

# *Home Comfort Certification System®*



## **The Best Heating & Cooling**

Anywhere USA

City, State ZIP

(555) 123-4567

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

**Whatever it takes.**



Heating & Cooling Systems

# Price Book Set Up Instructions

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

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

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

## 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

**Whatever it takes.**



**Heating & Cooling Systems**

Sample

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

\$ 4,820

LEGACY 113ANA 13 SEER CONDENSING UNIT  
310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 5,891

LEGACY 116BNA 16 SEER CONDENSING UNIT  
340AAV 93% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 8,367

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
353BAV 95% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 10,699

EVOLUTION 180ANA 20 SEER 2-STAGE CONDENSING UNIT  
355CAV 95% 66K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB



### Base Installation Price Includes

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



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

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## SPLIT AIR CONDITIONING WITH GAS HEAT

2 TON

### System Benefits

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

\$ 5,011

LEGACY 113ANA 13 SEER CONDENSING UNIT  
310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 6,554

LEGACY 116BNA 16 SEER CONDENSING UNIT  
340AAV 95% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 8,367

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
353BAV 93% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 10,699

EVOLUTION 180ANA 20 SEER 2-STAGE CONDENSING UNIT  
355CAV 95% 66K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB



### Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH GAS HEAT

2.5 TON

### System Benefits

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

\$ 5,232

LEGACY 113ANA 13 SEER CONDENSING UNIT  
310AAV 80% AFUE 66K BTU FURANCE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 6,238

LEGACY 116BNA 16 SEER CONDENSING UNIT  
340AAV 95% AFUE 66K BTU FURANCE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 8,938

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
353BAV 93% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 11,667

EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT  
355CAV 95% 80K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB



### Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH GAS HEAT

3 TON

### System Benefits

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

\$ 5,515

LEGACY 113ANA 13 SEER CONDENSING UNIT  
310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 35% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 6,578

LEGACY 116BNA 16 SEER CONDENSING UNIT  
340AAV 90% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 9,017

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
353AAV 93% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 11,744

EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT  
355CAV 95% 80K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB



### Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

1.5 TON

### System Benefits

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

\$ 4,063

LEGACY 113ANA 13 SEER CONDENSING UNIT  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 5,102

LEGACY 116ANA 16 SEER CONDENSING UNIT  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 6,783

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 8,892

EVOLUTION 180ANA 20 SEER 2-STAGE CONDENSING UNIT  
FE4ANF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB



### Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2 TON

### System Benefits

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

\$ 4,356

LEGACY 113ANA 13 SEER CONDENSING UNIT  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 47% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 5,394

LEGACY 110B 16 SEER CONDENSING UNIT  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 7,220

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 8,938

EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT  
FE4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB



### Base Installation Price Includes

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



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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

2.5 TON

### System Benefits

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

\$ 4,534

LEGACY 113ANA 13 SEER CONDENSING UNIT  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 47% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 5,494

LEGACY 116B 16 SEER CONDENSING UNIT  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 7,569

PREFERRED 127ANA 17 SEER 2-STAGE CONDENSING UNIT  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 9,992

EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT  
FE4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB



### Base Installation Price Includes

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



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

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## SPLIT AIR CONDITIONING WITH ELECTRIC HEAT

3 TON

### System Benefits

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

\$ 5,136

LEGACY 113ANA 13 SEER CONDENSING UNIT  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 47% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 5,862

LEGACY 110B 16 SEER CONDENSING UNIT  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 7,569

PREFERRED 127ANA 17SEER 2-STAGE CONDENSING UNIT  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 9,992

EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT  
FE4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYS TXBB



### Base Installation Price Includes

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



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# SPLIT COOLING ONLY SYSTEMS

SIZE TONS	CONDENSER ONLY	WITH COIL LINE SET	NEW INSTALL
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## System Benefits

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

### LEGACY 113ANA 13 SEER CONDENSING UNIT CNRV COIL/T-2 TOUCH-N-GO PROGRAMMABLE

1.5	\$ 2,143	\$ 3,201	3,360
2	\$ 2,280	\$ 3,400	3,559
2.5	\$ 2,371	\$ 3,587	3,746
3	\$ 2,686	\$ 3,908	4,067
3.5	\$ 2,993	\$ 4,423	4,581
4	\$ 3,412	\$ 4,882	5,041
5	\$ 3,776	\$ 5,486	5,645



## System Benefits

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

### LEGACY 116ANA 16 SEER CONDENSING UNIT CNRV COIL/T-2 TOUCH-N-GO PROGRAMMABLE

1.5	\$ 2,568	\$ 3,626	3,784
2	\$ 2,676	\$ 3,796	3,956
2.5	\$ 2,804	\$ 4,020	4,179
3	\$ 3,103	\$ 4,325	4,484
3.5	\$ 3,503	\$ 4,833	5,092
4	\$ 3,665	\$ 5,325	5,464
5	\$ 4,203	\$ 5,913	6,071



## System Benefits

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

### PREFERRED 127A 17 SEER 2-STAGE CONDENSING UNIT CNRV COIL/T6 TOUCH-N-GO PROGRAMMABLE

2	\$ 3,790	\$ 4,951	5,110
3	\$ 4,380	\$ 5,695	5,854
4	\$ 5,085	\$ 6,685	6,844
5	\$ 5,563	\$ 7,273	7,431



## System Benefits

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

### EVOLUTION 180BNA 20 SEER 2-STAGE CONDENSING UNIT CNRV COIL/T6 TOUCH-N-GO PROGRAMMABLE

2	\$ 5,333	\$ 6,494	6,653
3	\$ 6,221	\$ 7,537	7,695
4	\$ 6,589	\$ 8,189	8,348
5	\$ 7,065	\$ 8,775	8,934



## Base Installation Price Includes

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



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## SPLIT HEAT PUMP

1.5 TON

### System Benefits

- Helps save you up to 25% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 4,703

LEGACY 213ANA 13 SEER HEAT PUMP  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 47% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 5,799

LEGACY 215B 15 SEER HEAT PUMP  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 8,100

PREFERRED 266A 16 SEER HEAT PUMP  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 9,823

EVOLUTION 280A 16 SEER 2-STAGE HEAT PUMP  
FE4ANF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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



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

## SPLIT HEAT PUMP

2 TON

### System Benefits

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

\$ 5,081

LEGACY 213ANA 13 SEER HEAT PUMP  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 6,171

LEGACY 215B 15 SEER HEAT PUMP  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 8,238

PREFERRED 266A 16 SEER HEAT PUMP  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 66% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 9,731

EVOLUTION 280A 18 SEER 2-STAGE HEAT PUMP  
FE4ANF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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

**bryant**

\*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 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 5,439

LEGACY 213ANA 13 SEER HEAT PUMP  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 6,571

LEGACY 215B 15 SEER HEAT PUMP  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T-2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 9,584

PREFERRED 266A 16 SEER HEAT PUMP  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 60% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 11,109

EVOLUTION 280A 18 SEER 2-STAGE HEAT PUMP  
FE4ANF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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

**bryant**

\*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 35% on your energy bills\*
- ☑ Tranquility of quiet operation via air top discharge
- ☑ Simple low cost easy system maintenance access
- ☑ Efficient performance maximizes savings & comfort
- ☑ Guaranteed worry-free operation and dependability
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 6,118

LEGACY 213ANA 13 SEER HEAT PUMP  
FB4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 47% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 7,311

LEGACY 215B 15 SEER HEAT PUMP  
FX4DNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 9,580

PREFERRED 266A 16 SEER HEAT PUMP  
FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- ☑ Helps save you up to 66% on your energy bills\*
- ☑ On-board diagnostics to help prevent harmful conditions
- ☑ Thermostat alerts you to any service requirements
- ☑ High endurance and performance Scroll® Compressor
- ☑ System adjusts airflow to help control humidity
- ☑ Eco-friendly color and ozone protection 410A refrigerant
- ☑ 10 Year Parts 1 Year Labor

\$ 11,188

EVOLUTION 280A 18 SEER 2-STAGE HEAT PUMP  
FE4ANF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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

**bryant**

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



# GEOHERMAL HEAT PUMP

SIZE TONS	INSTALLATION	WITH WELL
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## System Benefits

- Helps save you up to 70% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

EXCELLENT PERFORMANCE 50YDS 2-STAGE 24.5 EER  
 FV4CNF AIR HANDLING UNIT/KFCEH ELECTRIC HEAT/T6 TOUCH-N-GO PROGRAMMABLE

2	\$	9,655	\$	14,534
3	\$	7,863	\$	15,181
4	\$	8,627	\$	18,334
5	\$	12,152	\$	24,348



## System Benefits

- Helps save you up to 70% on your energy bills\*
- Tranquility of quiet operation via air top discharge
- Simple low cost easy system maintenance access
- Efficient performance maximizes savings & comfort
- Guaranteed worry-free operation and dependability
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

EXCELLENT PERFORMANCE 50YDS 2-STAGE 27.0 EER EER

2	\$	9,550	\$	14,428
3	\$	10,192	\$	17,510
4	\$	11,172	\$	20,929
5	\$	12,428	\$	24,625



## Base Installation Price Includes

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



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## DUAL FUEL SYSTEMS

### 1.5 TON

#### System Benefits

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

**\$ 5,326**

**LEGACY 213BNA 13 SEER HEAT PUMP**

**310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

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

**\$ 6,564**

**LEGACY 215B 15 SEER HEAT PUMP**

**340AAV 90% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

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

**\$ 9,521**

**PREFERRED 266A 16 SEER HEAT PUMP**

**353BAV 90% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

**\$ 11,547**

**EVOLUTION 288A 18 SEER 2-STAGE HEAT PUMP**

**355CAV 95% 66K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB REMOTE ACCESS**



#### Base Installation Price Includes

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



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## DUAL FUEL SYSTEMS

2 TON

### System Benefits

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

\$ 5,639

LEGACY 213BNA 13 SEER HEAT PUMP

310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 6,875

LEGACY 215B 15 SEER HEAT PUMP

340AAV 90% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 9,521

PREFERRED 266A 16 SEER HEAT PUMP

353BAV 90% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 11,547

EVOLUTION 286B 18 SEER 2-STAGE HEAT PUMP

355CAV 95% 66K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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



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## DUAL FUEL SYSTEMS

### 2.5 TON

#### System Benefits

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

**\$ 6,043**

**LEGACY 213BNA 13 SEER HEAT PUMP**

**310AAV 80% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

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

**\$ 7,295**

**LEGACY 215B 15 SEER HEAT PUMP**

**340AAV 90% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

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

**\$ 11,042**

**PREFERRED 266A 16 SEER HEAT PUMP**

**353AAV 93% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE**



#### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

**\$ 12,856**

**EVOLUTION 288A 18 SEER 2-STAGE HEAT PUMP**

**355CAV 95% 80K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB REMOTE ACCESS**



#### Base Installation Price Includes

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



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

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## DUAL FUEL SYSTEMS

3 TON

### System Benefits

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

\$ 6,442

LEGACY 213BNA 13 SEER HEAT PUMP

310AAV 80% AFUE 80K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 7,792

LEGACY 215B 15 SEER HEAT PUMP

340AAV 90% AFUE 66K BTU FURNACE/CNPV COIL/T2 TOUCH-N-GO PROGRAMMABLE



### System Benefits

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

\$ 11,042

PREFERRED 266A 16 SEER HEAT PUMP

353AAV 93% 2-STAGE 66K BTU FURNACE/CNPV COIL/T6 TOUCH-N-GO PROGRAMMABLE



### System Benefits

- Helps save you up to 60% on your energy bills\*
- On-board diagnostics to help prevent harmful conditions
- Thermostat alerts you to any service requirements
- High endurance and performance Scroll® Compressor
- System adjusts airflow to help control humidity
- Eco-friendly color and ozone protection 410A refrigerant
- 10 Year Parts 1 Year Labor

\$ 12,856

EVOLUTION 288B 18 SEER 2-STAGE HEAT PUMP

355CAV 95% 80K BTU MODULATING FURNACE/CNPV COIL/SYSTXBB REMOTE ACCESS



### Base Installation Price Includes

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



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

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# FURNACE ONLY UPFLOW/HORIZONTAL

	SIZE MBTU	INVESTMENT
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### System Benefits

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

#### LEGACY 310AAV 80% GAS FURNACE T2 TOUCH-N-GO PROGRAMMABLE

70,000	\$	2,205
110,000	\$	2,296
135,000	\$	2,424



### 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

#### PREFERRED 353BAV 93% GAS FURNACE T2 TOUCH-N-GO PROGRAMMABLE

60,000	\$	3,770
80,000	\$	3,902
100,000	\$	4,258
120,000	\$	4,441



### 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

#### EVOLUTION PLUS 355CAV 95% MODULATING GAS FURNACE T6 TOUCH-N-GO PROGRAMMABLE

60,000	\$	4,555
80,000	\$	4,959
100,000	\$	5,120
120,000	\$	5,319



### 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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# BOILER ONLY

	SIZE MBTU	INVESTMENT
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### System Benefits

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

### PWXL 80% GAS BOILER T2 TOUCH-N-GO PROGRAMMABLE

70,000	\$	4,230
105,000	\$	4,484
140,000	\$	4,837
175,000	\$	5,280
210,000	\$	5,608
245,000	\$	6,053
280,000	\$	6,496



### 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

### QUANTUM 90% GAS BOILER T2 TOUCH-N-GO PROGRAMMABLE

100,000	\$	7,421
125,000	\$	8,206
150,000	\$	8,299
200,000	\$	8,397



### 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

### QUANTUM 95% GAS BOILER T6 TOUCH-N-GO PROGRAMMABLE

200,000	\$	9,992
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### 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
 <b>Air Filter GAPAAXBB</b>	The Preferred EZ Flex Cabinet Air Filter protects and improves heating and cooling system performance with a MERV 10 efficiency rating that keeps air flowing cleanly and efficiently. It's also designed to make replacement a snap.	\$507	\$684
 <b>Whole-House Air Cleaner GAPAAXBB1625</b>	Bryant's ultra-reliable Perfect Air Purifier works to capture and kill dangerous bacteria, viruses and mold, safeguarding the air quality of your entire home. Indoor air is re-purified, not just filtered, as often as 8 times each hour.	\$1,313	\$1,810
 <b>UV Lamp</b>	Bryant's Preferred UV Lamp attacks and kills mold and bacteria that can grow in moist heating and cooling systems, then circulate through your home. Silent operation enhances your family's comfort and health.	\$936	\$1,034
 <b>Energy Recovery Ventilator HRV-LVU</b>	The Preferred Energy Recovery Ventilator brings fresh, prefiltered outdoor air into your home during the cooling season without lowering air conditioner efficiency. Fewer pollutants and reduced humidity improves air quality and boosts comfort.	\$2,996	\$3,153
 <b>Whole-House Humidification HUMBLFP1318</b>	The Preferred Fan Humidifier directs just the right amount of moisture vapor into furnace ducts for greater whole-house comfort and less static electricity. Quiet, energy-efficient operation and two capacity models make it right at home, anywhere.	\$694	\$851
 <b>Bypass Humidification HUMBSLBP2417</b>	The Preferred Fan Humidifier directs just the right amount of moisture vapor into furnace ducts for greater whole-house comfort and less static electricity. Quiet, energy-efficient operation and two capacity models make it right at home, anywhere.	\$552	\$708





## INVESTMENT OPTION WORKSHEET

<b>Customer Name:</b>		<b>Date:</b>	
<b>Equipment:</b>		<b>Investment Option #1</b>	<b>Investment Option #2</b>
<b>Air Conditioning SEER:</b>	<b>Tons:</b>		
<b>Furnace AFUE:</b>	<b>MBTU:</b>		
Reuse vibration isolation straps - attic	(\$69)		
Drain pan and drain line attic installation	\$381		
Replace supply plenum	\$330		
Replace return plenum	\$330		
New supply diffuser and run 6"x12"register	\$230		
New return run 8" up to 25'	\$169		
New return run 10" up to 25'	\$197		
New return run 14" up to 25'	\$224		
New return run 16" up to 25'	\$274		
New supply run up to 6" up to 25'	\$149		
New supply run up to 7"-9" up to 25'	\$187		
New supply run up to 10" - 12" up to 25'	\$216		
Reuse existing disconnect	(\$82)		
Reuse existing equipment pad	(\$102)		
Reuse existing line set	(\$242)		
New float and overflow line	\$79		
New 4"x4" styrofoam lift under drain pan	\$79		
<b>System Accessories</b>			
Heat Kit 5KW	\$216		
Heat Kit 7.5KW	\$241		
Heat Kit 10KW	\$247		
Heat Kit 15KW	\$320		
Heat Kit 20KW	\$387		
Deluxe Touchscreen Thermostat	\$291		
Deluxe Touchscreen Thermostat with DHM	\$371		
<b>IAQ Accessories Page</b>			
Air Cleaner			
Whole-House Media Air Cleaner			
Guardian Air Purifier			
Energy Recovery Ventilator			
Whole-House Humidification Systems			
Bypass Humidification Systems			
<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

**Whatever it takes.™**



**Heating & Cooling Systems**

Sample

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# Monthly Rate Calculator - Home Equity

Rate: 2.99%

Amount to Finance	6 months	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$420.31	\$211.72	\$107.44	\$72.69	\$55.32	\$44.91	\$37.97	\$33.02
\$ 2,650	\$445.53	\$224.43	\$113.89	\$77.05	\$58.64	\$47.61	\$40.25	\$35.00
\$ 2,800	\$470.74	\$237.13	\$120.34	\$81.42	\$61.96	\$50.30	\$42.53	\$36.98
\$ 2,950	\$495.96	\$249.83	\$126.78	\$85.78	\$65.28	\$52.99	\$44.81	\$38.97
\$ 3,100	\$521.18	\$262.54	\$133.23	\$90.14	\$68.60	\$55.69	\$47.09	\$40.95
\$ 3,250	\$546.40	\$275.24	\$139.67	\$94.50	\$71.92	\$58.38	\$49.36	\$42.93
\$ 3,400	\$571.62	\$287.94	\$146.12	\$98.86	\$75.24	\$61.08	\$51.64	\$44.91
\$ 3,550	\$596.84	\$300.65	\$152.57	\$103.22	\$78.56	\$63.77	\$53.92	\$46.89
\$ 3,700	\$622.06	\$313.35	\$159.01	\$107.58	\$81.88	\$66.47	\$56.20	\$48.87
\$ 3,850	\$647.27	\$326.05	\$165.46	\$111.95	\$85.20	\$69.16	\$58.48	\$50.85
\$ 4,000	\$672.49	\$338.76	\$171.91	\$116.31	\$88.52	\$71.86	\$60.76	\$52.84
\$ 4,150	\$697.71	\$351.46	\$178.35	\$120.67	\$91.84	\$74.55	\$63.04	\$54.82
\$ 4,300	\$722.93	\$364.16	\$184.80	\$125.03	\$95.16	\$77.25	\$65.31	\$56.80
\$ 4,450	\$748.15	\$376.87	\$191.25	\$129.39	\$98.48	\$79.94	\$67.59	\$58.78
\$ 4,600	\$773.37	\$389.57	\$197.69	\$133.75	\$101.80	\$82.64	\$69.87	\$60.76
\$ 4,750	\$798.58	\$402.27	\$204.14	\$138.11	\$105.12	\$85.33	\$72.15	\$62.74
\$ 4,900	\$823.80	\$414.98	\$210.59	\$142.48	\$108.44	\$88.02	\$74.43	\$64.72
\$ 5,050	\$849.02	\$427.68	\$217.03	\$146.84	\$111.75	\$90.72	\$76.71	\$66.70
\$ 5,200	\$874.24	\$440.38	\$223.48	\$151.20	\$115.07	\$93.41	\$78.98	\$68.69
\$ 5,350	\$899.46	\$453.09	\$229.93	\$155.56	\$118.40	\$96.11	\$81.26	\$70.67
\$ 5,500	\$924.68	\$465.79	\$236.37	\$159.92	\$121.71	\$98.80	\$83.54	\$72.65
\$ 5,650	\$949.90	\$478.49	\$242.82	\$164.28	\$125.03	\$101.50	\$85.82	\$74.63
\$ 5,800	\$975.11	\$491.20	\$249.27	\$168.65	\$128.35	\$104.19	\$88.10	\$76.61
\$ 5,950	\$1,000.33	\$503.90	\$255.71	\$173.01	\$131.67	\$106.89	\$90.38	\$78.59
\$ 6,100	\$1,025.55	\$516.60	\$262.16	\$177.37	\$134.99	\$109.58	\$92.65	\$80.57
\$ 6,250	\$1,050.77	\$529.31	\$268.60	\$181.73	\$138.31	\$112.28	\$94.93	\$82.55
\$ 6,400	\$1,075.99	\$542.01	\$275.05	\$186.09	\$141.63	\$114.97	\$97.21	\$84.54
\$ 6,550	\$1,101.21	\$554.71	\$281.50	\$190.45	\$144.95	\$117.67	\$99.49	\$86.52
\$ 6,700	\$1,126.43	\$567.42	\$287.94	\$194.81	\$148.27	\$120.36	\$101.77	\$88.50
\$ 6,850	\$1,151.64	\$580.12	\$294.39	\$199.18	\$151.59	\$123.06	\$104.05	\$90.48
\$ 7,000	\$1,176.86	\$592.82	\$300.84	\$203.54	\$154.91	\$125.75	\$106.32	\$92.46
\$ 7,150	\$1,202.08	\$605.53	\$307.28	\$207.90	\$158.23	\$128.44	\$108.60	\$94.44
\$ 7,300	\$1,227.30	\$618.23	\$313.73	\$212.26	\$161.55	\$131.14	\$110.88	\$96.42
\$ 7,450	\$1,252.52	\$630.93	\$320.18	\$216.62	\$164.87	\$133.83	\$113.16	\$98.41
\$ 7,600	\$1,277.74	\$643.64	\$326.62	\$220.98	\$168.19	\$136.53	\$115.44	\$100.39
\$ 7,750	\$1,302.95	\$656.34	\$333.07	\$225.35	\$171.51	\$139.22	\$117.72	\$102.37
\$ 7,900	\$1,328.17	\$669.04	\$339.52	\$229.71	\$174.83	\$141.92	\$119.99	\$104.35
\$ 8,050	\$1,353.39	\$681.75	\$345.96	\$234.07	\$178.15	\$144.61	\$122.27	\$106.33
\$ 8,200	\$1,378.61	\$694.45	\$352.41	\$238.43	\$181.47	\$147.31	\$124.55	\$108.31
\$ 8,350	\$1,403.83	\$707.15	\$358.86	\$242.79	\$184.78	\$150.00	\$126.83	\$110.29
\$ 8,500	\$1,429.05	\$719.86	\$365.30	\$247.15	\$188.10	\$152.70	\$129.11	\$112.27
\$ 8,650	\$1,454.27	\$732.56	\$371.75	\$251.51	\$191.42	\$155.39	\$131.39	\$114.26
\$ 8,800	\$1,479.48	\$745.26	\$378.20	\$255.88	\$194.74	\$158.09	\$133.66	\$116.24
\$ 8,950	\$1,504.70	\$757.97	\$384.64	\$260.24	\$198.06	\$160.78	\$135.94	\$118.22
\$ 9,100	\$1,529.92	\$770.67	\$391.09	\$264.60	\$201.38	\$163.47	\$138.22	\$120.20

# Monthly Rate Calculator

Rate:

Amount to Finance	12 months	24 months	36 months	48 months	60 months	72 months	84 months
\$ 2,500	\$211.88	\$107.60	\$72.85	\$55.48	\$45.07	\$38.13	\$33.18
\$ 2,650	\$224.60	\$114.05	\$77.22	\$58.81	\$47.77	\$40.42	\$35.17
\$ 2,800	\$237.31	\$120.51	\$81.59	\$62.14	\$50.47	\$42.71	\$37.16
\$ 2,950	\$250.02	\$126.96	\$85.96	\$65.47	\$53.18	\$44.99	\$39.15
\$ 3,100	\$262.73	\$133.42	\$90.33	\$68.79	\$55.88	\$47.28	\$41.14
\$ 3,250	\$275.45	\$139.88	\$94.70	\$72.12	\$58.59	\$49.57	\$43.13
\$ 3,400	\$288.16	\$146.33	\$99.07	\$75.45	\$61.29	\$51.86	\$45.12
\$ 3,550	\$300.87	\$152.79	\$103.44	\$78.78	\$63.99	\$54.14	\$47.12
\$ 3,700	\$313.59	\$159.24	\$107.81	\$82.11	\$66.70	\$56.43	\$49.11
\$ 3,850	\$326.30	\$165.70	\$112.18	\$85.44	\$69.40	\$58.72	\$51.10
\$ 4,000	\$339.01	\$172.15	\$116.55	\$88.77	\$72.11	\$61.01	\$53.09
\$ 4,150	\$351.72	\$178.61	\$120.92	\$92.10	\$74.81	\$63.30	\$55.08
\$ 4,300	\$364.44	\$185.07	\$125.30	\$95.42	\$77.51	\$65.58	\$57.07
\$ 4,450	\$377.15	\$191.52	\$129.67	\$98.75	\$80.22	\$67.87	\$59.06
\$ 4,600	\$389.86	\$197.98	\$134.04	\$102.08	\$82.92	\$70.16	\$61.05
\$ 4,750	\$402.58	\$204.43	\$138.41	\$105.41	\$85.63	\$72.45	\$63.04
\$ 4,900	\$415.29	\$210.89	\$142.78	\$108.74	\$88.33	\$74.73	\$65.03
\$ 5,050	\$428.00	\$217.35	\$147.15	\$112.07	\$91.03	\$77.02	\$67.02
\$ 5,200	\$440.72	\$223.80	\$151.52	\$115.40	\$93.74	\$79.31	\$69.01
\$ 5,350	\$453.43	\$230.26	\$155.89	\$118.73	\$96.44	\$81.60	\$71.01
\$ 5,500	\$466.14	\$236.71	\$160.26	\$122.06	\$99.15	\$83.89	\$73.00
\$ 5,650	\$478.85	\$243.17	\$164.63	\$125.38	\$101.85	\$86.17	\$74.99
\$ 5,800	\$491.57	\$249.62	\$169.00	\$128.71	\$104.55	\$88.46	\$76.98
\$ 5,950	\$504.28	\$256.08	\$173.37	\$132.04	\$107.25	\$90.75	\$78.97
\$ 6,100	\$516.99	\$262.54	\$177.75	\$135.37	\$109.96	\$93.04	\$80.96
\$ 6,250	\$529.71	\$268.99	\$182.12	\$138.70	\$112.67	\$95.32	\$82.95
\$ 6,400	\$542.42	\$275.45	\$186.49	\$142.03	\$115.37	\$97.61	\$84.94
\$ 6,550	\$555.13	\$281.90	\$190.86	\$145.36	\$118.07	\$99.90	\$86.93
\$ 6,700	\$567.84	\$288.36	\$195.23	\$148.69	\$120.78	\$102.19	\$88.92
\$ 6,850	\$580.56	\$294.82	\$199.60	\$152.01	\$123.48	\$104.48	\$90.91
\$ 7,000	\$593.27	\$301.27	\$203.97	\$155.34	\$126.19	\$106.76	\$92.90
\$ 7,150	\$605.98	\$307.73	\$208.34	\$158.67	\$128.89	\$109.05	\$94.89
\$ 7,300	\$618.70	\$314.18	\$212.71	\$162.00	\$131.59	\$111.34	\$96.89
\$ 7,450	\$631.41	\$320.64	\$217.08	\$165.33	\$134.30	\$113.63	\$98.88
\$ 7,600	\$644.12	\$327.09	\$221.45	\$168.66	\$137.00	\$115.91	\$100.87
\$ 7,750	\$656.84	\$333.55	\$225.82	\$171.99	\$139.71	\$118.20	\$102.86
\$ 7,900	\$669.55	\$340.01	\$230.19	\$175.32	\$142.41	\$120.49	\$104.85
\$ 8,050	\$682.26	\$346.46	\$234.57	\$178.64	\$145.11	\$122.78	\$106.84
\$ 8,200	\$694.97	\$352.92	\$238.94	\$181.97	\$147.82	\$125.07	\$108.83
\$ 8,350	\$707.69	\$359.37	\$243.31	\$185.30	\$150.52	\$127.35	\$110.82
\$ 8,500	\$720.40	\$365.83	\$247.68	\$188.63	\$153.23	\$129.64	\$112.81
\$ 8,650	\$733.11	\$372.29	\$252.05	\$191.96	\$155.93	\$131.93	\$114.80
\$ 8,800	\$745.83	\$378.74	\$256.42	\$195.29	\$158.63	\$134.22	\$116.79
\$ 8,950	\$758.54	\$385.20	\$260.79	\$198.62	\$161.34	\$136.50	\$118.78
\$ 9,100	\$771.25	\$391.65	\$265.16	\$201.95	\$164.04	\$138.79	\$120.77

# Monthly Rate Calculator - Same as Cash Tables

Rate: 4.20%

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	\$430.64	\$222.05	\$118.29	\$77.14	\$59.05	\$48.21	\$40.99	\$35.85
\$ 2,650	\$456.48	\$235.38	\$120.16	\$81.77	\$62.59	\$51.10	\$43.45	\$38.00
\$ 2,800	\$482.32	\$248.70	\$128.96	\$86.40	\$66.14	\$54.00	\$45.91	\$40.15
\$ 2,950	\$508.16	\$262.02	\$133.76	\$91.03	\$69.68	\$56.89	\$48.37	\$42.30
\$ 3,100	\$534.00	\$275.35	\$140.56	\$95.66	\$73.22	\$59.78	\$50.83	\$44.45
\$ 3,250	\$559.84	\$288.67	\$147.36	\$100.28	\$76.77	\$62.67	\$53.29	\$46.60
\$ 3,400	\$585.67	\$301.99	\$154.16	\$104.91	\$80.31	\$65.57	\$55.75	\$48.75
\$ 3,550	\$611.51	\$315.32	\$160.96	\$109.54	\$83.85	\$68.46	\$58.21	\$50.90
\$ 3,700	\$637.35	\$328.64	\$167.76	\$114.17	\$87.40	\$71.35	\$60.67	\$53.05
\$ 3,850	\$663.19	\$341.96	\$174.57	\$118.80	\$90.94	\$74.24	\$63.13	\$55.21
\$ 4,000	\$689.03	\$355.29	\$181.37	\$123.43	\$94.48	\$77.14	\$65.59	\$57.36
\$ 4,150	\$714.87	\$368.61	\$188.17	\$128.06	\$98.03	\$80.03	\$68.05	\$59.51
\$ 4,300	\$740.71	\$381.93	\$194.97	\$132.68	\$101.57	\$82.92	\$70.51	\$61.66
\$ 4,450	\$766.54	\$395.26	\$201.77	\$137.31	\$105.11	\$85.81	\$72.97	\$63.81
\$ 4,600	\$792.38	\$408.58	\$208.57	\$141.94	\$108.66	\$88.71	\$75.43	\$65.96
\$ 4,750	\$818.22	\$421.90	\$215.37	\$146.57	\$112.20	\$91.60	\$77.89	\$68.11
\$ 4,900	\$844.06	\$435.23	\$222.17	\$151.20	\$115.74	\$94.49	\$80.35	\$70.26
\$ 5,050	\$869.90	\$448.55	\$228.97	\$155.83	\$119.28	\$97.39	\$82.81	\$72.41
\$ 5,200	\$895.74	\$461.87	\$235.78	\$160.46	\$122.83	\$100.28	\$85.27	\$74.56
\$ 5,350	\$921.58	\$475.19	\$242.58	\$165.08	\$126.37	\$103.17	\$87.73	\$76.71
\$ 5,500	\$947.42	\$488.52	\$249.38	\$169.71	\$129.91	\$106.06	\$90.19	\$78.86
\$ 5,650	\$973.25	\$501.84	\$256.18	\$174.34	\$133.46	\$108.96	\$92.65	\$81.02
\$ 5,800	\$999.09	\$515.16	\$262.98	\$178.97	\$137.00	\$111.85	\$95.10	\$83.17
\$ 5,950	\$1,024.93	\$528.49	\$269.78	\$183.60	\$140.54	\$114.74	\$97.56	\$85.32
\$ 6,100	\$1,050.77	\$541.81	\$276.58	\$188.23	\$144.09	\$117.63	\$100.02	\$87.47
\$ 6,250	\$1,076.61	\$555.13	\$283.38	\$192.86	\$147.63	\$120.53	\$102.48	\$89.62
\$ 6,400	\$1,102.45	\$568.46	\$290.19	\$197.48	\$151.17	\$123.42	\$104.94	\$91.77
\$ 6,550	\$1,128.29	\$581.78	\$296.98	\$202.11	\$154.72	\$126.31	\$107.40	\$93.92
\$ 6,700	\$1,154.12	\$595.10	\$303.79	\$206.74	\$158.26	\$129.20	\$109.86	\$96.07
\$ 6,850	\$1,179.96	\$608.43	\$310.59	\$211.37	\$161.80	\$132.10	\$112.32	\$98.22
\$ 7,000	\$1,205.80	\$621.75	\$317.39	\$216.00	\$165.35	\$134.99	\$114.78	\$100.37
\$ 7,150	\$1,231.64	\$635.07	\$324.19	\$220.63	\$168.89	\$137.88	\$117.24	\$102.52
\$ 7,300	\$1,257.48	\$648.40	\$330.99	\$225.25	\$172.43	\$140.77	\$119.70	\$104.67
\$ 7,450	\$1,283.32	\$661.72	\$337.79	\$229.88	\$175.97	\$143.67	\$122.16	\$106.83
\$ 7,600	\$1,309.16	\$675.04	\$344.60	\$234.51	\$179.52	\$146.56	\$124.62	\$108.98
\$ 7,750	\$1,334.99	\$688.37	\$351.40	\$239.14	\$183.06	\$149.45	\$127.08	\$111.13
\$ 7,900	\$1,360.83	\$701.69	\$358.20	\$243.77	\$186.60	\$152.35	\$129.54	\$113.28
\$ 8,050	\$1,386.67	\$715.01	\$365.00	\$248.40	\$190.15	\$155.24	\$132.00	\$115.43
\$ 8,200	\$1,412.51	\$728.34	\$371.80	\$253.03	\$193.69	\$158.13	\$134.46	\$117.58
\$ 8,350	\$1,438.35	\$741.66	\$378.60	\$257.65	\$197.23	\$161.02	\$136.92	\$119.73
\$ 8,500	\$1,464.19	\$754.98	\$385.40	\$262.28	\$200.78	\$163.92	\$139.38	\$121.88
\$ 8,650	\$1,490.03	\$768.31	\$392.20	\$266.91	\$204.32	\$166.81	\$141.84	\$124.03
\$ 8,800	\$1,515.86	\$781.63	\$399.01	\$271.54	\$207.86	\$169.70	\$144.30	\$126.18
\$ 8,950	\$1,541.70	\$794.95	\$405.81	\$276.17	\$211.41	\$172.59	\$146.76	\$128.33
\$ 9,100	\$1,567.54	\$808.28	\$412.61	\$280.80	\$214.95	\$175.49	\$149.22	\$130.49

# Monthly Rate Calculator - Same as Cash Tables

Rate: 6.90%

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	\$439.76	\$231.12	\$119.53	\$82.40	\$63.87	\$52.79	\$45.44	\$40.20
\$ 2,650	\$466.14	\$244.99	\$126.71	\$87.34	\$67.70	\$55.96	\$48.16	\$42.62
\$ 2,800	\$492.53	\$258.85	\$133.88	\$92.28	\$71.54	\$59.13	\$50.89	\$45.03
\$ 2,950	\$518.91	\$272.72	\$141.05	\$97.23	\$75.37	\$62.30	\$53.61	\$47.44
\$ 3,100	\$545.30	\$286.59	\$148.22	\$102.17	\$79.20	\$65.46	\$56.34	\$49.85
\$ 3,250	\$571.69	\$300.46	\$155.39	\$107.12	\$83.03	\$68.63	\$59.07	\$52.27
\$ 3,400	\$598.07	\$314.32	\$162.57	\$112.06	\$86.87	\$71.80	\$61.79	\$54.68
\$ 3,550	\$624.46	\$328.19	\$169.74	\$117.00	\$90.70	\$74.97	\$64.52	\$57.09
\$ 3,700	\$650.84	\$342.06	\$176.91	\$121.95	\$94.53	\$78.13	\$67.24	\$59.50
\$ 3,850	\$677.23	\$355.92	\$184.08	\$126.89	\$98.36	\$81.30	\$69.97	\$61.92
\$ 4,000	\$703.61	\$369.79	\$191.25	\$131.84	\$102.20	\$84.47	\$72.70	\$64.33
\$ 4,150	\$730.00	\$383.66	\$198.43	\$136.78	\$106.03	\$87.64	\$75.42	\$66.74
\$ 4,300	\$756.38	\$397.53	\$205.60	\$141.72	\$109.86	\$90.80	\$78.15	\$69.15
\$ 4,450	\$782.77	\$411.39	\$212.77	\$146.67	\$113.69	\$93.97	\$80.87	\$71.56
\$ 4,600	\$809.15	\$425.26	\$219.94	\$151.61	\$117.53	\$97.14	\$83.60	\$73.98
\$ 4,750	\$835.54	\$439.13	\$227.11	\$156.55	\$121.36	\$100.31	\$86.33	\$76.39
\$ 4,900	\$861.93	\$452.99	\$234.29	\$161.50	\$125.19	\$103.47	\$89.05	\$78.80
\$ 5,050	\$888.31	\$466.86	\$241.46	\$166.44	\$129.02	\$106.64	\$91.78	\$81.21
\$ 5,200	\$914.70	\$480.73	\$248.63	\$171.39	\$132.85	\$109.81	\$94.51	\$83.63
\$ 5,350	\$941.08	\$494.60	\$255.80	\$176.33	\$136.68	\$112.98	\$97.23	\$86.04
\$ 5,500	\$967.47	\$508.46	\$262.97	\$181.27	\$140.52	\$116.14	\$99.96	\$88.45
\$ 5,650	\$993.85	\$522.33	\$270.15	\$186.22	\$144.35	\$119.31	\$102.68	\$90.86
\$ 5,800	\$1,020.24	\$536.20	\$277.32	\$191.16	\$148.18	\$122.48	\$105.41	\$93.27
\$ 5,950	\$1,046.62	\$550.06	\$284.49	\$196.10	\$152.02	\$125.65	\$108.14	\$95.69
\$ 6,100	\$1,073.01	\$563.93	\$291.66	\$201.05	\$155.85	\$128.81	\$110.86	\$98.10
\$ 6,250	\$1,099.39	\$577.80	\$298.83	\$205.99	\$159.68	\$131.98	\$113.59	\$100.51
\$ 6,400	\$1,125.78	\$591.67	\$306.01	\$210.94	\$163.51	\$135.15	\$116.31	\$102.92
\$ 6,550	\$1,152.17	\$605.53	\$313.18	\$215.88	\$167.35	\$138.32	\$119.04	\$105.34
\$ 6,700	\$1,178.55	\$619.40	\$320.35	\$220.82	\$171.18	\$141.48	\$121.77	\$107.75
\$ 6,850	\$1,204.94	\$633.27	\$327.52	\$225.77	\$175.01	\$144.65	\$124.49	\$110.16
\$ 7,000	\$1,231.32	\$647.13	\$334.69	\$230.71	\$178.84	\$147.82	\$127.22	\$112.57
\$ 7,150	\$1,257.71	\$661.00	\$341.87	\$235.66	\$182.68	\$150.99	\$129.94	\$114.99
\$ 7,300	\$1,284.09	\$674.87	\$349.04	\$240.60	\$186.51	\$154.15	\$132.67	\$117.40
\$ 7,450	\$1,310.48	\$688.74	\$356.21	\$245.54	\$190.34	\$157.32	\$135.40	\$119.81
\$ 7,600	\$1,336.86	\$702.60	\$363.38	\$250.49	\$194.17	\$160.49	\$138.12	\$122.22
\$ 7,750	\$1,363.25	\$716.47	\$370.55	\$255.43	\$198.00	\$163.66	\$140.85	\$124.63
\$ 7,900	\$1,389.63	\$730.34	\$377.73	\$260.37	\$201.84	\$166.82	\$143.58	\$127.05
\$ 8,050	\$1,416.02	\$744.20	\$384.90	\$265.32	\$205.67	\$169.99	\$146.30	\$129.46
\$ 8,200	\$1,442.41	\$758.07	\$392.07	\$270.26	\$209.50	\$173.16	\$149.03	\$131.87
\$ 8,350	\$1,468.79	\$771.94	\$399.24	\$275.21	\$213.33	\$176.33	\$151.75	\$134.28
\$ 8,500	\$1,495.18	\$785.81	\$406.41	\$280.15	\$217.17	\$179.50	\$154.48	\$136.70
\$ 8,650	\$1,521.56	\$799.67	\$413.59	\$285.09	\$221.00	\$182.66	\$157.21	\$139.11
\$ 8,800	\$1,547.95	\$813.54	\$420.76	\$290.04	\$224.83	\$185.83	\$159.93	\$141.52
\$ 8,950	\$1,574.33	\$827.41	\$427.93	\$294.98	\$228.66	\$189.00	\$162.66	\$143.93
\$ 9,100	\$1,600.72	\$841.28	\$435.10	\$299.92	\$232.50	\$192.17	\$165.38	\$146.34

# Monthly Rate Calculator - Same as Cash Tables

Rate: 11.10%

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	\$454.14	\$245.61	\$129.58	\$91.06	\$71.92	\$60.53	\$53.01	\$47.70
\$ 2,650	\$481.39	\$260.35	\$137.36	\$96.53	\$76.24	\$64.16	\$56.19	\$50.57
\$ 2,800	\$508.64	\$275.08	\$145.13	\$101.99	\$80.55	\$67.79	\$59.37	\$53.43
\$ 2,950	\$535.88	\$289.82	\$152.91	\$107.45	\$84.87	\$71.42	\$62.55	\$56.29
\$ 3,100	\$563.13	\$304.56	\$160.68	\$112.92	\$89.18	\$75.05	\$65.73	\$59.15
\$ 3,250	\$590.38	\$319.29	\$168.46	\$118.38	\$93.50	\$78.69	\$68.91	\$62.01
\$ 3,400	\$617.63	\$334.03	\$176.23	\$123.85	\$97.81	\$82.32	\$72.09	\$64.88
\$ 3,550	\$644.88	\$348.77	\$184.01	\$129.31	\$102.13	\$85.95	\$75.27	\$67.74
\$ 3,700	\$672.13	\$363.50	\$191.78	\$134.77	\$106.44	\$89.58	\$78.45	\$70.60
\$ 3,850	\$699.37	\$378.24	\$199.56	\$140.24	\$110.76	\$93.21	\$81.63	\$73.46
\$ 4,000	\$726.62	\$392.98	\$207.33	\$145.70	\$115.07	\$96.85	\$84.82	\$76.33
\$ 4,150	\$753.87	\$407.71	\$215.11	\$151.17	\$119.39	\$100.48	\$88.00	\$79.19
\$ 4,300	\$781.12	\$422.45	\$222.88	\$156.63	\$123.70	\$104.11	\$91.18	\$82.05
\$ 4,450	\$808.37	\$437.19	\$230.66	\$162.09	\$128.02	\$107.74	\$94.36	\$84.91
\$ 4,600	\$835.62	\$451.92	\$238.43	\$167.56	\$132.33	\$111.37	\$97.54	\$87.77
\$ 4,750	\$862.86	\$466.66	\$246.21	\$173.02	\$136.65	\$115.00	\$100.72	\$90.64
\$ 4,900	\$890.11	\$481.39	\$253.98	\$178.48	\$140.96	\$118.64	\$103.90	\$93.50
\$ 5,050	\$917.36	\$496.13	\$261.76	\$183.95	\$145.28	\$122.27	\$107.08	\$96.36
\$ 5,200	\$944.61	\$510.87	\$269.53	\$189.41	\$149.60	\$125.90	\$110.26	\$99.22
\$ 5,350	\$971.86	\$525.60	\$277.31	\$194.88	\$153.91	\$129.53	\$113.44	\$102.09
\$ 5,500	\$999.11	\$540.34	\$285.08	\$200.34	\$158.23	\$133.16	\$116.62	\$104.95
\$ 5,650	\$1,026.35	\$555.08	\$292.86	\$205.80	\$162.54	\$136.79	\$119.80	\$107.81
\$ 5,800	\$1,053.60	\$569.81	\$300.63	\$211.27	\$166.86	\$140.43	\$122.98	\$110.67
\$ 5,950	\$1,080.85	\$584.55	\$308.41	\$217.73	\$171.17	\$144.06	\$126.16	\$113.53
\$ 6,100	\$1,108.10	\$599.29	\$316.18	\$223.19	\$175.49	\$147.69	\$129.34	\$116.40
\$ 6,250	\$1,135.35	\$614.02	\$323.96	\$227.66	\$179.80	\$151.32	\$132.52	\$119.26
\$ 6,400	\$1,162.60	\$628.76	\$331.73	\$233.12	\$184.12	\$154.95	\$135.70	\$122.12
\$ 6,550	\$1,189.84	\$643.50	\$339.51	\$238.59	\$188.43	\$158.58	\$138.88	\$124.98
\$ 6,700	\$1,217.09	\$658.23	\$347.28	\$244.05	\$192.75	\$162.22	\$142.07	\$127.85
\$ 6,850	\$1,244.34	\$672.97	\$355.06	\$249.51	\$197.06	\$165.85	\$145.25	\$130.71
\$ 7,000	\$1,271.59	\$687.71	\$362.83	\$254.98	\$201.38	\$169.48	\$148.43	\$133.57
\$ 7,150	\$1,298.84	\$702.44	\$370.61	\$260.44	\$205.69	\$173.11	\$151.61	\$136.43
\$ 7,300	\$1,326.09	\$717.18	\$378.38	\$265.91	\$210.01	\$176.74	\$154.79	\$139.29
\$ 7,450	\$1,353.33	\$731.92	\$386.16	\$271.37	\$214.32	\$180.37	\$157.97	\$142.16
\$ 7,600	\$1,380.58	\$746.65	\$393.93	\$276.83	\$218.64	\$184.01	\$161.15	\$145.02
\$ 7,750	\$1,407.83	\$761.39	\$401.71	\$282.30	\$222.95	\$187.64	\$164.33	\$147.88
\$ 7,900	\$1,435.08	\$776.13	\$409.48	\$287.76	\$227.27	\$191.27	\$167.51	\$150.74
\$ 8,050	\$1,462.33	\$790.86	\$417.25	\$293.22	\$231.59	\$194.90	\$170.69	\$153.61
\$ 8,200	\$1,489.58	\$805.60	\$425.03	\$298.69	\$235.90	\$198.53	\$173.87	\$156.47
\$ 8,350	\$1,516.82	\$820.34	\$432.80	\$304.15	\$240.22	\$202.16	\$177.05	\$159.33
\$ 8,500	\$1,544.07	\$835.07	\$440.58	\$309.62	\$244.53	\$205.80	\$180.23	\$162.19
\$ 8,650	\$1,571.32	\$849.81	\$448.35	\$315.08	\$248.85	\$209.43	\$183.41	\$165.05
\$ 8,800	\$1,598.57	\$864.55	\$456.13	\$320.54	\$253.16	\$213.06	\$186.59	\$167.92
\$ 8,950	\$1,625.82	\$879.28	\$463.90	\$326.01	\$257.48	\$216.69	\$189.77	\$170.78
\$ 9,100	\$1,653.07	\$894.02	\$471.68	\$331.47	\$261.79	\$220.32	\$192.95	\$173.64

# ENERGY SAVINGS

**Whatever it takes.™**



Sample



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	\$ 0		
14.5	\$ 30	\$ 22	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0		
14	\$ 29	\$ 21	\$ 16	\$ 12	\$ 9	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0		
13.5	\$ 29	\$ 21	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 3	\$ 2	\$ 0	\$ 0	\$ 0		
13	\$ 29	\$ 20	\$ 15	\$ 11	\$ 8	\$ 6	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0		
12.5	\$ 28	\$ 20	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0		
12	\$ 28	\$ 19	\$ 14	\$ 10	\$ 7	\$ 5	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0		
11.5	\$ 27	\$ 19	\$ 13	\$ 9	\$ 6	\$ 4	\$ 2	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0		
11	\$ 26	\$ 18	\$ 13	\$ 9	\$ 6	\$ 3	\$ 2	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0		
10.5	\$ 26	\$ 17	\$ 12	\$ 8	\$ 5	\$ 3	\$ 1	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0		
10	\$ 25	\$ 17	\$ 11	\$ 7	\$ 4	\$ 2	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0		

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



# Estimated Energy Savings

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

## 2 Ton 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	\$ 1,563	\$ 1,161	\$ 893	\$ 702	\$ 558	\$ 447	\$ 357	\$ 284	\$ 223	\$ 172	\$ 128	\$ 89		
17.5	\$ 1,559	\$ 1,149	\$ 889	\$ 698	\$ 554	\$ 442	\$ 641	\$ 718	\$ 659	\$ 159	\$ 115	\$ 77		
17	\$ 1,537	\$ 1,135	\$ 867	\$ 676	\$ 532	\$ 420	\$ 636	\$ 718	\$ 659	\$ 146	\$ 101	\$ 63		
16.5	\$ 1,523	\$ 1,121	\$ 853	\$ 661	\$ 518	\$ 406	\$ 631	\$ 718	\$ 659	\$ 131	\$ 87	\$ 49		
16	\$ 1,508	\$ 1,106	\$ 838	\$ 646	\$ 503	\$ 391	\$ 625	\$ 718	\$ 659	\$ 116	\$ 72	\$ 34		
15.5	\$ 1,491	\$ 1,089	\$ 821	\$ 630	\$ 486	\$ 375	\$ 619	\$ 718	\$ 659	\$ 100	\$ 56	\$ 17		
15	\$ 1,474	\$ 1,072	\$ 804	\$ 613	\$ 469	\$ 357	\$ 268	\$ 195	\$ 134	\$ 32	\$ 38	\$ -		
14.5	\$ 1,456	\$ 1,054	\$ 786	\$ 594	\$ 451	\$ 339	\$ 250	\$ 176	\$ 116	\$ 64	\$ 20	\$ -		
14	\$ 1,436	\$ 1,034	\$ 766	\$ 574	\$ 431	\$ 319	\$ 230	\$ 157	\$ 96	\$ 44	\$ -	\$ -		
13.5	\$ 1,414	\$ 1,012	\$ 744	\$ 553	\$ 409	\$ 298	\$ 208	\$ 135	\$ 74	\$ 23	\$ -	\$ -		
13	\$ 1,392	\$ 990	\$ 722	\$ 530	\$ 387	\$ 275	\$ 186	\$ 112	\$ 52	\$ -	\$ -	\$ -		
12.5	\$ 1,367	\$ 965	\$ 697	\$ 505	\$ 362	\$ 250	\$ 161	\$ 88	\$ 27	\$ -	\$ -	\$ -		
12	\$ 1,340	\$ 938	\$ 670	\$ 479	\$ 335	\$ 223	\$ 134	\$ 61	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 1,311	\$ 909	\$ 641	\$ 449	\$ 306	\$ 194	\$ 105	\$ 32	\$ -	\$ -	\$ -	\$ -		
11	\$ 1,279	\$ 877	\$ 609	\$ 418	\$ 274	\$ 162	\$ 73	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 1,244	\$ 842	\$ 574	\$ 383	\$ 239	\$ 128	\$ 38	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 1,206	\$ 804	\$ 536	\$ 345	\$ 201	\$ 89	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1100 Annual Cooling Operating Hours  
2250 Annual Heating Operating Hours

## 2 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	\$ 130	\$ 97	\$ 74	\$ 58	\$ 47	\$ 37	\$ 30	\$ 24	\$ 19	\$ 14	\$ 11	\$ 7		
17.5	\$ 130	\$ 96	\$ 74	\$ 58	\$ 46	\$ 37	\$ 53	\$ 60	\$ 55	\$ 13	\$ 10	\$ 6		
17	\$ 128	\$ 95	\$ 72	\$ 56	\$ 44	\$ 35	\$ 53	\$ 60	\$ 55	\$ 12	\$ 8	\$ 5		
16.5	\$ 127	\$ 93	\$ 71	\$ 55	\$ 43	\$ 34	\$ 53	\$ 60	\$ 55	\$ 11	\$ 7	\$ 4		
16	\$ 126	\$ 92	\$ 70	\$ 54	\$ 42	\$ 33	\$ 52	\$ 60	\$ 55	\$ 10	\$ 6	\$ 3		
15.5	\$ 124	\$ 91	\$ 68	\$ 52	\$ 41	\$ 31	\$ 52	\$ 60	\$ 55	\$ 8	\$ 5	\$ 1		
15	\$ 123	\$ 89	\$ 67	\$ 51	\$ 39	\$ 30	\$ 22	\$ 16	\$ 11	\$ 7	\$ 3	\$ -		
14.5	\$ 121	\$ 88	\$ 65	\$ 50	\$ 38	\$ 28	\$ 21	\$ 15	\$ 10	\$ 5	\$ 2	\$ -		
14	\$ 120	\$ 86	\$ 64	\$ 48	\$ 36	\$ 27	\$ 19	\$ 13	\$ 8	\$ 4	\$ -	\$ -		
13.5	\$ 118	\$ 84	\$ 62	\$ 46	\$ 34	\$ 25	\$ 17	\$ 11	\$ 6	\$ 2	\$ -	\$ -		
13	\$ 116	\$ 82	\$ 60	\$ 44	\$ 32	\$ 23	\$ 15	\$ 9	\$ 4	\$ -	\$ -	\$ -		
12.5	\$ 114	\$ 80	\$ 58	\$ 42	\$ 30	\$ 21	\$ 13	\$ 7	\$ 2	\$ -	\$ -	\$ -		
12	\$ 112	\$ 78	\$ 56	\$ 40	\$ 28	\$ 19	\$ 11	\$ 5	\$ -	\$ -	\$ -	\$ -		
11.5	\$ 109	\$ 76	\$ 53	\$ 37	\$ 25	\$ 16	\$ 9	\$ 3	\$ -	\$ -	\$ -	\$ -		
11	\$ 107	\$ 73	\$ 51	\$ 35	\$ 23	\$ 14	\$ 6	\$ -	\$ -	\$ -	\$ -	\$ -		
10.5	\$ 104	\$ 70	\$ 48	\$ 32	\$ 20	\$ 11	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -		
10	\$ 101	\$ 67	\$ 45	\$ 29	\$ 17	\$ 7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		

24,000 BTUH Cooling Unit  
\$ 0.100 Electric Rate  
1100 Annual Cooling Operating Hours  
1750 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

## 50,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 5,986	\$ 4,801	\$ 3,799	\$ 2,939	\$ 2,195	\$ 1,543	\$ 968	
90%	\$ 5,528	\$ 4,344	\$ 3,341	\$ 2,482	\$ 1,738	\$ 1,086		
85%	\$ 5,017	\$ 3,833	\$ 2,830	\$ 1,971	\$ 1,226	\$ 575		
80%	\$ 4,442	\$ 3,258	\$ 2,255	\$ 1,396	\$ 652	\$ -		

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 499	\$ 400	\$ 317	\$ 245	\$ 183	\$ 129	\$ 81	
90%	\$ 461	\$ 362	\$ 278	\$ 207	\$ 145	\$ 90	\$ -	
85%	\$ 418	\$ 319	\$ 236	\$ 164	\$ 102	\$ 48	\$ -	
80%	\$ 370	\$ 271	\$ 188	\$ 116	\$ 54	\$ -	\$ -	

50,000 MBTUH Heating Unit  
\$ 6.95 MCF Rate  
2250 Annual Operating Hours

## 75,000 BTU Furnace Unit

### Annual Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 8,978	\$ 7,201	\$ 5,698	\$ 4,409	\$ 3,292	\$ 2,315	\$ 1,452	
90%	\$ 8,293	\$ 6,516	\$ 5,012	\$ 3,723	\$ 2,606	\$ 1,629	\$ -	
85%	\$ 7,526	\$ 5,749	\$ 4,245	\$ 2,957	\$ 1,840	\$ 862	\$ -	
80%	\$ 6,664	\$ 4,887	\$ 3,383	\$ 2,094	\$ 977	\$ -	\$ -	

### Monthly Energy Savings

New AFUE		Existing AFUE						
		55%	60%	65%	70%	75%	80%	85%
95%	\$ 748	\$ 600	\$ 475	\$ 367	\$ 274	\$ 193	\$ 121	
90%	\$ 691	\$ 543	\$ 418	\$ 310	\$ 217	\$ 136	\$ -	
85%	\$ 627	\$ 479	\$ 354	\$ 246	\$ 153	\$ 72	\$ -	
80%	\$ 555	\$ 407	\$ 282	\$ 175	\$ 81	\$ -	\$ -	

75,000 MBTUH Heating Unit  
\$ 6.95 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:**