bulb Available in your choice of 3 filtration options: 6, 15 or 40 times more effective than a standard throwaway filter Available in a variety of sizes Fits in tight spaces and in virtually any position Heavy-duty construction assures long life and continued reliability</p>	\$484	\$565
 <p>AccuClean™ Whole Home Air Filtration System</p>	<p>Improving the air in your home is easy with the AccuClean™ 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>	\$1,379	\$1,419
 <p>Guadian HEPA Air Cleaner System</p>	<p>While other humidifiers rely on moisture-filled pads that can be susceptible to bacteria growth in the water and the airstream, TrueSTEAM delivers "true steam" - the cleanest form of humidification.</p>	\$1,421	\$1,461
 <p>Trane "Fresh Effects"</p>	<p>An air exchanger removes your home's stale indoor air and replaces it with an equal amount of fresh outdoor air. Plus, it recovers heat and moisture from the exchanged air in the winter, and pre-cools and dehumidifies incoming air in the summer. The result: a more comfortable, healthy, energy-efficient home for you and your family.</p>	\$2,274	\$2,311
 <p>Bypass Humidifier</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>	\$677	\$758
 <p>Ultraviolet Dual Lamp Treatment Systems</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>	\$996	\$1,035
 <p>Trane Comfort Link Remote T-Stat</p>	<p>Create your ideal home environment, even when you're away, with the Trane ComfortLink Remote Thermostat. Remote access is provided through Schlage LINK™, a comprehensive internet-enabled system that puts your home in the palm of your hand</p>	\$519	\$559
 <p>Trane Digital 7 - Day Programmable T-Stat</p>	<p>Easy-to-use interactive touchscreen thermostat that lets you program wake, leave, return, sleep and vacation heat and cool settings for seven different days. Includes a large, backlit display is easy to read even in low lighting.</p>	\$228	\$228

FINANCE TABLES



Monthly Rate Calculator - Home Equity

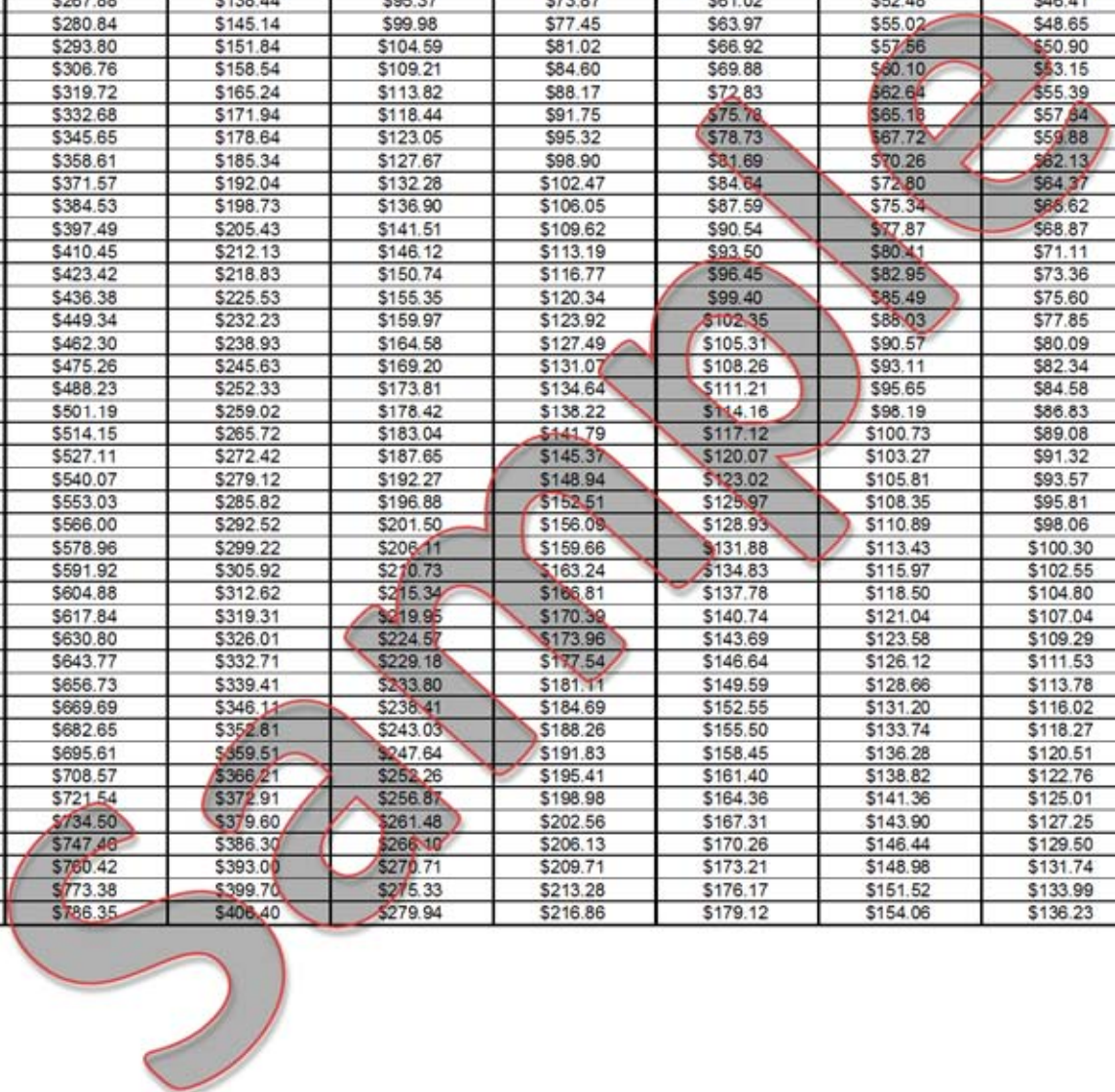
Rate: **4.75%**

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: **6.75%**

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



Monthly Rate Calculator - Same as Cash Tables

Rate: **7.00%**

Amount to Finance	6 Mos Same as Cash 6 Months Repay	6 Mos Same as Cash 12 Months Repay	6 Mos Same as Cash 24 Months Repay	6 Mos Same as Cash 36 Months Repay	6 Mos Same as Cash 48 Months Repay	6 Mos Same as Cash 60 Months Repay	6 Mos Same as Cash 72 Months Repay	6 Mos Same as Cash 84 Months Repay
\$ 2,500	\$440.10	\$231.46	\$128.43	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$ 3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$ 3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$ 4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102.49	\$84.75	\$72.97	\$64.60
\$ 4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87.93	\$75.71	\$67.02
\$ 4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110.18	\$91.11	\$78.44	\$69.44
\$ 4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$ 4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
\$ 4,750	\$836.18	\$439.77	\$227.56	\$156.93	\$121.71	\$100.64	\$86.66	\$76.71
\$ 4,900	\$862.59	\$453.66	\$234.74	\$161.89	\$125.55	\$103.82	\$89.39	\$79.13
\$ 5,050	\$889.00	\$467.55	\$241.93	\$166.84	\$129.39	\$107.00	\$92.12	\$81.55
\$ 5,200	\$915.40	\$481.43	\$249.11	\$171.80	\$133.24	\$110.17	\$94.86	\$83.98
\$ 5,350	\$941.81	\$495.32	\$256.30	\$176.76	\$137.08	\$113.35	\$97.60	\$86.40
\$ 5,500	\$968.21	\$509.21	\$263.49	\$181.71	\$140.92	\$116.53	\$100.33	\$88.82
\$ 5,650	\$994.62	\$523.10	\$270.67	\$186.67	\$144.77	\$119.71	\$103.07	\$91.24
\$ 5,800	\$1,021.03	\$536.98	\$277.86	\$191.62	\$148.61	\$122.89	\$105.81	\$93.67
\$ 5,950	\$1,047.43	\$550.87	\$285.04	\$196.58	\$152.45	\$126.06	\$108.54	\$96.09
\$ 6,100	\$1,073.84	\$564.76	\$292.23	\$201.53	\$156.30	\$129.24	\$111.28	\$98.51
\$ 6,250	\$1,100.24	\$578.65	\$299.42	\$206.49	\$160.14	\$132.42	\$114.02	\$100.93
\$ 6,400	\$1,126.65	\$592.54	\$306.60	\$211.45	\$163.98	\$135.60	\$116.75	\$103.35
\$ 6,550	\$1,153.06	\$606.42	\$313.79	\$216.40	\$167.83	\$138.78	\$119.49	\$105.78
\$ 6,700	\$1,179.46	\$620.31	\$320.97	\$221.36	\$171.67	\$141.95	\$122.22	\$108.20
\$ 6,850	\$1,205.87	\$634.20	\$328.16	\$226.31	\$175.51	\$145.13	\$124.96	\$110.62
\$ 7,000	\$1,232.27	\$648.09	\$335.35	\$231.27	\$179.36	\$148.31	\$127.70	\$113.04
\$ 7,150	\$1,258.68	\$661.97	\$342.53	\$236.23	\$183.20	\$151.49	\$130.43	\$115.47
\$ 7,300	\$1,285.08	\$675.86	\$349.72	\$241.18	\$187.04	\$154.67	\$133.17	\$117.89
\$ 7,450	\$1,311.49	\$689.75	\$356.90	\$246.14	\$190.89	\$157.85	\$135.91	\$120.31
\$ 7,600	\$1,337.90	\$703.64	\$364.09	\$251.09	\$194.73	\$161.02	\$138.64	\$122.73
\$ 7,750	\$1,364.30	\$717.52	\$371.28	\$256.05	\$198.57	\$164.20	\$141.38	\$125.16
\$ 7,900	\$1,390.71	\$731.41	\$378.46	\$261.00	\$202.42	\$167.38	\$144.12	\$127.58
\$ 8,050	\$1,417.11	\$745.30	\$385.65	\$265.96	\$206.26	\$170.56	\$146.85	\$130.00
\$ 8,200	\$1,443.52	\$759.19	\$392.83	\$270.92	\$210.10	\$173.74	\$149.59	\$132.42
\$ 8,350	\$1,469.93	\$773.07	\$400.02	\$275.87	\$213.95	\$176.91	\$152.32	\$134.85
\$ 8,500	\$1,496.33	\$786.96	\$407.21	\$280.83	\$217.79	\$180.09	\$155.06	\$137.27
\$ 8,650	\$1,522.74	\$800.85	\$414.39	\$285.78	\$221.63	\$183.27	\$157.80	\$139.69
\$ 8,800	\$1,549.14	\$814.74	\$421.58	\$290.74	\$225.48	\$186.45	\$160.53	\$142.11
\$ 8,950	\$1,575.55	\$828.62	\$428.76	\$295.69	\$229.32	\$189.63	\$163.27	\$144.54
\$ 9,100	\$1,601.95	\$842.51	\$435.95	\$300.65	\$233.16	\$192.80	\$166.01	\$146.96

Monthly Rate Calculator - Same as Cash Tables

Rate: **7.00%**

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

Monthly Rate Calculator - Same as Cash Tables

Rate: **8.00%**

Amount to Finance	18 mos Same as Cash 6 Months Repay	18 mos Same as Cash 12 Months Repay	18 mos Same as Cash 24 Months Repay	18 mos Same as Cash 36 Months Repay	18 mos Same as Cash 48 Months Repay	18 mos Same as Cash 60 Months Repay	18 mos Same as Cash 72 Months Repay	18 mos Same as Cash 84 Months Repay
\$ 2,500	\$443.50	\$234.87	\$122.11	\$84.61	\$65.91	\$54.75	\$47.34	\$42.08
\$ 2,650	\$470.11	\$248.96	\$129.44	\$89.68	\$69.87	\$58.03	\$50.18	\$44.61
\$ 2,800	\$496.72	\$263.05	\$136.77	\$94.76	\$73.82	\$61.32	\$53.02	\$47.13
\$ 2,950	\$523.33	\$277.15	\$144.09	\$99.84	\$77.78	\$64.60	\$55.86	\$49.66
\$ 3,100	\$549.94	\$291.24	\$151.42	\$104.91	\$81.73	\$67.89	\$58.70	\$52.18
\$ 3,250	\$576.55	\$305.33	\$158.75	\$109.99	\$85.69	\$71.17	\$61.54	\$54.71
\$ 3,400	\$603.16	\$319.42	\$166.07	\$115.07	\$89.64	\$74.45	\$64.38	\$57.23
\$ 3,550	\$629.77	\$333.51	\$173.40	\$120.14	\$93.60	\$77.74	\$67.22	\$59.76
\$ 3,700	\$656.38	\$347.61	\$180.73	\$125.22	\$97.55	\$81.02	\$70.06	\$62.28
\$ 3,850	\$682.99	\$361.70	\$188.06	\$130.30	\$101.51	\$84.31	\$72.90	\$64.81
\$ 4,000	\$709.60	\$375.79	\$195.38	\$135.37	\$105.46	\$87.59	\$75.74	\$67.33
\$ 4,150	\$736.21	\$389.88	\$202.71	\$140.45	\$109.42	\$90.88	\$78.58	\$69.86
\$ 4,300	\$762.82	\$403.97	\$210.04	\$145.53	\$113.37	\$94.16	\$81.42	\$72.38
\$ 4,450	\$789.43	\$418.07	\$217.36	\$150.60	\$117.33	\$97.45	\$84.26	\$74.91
\$ 4,600	\$816.04	\$432.16	\$224.69	\$155.68	\$121.28	\$100.73	\$87.11	\$77.43
\$ 4,750	\$842.65	\$446.25	\$232.02	\$160.76	\$125.24	\$104.02	\$89.95	\$79.96
\$ 4,900	\$869.26	\$460.34	\$239.34	\$165.83	\$129.19	\$107.30	\$92.79	\$82.48
\$ 5,050	\$895.87	\$474.43	\$246.67	\$170.91	\$133.15	\$110.59	\$95.63	\$85.01
\$ 5,200	\$922.48	\$488.53	\$254.00	\$175.99	\$137.10	\$113.87	\$98.47	\$87.53
\$ 5,350	\$949.09	\$502.62	\$261.32	\$181.06	\$141.06	\$117.16	\$101.31	\$90.06
\$ 5,500	\$975.70	\$516.71	\$268.65	\$186.14	\$145.01	\$120.44	\$104.15	\$92.58
\$ 5,650	\$1,002.31	\$530.80	\$275.98	\$191.21	\$148.97	\$123.73	\$106.99	\$95.11
\$ 5,800	\$1,028.92	\$544.90	\$283.30	\$196.29	\$152.92	\$127.01	\$109.83	\$97.63
\$ 5,950	\$1,055.53	\$558.99	\$290.63	\$201.37	\$156.88	\$130.30	\$112.67	\$100.16
\$ 6,100	\$1,082.14	\$573.08	\$297.96	\$206.44	\$160.83	\$133.58	\$115.51	\$102.68
\$ 6,250	\$1,108.75	\$587.17	\$305.28	\$211.52	\$164.79	\$136.87	\$118.35	\$105.21
\$ 6,400	\$1,135.36	\$601.26	\$312.61	\$216.60	\$168.74	\$140.15	\$121.19	\$107.73
\$ 6,550	\$1,161.97	\$615.36	\$319.94	\$221.67	\$172.70	\$143.44	\$124.03	\$110.26
\$ 6,700	\$1,188.58	\$629.45	\$327.26	\$226.75	\$176.65	\$146.72	\$126.87	\$112.78
\$ 6,850	\$1,215.19	\$643.54	\$334.59	\$231.83	\$180.61	\$150.00	\$129.71	\$115.31
\$ 7,000	\$1,241.80	\$657.63	\$341.92	\$236.90	\$184.56	\$153.29	\$132.55	\$117.83
\$ 7,150	\$1,268.41	\$671.72	\$349.25	\$241.98	\$188.52	\$156.57	\$135.39	\$120.36
\$ 7,300	\$1,295.02	\$685.82	\$356.57	\$247.06	\$192.47	\$159.86	\$138.23	\$122.88
\$ 7,450	\$1,321.63	\$699.91	\$363.90	\$252.13	\$196.43	\$163.14	\$141.07	\$125.41
\$ 7,600	\$1,348.24	\$714.00	\$371.23	\$257.21	\$200.38	\$166.43	\$143.91	\$127.93
\$ 7,750	\$1,374.85	\$728.09	\$378.55	\$262.29	\$204.34	\$169.71	\$146.75	\$130.46
\$ 7,900	\$1,401.46	\$742.19	\$385.88	\$267.36	\$208.29	\$173.00	\$149.59	\$132.98
\$ 8,050	\$1,428.07	\$756.28	\$393.21	\$272.44	\$212.25	\$176.28	\$152.43	\$135.51
\$ 8,200	\$1,454.68	\$770.37	\$400.53	\$277.51	\$216.20	\$179.57	\$155.27	\$138.03
\$ 8,350	\$1,481.29	\$784.46	\$407.86	\$282.59	\$220.16	\$182.85	\$158.11	\$140.56
\$ 8,500	\$1,507.90	\$798.55	\$415.19	\$287.67	\$224.11	\$186.14	\$160.96	\$143.08
\$ 8,650	\$1,534.51	\$812.65	\$422.51	\$292.74	\$228.07	\$189.42	\$163.80	\$145.61
\$ 8,800	\$1,561.12	\$826.74	\$429.84	\$297.82	\$232.02	\$192.71	\$166.64	\$148.13
\$ 8,950	\$1,587.73	\$840.83	\$437.17	\$302.90	\$235.98	\$195.99	\$169.48	\$150.66
\$ 9,100	\$1,614.34	\$854.92	\$444.49	\$307.97	\$239.93	\$199.28	\$172.32	\$153.18

ENERGY SAVINGS



It's Hard To Stop A Trane.®

Sample

Licensed to The Best HVAC under the Grant of License terms of Home Comfort Users Agreement.

Sample

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	16	17	18
18	\$ 385	\$ 286	\$ 220	\$ 173	\$ 138	\$ 110	\$ 88	\$ 70	\$ 55	\$ 42	\$ 31	\$ 22	\$ 16	\$ 12	\$ 8
17.5	\$ 382	\$ 283	\$ 217	\$ 170	\$ 134	\$ 107	\$ 85	\$ 67	\$ 52	\$ 39	\$ 28	\$ 19	\$ 14	\$ 10	\$ 7
17	\$ 379	\$ 280	\$ 214	\$ 166	\$ 131	\$ 104	\$ 82	\$ 64	\$ 49	\$ 36	\$ 25	\$ 16	\$ 11	\$ 8	\$ 5
16.5	\$ 375	\$ 276	\$ 210	\$ 163	\$ 128	\$ 100	\$ 78	\$ 60	\$ 45	\$ 32	\$ 21	\$ 12	\$ 9	\$ 6	\$ 4
16	\$ 371	\$ 272	\$ 206	\$ 159	\$ 124	\$ 96	\$ 74	\$ 56	\$ 41	\$ 29	\$ 18	\$ 8	\$ 6	\$ 4	\$ 3
15.5	\$ 367	\$ 268	\$ 202	\$ 155	\$ 120	\$ 92	\$ 70	\$ 52	\$ 37	\$ 25	\$ 14	\$ 4	\$ 3	\$ 2	\$ 1
15	\$ 363	\$ 264	\$ 198	\$ 151	\$ 116	\$ 88	\$ 66	\$ 48	\$ 33	\$ 20	\$ 9	\$ -	\$ -	\$ -	\$ -
14.5	\$ 358	\$ 259	\$ 193	\$ 146	\$ 111	\$ 83	\$ 61	\$ 43	\$ 28	\$ 16	\$ 5	\$ -	\$ -	\$ -	\$ -
14	\$ 354	\$ 255	\$ 189	\$ 141	\$ 106	\$ 79	\$ 57	\$ 39	\$ 24	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -
13.5	\$ 348	\$ 249	\$ 183	\$ 136	\$ 101	\$ 73	\$ 51	\$ 33	\$ 18	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -
13	\$ 343	\$ 244	\$ 178	\$ 131	\$ 95	\$ 68	\$ 46	\$ 28	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12.5	\$ 337	\$ 238	\$ 172	\$ 124	\$ 89	\$ 62	\$ 40	\$ 22	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
12	\$ 330	\$ 231	\$ 165	\$ 118	\$ 83	\$ 55	\$ 33	\$ 15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11.5	\$ 323	\$ 224	\$ 158	\$ 111	\$ 75	\$ 48	\$ 26	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	\$ 315	\$ 216	\$ 150	\$ 103	\$ 68	\$ 40	\$ 18	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10.5	\$ 306	\$ 207	\$ 141	\$ 94	\$ 59	\$ 31	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	\$ 297	\$ 198	\$ 132	\$ 85	\$ 50	\$ 22	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

18,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

1.5 Ton Cooling Unit - Average Monthly Savings

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

18,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

2 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 513	\$ 381	\$ 293	\$ 230	\$ 183	\$ 147	\$ 117	\$ 93	\$ 73	\$ 56	\$ 42	\$ 29		
17.5	\$ 509	\$ 377	\$ 289	\$ 226	\$ 179	\$ 142	\$ 113	\$ 89	\$ 69	\$ 52	\$ 38	\$ 25		
17	\$ 505	\$ 373	\$ 285	\$ 222	\$ 175	\$ 138	\$ 109	\$ 85	\$ 65	\$ 48	\$ 33	\$ 21		
16.5	\$ 500	\$ 368	\$ 280	\$ 217	\$ 170	\$ 133	\$ 104	\$ 80	\$ 60	\$ 43	\$ 29	\$ 16		
16	\$ 495	\$ 363	\$ 275	\$ 212	\$ 165	\$ 128	\$ 99	\$ 75	\$ 55	\$ 38	\$ 24	\$ 11		
15.5	\$ 490	\$ 358	\$ 270	\$ 207	\$ 160	\$ 123	\$ 94	\$ 70	\$ 50	\$ 33	\$ 18	\$ 6		
15	\$ 484	\$ 352	\$ 264	\$ 201	\$ 154	\$ 117	\$ 88	\$ 64	\$ 44	\$ 27	\$ 13	\$ -		
14.5	\$ 478	\$ 346	\$ 258	\$ 195	\$ 148	\$ 111	\$ 82	\$ 58	\$ 38	\$ 21	\$ 7	\$ -		
14	\$ 471	\$ 339	\$ 251	\$ 189	\$ 141	\$ 105	\$ 75	\$ 51	\$ 31	\$ 15	\$ -	\$ -		
13.5	\$ 464	\$ 332	\$ 244	\$ 182	\$ 134	\$ 98	\$ 68	\$ 44	\$ 24	\$ 8	\$ -	\$ -		
13	\$ 457	\$ 325	\$ 237	\$ 174	\$ 127	\$ 90	\$ 61	\$ 37	\$ 17	\$ -	\$ -	\$ -		
12.5	\$ 449	\$ 317	\$ 229	\$ 166	\$ 119	\$ 82	\$ 53	\$ 29	\$ 9	\$ -	\$ -	\$ -		
12	\$ 440	\$ 308	\$ 220	\$ 157	\$ 110	\$ 73	\$ 44	\$ 20	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 430	\$ 298	\$ 210	\$ 148	\$ 100	\$ 64	\$ 34	\$ 10	\$ -	\$ -	\$ -	\$ -		
11	\$ 420	\$ 288	\$ 200	\$ 137	\$ 90	\$ 53	\$ 24	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 409	\$ 277	\$ 189	\$ 126	\$ 79	\$ 42	\$ 13	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 396	\$ 264	\$ 176	\$ 113	\$ 66	\$ 29	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

2 Ton Cooling Unit - Average Monthly Savings

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

24,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

2.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 642	\$ 477	\$ 367	\$ 288	\$ 229	\$ 183	\$ 147	\$ 117	\$ 92	\$ 71	\$ 52	\$ 37		
17.5	\$ 636	\$ 471	\$ 361	\$ 283	\$ 224	\$ 178	\$ 141	\$ 111	\$ 86	\$ 65	\$ 47	\$ 31		
17	\$ 631	\$ 466	\$ 356	\$ 277	\$ 218	\$ 173	\$ 136	\$ 106	\$ 81	\$ 60	\$ 42	\$ 26		
16.5	\$ 625	\$ 460	\$ 350	\$ 271	\$ 213	\$ 167	\$ 130	\$ 100	\$ 75	\$ 54	\$ 36	\$ 20		
16	\$ 619	\$ 454	\$ 344	\$ 265	\$ 206	\$ 160	\$ 124	\$ 94	\$ 69	\$ 48	\$ 29	\$ 14		
15.5	\$ 612	\$ 447	\$ 337	\$ 259	\$ 200	\$ 154	\$ 117	\$ 87	\$ 62	\$ 41	\$ 23	\$ 7		
15	\$ 605	\$ 440	\$ 330	\$ 251	\$ 193	\$ 147	\$ 110	\$ 80	\$ 55	\$ 34	\$ 16	\$ -		
14.5	\$ 597	\$ 432	\$ 322	\$ 244	\$ 185	\$ 139	\$ 102	\$ 72	\$ 47	\$ 26	\$ 8	\$ -		
14	\$ 589	\$ 424	\$ 314	\$ 236	\$ 177	\$ 131	\$ 94	\$ 64	\$ 39	\$ 18	\$ -	\$ -		
13.5	\$ 581	\$ 416	\$ 306	\$ 227	\$ 168	\$ 122	\$ 86	\$ 56	\$ 31	\$ 9	\$ -	\$ -		
13	\$ 571	\$ 406	\$ 296	\$ 218	\$ 159	\$ 113	\$ 76	\$ 46	\$ 21	\$ -	\$ -	\$ -		
12.5	\$ 561	\$ 396	\$ 286	\$ 207	\$ 149	\$ 103	\$ 66	\$ 36	\$ 11	\$ -	\$ -	\$ -		
12	\$ 550	\$ 385	\$ 275	\$ 196	\$ 138	\$ 92	\$ 55	\$ 25	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 538	\$ 373	\$ 263	\$ 184	\$ 126	\$ 80	\$ 43	\$ 13	\$ -	\$ -	\$ -	\$ -		
11	\$ 525	\$ 360	\$ 250	\$ 171	\$ 113	\$ 67	\$ 30	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 511	\$ 346	\$ 236	\$ 157	\$ 98	\$ 52	\$ 16	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 495	\$ 330	\$ 220	\$ 141	\$ 82	\$ 37	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

2.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 53	\$ 40	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 10	\$ 8	\$ 6	\$ 4	\$ 3		
17.5	\$ 53	\$ 39	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 3		
17	\$ 53	\$ 39	\$ 30	\$ 23	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2		
16.5	\$ 52	\$ 38	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2		
16	\$ 52	\$ 38	\$ 29	\$ 22	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1		
15.5	\$ 51	\$ 37	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1		
15	\$ 50	\$ 37	\$ 28	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14.5	\$ 50	\$ 36	\$ 27	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ -		
14	\$ 49	\$ 35	\$ 26	\$ 20	\$ 15	\$ 11	\$ 8	\$ 5	\$ 3	\$ 2	\$ -	\$ -		
13.5	\$ 48	\$ 35	\$ 25	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 48	\$ 34	\$ 25	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 47	\$ 33	\$ 24	\$ 17	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -	\$ -		
12	\$ 46	\$ 32	\$ 23	\$ 16	\$ 11	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 45	\$ 31	\$ 22	\$ 15	\$ 10	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 44	\$ 30	\$ 21	\$ 14	\$ 9	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 43	\$ 29	\$ 20	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 41	\$ 28	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

30,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

3 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 770	\$ 572	\$ 440	\$ 346	\$ 275	\$ 220	\$ 176	\$ 140	\$ 110	\$ 85	\$ 63	\$ 44		
17.5	\$ 764	\$ 566	\$ 434	\$ 339	\$ 269	\$ 214	\$ 170	\$ 134	\$ 104	\$ 78	\$ 57	\$ 38		
17	\$ 757	\$ 559	\$ 427	\$ 333	\$ 262	\$ 207	\$ 163	\$ 127	\$ 97	\$ 72	\$ 50	\$ 31		
16.5	\$ 750	\$ 552	\$ 420	\$ 326	\$ 255	\$ 200	\$ 156	\$ 120	\$ 90	\$ 65	\$ 43	\$ 24		
16	\$ 743	\$ 545	\$ 413	\$ 318	\$ 248	\$ 193	\$ 149	\$ 113	\$ 83	\$ 57	\$ 35	\$ 17		
15.5	\$ 735	\$ 537	\$ 405	\$ 310	\$ 240	\$ 185	\$ 141	\$ 105	\$ 75	\$ 49	\$ 27	\$ 9		
15	\$ 726	\$ 528	\$ 396	\$ 302	\$ 231	\$ 176	\$ 132	\$ 96	\$ 66	\$ 41	\$ 19	\$ -		
14.5	\$ 717	\$ 519	\$ 387	\$ 293	\$ 222	\$ 167	\$ 123	\$ 87	\$ 57	\$ 32	\$ 10	\$ -		
14	\$ 707	\$ 509	\$ 377	\$ 283	\$ 212	\$ 157	\$ 113	\$ 77	\$ 47	\$ 22	\$ -	\$ -		
13.5	\$ 697	\$ 499	\$ 367	\$ 272	\$ 202	\$ 147	\$ 103	\$ 67	\$ 37	\$ 11	\$ -	\$ -		
13	\$ 685	\$ 487	\$ 355	\$ 261	\$ 190	\$ 135	\$ 91	\$ 55	\$ 25	\$ -	\$ -	\$ -		
12.5	\$ 673	\$ 475	\$ 343	\$ 249	\$ 178	\$ 123	\$ 79	\$ 43	\$ 13	\$ -	\$ -	\$ -		
12	\$ 660	\$ 462	\$ 330	\$ 236	\$ 165	\$ 110	\$ 66	\$ 30	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 646	\$ 448	\$ 316	\$ 221	\$ 151	\$ 96	\$ 52	\$ 16	\$ -	\$ -	\$ -	\$ -		
11	\$ 630	\$ 432	\$ 300	\$ 206	\$ 135	\$ 80	\$ 36	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 613	\$ 415	\$ 283	\$ 189	\$ 118	\$ 63	\$ 19	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 594	\$ 396	\$ 264	\$ 170	\$ 99	\$ 44	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

3 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 64	\$ 48	\$ 37	\$ 29	\$ 23	\$ 18	\$ 15	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4		
17.5	\$ 64	\$ 47	\$ 36	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 9	\$ 7	\$ 5	\$ 3		
17	\$ 63	\$ 47	\$ 36	\$ 28	\$ 22	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3		
16.5	\$ 63	\$ 46	\$ 35	\$ 27	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 5	\$ 4	\$ 2		
16	\$ 62	\$ 45	\$ 34	\$ 27	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 1		
15.5	\$ 61	\$ 45	\$ 34	\$ 26	\$ 20	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1		
15	\$ 61	\$ 44	\$ 33	\$ 25	\$ 19	\$ 15	\$ 11	\$ 8	\$ 6	\$ 3	\$ 2	\$ -		
14.5	\$ 60	\$ 43	\$ 32	\$ 24	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ -		
14	\$ 59	\$ 42	\$ 31	\$ 24	\$ 18	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -	\$ -		
13.5	\$ 58	\$ 42	\$ 31	\$ 23	\$ 17	\$ 12	\$ 9	\$ 6	\$ 3	\$ 1	\$ -	\$ -		
13	\$ 57	\$ 41	\$ 30	\$ 22	\$ 16	\$ 11	\$ 8	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 56	\$ 40	\$ 29	\$ 21	\$ 15	\$ 10	\$ 7	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 55	\$ 39	\$ 28	\$ 20	\$ 14	\$ 9	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 54	\$ 37	\$ 26	\$ 18	\$ 13	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -	\$ -		
11	\$ 53	\$ 36	\$ 25	\$ 17	\$ 11	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 51	\$ 35	\$ 24	\$ 16	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 50	\$ 33	\$ 22	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

3.5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 898	\$ 667	\$ 513	\$ 403	\$ 321	\$ 257	\$ 205	\$ 163	\$ 128	\$ 99	\$ 73	\$ 51		
17.5	\$ 891	\$ 660	\$ 506	\$ 396	\$ 314	\$ 249	\$ 198	\$ 156	\$ 121	\$ 91	\$ 66	\$ 44		
17	\$ 883	\$ 652	\$ 498	\$ 388	\$ 306	\$ 242	\$ 190	\$ 148	\$ 113	\$ 84	\$ 58	\$ 36		
16.5	\$ 875	\$ 644	\$ 490	\$ 380	\$ 298	\$ 233	\$ 182	\$ 140	\$ 105	\$ 75	\$ 50	\$ 28		
16	\$ 866	\$ 635	\$ 481	\$ 371	\$ 289	\$ 225	\$ 173	\$ 131	\$ 96	\$ 67	\$ 41	\$ 19		
15.5	\$ 857	\$ 626	\$ 472	\$ 362	\$ 279	\$ 215	\$ 164	\$ 122	\$ 87	\$ 57	\$ 32	\$ 10		
15	\$ 847	\$ 616	\$ 462	\$ 352	\$ 270	\$ 205	\$ 154	\$ 112	\$ 77	\$ 47	\$ 22	\$ -		
14.5	\$ 836	\$ 605	\$ 451	\$ 341	\$ 259	\$ 195	\$ 143	\$ 101	\$ 66	\$ 37	\$ 11	\$ -		
14	\$ 825	\$ 594	\$ 440	\$ 330	\$ 248	\$ 183	\$ 132	\$ 90	\$ 55	\$ 26	\$ -	\$ -		
13.5	\$ 813	\$ 582	\$ 428	\$ 318	\$ 235	\$ 171	\$ 120	\$ 78	\$ 43	\$ 13	\$ -	\$ -		
13	\$ 800	\$ 569	\$ 415	\$ 305	\$ 222	\$ 158	\$ 107	\$ 65	\$ 30	\$ -	\$ -	\$ -		
12.5	\$ 785	\$ 554	\$ 400	\$ 290	\$ 208	\$ 144	\$ 92	\$ 50	\$ 15	\$ -	\$ -	\$ -		
12	\$ 770	\$ 539	\$ 385	\$ 275	\$ 193	\$ 128	\$ 77	\$ 35	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 753	\$ 522	\$ 368	\$ 258	\$ 176	\$ 112	\$ 60	\$ 18	\$ -	\$ -	\$ -	\$ -		
11	\$ 735	\$ 504	\$ 350	\$ 240	\$ 158	\$ 93	\$ 42	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 715	\$ 484	\$ 330	\$ 220	\$ 138	\$ 73	\$ 22	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 693	\$ 462	\$ 308	\$ 198	\$ 116	\$ 51	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

3.5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 75	\$ 56	\$ 43	\$ 34	\$ 27	\$ 21	\$ 17	\$ 14	\$ 11	\$ 8	\$ 6	\$ 4		
17.5	\$ 74	\$ 55	\$ 42	\$ 33	\$ 26	\$ 21	\$ 17	\$ 13	\$ 10	\$ 8	\$ 6	\$ 4		
17	\$ 74	\$ 54	\$ 42	\$ 32	\$ 25	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3		
16.5	\$ 73	\$ 54	\$ 41	\$ 32	\$ 25	\$ 19	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4	\$ 2		
16	\$ 72	\$ 53	\$ 40	\$ 31	\$ 24	\$ 19	\$ 14	\$ 11	\$ 8	\$ 6	\$ 3	\$ 2		
15.5	\$ 71	\$ 52	\$ 39	\$ 30	\$ 23	\$ 18	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1		
15	\$ 71	\$ 51	\$ 39	\$ 29	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ -		
14.5	\$ 70	\$ 50	\$ 38	\$ 28	\$ 22	\$ 16	\$ 12	\$ 8	\$ 6	\$ 3	\$ 1	\$ -		
14	\$ 69	\$ 50	\$ 37	\$ 28	\$ 21	\$ 15	\$ 11	\$ 8	\$ 5	\$ 2	\$ -	\$ -		
13.5	\$ 68	\$ 48	\$ 36	\$ 26	\$ 20	\$ 14	\$ 10	\$ 6	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 67	\$ 47	\$ 35	\$ 25	\$ 19	\$ 13	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -		
12.5	\$ 65	\$ 46	\$ 33	\$ 24	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	\$ -	\$ -	\$ -		
12	\$ 64	\$ 46	\$ 32	\$ 23	\$ 16	\$ 11	\$ 6	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 63	\$ 44	\$ 31	\$ 22	\$ 15	\$ 9	\$ 5	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 61	\$ 42	\$ 29	\$ 20	\$ 13	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 60	\$ 40	\$ 28	\$ 18	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 58	\$ 39	\$ 26	\$ 17	\$ 10	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

4 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,027	\$ 763	\$ 587	\$ 461	\$ 367	\$ 293	\$ 235	\$ 187	\$ 147	\$ 113	\$ 84	\$ 59		
17.5	\$ 1,018	\$ 754	\$ 578	\$ 453	\$ 358	\$ 285	\$ 226	\$ 178	\$ 138	\$ 104	\$ 75	\$ 50		
17	\$ 1,009	\$ 745	\$ 569	\$ 444	\$ 349	\$ 276	\$ 217	\$ 169	\$ 129	\$ 96	\$ 67	\$ 41		
16.5	\$ 1,000	\$ 736	\$ 560	\$ 434	\$ 340	\$ 267	\$ 208	\$ 160	\$ 120	\$ 86	\$ 57	\$ 32		
16	\$ 990	\$ 726	\$ 550	\$ 424	\$ 330	\$ 257	\$ 198	\$ 150	\$ 110	\$ 76	\$ 47	\$ 22		
15.5	\$ 979	\$ 715	\$ 539	\$ 414	\$ 319	\$ 246	\$ 187	\$ 139	\$ 99	\$ 66	\$ 36	\$ 11		
15	\$ 968	\$ 704	\$ 528	\$ 402	\$ 308	\$ 235	\$ 176	\$ 128	\$ 88	\$ 54	\$ 25	\$ -		
14.5	\$ 956	\$ 692	\$ 516	\$ 390	\$ 296	\$ 223	\$ 164	\$ 116	\$ 76	\$ 42	\$ 13	\$ -		
14	\$ 943	\$ 679	\$ 503	\$ 377	\$ 283	\$ 210	\$ 151	\$ 103	\$ 63	\$ 29	\$ -	\$ -		
13.5	\$ 929	\$ 665	\$ 489	\$ 363	\$ 269	\$ 196	\$ 137	\$ 89	\$ 49	\$ 15	\$ -	\$ -		
13	\$ 914	\$ 650	\$ 474	\$ 348	\$ 254	\$ 181	\$ 122	\$ 74	\$ 34	\$ -	\$ -	\$ -		
12.5	\$ 898	\$ 634	\$ 458	\$ 332	\$ 238	\$ 164	\$ 106	\$ 58	\$ 18	\$ -	\$ -	\$ -		
12	\$ 880	\$ 616	\$ 440	\$ 314	\$ 220	\$ 147	\$ 88	\$ 40	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 861	\$ 597	\$ 421	\$ 295	\$ 201	\$ 128	\$ 69	\$ 21	\$ -	\$ -	\$ -	\$ -		
11	\$ 840	\$ 576	\$ 400	\$ 274	\$ 180	\$ 107	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 817	\$ 553	\$ 377	\$ 251	\$ 157	\$ 84	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 792	\$ 528	\$ 352	\$ 226	\$ 132	\$ 59	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

4 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 86	\$ 64	\$ 49	\$ 38	\$ 31	\$ 24	\$ 20	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5		
17.5	\$ 85	\$ 63	\$ 48	\$ 38	\$ 30	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 6	\$ 4		
17	\$ 84	\$ 62	\$ 47	\$ 37	\$ 29	\$ 23	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	\$ 3		
16.5	\$ 83	\$ 61	\$ 47	\$ 36	\$ 28	\$ 22	\$ 17	\$ 13	\$ 10	\$ 7	\$ 5	\$ 3		
16	\$ 83	\$ 61	\$ 46	\$ 35	\$ 28	\$ 21	\$ 17	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2		
15.5	\$ 82	\$ 60	\$ 45	\$ 34	\$ 27	\$ 21	\$ 16	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1		
15	\$ 81	\$ 59	\$ 44	\$ 34	\$ 26	\$ 20	\$ 15	\$ 11	\$ 7	\$ 5	\$ 2	\$ -		
14.5	\$ 80	\$ 58	\$ 43	\$ 33	\$ 25	\$ 19	\$ 14	\$ 10	\$ 6	\$ 4	\$ 1	\$ -		
14	\$ 79	\$ 57	\$ 42	\$ 31	\$ 24	\$ 17	\$ 13	\$ 9	\$ 5	\$ 2	\$ -	\$ -		
13.5	\$ 77	\$ 55	\$ 41	\$ 30	\$ 22	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	\$ -		
13	\$ 76	\$ 54	\$ 39	\$ 29	\$ 21	\$ 15	\$ 10	\$ 6	\$ 3	\$ -	\$ -	\$ -		
12.5	\$ 75	\$ 53	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 5	\$ 1	\$ -	\$ -	\$ -		
12	\$ 73	\$ 51	\$ 37	\$ 26	\$ 18	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 72	\$ 50	\$ 35	\$ 25	\$ 17	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 70	\$ 48	\$ 33	\$ 23	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 68	\$ 46	\$ 31	\$ 21	\$ 13	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 66	\$ 44	\$ 29	\$ 19	\$ 11	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

48,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

5 Ton Cooling Unit - Annual Energy Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,283	\$ 953	\$ 733	\$ 576	\$ 458	\$ 367	\$ 293	\$ 233	\$ 183	\$ 141	\$ 105	\$ 73		
17.5	\$ 1,273	\$ 943	\$ 723	\$ 566	\$ 448	\$ 356	\$ 283	\$ 223	\$ 173	\$ 131	\$ 94	\$ 63		
17	\$ 1,262	\$ 932	\$ 712	\$ 555	\$ 437	\$ 345	\$ 272	\$ 212	\$ 162	\$ 119	\$ 83	\$ 52		
16.5	\$ 1,250	\$ 920	\$ 700	\$ 543	\$ 425	\$ 333	\$ 260	\$ 200	\$ 150	\$ 108	\$ 71	\$ 40		
16	\$ 1,238	\$ 908	\$ 688	\$ 530	\$ 413	\$ 321	\$ 248	\$ 188	\$ 138	\$ 95	\$ 59	\$ 28		
15.5	\$ 1,224	\$ 894	\$ 674	\$ 517	\$ 399	\$ 308	\$ 234	\$ 174	\$ 124	\$ 82	\$ 46	\$ 14		
15	\$ 1,210	\$ 880	\$ 660	\$ 503	\$ 385	\$ 293	\$ 220	\$ 160	\$ 110	\$ 68	\$ 31	\$ -		
14.5	\$ 1,195	\$ 865	\$ 645	\$ 488	\$ 370	\$ 278	\$ 205	\$ 145	\$ 95	\$ 53	\$ 16	\$ -		
14	\$ 1,179	\$ 849	\$ 629	\$ 471	\$ 354	\$ 262	\$ 189	\$ 129	\$ 79	\$ 36	\$ -	\$ -		
13.5	\$ 1,161	\$ 831	\$ 611	\$ 454	\$ 336	\$ 244	\$ 171	\$ 111	\$ 61	\$ 19	\$ -	\$ -		
13	\$ 1,142	\$ 812	\$ 592	\$ 435	\$ 317	\$ 226	\$ 152	\$ 92	\$ 42	\$ -	\$ -	\$ -		
12.5	\$ 1,122	\$ 792	\$ 572	\$ 415	\$ 297	\$ 205	\$ 132	\$ 72	\$ 22	\$ -	\$ -	\$ -		
12	\$ 1,100	\$ 770	\$ 550	\$ 393	\$ 275	\$ 183	\$ 110	\$ 50	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,076	\$ 746	\$ 526	\$ 369	\$ 251	\$ 159	\$ 86	\$ 26	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,050	\$ 720	\$ 500	\$ 343	\$ 225	\$ 133	\$ 60	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,021	\$ 691	\$ 471	\$ 314	\$ 196	\$ 105	\$ 31	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 990	\$ 660	\$ 440	\$ 283	\$ 165	\$ 73	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

5 Ton Cooling Unit - Average Monthly Savings

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 107	\$ 79	\$ 61	\$ 48	\$ 38	\$ 31	\$ 24	\$ 19	\$ 15	\$ 12	\$ 9	\$ 6		
17.5	\$ 106	\$ 79	\$ 60	\$ 47	\$ 37	\$ 30	\$ 24	\$ 19	\$ 14	\$ 11	\$ 8	\$ 5		
17	\$ 105	\$ 78	\$ 59	\$ 46	\$ 36	\$ 29	\$ 23	\$ 18	\$ 13	\$ 10	\$ 7	\$ 4		
16.5	\$ 104	\$ 77	\$ 58	\$ 45	\$ 35	\$ 28	\$ 22	\$ 17	\$ 13	\$ 9	\$ 6	\$ 3		
16	\$ 103	\$ 76	\$ 57	\$ 44	\$ 34	\$ 27	\$ 21	\$ 16	\$ 11	\$ 8	\$ 5	\$ 2		
15.5	\$ 102	\$ 75	\$ 56	\$ 43	\$ 33	\$ 26	\$ 20	\$ 15	\$ 10	\$ 7	\$ 4	\$ 1		
15	\$ 101	\$ 73	\$ 55	\$ 42	\$ 32	\$ 24	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ -		
14.5	\$ 100	\$ 72	\$ 54	\$ 41	\$ 31	\$ 23	\$ 17	\$ 12	\$ 8	\$ 4	\$ 1	\$ -		
14	\$ 98	\$ 71	\$ 52	\$ 39	\$ 29	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3	\$ -	\$ -		
13.5	\$ 97	\$ 69	\$ 51	\$ 38	\$ 28	\$ 20	\$ 14	\$ 9	\$ 5	\$ 2	\$ -	\$ -		
13	\$ 95	\$ 68	\$ 49	\$ 36	\$ 26	\$ 19	\$ 13	\$ 8	\$ 4	\$ -	\$ -	\$ -		
12.5	\$ 94	\$ 66	\$ 48	\$ 35	\$ 25	\$ 17	\$ 11	\$ 6	\$ 2	\$ -	\$ -	\$ -		
12	\$ 92	\$ 64	\$ 46	\$ 33	\$ 23	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 90	\$ 62	\$ 44	\$ 31	\$ 21	\$ 13	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -		
11	\$ 88	\$ 60	\$ 42	\$ 29	\$ 19	\$ 11	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 85	\$ 58	\$ 39	\$ 26	\$ 16	\$ 9	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 83	\$ 55	\$ 37	\$ 24	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

60,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Operating Hours

Estimated Energy Savings

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

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	\$ 445	\$ 353	\$ 276	\$ 211	\$ 156	\$ 108	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 417	\$ 324	\$ 247	\$ 182	\$ 127	\$ 89	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 398	\$ 306	\$ 229	\$ 164	\$ 109	\$ 71	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 381	\$ 288	\$ 211	\$ 146	\$ 90	\$ 52	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 363	\$ 270	\$ 193	\$ 126	\$ 70	\$ 22	
15	\$ 1,857	\$ 1,351	\$ 1,013	\$ 772	\$ 591	\$ 450	\$ 338	\$ 246	\$ 169	\$ 104	\$ 48	\$ -	
14.5	\$ 1,834	\$ 1,327	\$ 990	\$ 749	\$ 568	\$ 427	\$ 314	\$ 222	\$ 146	\$ 81	\$ 25	\$ -	
14	\$ 1,809	\$ 1,302	\$ 965	\$ 724	\$ 543	\$ 402	\$ 289	\$ 197	\$ 121	\$ 56	\$ -	\$ -	
13.5	\$ 1,782	\$ 1,276	\$ 938	\$ 697	\$ 516	\$ 375	\$ 263	\$ 171	\$ 94	\$ 29	\$ -	\$ -	
13	\$ 1,753	\$ 1,247	\$ 909	\$ 668	\$ 487	\$ 346	\$ 234	\$ 142	\$ 65	\$ -	\$ -	\$ -	
12.5	\$ 1,722	\$ 1,216	\$ 878	\$ 637	\$ 456	\$ 315	\$ 203	\$ 111	\$ 34	\$ -	\$ -	\$ -	
12	\$ 1,688	\$ 1,182	\$ 844	\$ 603	\$ 422	\$ 281	\$ 169	\$ 77	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 1,652	\$ 1,145	\$ 808	\$ 566	\$ 385	\$ 245	\$ 132	\$ 40	\$ -	\$ -	\$ -	\$ -	
11	\$ 1,612	\$ 1,105	\$ 767	\$ 526	\$ 345	\$ 205	\$ 92	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 1,568	\$ 1,061	\$ 724	\$ 482	\$ 302	\$ 161	\$ 48	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 1,520	\$ 1,013	\$ 675	\$ 434	\$ 253	\$ 113	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

12,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 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	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 29	\$ 22	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 28	\$ 21	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 27	\$ 20	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 32	\$ 25	\$ 19	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

12,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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	\$ 445	\$ 353	\$ 276	\$ 211	\$ 156	\$ 108	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 417	\$ 324	\$ 247	\$ 182	\$ 127	\$ 89	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 399	\$ 306	\$ 229	\$ 164	\$ 109	\$ 71	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 386	\$ 293	\$ 216	\$ 158	\$ 100	\$ 62	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 367	\$ 274	\$ 197	\$ 141	\$ 83	\$ 44	
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

18,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 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	\$ 30	\$ 23	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 37	\$ 29	\$ 22	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 36	\$ 28	\$ 21	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 35	\$ 27	\$ 20	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 32	\$ 25	\$ 19	\$ 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
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 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
1100 Annual Cooling Operating Hours
2250 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	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

24,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96	
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79	
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61	
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42	
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 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	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8	
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7	
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5	
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4	
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

30,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 1,970	\$ 1,463	\$ 1,126	\$ 884	\$ 704	\$ 563	\$ 450	\$ 358	\$ 281	\$ 216	\$ 161	\$ 113		
17.5	\$ 1,965	\$ 1,447	\$ 1,120	\$ 879	\$ 698	\$ 558	\$ 811	\$ 908	\$ 833	\$ 200	\$ 145	\$ 96		
17	\$ 1,937	\$ 1,430	\$ 1,093	\$ 851	\$ 670	\$ 530	\$ 805	\$ 908	\$ 833	\$ 183	\$ 128	\$ 79		
16.5	\$ 1,919	\$ 1,412	\$ 1,074	\$ 833	\$ 652	\$ 512	\$ 798	\$ 908	\$ 833	\$ 165	\$ 110	\$ 61		
16	\$ 1,899	\$ 1,393	\$ 1,055	\$ 814	\$ 633	\$ 492	\$ 791	\$ 908	\$ 833	\$ 146	\$ 90	\$ 42		
15.5	\$ 1,879	\$ 1,373	\$ 1,035	\$ 794	\$ 613	\$ 472	\$ 784	\$ 908	\$ 833	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 164	\$ 122	\$ 94	\$ 74	\$ 59	\$ 47	\$ 38	\$ 30	\$ 23	\$ 18	\$ 13	\$ 9		
17.5	\$ 164	\$ 121	\$ 93	\$ 73	\$ 58	\$ 46	\$ 68	\$ 76	\$ 69	\$ 17	\$ 12	\$ 8		
17	\$ 161	\$ 119	\$ 91	\$ 71	\$ 56	\$ 44	\$ 67	\$ 76	\$ 69	\$ 15	\$ 11	\$ 7		
16.5	\$ 160	\$ 118	\$ 90	\$ 69	\$ 54	\$ 43	\$ 67	\$ 76	\$ 69	\$ 14	\$ 9	\$ 5		
16	\$ 158	\$ 116	\$ 88	\$ 68	\$ 53	\$ 41	\$ 66	\$ 76	\$ 69	\$ 12	\$ 8	\$ 4		
15.5	\$ 157	\$ 114	\$ 86	\$ 66	\$ 51	\$ 39	\$ 65	\$ 76	\$ 69	\$ 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

36,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 2,298	\$ 1,707	\$ 1,313	\$ 1,032	\$ 821	\$ 657	\$ 525	\$ 418	\$ 328	\$ 253	\$ 188	\$ 131		
17.5	\$ 2,292	\$ 1,688	\$ 1,307	\$ 1,026	\$ 815	\$ 650	\$ 948	\$ 1,062	\$ 974	\$ 234	\$ 169	\$ 113		
17	\$ 2,259	\$ 1,669	\$ 1,275	\$ 993	\$ 782	\$ 618	\$ 941	\$ 1,062	\$ 974	\$ 214	\$ 149	\$ 93		
16.5	\$ 2,238	\$ 1,647	\$ 1,254	\$ 972	\$ 761	\$ 597	\$ 933	\$ 1,062	\$ 974	\$ 193	\$ 128	\$ 72		
16	\$ 2,216	\$ 1,625	\$ 1,231	\$ 950	\$ 739	\$ 575	\$ 926	\$ 1,062	\$ 974	\$ 170	\$ 106	\$ 49		
15.5	\$ 2,192	\$ 1,601	\$ 1,207	\$ 926	\$ 715	\$ 551	\$ 917	\$ 1,062	\$ 974	\$ 147	\$ 82	\$ 25		
15	\$ 2,167	\$ 1,576	\$ 1,182	\$ 900	\$ 689	\$ 525	\$ 394	\$ 287	\$ 197	\$ 121	\$ 56	\$ -		
14.5	\$ 2,140	\$ 1,549	\$ 1,155	\$ 873	\$ 662	\$ 498	\$ 367	\$ 259	\$ 170	\$ 94	\$ 29	\$ -		
14	\$ 2,111	\$ 1,520	\$ 1,126	\$ 844	\$ 633	\$ 469	\$ 338	\$ 230	\$ 141	\$ 60	\$ -	\$ -		
13.5	\$ 2,079	\$ 1,488	\$ 1,094	\$ 813	\$ 602	\$ 438	\$ 306	\$ 199	\$ 109	\$ 34	\$ -	\$ -		
13	\$ 2,046	\$ 1,455	\$ 1,061	\$ 779	\$ 568	\$ 404	\$ 273	\$ 165	\$ 76	\$ -	\$ -	\$ -		
12.5	\$ 2,009	\$ 1,418	\$ 1,024	\$ 743	\$ 532	\$ 368	\$ 236	\$ 129	\$ 39	\$ -	\$ -	\$ -		
12	\$ 1,970	\$ 1,379	\$ 985	\$ 704	\$ 492	\$ 328	\$ 197	\$ 90	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,927	\$ 1,336	\$ 942	\$ 661	\$ 450	\$ 285	\$ 154	\$ 47	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,880	\$ 1,289	\$ 895	\$ 614	\$ 403	\$ 239	\$ 107	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,829	\$ 1,238	\$ 844	\$ 563	\$ 352	\$ 188	\$ 56	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,773	\$ 1,182	\$ 788	\$ 507	\$ 295	\$ 131	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

42,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

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

42,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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

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

48,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER													
	4	5	6	7	8	9	10	11	12	13	14	15		
18	\$ 219	\$ 163	\$ 125	\$ 98	\$ 78	\$ 63	\$ 50	\$ 40	\$ 31	\$ 24	\$ 18	\$ 13		
17.5	\$ 218	\$ 161	\$ 124	\$ 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
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

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

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

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

60,000 BTUH Cooling Unit
tranebo Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

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

60,000 BTUH Cooling Unit
tranebo Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

Estimated Energy Savings

6/23/2011

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%	\$ 6,029	\$ 4,836	\$ 3,826	\$ 2,961	\$ 2,211	\$ 1,554	\$ 975	
90%	\$ 5,568	\$ 4,375	\$ 3,365	\$ 2,500	\$ 1,750	\$ 1,094		
85%	\$ 5,053	\$ 3,860	\$ 2,851	\$ 1,985	\$ 1,235	\$ 579		
80%	\$ 4,474	\$ 3,281	\$ 2,272	\$ 1,406	\$ 656	\$ -		

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 502	\$ 403	\$ 319	\$ 247	\$ 184	\$ 130	\$ 81	
90%	\$ 464	\$ 365	\$ 280	\$ 208	\$ 146	\$ 91	\$ -	
85%	\$ 421	\$ 322	\$ 238	\$ 165	\$ 103	\$ 48	\$ -	
80%	\$ 373	\$ 273	\$ 189	\$ 117	\$ 55	\$ -	\$ -	

50,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

75,000 BTU Furnace Unit

Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 9,043	\$ 7,253	\$ 5,739	\$ 4,441	\$ 3,316	\$ 2,331	\$ 1,463	
90%	\$ 8,352	\$ 6,563	\$ 5,048	\$ 3,750	\$ 2,625	\$ 1,641	\$ -	
85%	\$ 7,580	\$ 5,790	\$ 4,276	\$ 2,978	\$ 1,853	\$ 869	\$ -	
80%	\$ 6,712	\$ 4,922	\$ 3,407	\$ 2,109	\$ 984	\$ -	\$ -	

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 754	\$ 604	\$ 478	\$ 370	\$ 276	\$ 194	\$ 122	
90%	\$ 696	\$ 547	\$ 421	\$ 313	\$ 219	\$ 137	\$ -	
85%	\$ 632	\$ 483	\$ 356	\$ 248	\$ 154	\$ 72	\$ -	
80%	\$ 559	\$ 410	\$ 284	\$ 176	\$ 82	\$ -	\$ -	

75,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

Estimated Energy Savings

6/23/2011

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%	\$	12,057	\$ 9,671	\$ 7,652	\$ 5,921	\$ 4,421	\$ 3,109	\$ 1,950
90%	\$	11,136	\$ 8,750	\$ 6,731	\$ 5,000	\$ 3,500	\$ 2,188	
85%	\$	10,107	\$ 7,721	\$ 5,701	\$ 3,971	\$ 2,471	\$ 1,158	
80%	\$	8,949	\$ 6,563	\$ 4,543	\$ 2,813	\$ 1,313	\$ -	

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	1,005	\$ 806	\$ 638	\$ 493	\$ 368	\$ 259	\$ 163
90%	\$	928	\$ 729	\$ 561	\$ 417	\$ 292	\$ 182	\$ -
85%	\$	842	\$ 643	\$ 475	\$ 331	\$ 206	\$ 97	\$ -
80%	\$	746	\$ 547	\$ 379	\$ 234	\$ 109	\$ -	\$ -

100,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

120,000 BTU Furnace Unit

Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	14,469	\$ 11,605	\$ 9,182	\$ 7,105	\$ 5,305	\$ 3,730	\$ 2,341
90%	\$	13,364	\$ 10,500	\$ 8,077	\$ 6,000	\$ 4,200	\$ 2,625	\$ -
85%	\$	12,128	\$ 9,265	\$ 6,842	\$ 4,765	\$ 2,965	\$ 1,390	\$ -
80%	\$	10,739	\$ 7,875	\$ 5,452	\$ 3,375	\$ 1,575	\$ -	\$ -

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	1,206	\$ 967	\$ 765	\$ 592	\$ 442	\$ 311	\$ 195
90%	\$	1,114	\$ 875	\$ 673	\$ 500	\$ 350	\$ 219	\$ -
85%	\$	1,011	\$ 772	\$ 570	\$ 397	\$ 247	\$ 116	\$ -
80%	\$	895	\$ 656	\$ 454	\$ 281	\$ 131	\$ -	\$ -

120,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

\$50.00 Mo.
Subscription

Contractor Benefits

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

Selling Benefits

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

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

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

Best practice consumer presentation to help you close more by explaining

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

Pricing, Payment, & Energy Savings Tables

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

Home Comfort Set-Up and Order Entry Form

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

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

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

Your Name: (as it appears on Credit Card)

Company:

Phone:

Address:

Email:

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

City:

State:

Postal/Zip:

Credit Card # MC VISA AMEX

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

Signature:

ENTER EQUIPMENT BRAND HERE: