

Home Comfort Certification System®



The Best HVAC

Anywhere USA
City, State 00000
000-000-0000



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

Price Book Set Up Instructions

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

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 - b) To make a single archival back-up copy of the Price Book in support of your use of the Price Book within your business as named on the submitted Home Comfort Flat Rate Set-up Sheet.
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- 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.

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

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

Who we are:

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

What makes us different:

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

The Home Comfort Certified System

7 Step Approach



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

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

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

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

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

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

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

Why we set the Standards of Performance

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

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

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

Quality Installations by Design

Pre-installation:

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

Post Installation:

Installation:

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

PRICE BOOK



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We have not included all system price pages to reduce
download file size

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
- ☑ 10 Year parts and 1 year labor

\$ 5,579

13 SEER DX 1300 CONDENSING UNIT
PS80 1-STAGE 80% AFUE FURNACE 44K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 6,266

14 SEER DX 1400 CONDENSING UNIT
PS90 1-STAGE VARIABLE 90% AFUE FURNACE 66K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 8,868

HIGH EFFICIENCY 16 SEER DX1600 CONDENSING UNIT
VS90 2-STAGE 92% AFUE FURNACE 60K BTU /EDD4/EDM4 COIL
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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 and 1 year labor

\$ 12,469

HIGH EFFICIENCY UP TO 18 SEER DX+ 2-STAGE CONDENSING UNIT
VS95 2-STAGE V-SPEED 95% AFUE FURNACE 40K BTU /EDD4/EDM4
HONEYWELL PRESTIGE 7 DAY PROGRAMMABLE WIRELESS COMPATABILITY T-STAT



Base Installation Price Includes

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

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

Arcoaire
Air Conditioning & Heating

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SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

System Benefits

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

\$ 5,863

13 SEER DX 1300 CONDENSING UNIT
PS80 1-STAGE 80% AFUE FURNACE 44K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 6,273

14 SEER DX 1400 CONDENSING UNIT
PS90 1-STAGE VARIABLE 90% AFUE FURNACE 66K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 9,201

HIGH EFFICIENCY 16 SEER DX1600 CONDENSING UNIT
VS90 2-STAGE 92% AFUE FURNACE 60K BTU /EDD4/EDM4 COIL
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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 and 1 year labor

\$ 12,469

HIGH EFFICIENCY UP TO 18 SEER DX+ 2-STAGE CONDENSING UNIT
VS95 2-STAGE V-SPEED 95% AFUE FURNACE 40K BTU /EDD4/EDM4
HONEYWELL PRESTIGE 7 DAY PROGRAMMABLE WIRELESS COMPATABILITY T-STAT



Base Installation Price Includes

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

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SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

System Benefits

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

\$ 5,988

13 SEER DX 1300 CONDENSING UNIT
PS80 1-STAGE 80% AFUE FURNACE 44K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 6,519

14 SEER DX 1400 CONDENSING UNIT
PS90 1-STAGE VARIABLE 90% AFUE FURNACE 66K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 9,241

HIGH EFFICIENCY 16 SEER DX1600 CONDENSING UNIT
VS90 2-STAGE 92% AFUE FURNACE 60K BTU /EDD4/EDM4 COIL
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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 and 1 year labor

\$ 12,991

HIGH EFFICIENCY UP TO 18 SEER DX+ 2-STAGE CONDENSING UNIT
VS95 2-STAGE V-SPEED 95% AFUE FURNACE 40K BTU /EDD4/EDM4
HONEYWELL PRESTIGE 7 DAY PROGRAMMABLE WIRELESS COMPATABILITY T-STAT



Base Installation Price Includes

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

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SPLIT AIR CONDITIONING WITH GAS HEAT

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
- ☑ 10 Year parts and 1 year labor

\$ 6,600

13 SEER DX 1300 CONDENSING UNIT
PS80 1-STAGE 80% AFUE FURNACE 44K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 6,724

14 SEER DX 1400 CONDENSING UNIT
PS90 1-STAGE VARIABLE 90% AFUE FURNACE 66K BTU /END4/ENH4 COIL
HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 9,314

HIGH EFFICIENCY 16 SEER DX1600 CONDENSING UNIT
VS90 2-STAGE 92% AFUE FURNACE 60K BTU /EDD4/EDM4 COIL
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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 and 1 year labor

