

# *Home Comfort Certification System®*



## **Climate Air Masters, Inc.**

1139 N. Anaheim Blvd.  
Anaheim, CA 92801  
714-533-0402



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

# Price Book Set Up Instructions

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

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

## **Formatted for Easy Upselling:**

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

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

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

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

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

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

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

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

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

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

## **Customizing Configurations:**

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

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

### Configuration Options:

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

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

## Prices Shown are Illustrative Only

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

## Questions?

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

**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.

**Article 1: License Grant**

- 1) The Fix-Right Flat Rate Price Book and or the Home Comfort Flat Rate Price Book ("Price Book") and the pricing process which it contains is the intellectual property of Building Services Institute, Inc. ("BSI") and its licensors, and is protected by law, including United States copyright laws and international treaties. BSI grants you a license:
  - 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.
 

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

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

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

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

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

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

## Why we set the Standards of Performance

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

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

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



# Quality Installations by Design

## Pre-installation:

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

## Post Installation:

## Installation:

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

# PRICE BOOK



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

1.5 TON

### System Benefits

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

\$7,656

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$10,198

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T1800 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

\$10,798

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 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

\$15,426

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 60K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

### System Benefits

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

\$7,801

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$10,198

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T1800 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

\$10,798

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 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

\$15,426

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 60K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

### System Benefits

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

\$8,162

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$10,514

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$11,279

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 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

\$15,960

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 60K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

### System Benefits

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

**\$8,552**

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

**\$10,954**

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T1800 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

**\$11,640**

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 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

**\$16,120**

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 60K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

3.5 TON

### System Benefits

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

\$9,413

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$11,979

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T1800 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

\$12,999

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T5800 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

\$15,426

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT AIR CONDITIONING WITH GAS HEAT

4 TON

### System Benefits

- Helps save you up to 36% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$10,045**

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

**\$12,663**

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T1800 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

**\$13,837**

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T5800 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

**\$17,524**

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.



## SPLIT AIR CONDITIONING WITH GAS HEAT

5 TON

### System Benefits

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

**\$10,835**

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT  
YORK 80% TGL5 1-STAGE FURNACE 100K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

**\$13,829**

YORK LX SERIES YCJF 14.5 SEER CONDENSING UNIT  
YORK 80% TML2 2-STAGE FURNACE 100K BTU /CH - MULTI-POSITION COIL  
T1800 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

**\$15,120**

YORK AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT  
YORK 95.5% T1M9X 1-STAGE FURNACE 100K BTU /CH - MULTI-POSITION COIL  
T5800 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

**\$18,767**

YORK AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 100K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## SPLIT COOL ONLY

1.5 TON

### System Benefits

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

\$ 5,540

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 6,140

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 7,634

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,969

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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 COOL ONLY

2 TON

### System Benefits

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

\$ 5,685

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 6,140

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 7,634

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 9,969

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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 COOL ONLY

### 2.5 TON

#### System Benefits

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

\$ 5,913

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



#### System Benefits

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

\$ 6,456

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 8,114

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- 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

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



#### 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 COOL ONLY

3 TON

### System Benefits

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

\$ 6,303

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 6,896

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 8,475

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 10,664

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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 COOL ONLY

3.5 TON

### System Benefits

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

\$ 6,975

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 7,588

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 9,461

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- 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

\$ 11,604

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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 COOL ONLY

4 TON

### System Benefits

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

\$ 7,606

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 8,272

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 10,299

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 11,827

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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 COOL ONLY

5 TON

### System Benefits

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

\$ 8,265

YORK LX SERIES YCJD 13 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 9,255

YORK LX SERIES YCJF-4 14.5 SEER CONDENSING UNIT/CH - MULTI-POSITION COIL  
T1800 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

\$ 11,328

AFFINITY CZF UP TO 16 SEER 1-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
T5800 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
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,825

AFFINITY CZH UP TO 18 SEER 2-STAGE CONDENSING UNIT/CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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

1.5 TON

### System Benefits

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

\$ 7,118

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 7,793

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 9,838

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 9,851

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 7,385

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 8,080

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 9,838

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 9,851

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 7,599

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 8,506

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 10,779

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 10,341

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 8,232

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 9,032

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 11,545

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 10,501

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 8,911

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 9,532

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 12,665

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 11,263

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 9,866

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 10,542

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 13,423

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 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

\$ 11,486

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

\$ 11,057

YORK LATITUDE YHJD SERIES 13 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 11,788

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
ADPF AHU/T1800 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

\$ 14,677

YORK AFFINITY YZF UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/T5800 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
- 2-stage cooling/heating runs at an energy-saving 70% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

\$ 12,128

YORK AFFINITY YZH UP TO UP TO 16 SEER 2-STAGE HEAT PUMP  
ADPF AHU/SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### Base Installation Price Includes

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

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



## 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

**\$10,311**

**YORK LX SERIES YHJF 14.5 SEER HEAT PUMP**  
**YORK 95.5% TM9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL**  
**T5800 7-DAY TOUCH SCREEN COMFORT CONTROL**



#### System Benefits

- Helps save you up to 80% 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

**\$15,822**

**YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT**  
**AFFINITY 98% YP9C MODULATING FURNACE 40K BTU /CH - MULTI-POSITION COIL**  
**SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL**



Sample

#### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.



## 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

**\$10,598**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 80% 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

**\$15,822**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## 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

**\$10,749**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$16,312**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## 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

**\$11,275**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 60K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$16,472**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 40K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## 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

**\$12,046**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 80% 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

**\$17,627**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## 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

**\$13,057**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 80K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- ☑ Helps save you up to 80% 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

**\$17,849**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 80K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## 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

**\$14,439**

YORK LX SERIES YHJF 14.5 SEER HEAT PUMP  
YORK 95.5% TM9X 1-STAGE FURNACE 100K BTU /CH - MULTI-POSITION COIL  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

- Helps save you up to 80% on your energy bills\*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Modulating heating runs at an energy-saving 50% capacity\*
- Reduces greenhouse gas emissions\*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts 1 year labor

**\$18,948**

YORK LX SERIES YCJF-1 14.5 SEER CONDENSING UNIT  
AFFINITY 98% YP9C MODULATING FURNACE 100K BTU /CH - MULTI-POSITION COIL  
SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL



### 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.



Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

## PACKAGED GAS ELECTRIC

2 TON

### System Benefits

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

\$ 7,155

**YORK DNZ 13 SEER GAS ELECTRIC**  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 8,636

**YORK DNQ 14 SEER GAS ELECTRIC**  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

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

\$ 8,891

**YORK DNX 15 SEER GAS ELECTRIC**  
T5800 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

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

\$ 7,584

**YORK DNZ 13 SEER GAS ELECTRIC**  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 9,083

**YORK DMQ 14 SEER GAS ELECTRIC**  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

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

\$ 2,535

**YORK DNX 15 SEER GAS ELECTRIC**  
T5800 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

\$ 8,409

YORK DNZ 13 SEER GAS ELECTRIC  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 9,482

YORK DMQ 14 SEER GAS ELECTRIC  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

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

\$ 11,153

YORK DNX 15 SEER GAS ELECTRIC  
T5800 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

\$ 9,006

YORK DNZ 13 SEER GAS ELECTRIC  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 10,658

YORK DMQ 14 SEER GAS ELECTRIC  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

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

\$ 2,856

YORK DNX 15 SEER GAS ELECTRIC  
T5800 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

\$ 9,467

YORK DNZ 13 SEER GAS ELECTRIC  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 10,946

YORK DMQ 14 SEER GAS ELECTRIC  
T5800 7-DAY TOUCH SCREEN COMFORT CONTROL



### System Benefits

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

\$ 11,514

YORK DNX 15 SEER GAS ELECTRIC  
T5800 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

\$ 10,123

YORK DNZ 13 SEER GAS ELECTRIC  
T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL



### System Benefits

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

\$ 11,934

YORK DMQ 14 SEER GAS ELECTRIC  
T5800 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

2 TON

### System Benefits

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

\$ 7,768

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 8,459

YORK AFFINITY™ DHO 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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.



Sample

## 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

\$ 7,896

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 8,940

YORK AFFINITY™ DHQ 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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

\$ 8,699

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 10,031

YORK AFFINITY™ DHQ 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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.



Sample

## 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

\$ 9,410

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 10,915

YORK AFFINITY™ DHQ 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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.



Sample



## 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

\$ 9,769

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 11,621

YORK AFFINITY™ DHQ 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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.



Sample

## 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

\$ 10,257

YORK AFFINITY™ BHZ 13 SEER HEAT PUMP  
T5800 7-DAY TOUCH SCREEN 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

\$ 12,263

YORK AFFINITY™ DHQ 14 SEER HEAT PUMP/ELECTRIC HEAT  
T5800 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.



Sample

## FURNACE ONLY UPFLOW/HORIZONTAL

| SIZE<br>MBTU | INVESTMENT |
|--------------|------------|
|--------------|------------|

### 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

#### YORK 80% TGLS 1-STAGE FURNACE SOURCE 1 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

|         |    |       |
|---------|----|-------|
| 40,000  | \$ | 3,302 |
| 60,000  | \$ | 3,435 |
| 80,000  | \$ | 3,625 |
| 100,000 | \$ | 3,753 |
| 120,000 | \$ | 3,966 |



### System Benefits

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

#### YORK 80% TMLT 2-STAGE FURNACE T1800 5/2 DIGITAL PROGRAMMABLE COMFORT CONTROL

|         |    |       |
|---------|----|-------|
| 60,000  | \$ | 3,974 |
| 80,000  | \$ | 3,974 |
| 100,000 | \$ | 4,131 |
| 120,000 | \$ | 4,282 |



### 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

#### YORK 95.5% TM9X 1-STAGE FURNACE T5800 7-DAY TOUCH SCREEN COMFORT CONTROL

|         |    |       |
|---------|----|-------|
| 60,000  | \$ | 4,637 |
| 80,000  | \$ | 4,637 |
| 100,000 | \$ | 5,011 |
| 120,000 | \$ | 5,261 |



### 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

#### AFFINITY 98% YP9C MODULATING FURNACE SOURCE 1 7-DAY TOUCH SCREEN COMFORT CONTROL

|         |    |       |
|---------|----|-------|
| 60,000  | \$ | 2,453 |
| 80,000  | \$ | 2,453 |
| 100,000 | \$ | 2,453 |
| 120,000 | \$ | 2,453 |





### Base Installation Price Includes

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



## IAQ ACCESSORIES PRICE SHEET

| ACCESSORY   | PURPOSE/NEED  | WITH NEW SYSTEM | NEW INSTALL |
|---|---|-----------------|-------------|
|  <p><b>Touchscreen Digital Programmable</b></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.   | \$552           | \$552       |
|  <p><b>Whole Home Air Filtration System</b></p>          | Improving the air in your home is easy with the Whole-Home Air Filtration System. Removes up to 99.98% of allergens from filtered air and catches particles even smaller than .1 micron in size 100 times more effective than a standard 1" throwaway filter. Includes a reusable filter is easy to vacuum or wash.                           | \$1,559         | \$1,621     |
|  <p><b>Energy Recovery Ventilator (ERV)</b></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. | \$3,302         | \$3,358     |
|  <p><b>Bypass Humidifier</b></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.  | \$1,091         | \$1,215     |
|  <p><b>Ultraviolet Dual Lamp Treatment Systems</b></p> | The UV 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 UV light system.  | \$1,768         | \$1,827     |
|  <p><b>Whole-House Media Air Cleaner</b></p>           | The Media Air Cleaner captures a significant amount of the airborne particles from the air circulated through the unit. Recommended as the basic minimum air quality product.   | \$1,220         | \$1,282     |
|   |   |                 |             |

Licensed to Climate Air Masters, Inc. under the Grant of License terms of Home Comfort Users Agreement.

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

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

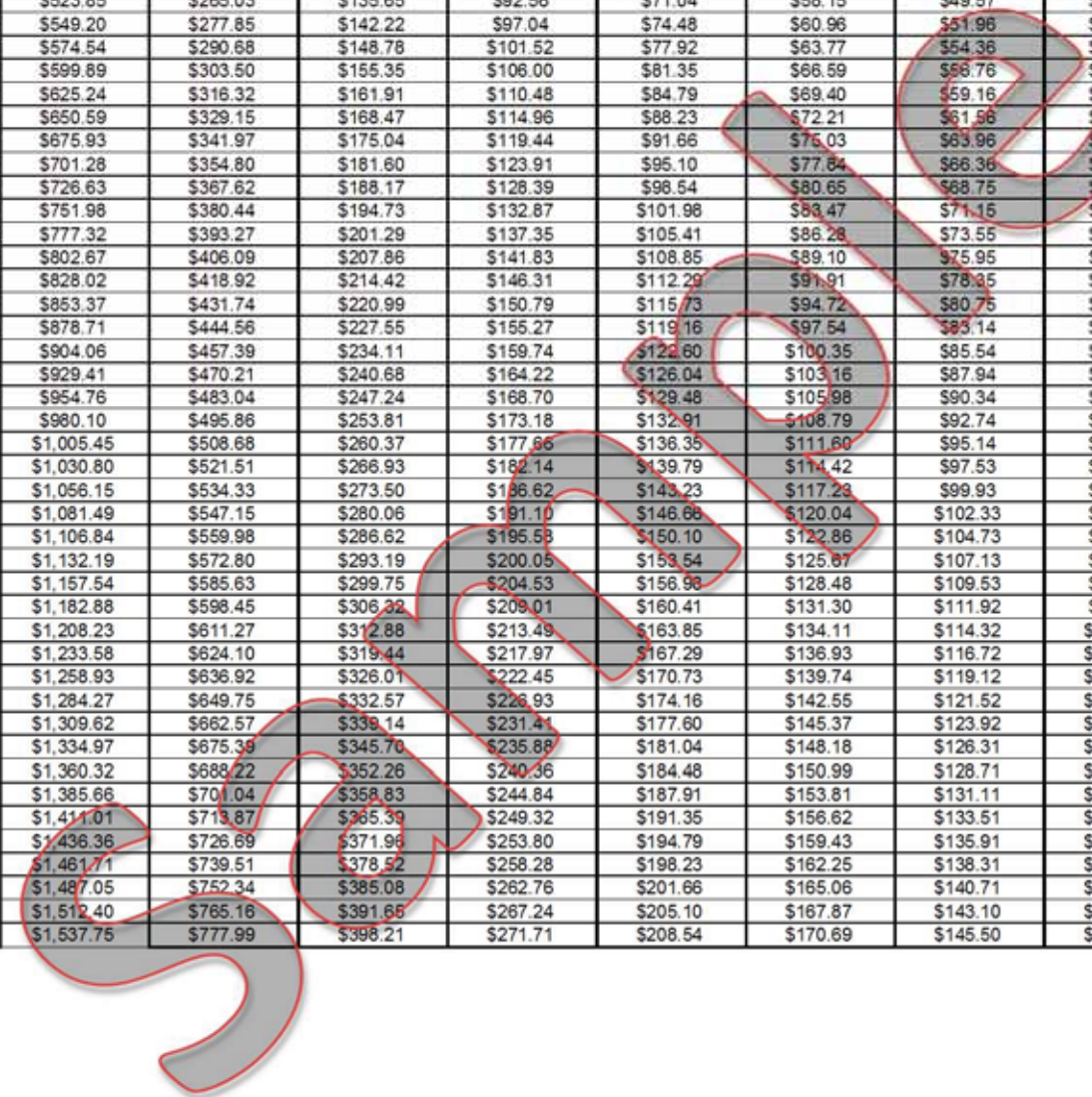
# FINANCE TABLES



# Monthly Rate Calculator - Home Equity

Rate: 4.75%

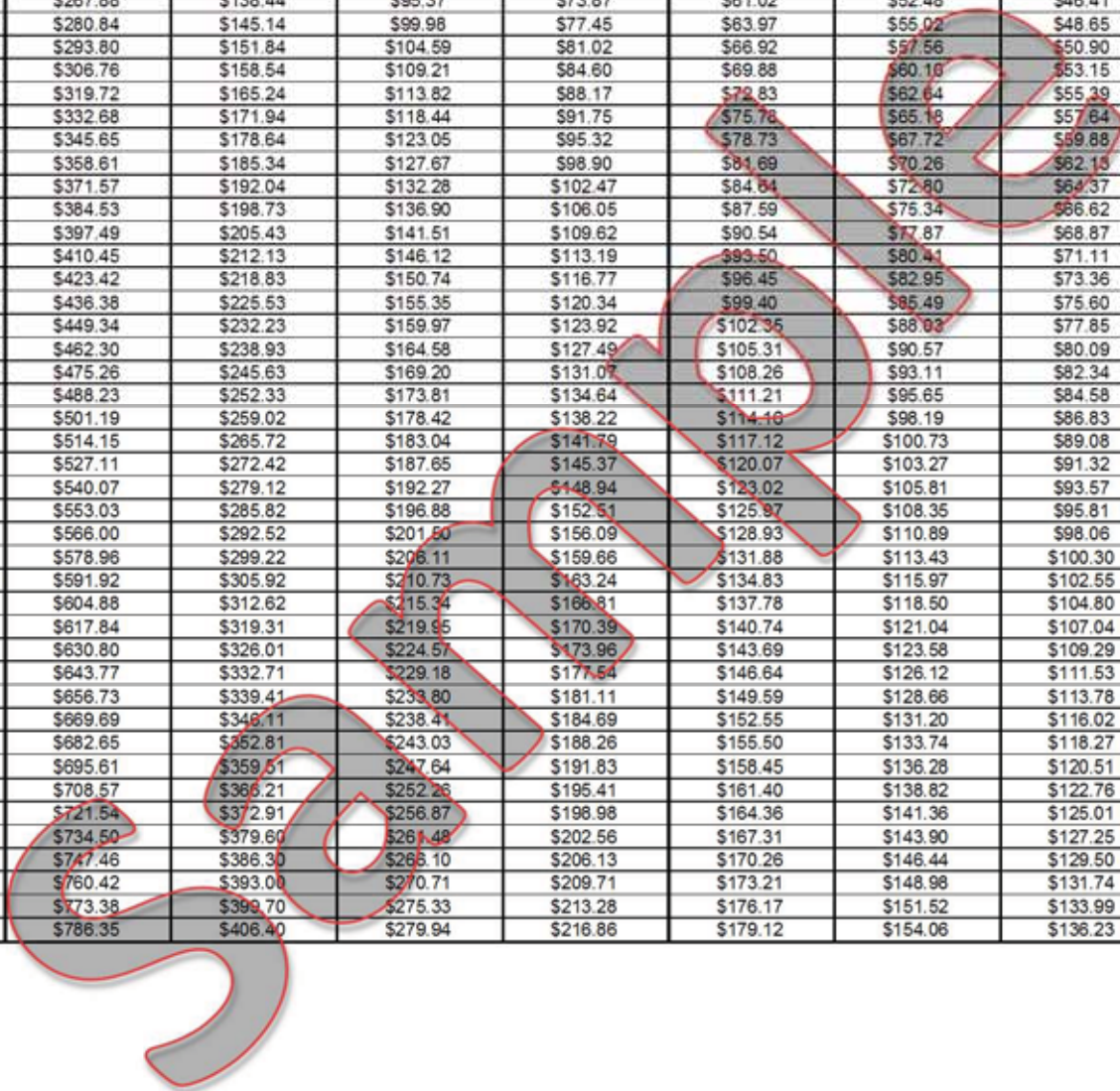
| Amount to Finance | 6 months   | 12 months | 24 months | 36 months | 48 months | 60 months | 72 months | 84 months |
|-------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$ 2,500          | \$422.46   | \$213.73  | \$109.40  | \$74.65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



# Monthly Rate Calculator

Rate: 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<br>6 Months Repay | 6 Mos Same as Cash<br>12 Months Repay | 6 Mos Same as Cash<br>24 Months Repay | 6 Mos Same as Cash<br>36 Months Repay | 6 Mos Same as Cash<br>48 Months Repay | 6 Mos Same as Cash<br>60 Months Repay | 6 Mos Same as Cash<br>72 Months Repay | 6 Mos Same as Cash<br>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                              | \$86.65                               | \$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          | \$915.41                             | \$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

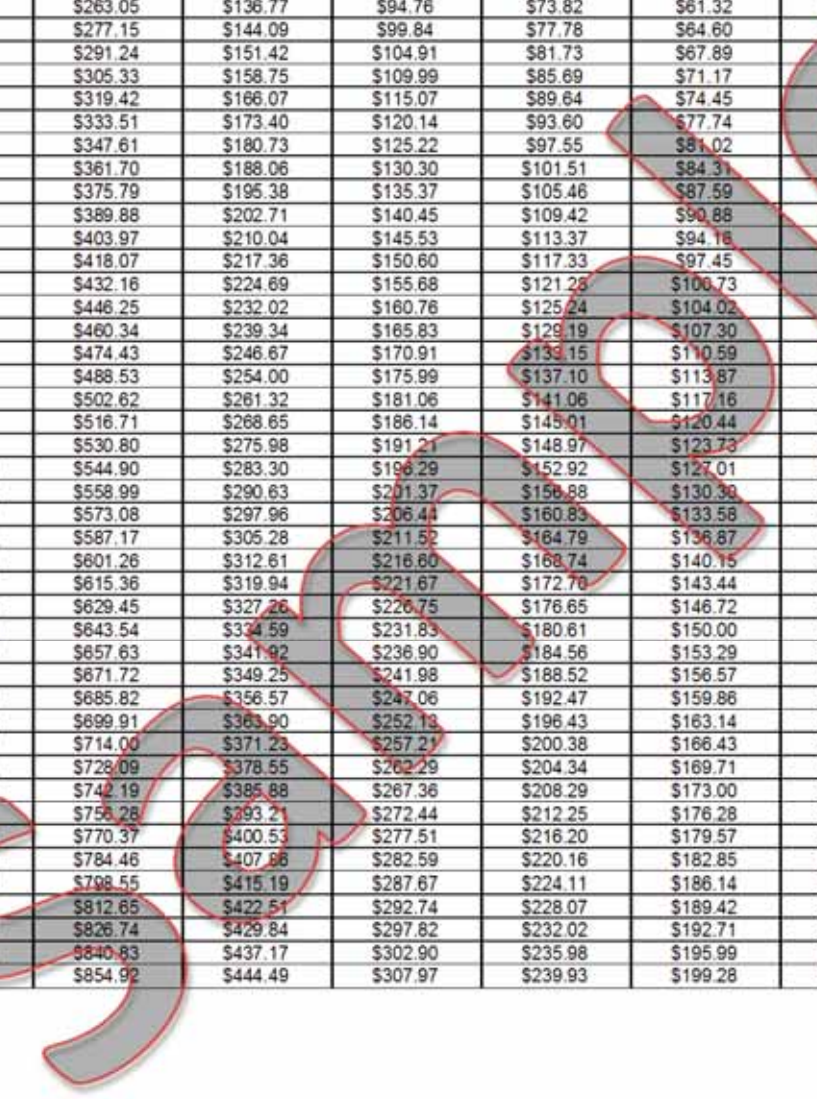
Rate: 7.00%

| 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                            | \$378.48                            | \$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



# Estimated Energy Savings

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

## 1.5 Ton Cooling Unit - Annual Energy Savings

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

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

## 1.5 Ton Cooling Unit - Average Monthly Savings

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

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

# Estimated Energy Savings

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

## 2 Ton Cooling Unit - Annual Energy Savings

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

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

## 2 Ton Cooling Unit - Average Monthly Savings

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

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

# Estimated Energy Savings

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

## 2.5 Ton Cooling Unit - Annual Energy Savings

| New SEER | Existing SEER |        |        |        |        |        |        |        |        |       |       |       |  |  |
|----------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|--|--|
|          | 4             | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13    | 14    | 15    |  |  |
| 18       | \$ 758        | \$ 563 | \$ 433 | \$ 340 | \$ 271 | \$ 217 | \$ 173 | \$ 138 | \$ 108 | \$ 83 | \$ 62 | \$ 43 |  |  |
| 17.5     | \$ 752        | \$ 557 | \$ 427 | \$ 334 | \$ 265 | \$ 210 | \$ 167 | \$ 132 | \$ 102 | \$ 77 | \$ 56 | \$ 37 |  |  |
| 17       | \$ 746        | \$ 551 | \$ 421 | \$ 328 | \$ 258 | \$ 204 | \$ 161 | \$ 125 | \$ 96  | \$ 71 | \$ 49 | \$ 31 |  |  |
| 16.5     | \$ 739        | \$ 544 | \$ 414 | \$ 321 | \$ 251 | \$ 197 | \$ 154 | \$ 118 | \$ 89  | \$ 64 | \$ 42 | \$ 24 |  |  |
| 16       | \$ 731        | \$ 536 | \$ 406 | \$ 313 | \$ 244 | \$ 190 | \$ 146 | \$ 111 | \$ 81  | \$ 56 | \$ 35 | \$ 16 |  |  |
| 15.5     | \$ 723        | \$ 528 | \$ 398 | \$ 306 | \$ 236 | \$ 182 | \$ 138 | \$ 103 | \$ 73  | \$ 48 | \$ 27 | \$ 8  |  |  |
| 15       | \$ 715        | \$ 520 | \$ 390 | \$ 297 | \$ 228 | \$ 173 | \$ 130 | \$ 95  | \$ 65  | \$ 40 | \$ 19 | \$ -  |  |  |
| 14.5     | \$ 706        | \$ 511 | \$ 381 | \$ 288 | \$ 219 | \$ 164 | \$ 121 | \$ 86  | \$ 56  | \$ 31 | \$ 10 | \$ -  |  |  |
| 14       | \$ 696        | \$ 501 | \$ 371 | \$ 279 | \$ 209 | \$ 155 | \$ 111 | \$ 76  | \$ 46  | \$ 21 | \$ -  | \$ -  |  |  |
| 13.5     | \$ 686        | \$ 491 | \$ 361 | \$ 268 | \$ 199 | \$ 144 | \$ 101 | \$ 66  | \$ 36  | \$ 11 | \$ -  | \$ -  |  |  |
| 13       | \$ 675        | \$ 480 | \$ 350 | \$ 257 | \$ 188 | \$ 133 | \$ 90  | \$ 55  | \$ 25  | \$ -  | \$ -  | \$ -  |  |  |
| 12.5     | \$ 663        | \$ 468 | \$ 338 | \$ 245 | \$ 176 | \$ 121 | \$ 78  | \$ 43  | \$ 13  | \$ -  | \$ -  | \$ -  |  |  |
| 12       | \$ 650        | \$ 455 | \$ 325 | \$ 232 | \$ 163 | \$ 108 | \$ 65  | \$ 30  | \$ -   | \$ -  | \$ -  | \$ -  |  |  |
| 11.5     | \$ 636        | \$ 441 | \$ 311 | \$ 218 | \$ 148 | \$ 94  | \$ 51  | \$ 15  | \$ -   | \$ -  | \$ -  | \$ -  |  |  |
| 11       | \$ 620        | \$ 425 | \$ 295 | \$ 203 | \$ 133 | \$ 79  | \$ 35  | \$ -   | \$ -   | \$ -  | \$ -  | \$ -  |  |  |
| 10.5     | \$ 604        | \$ 409 | \$ 279 | \$ 186 | \$ 116 | \$ 62  | \$ 19  | \$ -   | \$ -   | \$ -  | \$ -  | \$ -  |  |  |
| 10       | \$ 585        | \$ 390 | \$ 260 | \$ 167 | \$ 97  | \$ 43  | \$ -   | \$ -   | \$ -   | \$ -  | \$ -  | \$ -  |  |  |

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

## 2.5 Ton Cooling Unit - Average Monthly Savings

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

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

# Estimated Energy Savings

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

## 3 Ton Cooling Unit - Annual Energy Savings

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

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

## 3 Ton Cooling Unit - Average Monthly Savings

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

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



# Estimated Energy Savings

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

## 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       | \$ 1,062      | \$ 789 | \$ 607 | \$ 477 | \$ 379 | \$ 303 | \$ 243 | \$ 193 | \$ 152 | \$ 117 | \$ 87 | \$ 61 |  |  |
| 17.5     | \$ 1,053      | \$ 780 | \$ 598 | \$ 468 | \$ 371 | \$ 295 | \$ 234 | \$ 184 | \$ 143 | \$ 108 | \$ 78 | \$ 52 |  |  |
| 17       | \$ 1,044      | \$ 771 | \$ 589 | \$ 459 | \$ 361 | \$ 285 | \$ 225 | \$ 175 | \$ 134 | \$ 99  | \$ 69 | \$ 43 |  |  |
| 16.5     | \$ 1,034      | \$ 761 | \$ 579 | \$ 449 | \$ 352 | \$ 276 | \$ 215 | \$ 165 | \$ 124 | \$ 89  | \$ 59 | \$ 33 |  |  |
| 16       | \$ 1,024      | \$ 751 | \$ 569 | \$ 439 | \$ 341 | \$ 265 | \$ 205 | \$ 155 | \$ 114 | \$ 79  | \$ 49 | \$ 23 |  |  |
| 15.5     | \$ 1,013      | \$ 740 | \$ 558 | \$ 428 | \$ 330 | \$ 254 | \$ 194 | \$ 144 | \$ 103 | \$ 68  | \$ 38 | \$ 12 |  |  |
| 15       | \$ 1,001      | \$ 728 | \$ 546 | \$ 416 | \$ 319 | \$ 243 | \$ 182 | \$ 132 | \$ 91  | \$ 56  | \$ 26 | \$ -  |  |  |
| 14.5     | \$ 988        | \$ 715 | \$ 533 | \$ 403 | \$ 306 | \$ 230 | \$ 169 | \$ 120 | \$ 78  | \$ 43  | \$ 13 | \$ -  |  |  |
| 14       | \$ 975        | \$ 702 | \$ 520 | \$ 390 | \$ 293 | \$ 217 | \$ 156 | \$ 106 | \$ 65  | \$ 30  | \$ -  | \$ -  |  |  |
| 13.5     | \$ 961        | \$ 688 | \$ 506 | \$ 376 | \$ 278 | \$ 202 | \$ 142 | \$ 92  | \$ 51  | \$ 16  | \$ -  | \$ -  |  |  |
| 13       | \$ 945        | \$ 672 | \$ 490 | \$ 360 | \$ 263 | \$ 187 | \$ 126 | \$ 76  | \$ 35  | \$ -   | \$ -  | \$ -  |  |  |
| 12.5     | \$ 928        | \$ 655 | \$ 473 | \$ 343 | \$ 246 | \$ 170 | \$ 109 | \$ 60  | \$ 18  | \$ -   | \$ -  | \$ -  |  |  |
| 12       | \$ 910        | \$ 637 | \$ 455 | \$ 325 | \$ 228 | \$ 152 | \$ 91  | \$ 41  | \$ -   | \$ -   | \$ -  | \$ -  |  |  |
| 11.5     | \$ 890        | \$ 617 | \$ 435 | \$ 305 | \$ 208 | \$ 132 | \$ 71  | \$ 22  | \$ -   | \$ -   | \$ -  | \$ -  |  |  |
| 11       | \$ 869        | \$ 596 | \$ 414 | \$ 284 | \$ 186 | \$ 110 | \$ 50  | \$ -   | \$ -   | \$ -   | \$ -  | \$ -  |  |  |
| 10.5     | \$ 845        | \$ 572 | \$ 390 | \$ 260 | \$ 163 | \$ 87  | \$ 26  | \$ -   | \$ -   | \$ -   | \$ -  | \$ -  |  |  |
| 10       | \$ 819        | \$ 546 | \$ 364 | \$ 234 | \$ 137 | \$ 61  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -  | \$ -  |  |  |

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 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       | \$ 88         | \$ 66 | \$ 51 | \$ 40 | \$ 32 | \$ 25 | \$ 20 | \$ 16 | \$ 13 | \$ 10 | \$ 7 | \$ 5 |  |  |
| 17.5     | \$ 88         | \$ 65 | \$ 50 | \$ 39 | \$ 31 | \$ 25 | \$ 20 | \$ 15 | \$ 12 | \$ 9  | \$ 7 | \$ 4 |  |  |
| 17       | \$ 87         | \$ 64 | \$ 49 | \$ 38 | \$ 30 | \$ 24 | \$ 19 | \$ 15 | \$ 11 | \$ 8  | \$ 6 | \$ 4 |  |  |
| 16.5     | \$ 86         | \$ 63 | \$ 48 | \$ 37 | \$ 29 | \$ 23 | \$ 18 | \$ 14 | \$ 10 | \$ 7  | \$ 5 | \$ 3 |  |  |
| 16       | \$ 85         | \$ 63 | \$ 47 | \$ 37 | \$ 28 | \$ 22 | \$ 17 | \$ 13 | \$ 9  | \$ 7  | \$ 4 | \$ 2 |  |  |
| 15.5     | \$ 84         | \$ 62 | \$ 46 | \$ 36 | \$ 28 | \$ 21 | \$ 16 | \$ 12 | \$ 9  | \$ 6  | \$ 3 | \$ 1 |  |  |
| 15       | \$ 83         | \$ 61 | \$ 46 | \$ 35 | \$ 27 | \$ 20 | \$ 15 | \$ 11 | \$ 8  | \$ 5  | \$ 2 | \$ - |  |  |
| 14.5     | \$ 82         | \$ 60 | \$ 44 | \$ 34 | \$ 25 | \$ 19 | \$ 14 | \$ 10 | \$ 7  | \$ 4  | \$ 1 | \$ - |  |  |
| 14       | \$ 81         | \$ 59 | \$ 43 | \$ 33 | \$ 24 | \$ 18 | \$ 13 | \$ 9  | \$ 5  | \$ 3  | \$ - | \$ - |  |  |
| 13.5     | \$ 80         | \$ 57 | \$ 42 | \$ 31 | \$ 23 | \$ 17 | \$ 12 | \$ 8  | \$ 4  | \$ 1  | \$ - | \$ - |  |  |
| 13       | \$ 79         | \$ 56 | \$ 41 | \$ 30 | \$ 22 | \$ 16 | \$ 11 | \$ 6  | \$ 3  | \$ -  | \$ - | \$ - |  |  |
| 12.5     | \$ 77         | \$ 55 | \$ 39 | \$ 29 | \$ 20 | \$ 14 | \$ 9  | \$ 5  | \$ 2  | \$ -  | \$ - | \$ - |  |  |
| 12       | \$ 76         | \$ 53 | \$ 38 | \$ 27 | \$ 19 | \$ 13 | \$ 8  | \$ 3  | \$ -  | \$ -  | \$ - | \$ - |  |  |
| 11.5     | \$ 74         | \$ 51 | \$ 36 | \$ 25 | \$ 17 | \$ 11 | \$ 6  | \$ 2  | \$ -  | \$ -  | \$ - | \$ - |  |  |
| 11       | \$ 72         | \$ 50 | \$ 34 | \$ 24 | \$ 16 | \$ 9  | \$ 4  | \$ -  | \$ -  | \$ -  | \$ - | \$ - |  |  |
| 10.5     | \$ 70         | \$ 48 | \$ 33 | \$ 22 | \$ 14 | \$ 7  | \$ 2  | \$ -  | \$ -  | \$ -  | \$ - | \$ - |  |  |
| 10       | \$ 68         | \$ 46 | \$ 30 | \$ 20 | \$ 11 | \$ 5  | \$ -  | \$ -  | \$ -  | \$ -  | \$ - | \$ - |  |  |

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Operating Hours

# Estimated Energy Savings

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

## 4 Ton Cooling Unit - Annual Energy Savings

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

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

## 4 Ton Cooling Unit - Average Monthly Savings

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

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

# Estimated Energy Savings

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

## 5 Ton Cooling Unit - Annual Energy Savings

| New SEER | Existing SEER |          |        |        |        |        |        |        |        |        |        |       |  |  |
|----------|---------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--|--|
|          | 4             | 5        | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15    |  |  |
| 18       | \$ 1,517      | \$ 1,127 | \$ 867 | \$ 681 | \$ 542 | \$ 433 | \$ 347 | \$ 276 | \$ 217 | \$ 167 | \$ 124 | \$ 87 |  |  |
| 17.5     | \$ 1,504      | \$ 1,114 | \$ 854 | \$ 669 | \$ 529 | \$ 421 | \$ 334 | \$ 263 | \$ 204 | \$ 154 | \$ 111 | \$ 74 |  |  |
| 17       | \$ 1,491      | \$ 1,101 | \$ 841 | \$ 655 | \$ 516 | \$ 408 | \$ 321 | \$ 250 | \$ 191 | \$ 141 | \$ 98  | \$ 61 |  |  |
| 16.5     | \$ 1,477      | \$ 1,087 | \$ 827 | \$ 642 | \$ 502 | \$ 394 | \$ 307 | \$ 236 | \$ 177 | \$ 127 | \$ 84  | \$ 47 |  |  |
| 16       | \$ 1,463      | \$ 1,073 | \$ 813 | \$ 627 | \$ 488 | \$ 379 | \$ 293 | \$ 222 | \$ 163 | \$ 113 | \$ 70  | \$ 33 |  |  |
| 15.5     | \$ 1,447      | \$ 1,057 | \$ 797 | \$ 611 | \$ 472 | \$ 363 | \$ 277 | \$ 206 | \$ 147 | \$ 97  | \$ 54  | \$ 17 |  |  |
| 15       | \$ 1,430      | \$ 1,040 | \$ 780 | \$ 594 | \$ 455 | \$ 347 | \$ 260 | \$ 189 | \$ 130 | \$ 80  | \$ 37  | \$ -  |  |  |
| 14.5     | \$ 1,412      | \$ 1,022 | \$ 762 | \$ 576 | \$ 437 | \$ 329 | \$ 242 | \$ 171 | \$ 112 | \$ 62  | \$ 19  | \$ -  |  |  |
| 14       | \$ 1,393      | \$ 1,003 | \$ 743 | \$ 557 | \$ 418 | \$ 310 | \$ 223 | \$ 152 | \$ 93  | \$ 43  | \$ -   | \$ -  |  |  |
| 13.5     | \$ 1,372      | \$ 982   | \$ 722 | \$ 537 | \$ 397 | \$ 289 | \$ 202 | \$ 131 | \$ 72  | \$ 22  | \$ -   | \$ -  |  |  |
| 13       | \$ 1,350      | \$ 960   | \$ 700 | \$ 514 | \$ 375 | \$ 267 | \$ 180 | \$ 109 | \$ 50  | \$ -   | \$ -   | \$ -  |  |  |
| 12.5     | \$ 1,326      | \$ 936   | \$ 676 | \$ 490 | \$ 351 | \$ 243 | \$ 156 | \$ 85  | \$ 26  | \$ -   | \$ -   | \$ -  |  |  |
| 12       | \$ 1,300      | \$ 910   | \$ 650 | \$ 464 | \$ 325 | \$ 217 | \$ 130 | \$ 59  | \$ -   | \$ -   | \$ -   | \$ -  |  |  |
| 11.5     | \$ 1,272      | \$ 882   | \$ 622 | \$ 436 | \$ 297 | \$ 188 | \$ 102 | \$ 31  | \$ -   | \$ -   | \$ -   | \$ -  |  |  |
| 11       | \$ 1,241      | \$ 851   | \$ 591 | \$ 405 | \$ 266 | \$ 158 | \$ 71  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -  |  |  |
| 10.5     | \$ 1,207      | \$ 817   | \$ 557 | \$ 371 | \$ 232 | \$ 124 | \$ 37  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -  |  |  |
| 10       | \$ 1,170      | \$ 780   | \$ 520 | \$ 334 | \$ 195 | \$ 87  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   | \$ -  |  |  |

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

## 5 Ton Cooling Unit - Average Monthly Savings

| New SEER | Existing SEER |       |       |       |       |       |       |       |       |       |       |      |  |  |
|----------|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|--|--|
|          | 4             | 5     | 6     | 7     | 8     | 9     | 10    | 11    | 12    | 13    | 14    | 15   |  |  |
| 18       | \$ 126        | \$ 94 | \$ 72 | \$ 57 | \$ 45 | \$ 36 | \$ 29 | \$ 23 | \$ 18 | \$ 14 | \$ 10 | \$ 7 |  |  |
| 17.5     | \$ 125        | \$ 93 | \$ 71 | \$ 56 | \$ 44 | \$ 35 | \$ 28 | \$ 22 | \$ 17 | \$ 13 | \$ 9  | \$ 6 |  |  |
| 17       | \$ 124        | \$ 92 | \$ 70 | \$ 55 | \$ 43 | \$ 34 | \$ 27 | \$ 21 | \$ 16 | \$ 12 | \$ 8  | \$ 5 |  |  |
| 16.5     | \$ 123        | \$ 91 | \$ 69 | \$ 53 | \$ 42 | \$ 33 | \$ 26 | \$ 20 | \$ 15 | \$ 11 | \$ 7  | \$ 4 |  |  |
| 16       | \$ 122        | \$ 89 | \$ 68 | \$ 52 | \$ 41 | \$ 32 | \$ 24 | \$ 18 | \$ 14 | \$ 9  | \$ 6  | \$ 3 |  |  |
| 15.5     | \$ 121        | \$ 88 | \$ 66 | \$ 51 | \$ 39 | \$ 30 | \$ 23 | \$ 17 | \$ 12 | \$ 8  | \$ 4  | \$ 1 |  |  |
| 15       | \$ 119        | \$ 87 | \$ 65 | \$ 50 | \$ 38 | \$ 29 | \$ 22 | \$ 16 | \$ 11 | \$ 7  | \$ 3  | \$ - |  |  |
| 14.5     | \$ 118        | \$ 85 | \$ 64 | \$ 48 | \$ 36 | \$ 27 | \$ 20 | \$ 14 | \$ 9  | \$ 5  | \$ 2  | \$ - |  |  |
| 14       | \$ 116        | \$ 84 | \$ 62 | \$ 46 | \$ 35 | \$ 26 | \$ 19 | \$ 13 | \$ 8  | \$ 4  | \$ -  | \$ - |  |  |
| 13.5     | \$ 114        | \$ 82 | \$ 60 | \$ 45 | \$ 33 | \$ 24 | \$ 17 | \$ 11 | \$ 6  | \$ 2  | \$ -  | \$ - |  |  |
| 13       | \$ 113        | \$ 80 | \$ 58 | \$ 43 | \$ 31 | \$ 22 | \$ 15 | \$ 9  | \$ 4  | \$ -  | \$ -  | \$ - |  |  |
| 12.5     | \$ 111        | \$ 78 | \$ 56 | \$ 41 | \$ 29 | \$ 20 | \$ 13 | \$ 7  | \$ 2  | \$ -  | \$ -  | \$ - |  |  |
| 12       | \$ 108        | \$ 76 | \$ 54 | \$ 39 | \$ 27 | \$ 18 | \$ 11 | \$ 5  | \$ -  | \$ -  | \$ -  | \$ - |  |  |
| 11.5     | \$ 106        | \$ 73 | \$ 52 | \$ 36 | \$ 25 | \$ 16 | \$ 8  | \$ 3  | \$ -  | \$ -  | \$ -  | \$ - |  |  |
| 11       | \$ 103        | \$ 71 | \$ 49 | \$ 34 | \$ 22 | \$ 13 | \$ 6  | \$ -  | \$ -  | \$ -  | \$ -  | \$ - |  |  |
| 10.5     | \$ 101        | \$ 68 | \$ 46 | \$ 31 | \$ 19 | \$ 10 | \$ 3  | \$ -  | \$ -  | \$ -  | \$ -  | \$ - |  |  |
| 10       | \$ 98         | \$ 65 | \$ 43 | \$ 28 | \$ 16 | \$ 7  | \$ -  | \$ -  | \$ -  | \$ -  | \$ -  | \$ - |  |  |

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

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |        |        |        |        |        |        |        |        |        |  |  |
|----------|---------------|----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|--|
|          | 4             | 5        | 6        | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     |  |  |
| 18       | \$ 1,970      | \$ 1,463 | \$ 1,126 | \$ 884 | \$ 704 | \$ 563 | \$ 450 | \$ 358 | \$ 281 | \$ 216 | \$ 161 | \$ 113 |  |  |
| 17.5     | \$ 1,965      | \$ 1,447 | \$ 1,120 | \$ 879 | \$ 698 | \$ 558 | \$ 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 | \$ -   |        |        |        |        |        |  |  |

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

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

| New SEER | Existing SEER |        |       |       |       |       |       |       |       |       |       |      |  |  |
|----------|---------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|--|--|
|          | 4             | 5      | 6     | 7     | 8     | 9     | 10    | 11    | 12    | 13    | 14    | 15   |  |  |
| 18       | \$ 164        | \$ 122 | \$ 94 | \$ 74 | \$ 59 | \$ 47 | \$ 38 | \$ 30 | \$ 23 | \$ 18 | \$ 13 | \$ 9 |  |  |
| 17.5     | \$ 164        | \$ 121 | \$ 93 | \$ 73 | \$ 58 | \$ 46 | \$ 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  | \$ -  |       |       |       |       |      |  |  |

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

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |        |        |        |        |        |        |        |        |        |  |
|----------|---------------|----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
|          | 4             | 5        | 6        | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     |  |
| 18       | \$ 1,970      | \$ 1,463 | \$ 1,126 | \$ 884 | \$ 704 | \$ 563 | \$ 450 | \$ 358 | \$ 281 | \$ 216 | \$ 161 | \$ 113 |  |
| 17.5     | \$ 1,965      | \$ 1,447 | \$ 1,120 | \$ 879 | \$ 698 | \$ 558 | \$ 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 | \$ 46  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 10       | \$ 1,520      | \$ 1,013 | \$ 675   | \$ 434 | \$ 253 | \$ 113 | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |

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

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

| New SEER | Existing SEER |        |       |       |       |       |       |       |       |       |       |      |  |
|----------|---------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|--|
|          | 4             | 5      | 6     | 7     | 8     | 9     | 10    | 11    | 12    | 13    | 14    | 15   |  |
| 18       | \$ 164        | \$ 122 | \$ 94 | \$ 74 | \$ 59 | \$ 47 | \$ 38 | \$ 30 | \$ 23 | \$ 18 | \$ 13 | \$ 9 |  |
| 17.5     | \$ 164        | \$ 121 | \$ 93 | \$ 73 | \$ 58 | \$ 46 | \$ 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  | \$ -  | \$ -  | \$ -  | \$ -  | \$ -  | \$ - |  |

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

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |        |        |        |        |        |        |        |        |        |  |
|----------|---------------|----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
|          | 4             | 5        | 6        | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     |  |
| 18       | \$ 1,970      | \$ 1,463 | \$ 1,126 | \$ 884 | \$ 704 | \$ 563 | \$ 450 | \$ 358 | \$ 281 | \$ 216 | \$ 161 | \$ 113 |  |
| 17.5     | \$ 1,965      | \$ 1,447 | \$ 1,120 | \$ 879 | \$ 698 | \$ 558 | \$ 445 | \$ 353 | \$ 276 | \$ 211 | \$ 156 | \$ 108 |  |
| 17       | \$ 1,937      | \$ 1,430 | \$ 1,093 | \$ 851 | \$ 670 | \$ 530 | \$ 417 | \$ 324 | \$ 247 | \$ 182 | \$ 127 | \$ 89  |  |
| 16.5     | \$ 1,919      | \$ 1,412 | \$ 1,074 | \$ 833 | \$ 652 | \$ 512 | \$ 399 | \$ 306 | \$ 229 | \$ 164 | \$ 109 | \$ 71  |  |
| 16       | \$ 1,899      | \$ 1,393 | \$ 1,055 | \$ 814 | \$ 633 | \$ 492 | \$ 381 | \$ 288 | \$ 211 | \$ 146 | \$ 90  | \$ 42  |  |
| 15.5     | \$ 1,879      | \$ 1,373 | \$ 1,035 | \$ 794 | \$ 613 | \$ 472 | \$ 363 | \$ 270 | \$ 193 | \$ 126 | \$ 70  | \$ 22  |  |
| 15       | \$ 1,857      | \$ 1,351 | \$ 1,013 | \$ 772 | \$ 591 | \$ 450 | \$ 338 | \$ 246 | \$ 169 | \$ 104 | \$ 48  | \$ -   |  |
| 14.5     | \$ 1,834      | \$ 1,327 | \$ 990   | \$ 749 | \$ 568 | \$ 427 | \$ 314 | \$ 222 | \$ 146 | \$ 81  | \$ 25  | \$ -   |  |
| 14       | \$ 1,809      | \$ 1,302 | \$ 965   | \$ 724 | \$ 543 | \$ 402 | \$ 289 | \$ 197 | \$ 121 | \$ 56  | \$ -   | \$ -   |  |
| 13.5     | \$ 1,782      | \$ 1,276 | \$ 938   | \$ 697 | \$ 516 | \$ 375 | \$ 263 | \$ 171 | \$ 94  | \$ 29  | \$ -   | \$ -   |  |
| 13       | \$ 1,753      | \$ 1,247 | \$ 909   | \$ 668 | \$ 487 | \$ 346 | \$ 234 | \$ 142 | \$ 65  | \$ -   | \$ -   | \$ -   |  |
| 12.5     | \$ 1,722      | \$ 1,216 | \$ 878   | \$ 637 | \$ 456 | \$ 315 | \$ 203 | \$ 111 | \$ 34  | \$ -   | \$ -   | \$ -   |  |
| 12       | \$ 1,688      | \$ 1,182 | \$ 844   | \$ 603 | \$ 422 | \$ 281 | \$ 169 | \$ 77  | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 11.5     | \$ 1,652      | \$ 1,145 | \$ 808   | \$ 566 | \$ 385 | \$ 245 | \$ 132 | \$ 40  | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 11       | \$ 1,612      | \$ 1,105 | \$ 767   | \$ 526 | \$ 345 | \$ 205 | \$ 92  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 10.5     | \$ 1,568      | \$ 1,061 | \$ 724   | \$ 482 | \$ 302 | \$ 161 | \$ 46  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 10       | \$ 1,520      | \$ 1,013 | \$ 675   | \$ 434 | \$ 253 | \$ 113 | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |

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

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

| New SEER | Existing SEER |        |       |       |       |       |       |       |       |       |       |      |  |
|----------|---------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|--|
|          | 4             | 5      | 6     | 7     | 8     | 9     | 10    | 11    | 12    | 13    | 14    | 15   |  |
| 18       | \$ 164        | \$ 122 | \$ 94 | \$ 74 | \$ 59 | \$ 47 | \$ 38 | \$ 30 | \$ 23 | \$ 18 | \$ 13 | \$ 9 |  |
| 17.5     | \$ 164        | \$ 121 | \$ 93 | \$ 73 | \$ 58 | \$ 46 | \$ 38 | \$ 76 | \$ 69 | \$ 17 | \$ 12 | \$ 8 |  |
| 17       | \$ 161        | \$ 119 | \$ 91 | \$ 71 | \$ 56 | \$ 44 | \$ 37 | \$ 76 | \$ 69 | \$ 15 | \$ 11 | \$ 7 |  |
| 16.5     | \$ 160        | \$ 118 | \$ 90 | \$ 69 | \$ 54 | \$ 43 | \$ 37 | \$ 76 | \$ 69 | \$ 14 | \$ 9  | \$ 5 |  |
| 16       | \$ 158        | \$ 116 | \$ 88 | \$ 68 | \$ 53 | \$ 41 | \$ 36 | \$ 76 | \$ 69 | \$ 12 | \$ 8  | \$ 4 |  |
| 15.5     | \$ 157        | \$ 114 | \$ 86 | \$ 66 | \$ 51 | \$ 39 | \$ 35 | \$ 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  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |        |        |        |        |        |        |        |        |        |  |
|----------|---------------|----------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
|          | 4             | 5        | 6        | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     |  |
| 18       | \$ 1,970      | \$ 1,463 | \$ 1,126 | \$ 884 | \$ 704 | \$ 563 | \$ 450 | \$ 358 | \$ 281 | \$ 216 | \$ 161 | \$ 113 |  |
| 17.5     | \$ 1,965      | \$ 1,447 | \$ 1,120 | \$ 879 | \$ 698 | \$ 558 | \$ 445 | \$ 353 | \$ 276 | \$ 211 | \$ 156 | \$ 108 |  |
| 17       | \$ 1,937      | \$ 1,430 | \$ 1,093 | \$ 851 | \$ 670 | \$ 530 | \$ 417 | \$ 324 | \$ 247 | \$ 182 | \$ 127 | \$ 80  |  |
| 16.5     | \$ 1,919      | \$ 1,412 | \$ 1,074 | \$ 833 | \$ 652 | \$ 512 | \$ 399 | \$ 306 | \$ 229 | \$ 164 | \$ 109 | \$ 61  |  |
| 16       | \$ 1,899      | \$ 1,393 | \$ 1,055 | \$ 814 | \$ 633 | \$ 492 | \$ 382 | \$ 293 | \$ 216 | \$ 151 | \$ 96  | \$ 42  |  |
| 15.5     | \$ 1,879      | \$ 1,373 | \$ 1,035 | \$ 794 | \$ 613 | \$ 472 | \$ 364 | \$ 275 | \$ 198 | \$ 133 | \$ 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 | \$ 46  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 10       | \$ 1,520      | \$ 1,013 | \$ 675   | \$ 434 | \$ 253 | \$ 113 | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |

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

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

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

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

# 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 | \$ 46  | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |
| 10       | \$ 1,520      | \$ 1,013 | \$ 675   | \$ 434 | \$ 253 | \$ 113 | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   | \$ -   |  |

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

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

| New SEER | Existing SEER |        |       |       |       |       |       |       |       |       |       |      |  |
|----------|---------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|--|
|          | 4             | 5      | 6     | 7     | 8     | 9     | 10    | 11    | 12    | 13    | 14    | 15   |  |
| 18       | \$ 164        | \$ 122 | \$ 94 | \$ 74 | \$ 59 | \$ 47 | \$ 38 | \$ 30 | \$ 23 | \$ 18 | \$ 13 | \$ 9 |  |
| 17.5     | \$ 164        | \$ 121 | \$ 93 | \$ 73 | \$ 58 | \$ 46 | \$ 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  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours



# Estimated Energy Savings

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

## 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 | \$ 66  | \$ -   | \$ -   |  |  |
| 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  
1300 Annual Cooling Operating Hours  
1750 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 | \$ 95  | \$ 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        | \$ 99  | \$ 66  | \$ 42 | \$ 25 | \$ 11 | \$ -  | \$ -  | \$ -  | \$ -  | \$ -  | \$ -  |  |  |

42,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |          |        |        |          |          |          |        |        |        |  |
|----------|---------------|----------|----------|----------|--------|--------|----------|----------|----------|--------|--------|--------|--|
|          | 4             | 5        | 6        | 7        | 8      | 9      | 10       | 11       | 12       | 13     | 14     | 15     |  |
| 18       | \$ 2,626      | \$ 1,951 | \$ 1,501 | \$ 1,179 | \$ 938 | \$ 750 | \$ 600   | \$ 478   | \$ 375   | \$ 289 | \$ 214 | \$ 150 |  |
| 17.5     | \$ 2,619      | \$ 1,930 | \$ 1,494 | \$ 1,172 | \$ 931 | \$ 743 | \$ 1,085 | \$ 1,215 | \$ 1,114 | \$ 267 | \$ 193 | \$ 129 |  |
| 17       | \$ 2,582      | \$ 1,907 | \$ 1,457 | \$ 1,135 | \$ 894 | \$ 706 | \$ 1,077 | \$ 1,215 | \$ 1,114 | \$ 244 | \$ 170 | \$ 106 |  |
| 16.5     | \$ 2,558      | \$ 1,883 | \$ 1,433 | \$ 1,111 | \$ 870 | \$ 682 | \$ 1,069 | \$ 1,215 | \$ 1,114 | \$ 220 | \$ 146 | \$ 82  |  |
| 16       | \$ 2,533      | \$ 1,857 | \$ 1,407 | \$ 1,085 | \$ 844 | \$ 657 | \$ 1,060 | \$ 1,215 | \$ 1,114 | \$ 195 | \$ 121 | \$ 56  |  |
| 15.5     | \$ 2,505      | \$ 1,830 | \$ 1,380 | \$ 1,058 | \$ 817 | \$ 629 | \$ 1,050 | \$ 1,215 | \$ 1,114 | \$ 168 | \$ 93  | \$ 29  |  |
| 15       | \$ 2,476      | \$ 1,801 | \$ 1,351 | \$ 1,029 | \$ 788 | \$ 600 | \$ 450   | \$ 327   | \$ 225   | \$ 139 | \$ 64  | \$ -   |  |
| 14.5     | \$ 2,445      | \$ 1,770 | \$ 1,320 | \$ 998   | \$ 757 | \$ 569 | \$ 419   | \$ 296   | \$ 194   | \$ 107 | \$ 33  | \$ -   |  |
| 14       | \$ 2,412      | \$ 1,737 | \$ 1,286 | \$ 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  
1300 Annual Cooling Operating Hours  
1750 Annual Heating Operating Hours

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

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

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

# Estimated Energy Savings

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

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

| New SEER | Existing SEER |          |          |          |          |        |          |          |          |        |        |        |  |
|----------|---------------|----------|----------|----------|----------|--------|----------|----------|----------|--------|--------|--------|--|
|          | 4             | 5        | 6        | 7        | 8        | 9      | 10       | 11       | 12       | 13     | 14     | 15     |  |
| 18       | \$ 3,283      | \$ 2,439 | \$ 1,876 | \$ 1,474 | \$ 1,173 | \$ 938 | \$ 750   | \$ 597   | \$ 469   | \$ 361 | \$ 268 | \$ 188 |  |
| 17.5     | \$ 3,274      | \$ 2,412 | \$ 1,867 | \$ 1,465 | \$ 1,164 | \$ 929 | \$ 1,359 | \$ 1,522 | \$ 1,396 | \$ 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 | \$ -     | \$ -     | \$ -     | \$ -   | \$ -   |        |  |

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

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

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

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

# Estimated Energy Savings

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

## 50,000 BTU Furnace Unit

### Annual Energy Savings

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

### Monthly Energy Savings

| New AFUE |        | Existing AFUE |        |        |        |        |       |     |
|----------|--------|---------------|--------|--------|--------|--------|-------|-----|
|          |        | 55%           | 60%    | 65%    | 70%    | 75%    | 80%   | 85% |
| 95%      | \$ 391 | \$ 313        | \$ 248 | \$ 192 | \$ 143 | \$ 101 | \$ 63 |     |
| 90%      | \$ 361 | \$ 284        | \$ 218 | \$ 162 | \$ 113 | \$ 71  | \$ -  |     |
| 85%      | \$ 328 | \$ 250        | \$ 185 | \$ 129 | \$ 80  | \$ 38  | \$ -  |     |
| 80%      | \$ 290 | \$ 213        | \$ 147 | \$ 91  | \$ 43  | \$ -   | \$ -  |     |

### 50,000 MBTUH Heating Unit

\$ 7.00 MCF Rate  
1750 Annual Operating Hours

## 75,000 BTU Furnace Unit

### Annual Energy Savings

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

### Monthly Energy Savings

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

### 75,000 MBTUH Heating Unit

\$ 7.00 MCF Rate  
1750 Annual Operating Hours

# Estimated Energy Savings

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

## 100,000 BTU Furnace Unit

### Annual Energy Savings

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

### Monthly Energy Savings

| New AFUE |        | Existing AFUE |        |        |        |        |        |     |
|----------|--------|---------------|--------|--------|--------|--------|--------|-----|
|          |        | 55%           | 60%    | 65%    | 70%    | 75%    | 80%    | 85% |
| 95%      | \$ 781 | \$ 627        | \$ 496 | \$ 384 | \$ 287 | \$ 201 | \$ 125 |     |
| 90%      | \$ 722 | \$ 567        | \$ 436 | \$ 324 | \$ 227 | \$ 142 |        |     |
| 85%      | \$ 655 | \$ 500        | \$ 370 | \$ 257 | \$ 160 | \$ 75  |        |     |
| 80%      | \$ 580 | \$ 425        | \$ 294 | \$ 182 | \$ 85  | \$ -   |        |     |

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

## 120,000 BTU Furnace Unit

### Annual Energy Savings

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

### Monthly Energy Savings

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

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

# 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:**