\$ 13,064

HIGH EFFICIENCY UP TO 18 SEER DX+ 2-STAGE CONDENSING UNIT
VS95 2-STAGE V-SPEED 95% AFUE FURNACE 40K BTU /EDD4/EDM4
HONEYWELL PRESTIGE 7 DAY PROGRAMMABLE WIRELESS COMPATABILITY T-STAT



Base Installation Price Includes

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

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SPLIT 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
- ☑ 10 Year parts and 1 year labor

\$ 7,560

PERFORMANCE SERIES 13+ SEER HEAT PUMP
FXM4X AIR HANDLING UNIT/HONEYWELL FOCUSPRO 6000



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts and 1 year labor

\$ 6,982

HIGH EFFICIENCY 13 SEER DX1300 HEAT PUMP
FXM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 9,947

15 SEER DX1500 HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL VISIONPRO 8000 T-STAT



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 and 1 year labor

\$ 11,632

17 SEER DX1700 2 STAGE HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL PRESTIGE T-STAT



Base Installation Price Includes

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

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Air Conditioning & Heating

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SPLIT HEAT PUMP

2 TON

System Benefits

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

\$ 6,156

PERFORMANCE SERIES 13+ SEER HEAT PUMP
FXM4X AIR HANDLING UNIT/HONEYWELL FOCUSPRO 6000



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts and 1 year labor

\$ 7,123

HIGH EFFICIENCY 13 SEER DX1300 HEAT PUMP
FXM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 9,947

15 SEER DX1500 HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL VISIONPRO 8000 T-STAT



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 and 1 year labor

\$ 11,632

17 SEER DXT+ 2 STAGE HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL PRESTIGE T-STAT



Base Installation Price Includes

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

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Arcoaire
Air Conditioning & Heating

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SPLIT HEAT PUMP

2.5 TON

System Benefits

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

\$ 6,329

PERFORMANCE SERIES 13+ SEER HEAT PUMP
FXM4X AIR HANDLING UNIT/HONEYWELL FOCUSPRO 6000



System Benefits

- Helps save you up to 47% on your energy bills*
- Provides more efficient and reliable cooling
- Rust-resistant protection from the elements
- Reduces greenhouse gas emissions*
- Quiet and evenly distributes warm air to every room
- Heavy steel insulated cabinet holds more heat in the furnace
- 10 Year parts and 1 year labor

\$ 7,474

HIGH EFFICIENCY 13 SEER DX1300 HEAT PUMP
FXM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 10,647

15 SEER DX1500 HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL VISIONPRO 8000 T-STAT



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 and 1 year labor

\$ 12,127

17 SEER DX1700 HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL PRESTIGE T-STAT



Base Installation Price Includes

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

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

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SPLIT HEAT PUMP

3 TON

System Benefits

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

\$ 7,472

PERFORMANCE SERIES 13+ SEER HEAT PUMP
FXM4X AIR HANDLING UNIT/HONEYWELL FOCUSPRO 6000



System Benefits

- ☑ Helps save you up to 47% on your energy bills*
- ☑ Provides more efficient and reliable cooling
- ☑ Rust-resistant protection from the elements
- ☑ Reduces greenhouse gas emissions*
- ☑ Quiet and evenly distributes warm air to every room
- ☑ Heavy steel insulated cabinet holds more heat in the furnace
- ☑ 10 Year parts and 1 year labor

\$ 7,820

HIGH EFFICIENCY 13 SEER DX1300 HEAT PUMP
FXM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL FOCUSPRO 6000



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 and 1 year labor

\$ 10,750

15 SEER DX1500 HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL VISIONPRO 8000 T-STAT



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 and 1 year labor

\$ 12,231

17 SEER DXT+ 2 STAGE HEAT PUMP
FVM4X AIR HANDLING UNIT/ELECTRIC HEAT/HONEYWELL PRESTIGE T-STAT



Base Installation Price Includes

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

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

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PACKAGED GAS ELECTRIC

2 TON

System Benefits

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

\$ 5,934

13 SEER 80% AFUE PGD3/HIGH EFFICIENCY ECM BLOWER
HONEYWELL FOCUSPRO 6000



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
- 10 Year parts and 1 year labor

\$ 7,723

14 SEER 80% AFUE PGD4/HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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
- 10 Year parts and 1 year labor

\$ 10,196

15 SEER 80% AFUE PGD5 2-STAGE/ HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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PACKAGED GAS ELECTRIC

2.5 TON

System Benefits

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

\$ 5,934

13 SEER 80% AFUE PGD3/HIGH EFFICIENCY ECM BLOWER
HONEYWELL FOCUSPRO 6000



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
- ☑ 10 Year parts and 1 year labor

\$ 7,723

14 SEER 80% AFUE PGD4/HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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PACKAGED GAS ELECTRIC

3 TON

System Benefits

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

\$ 6,075

13 SEER 80% AFUE PGD3/HIGH EFFICIENCY ECM BLOWER
HONEYWELL FOCUSPRO 6000



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
- 10 Year parts and 1 year labor

\$ 8,159

14 SEER 80% AFUE PGD4/HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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
- 10 Year parts and 1 year labor

\$ 10,343

15 SEER 80% AFUE PGD5 2-STAGE/ HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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PACKAGED GAS ELECTRIC

3.5 TON

System Benefits

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

\$ 6,273

13 SEER 80% AFUE PGD3/HIGH EFFICIENCY ECM BLOWER
HONEYWELL FOCUSPRO 6000



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
- ☑ 10 Year parts and 1 year labor

\$ 8,978

14 SEER 80% AFUE PGD4/HIGH EFFICIENCY ECM BLOWER
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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PACKAGED HEAT PUMP

2 TON

System Benefits

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

\$ 6,757

13 SEER PHD3 HEAT PUMP
HONEYWELL FOCUSPRO 6000



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
- 10 Year parts and 1 year labor

\$ 7,759

14 SEER PHD4 HEAT PUMP
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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
- 10 Year parts and 1 year labor

\$ 9,916

15 SEER PHD5 2-STAGE/HIGH EFFICIENCY ECM BLOWERHEAT PUMP
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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PACKAGED HEAT PUMP

2.5 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
- ☑ 10 Year parts and 1 year labor

\$ 6,757

13 SEER PHD3 HEAT PUMP
HONEYWELL FOCUSPRO 6000



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
- ☑ 10 Year parts and 1 year labor

\$ 7,759

14 SEER PHD4 HEAT PUMP
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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

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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
- 10 Year parts and 1 year labor

\$ 7,141

13 SEER PHD3 HEAT PUMP
HONEYWELL FOCUSPRO 6000



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
- 10 Year parts and 1 year labor

\$ 8,218

14 SEER PHD4 HEAT PUMP
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



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
- 10 Year parts and 1 year labor

\$ 10,065

15 SEER PHD5 2-STAGE/HIGH EFFICIENCY ECM BLOWERHEAT PUMP
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT



Base Installation Price Includes

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

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

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FURNACE ONLY

SIZE MBTU	INVESTMENT
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**PS80 1-STAGE 80% AFUE FURNACE
HONEYWELL FOCUSPRO 6000**

System Benefits

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

44,000	\$	2,340
66,000	\$	3,273
88,000	\$	3,305
110,000	\$	3,305
132,000	\$	3,305



**PS90 1-STAGE VARIABLE 90% AFUE FURNACE
HONEYWELL FOCUSPRO 6000**

System Benefits

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

44,000	\$	3,403
66,000	\$	3,667
110,000	\$	3,698
132,000	\$	3,698



**VS90 2-STAGE 92% AFUE FURNACE
HONEYWELL VISIONPRO 8000 7 DAY PROGRAMMABLE T-STAT**

System Benefits

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

66,000	\$	3,406
80,000	\$	3,587
100,000	\$	3,698



**VS95 2-STAGE V-SPEED 95% AFUE FURNACE
HONEYWELL PRESTIGE 7 DAY PROGRAMMABLE WIRELESS COMPATABILITY T-STAT**

System Benefits

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

40,000	\$	5,115
60,000	\$	5,215
80,000	\$	5,308
100,000	\$	5,527



Base Installation Price Includes

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



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IAQ ACCESSORIES PRICE SHEET

ACCESSORY	PURPOSE/NEED	WITH NEW SYSTEM	NEW INSTALL
 <p>"GeneralAire" Model DS50 Steam Humidifier</p>	<p>During the wintertime and in hot, dry climates, dry air inside your home can make you uncomfortable and cause damage to your belongings. The addition of an American Standard Heating & Air Conditioning humidifier is just the thing to restore the right amount of moisture to your home's air—for superior home comfort.</p>	\$761	\$841
 <p>"GeneralAire" GA50A20 Electronic Air Cleaner</p>	<p>The GeneralAire® High Efficiency Electronic Air Cleaner removes airborne pollutants as small as 0.01 micron. That's 1/2,540,000 of an inch! The air cleaner is environmentally friendly with its lifetime filter system that never needs replacing. Simply wash it clean and you save money.</p>	\$1,578	\$1,615
 <p>"GeneralAire" Model 570M Bypass Humidifier</p>	<p>Model Elite 900A is a Bypass Design Humidifier incorporating an integral humidity control damper that allows air to pass through a highly efficient VaporPad® where moisture is absorbed into your heating system to effectively humidify your home. The 900A is a 17 GPD high output capacity perfect for average size homes.</p>	\$585	\$665
 <p>Ultraviolet Dual Lamp Treatment Systems</p>	<p>The Honeywell UV100E2009 light system light kills airborne bacteria or surface mold. In order to keep the efficiency up on this unit the bulb must be replaced annually on your Honeywell UV100E2009 UV light system.</p>	\$1,022	\$1,060
 <p>MAC Series 1400 Media Air Cleaner</p>	<p>GeneralAire® MAC Series Air Cleaners efficiently remove airborne microscopic particulates indoors to leave you with fresher air so you can breathe a little easier!</p>	\$638	\$678
 <p>HONEYWELL VISION PRO 6000 7 DAY PROGRAMMABLE T-STAT</p>	<p>Easy-to-use interactive touchscreen thermostat that lets you program wake, leave, return, sleep and vacation heat and cool settings for seven different days. Includes a large, backlit display is easy to read even in low lighting.</p>	\$290	\$290

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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	\$1,487.06	\$752.34	\$385.08	\$262.76	\$201.66	\$165.06	\$140.71	\$123.35
\$ 8,950	\$1,512.40	\$765.16	\$391.65	\$267.24	\$205.10	\$167.87	\$143.10	\$125.45
\$ 9,100	\$1,537.75	\$777.99	\$398.21	\$271.71	\$208.54	\$170.69	\$145.50	\$127.55

Monthly Rate Calculator

Rate:

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



Monthly Rate Calculator - Same as Cash Tables

Rate: 7.00%

Amount to Finance	6 Mos Same as Cash 6 Months Repay	6 Mos Same as Cash 12 Months Repay	6 Mos Same as Cash 24 Months Repay	6 Mos Same as Cash 36 Months Repay	6 Mos Same as Cash 48 Months Repay	6 Mos Same as Cash 60 Months Repay	6 Mos Same as Cash 72 Months Repay	6 Mos Same as Cash 84 Months Repay
\$ 2,500	\$440.10	\$231.46	\$128.43	\$82.60	\$64.06	\$52.97	\$45.61	\$40.37
\$ 2,650	\$466.50	\$245.35	\$126.95	\$87.55	\$67.90	\$56.15	\$48.34	\$42.80
\$ 2,800	\$492.91	\$259.23	\$134.14	\$92.51	\$71.74	\$59.32	\$51.08	\$45.22
\$ 2,950	\$519.31	\$273.12	\$141.32	\$97.46	\$75.59	\$62.50	\$53.82	\$47.64
\$ 3,100	\$545.72	\$287.01	\$148.51	\$102.42	\$79.43	\$65.68	\$56.55	\$50.06
\$ 3,250	\$572.13	\$300.90	\$155.70	\$107.38	\$83.27	\$68.86	\$59.29	\$52.48
\$ 3,400	\$598.53	\$314.78	\$162.88	\$112.33	\$87.12	\$72.04	\$62.02	\$54.91
\$ 3,550	\$624.94	\$328.67	\$170.07	\$117.29	\$90.96	\$75.21	\$64.76	\$57.33
\$ 3,700	\$651.34	\$342.56	\$177.25	\$122.24	\$94.80	\$78.39	\$67.50	\$59.75
\$ 3,850	\$677.75	\$356.45	\$184.44	\$127.20	\$98.65	\$81.57	\$70.23	\$62.17
\$ 4,000	\$704.16	\$370.33	\$191.63	\$132.15	\$102.49	\$84.75	\$72.97	\$64.60
\$ 4,150	\$730.56	\$384.22	\$198.81	\$137.11	\$106.33	\$87.93	\$75.71	\$67.02
\$ 4,300	\$756.97	\$398.11	\$206.00	\$142.07	\$110.18	\$91.11	\$78.44	\$69.44
\$ 4,450	\$783.37	\$412.00	\$213.18	\$147.02	\$114.02	\$94.28	\$81.18	\$71.86
\$ 4,600	\$809.78	\$425.88	\$220.37	\$151.98	\$117.86	\$97.46	\$83.92	\$74.29
\$ 4,750	\$836.18	\$439.77	\$227.56	\$156.93	\$121.71	\$100.64	\$86.65	\$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	\$163.96	\$135.60	\$116.75	\$103.35
\$ 6,550	\$1,153.06	\$606.42	\$313.78	\$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	\$378.45	\$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	12 mos Same as Cash 6 Months Repay	12 mos Same as Cash 12 Months Repay	12 mos Same as Cash 24 Months Repay	12 mos Same as Cash 36 Months Repay	12 mos Same as Cash 48 Months Repay	12 mos Same as Cash 60 Months Repay	12 mos Same as Cash 72 Months Repay	12 mos Same as Cash 84 Months Repay
\$ 2,500	\$443.50	\$234.87	\$122.11	\$84.61	\$65.91	\$54.75	\$47.34	\$42.08
\$ 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	\$226.76	\$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	\$252.15	\$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

Monthly Rate Calculator - Same as Cash Tables

Rate: 9.00%

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	\$446.92	\$238.31	\$124.49	\$86.65	\$67.81	\$56.57	\$49.12	\$43.84
\$ 2,650	\$473.73	\$252.60	\$131.96	\$91.85	\$71.88	\$59.96	\$52.07	\$46.47
\$ 2,800	\$500.55	\$266.90	\$139.43	\$97.05	\$75.95	\$63.35	\$55.01	\$49.10
\$ 2,950	\$527.36	\$281.20	\$146.90	\$102.25	\$80.02	\$66.75	\$57.96	\$51.73
\$ 3,100	\$554.18	\$295.50	\$154.37	\$107.45	\$84.09	\$70.14	\$60.91	\$54.36
\$ 3,250	\$580.99	\$309.80	\$161.84	\$112.65	\$88.16	\$73.54	\$63.86	\$57.00
\$ 3,400	\$607.81	\$324.10	\$169.31	\$117.85	\$92.22	\$76.93	\$66.80	\$59.63
\$ 3,550	\$634.62	\$338.39	\$176.78	\$123.05	\$96.29	\$80.32	\$69.75	\$62.26
\$ 3,700	\$661.44	\$352.69	\$184.25	\$128.25	\$100.36	\$83.72	\$72.70	\$64.89
\$ 3,850	\$688.25	\$366.99	\$191.72	\$133.45	\$104.43	\$87.11	\$75.64	\$67.52
\$ 4,000	\$715.07	\$381.29	\$199.19	\$138.65	\$108.50	\$90.51	\$78.59	\$70.15
\$ 4,150	\$741.88	\$395.59	\$206.65	\$143.85	\$112.57	\$93.90	\$81.54	\$72.78
\$ 4,300	\$768.70	\$409.89	\$214.12	\$149.05	\$116.64	\$97.28	\$84.49	\$75.41
\$ 4,450	\$795.51	\$424.18	\$221.59	\$154.24	\$120.70	\$100.69	\$87.43	\$78.04
\$ 4,600	\$822.33	\$438.48	\$229.06	\$159.44	\$124.77	\$104.08	\$90.38	\$80.67
\$ 4,750	\$849.14	\$452.78	\$236.53	\$164.64	\$128.84	\$107.48	\$93.33	\$83.30
\$ 4,900	\$875.96	\$467.08	\$244.00	\$169.84	\$132.91	\$110.87	\$96.27	\$85.93
\$ 5,050	\$902.77	\$481.38	\$251.47	\$175.04	\$136.98	\$114.26	\$99.22	\$88.56
\$ 5,200	\$929.59	\$495.67	\$258.94	\$180.24	\$141.05	\$117.66	\$102.17	\$91.19
\$ 5,350	\$956.40	\$509.97	\$266.41	\$185.44	\$145.12	\$121.05	\$105.12	\$93.82
\$ 5,500	\$983.22	\$524.27	\$273.88	\$190.64	\$149.19	\$124.45	\$108.06	\$96.45
\$ 5,650	\$1,010.03	\$538.57	\$281.35	\$195.84	\$153.25	\$127.84	\$111.01	\$99.08
\$ 5,800	\$1,036.85	\$552.87	\$288.82	\$201.04	\$157.32	\$131.23	\$113.96	\$101.72
\$ 5,950	\$1,063.66	\$567.17	\$296.29	\$206.24	\$161.39	\$134.63	\$116.90	\$104.35
\$ 6,100	\$1,090.48	\$581.46	\$303.76	\$211.44	\$165.46	\$138.02	\$119.85	\$106.98
\$ 6,250	\$1,117.29	\$595.76	\$311.23	\$216.64	\$169.53	\$141.42	\$122.80	\$109.61
\$ 6,400	\$1,144.11	\$610.06	\$318.70	\$221.83	\$173.60	\$144.81	\$125.75	\$112.24
\$ 6,550	\$1,170.92	\$624.36	\$326.17	\$227.03	\$177.67	\$148.20	\$128.69	\$114.87
\$ 6,700	\$1,197.74	\$638.66	\$333.64	\$232.23	\$181.74	\$151.60	\$131.64	\$117.50
\$ 6,850	\$1,224.55	\$652.96	\$341.11	\$237.43	\$185.80	\$154.99	\$134.59	\$120.13
\$ 7,000	\$1,251.37	\$667.25	\$348.57	\$242.63	\$189.87	\$158.39	\$137.53	\$122.76
\$ 7,150	\$1,278.18	\$681.55	\$356.04	\$247.83	\$193.94	\$161.78	\$140.48	\$125.39
\$ 7,300	\$1,305.00	\$695.85	\$363.51	\$253.03	\$198.01	\$165.17	\$143.43	\$128.02
\$ 7,450	\$1,331.81	\$710.15	\$370.98	\$258.23	\$202.08	\$168.57	\$146.38	\$130.65
\$ 7,600	\$1,358.63	\$724.45	\$378.45	\$263.43	\$206.15	\$171.96	\$149.32	\$133.28
\$ 7,750	\$1,385.44	\$738.75	\$385.92	\$268.63	\$210.22	\$175.36	\$152.27	\$135.91
\$ 7,900	\$1,412.26	\$753.04	\$393.39	\$273.83	\$214.29	\$178.75	\$155.22	\$138.54
\$ 8,050	\$1,439.07	\$767.34	\$400.86	\$279.03	\$218.35	\$182.14	\$158.17	\$141.17
\$ 8,200	\$1,465.89	\$781.64	\$408.33	\$284.23	\$222.42	\$185.54	\$161.11	\$143.80
\$ 8,350	\$1,492.70	\$795.94	\$415.80	\$289.43	\$226.49	\$188.93	\$164.06	\$146.43
\$ 8,500	\$1,519.52	\$810.24	\$423.27	\$294.62	\$230.56	\$192.33	\$167.01	\$149.07
\$ 8,650	\$1,546.33	\$824.54	\$430.74	\$299.82	\$234.63	\$195.72	\$169.95	\$151.70
\$ 8,800	\$1,573.15	\$838.83	\$438.21	\$305.02	\$238.70	\$199.11	\$172.90	\$154.33
\$ 8,950	\$1,599.96	\$853.13	\$445.68	\$310.22	\$242.77	\$202.51	\$175.85	\$156.96
\$ 9,100	\$1,626.78	\$867.43	\$453.15	\$315.42	\$246.83	\$205.90	\$178.80	\$159.59

ENERGY SAVINGS



We have not included all energy savings tables to
reduce download file size

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

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

1.5 Ton Cooling Unit - Average Monthly Savings

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

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



Estimated Energy Savings

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

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	\$ 1,173	\$ 871	\$ 670	\$ 526	\$ 419	\$ 335	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
17.5	\$ 1,169	\$ 861	\$ 667	\$ 523	\$ 416	\$ 332	\$ 278	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
17	\$ 1,153	\$ 851	\$ 650	\$ 507	\$ 399	\$ 315	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
16.5	\$ 1,142	\$ 841	\$ 640	\$ 496	\$ 388	\$ 305	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
16	\$ 1,131	\$ 829	\$ 628	\$ 485	\$ 377	\$ 293	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
15.5	\$ 1,118	\$ 817	\$ 616	\$ 472	\$ 365	\$ 281	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	
15	\$ 1,106	\$ 804	\$ 603	\$ 459	\$ 352	\$ 268	\$ 213	\$ 168	\$ 129	\$ 96	\$ 67	\$ -	
14.5	\$ 1,092	\$ 790	\$ 589	\$ 446	\$ 338	\$ 254	\$ 187	\$ 132	\$ 97	\$ 48	\$ 15	\$ -	
14	\$ 1,077	\$ 775	\$ 574	\$ 431	\$ 323	\$ 239	\$ 172	\$ 117	\$ 72	\$ 33	\$ -	\$ -	
13.5	\$ 1,061	\$ 759	\$ 558	\$ 415	\$ 307	\$ 223	\$ 156	\$ 102	\$ 56	\$ 17	\$ -	\$ -	
13	\$ 1,044	\$ 742	\$ 541	\$ 398	\$ 290	\$ 206	\$ 139	\$ 84	\$ 39	\$ -	\$ -	\$ -	
12.5	\$ 1,025	\$ 724	\$ 523	\$ 379	\$ 271	\$ 188	\$ 121	\$ 66	\$ 20	\$ -	\$ -	\$ -	
12	\$ 1,005	\$ 704	\$ 503	\$ 359	\$ 251	\$ 168	\$ 101	\$ 46	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 983	\$ 682	\$ 481	\$ 337	\$ 229	\$ 146	\$ 79	\$ 24	\$ -	\$ -	\$ -	\$ -	
11	\$ 959	\$ 658	\$ 457	\$ 313	\$ 206	\$ 122	\$ 55	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 933	\$ 632	\$ 431	\$ 287	\$ 179	\$ 96	\$ 29	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 905	\$ 603	\$ 402	\$ 258	\$ 151	\$ 67	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

18,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours

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

New SEER	Existing SEER												
	4	5	6	7	8	9	10	11	12	13	14	15	
18	\$ 98	\$ 73	\$ 56	\$ 44	\$ 35	\$ 28	\$ 22	\$ 18	\$ 14	\$ 11	\$ 8	\$ 6	
17.5	\$ 97	\$ 72	\$ 56	\$ 44	\$ 35	\$ 28	\$ 40	\$ 45	\$ 41	\$ 10	\$ 7	\$ 5	
17	\$ 96	\$ 71	\$ 54	\$ 42	\$ 33	\$ 26	\$ 39	\$ 45	\$ 41	\$ 9	\$ 6	\$ 4	
16.5	\$ 95	\$ 70	\$ 53	\$ 41	\$ 32	\$ 25	\$ 39	\$ 45	\$ 41	\$ 8	\$ 5	\$ 3	
16	\$ 94	\$ 69	\$ 52	\$ 40	\$ 31	\$ 24	\$ 39	\$ 45	\$ 41	\$ 7	\$ 4	\$ 2	
15.5	\$ 93	\$ 68	\$ 51	\$ 39	\$ 30	\$ 23	\$ 38	\$ 45	\$ 41	\$ 6	\$ 3	\$ 1	
15	\$ 92	\$ 67	\$ 50	\$ 38	\$ 29	\$ 22	\$ 17	\$ 12	\$ 8	\$ 5	\$ 2	\$ -	
14.5	\$ 91	\$ 66	\$ 49	\$ 37	\$ 28	\$ 21	\$ 16	\$ 11	\$ 7	\$ 4	\$ 1	\$ -	
14	\$ 90	\$ 65	\$ 48	\$ 36	\$ 27	\$ 20	\$ 14	\$ 10	\$ 6	\$ 3	\$ -	\$ -	
13.5	\$ 88	\$ 63	\$ 47	\$ 35	\$ 26	\$ 19	\$ 13	\$ 8	\$ 5	\$ 1	\$ -	\$ -	
13	\$ 87	\$ 62	\$ 45	\$ 33	\$ 24	\$ 17	\$ 12	\$ 7	\$ 3	\$ -	\$ -	\$ -	
12.5	\$ 85	\$ 60	\$ 44	\$ 32	\$ 23	\$ 16	\$ 10	\$ 5	\$ 2	\$ -	\$ -	\$ -	
12	\$ 84	\$ 59	\$ 42	\$ 30	\$ 21	\$ 14	\$ 8	\$ 4	\$ -	\$ -	\$ -	\$ -	
11.5	\$ 82	\$ 57	\$ 40	\$ 28	\$ 19	\$ 12	\$ 7	\$ 2	\$ -	\$ -	\$ -	\$ -	
11	\$ 80	\$ 55	\$ 38	\$ 26	\$ 17	\$ 10	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	
10.5	\$ 78	\$ 53	\$ 36	\$ 24	\$ 15	\$ 8	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	
10	\$ 75	\$ 50	\$ 34	\$ 22	\$ 13	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

18,000 BTUH Cooling Unit
\$ 0.100 Electric Rate
1100 Annual Cooling Operating Hours
2250 Annual Heating Operating Hours



Estimated Energy Savings

6/24/2011

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

60,000 BTU Furnace Unit

Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	7,234	\$ 5,803	\$ 4,591	\$ 3,553	\$ 2,653	\$ 1,865	\$ 1,170
90%	\$	6,682	\$ 5,250	\$ 4,038	\$ 3,000	\$ 2,100	\$ 1,313	
85%	\$	6,064	\$ 4,632	\$ 3,421	\$ 2,382	\$ 1,482	\$ 695	
80%	\$	5,369	\$ 3,938	\$ 2,726	\$ 1,688	\$ 788	\$ -	

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	603	\$ 484	\$ 383	\$ 296	\$ 221	\$ 155	\$ 98
90%	\$	557	\$ 438	\$ 337	\$ 250	\$ 175	\$ 109	\$ -
85%	\$	505	\$ 386	\$ 285	\$ 199	\$ 124	\$ 58	\$ -
80%	\$	447	\$ 328	\$ 227	\$ 141	\$ 66	\$ -	\$ -

60,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

80,000 BTU Furnace Unit

Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	9,646	\$ 7,737	\$ 6,121	\$ 4,737	\$ 3,537	\$ 2,487	\$ 1,560
90%	\$	8,909	\$ 7,000	\$ 5,385	\$ 4,000	\$ 2,800	\$ 1,750	\$ -
85%	\$	8,086	\$ 6,176	\$ 4,561	\$ 3,176	\$ 1,976	\$ 926	\$ -
80%	\$	7,159	\$ 5,250	\$ 3,635	\$ 2,250	\$ 1,050	\$ -	\$ -

Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$	804	\$ 645	\$ 510	\$ 395	\$ 295	\$ 207	\$ 130
90%	\$	742	\$ 583	\$ 449	\$ 333	\$ 233	\$ 146	\$ -
85%	\$	674	\$ 515	\$ 380	\$ 265	\$ 165	\$ 77	\$ -
80%	\$	597	\$ 438	\$ 303	\$ 188	\$ 88	\$ -	\$ -

80,000 MBTUH Heating Unit

\$ 7.00 MCF Rate
2250 Annual Operating Hours

All Equipment Brands Installation Price Book

Go ahead and Get Success Today!

\$50.00 Mo.
Subscription

Contractor Benefits

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

Selling Benefits

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

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

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

Best practice consumer presentation to help you close more by explaining

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

Pricing, Payment, & Energy Savings Tables

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

Home Comfort Set-Up and Order Entry Form

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

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

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

Your Name: (as it appears on Credit Card)

Company:

Phone:

Address:

Email:

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

City:

State:

Postal/Zip:

Credit Card # MC VISA AMEX

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

Signature:

ENTER EQUIPMENT BRAND HERE: