

HVAC SYSTEM REPLACEMENT PROPOSAL



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Quotation

Current Situation: Your existing HVAC system is 18 years old and operating at significantly reduced efficiency. The system struggles to maintain consistent temperatures, shows signs of refrigerant leaks, and has outdated technology that results in high energy bills. Given the age and condition, repair costs would be substantial with no guarantee of long-term reliability.

Our Solution: We propose installing a premium Carrier Infinity series high-efficiency HVAC system specifically sized for your 2,400 square foot home. This modern system will reduce your energy costs by up to 40%, provide whisper-quiet operation, and include smart thermostat technology for optimal comfort and control.

#	Title	Quantity	Price	Total
1	Carrier Infinity 20 Air Conditioner 20 SEER variable-speed outdoor condensing unit with Greenspeed intelligence, sound blanket included	1	\$4,500	\$4,500
				
2	Carrier Infinity 98 Gas Furnace BTU input, 98.5% AFUE efficiency rating, variable-speed ECM blower motor, stainless steel heat exchanger	1	\$3,200	\$3,200
3	Evaporator Coil Matched indoor evaporator coil, aluminum construction, optimized for 4-ton system performance	1	\$950	\$950
4	Refrigerant Lines - LineSet insulated copper refrigerant lines (liquid and suction), sized for R-410A refrigerant	50 ft	\$32	\$1,600

#	Title	Quantity	Price	Tax	Disc.	Total
5	Carrier Cor Wi-Fi Thermostat Smart programmable thermostat with Wi-Fi, smartphone app control, 7-day scheduling, geofencing	1	\$450			\$450
6	Removal & Disposal Complete removal of existing AC unit, furnace, and coil. Proper disposal and recycling of all components	1	\$650			\$650
7	Outdoor Equipment Pad Composite equipment pad (48"x48"), UV and weather resistant, vibration dampening properties	1	\$280			\$280
8	Condensate Drain System New PVC condensate drain piping with trap, safety float switch, and exterior termination	1	\$850			\$850
9	Electrical Work New 240V dedicated circuit for AC unit, disconnect boxes for indoor and outdoor units, all required wiring	1	\$1,200			\$1,200
10	Ductwork Sealing & Insulation	35	\$0			\$0
11	Return Air Plenum Upgrade	1	\$0			\$0
12	Refrigerant Charge R-410A refrigerant charge, system evacuation, leak testing, performance verification	1	\$125			\$125
13	System Startup & Testing Complete system commissioning, airflow testing, temperature differential verification, thermostat programming	1	\$450			\$450
14	Air Quality Upgrade Package High-efficiency MERV 13 air filter, UV light air purifier for enhanced air quality	1	\$800		15%	\$680
15	Permits & Inspections Building permits for electrical and plumbing work, all required inspections	1	\$850	0.00% Excl.		\$850
Labor						
16	Installation Professional installation by certified roofing crew, includes all workmanship and supervision	1	\$165	0.00% Excl.		\$165
Warranty						
18	Extended Labor Warranty (10-Year) 10-year parts AND labor warranty coverage (requires registration within 90 days)	1	\$1,200			\$1,200

Subtotal (excl. taxes)	\$17,150
TAX 6% exclusive	\$1,029
Total	\$18,179

PROJECT SCOPE & SYSTEM SPECIFICATIONS

This proposal covers the complete removal of your existing HVAC system and installation of a new high-efficiency heating and cooling system tailored to your home's specific needs.

Property Assessment:

- Home Size: 2,400 square feet (single-story ranch)
- Current System: 15 SEER AC unit (3.5 tons) + 80% AFUE gas furnace
- System Age: 18 years (installed 2008)
- Ductwork Condition: Good overall, minor sealing needed
- Thermostat: Basic programmable, 1 zone

Scope of Work:

1. Complete removal and disposal of existing outdoor AC unit, indoor furnace, and coil
2. Installation of new 4-ton Carrier Infinity outdoor condensing unit with sound blanket
3. Installation of new Carrier Infinity 98 gas furnace with variable-speed blower
4. Installation of new evaporator coil matched to system specifications
5. New refrigerant lines with proper insulation (up to 50 linear feet)
6. New condensate drain system with safety float switch
7. Ductwork inspection, sealing, and insulation upgrades where needed
8. Installation of new Carrier Cor Wi-Fi smart thermostat
9. Electrical upgrades including new dedicated circuit and disconnect boxes
10. Gas line inspection and modifications as needed for new furnace
11. New outdoor equipment pad (composite material)
12. Complete system startup, testing, and performance verification
13. Homeowner training on system operation and thermostat programming
14. All required permits and final inspections

Installation Timeline: 2-3 business days.

- Day 1 - Removal of old system and preparation.
- Day 2 - Installation of new equipment and ductwork modifications.
- Day 3 - Final connections, testing, and system optimization.

TERMS AND CONDITIONS

4.1 Proposal Validity: This proposal is valid for 30 days from the date above. Equipment pricing is subject to manufacturer price changes. The 3% cash payment discount is available only if full payment is made upon project completion.

4.2 Payment Terms: Payment options: (Option A) 50% deposit upon contract signing, 50% upon completion and satisfaction. (Option B) 100% payment upon completion with 3% discount applied. (Option C) Financing available through approved lenders with approved credit. All payments due within 3 days of invoice.

4.3 Installation Timeline: Installation will be scheduled within 7-14 business days of signed contract and deposit receipt, subject to equipment availability and permit approval. Installation takes 2-3 business days. We will coordinate scheduling to minimize disruption to your household.

4.4 Permits and Inspections: ComfortZone will obtain all required permits. All work will comply with current building codes and manufacturer specifications. Final inspection by city authorities will be coordinated by ComfortZone. Permit costs are included in this proposal.

4.5 Manufacturer Warranties: Carrier Infinity equipment includes: 10-year parts warranty on compressor and heat exchanger; 5-year parts warranty on all other components. Warranties require registration within 90 days of installation. Extended labor warranty (10 years) is included in this proposal and covers all labor costs for covered repairs.

4.6 Workmanship Warranty: ComfortZone provides a 2-year workmanship warranty covering all installation labor and materials. This warranty covers any defects or issues resulting from our installation work. Does not cover damage from misuse, neglect, or normal wear and tear.

4.7 Scope Modifications: This proposal is based on current site conditions observed during our assessment. If unforeseen issues are discovered during installation (such as damaged ductwork, electrical problems, or structural issues), we will notify you immediately and provide pricing for additional work before proceeding.

4.8 Homeowner Responsibilities: Homeowner will provide: clear access to work areas including attic, garage, and exterior; electrical power during installation; protection of personal property in work areas; one adult present during final walkthrough and system training. Please remove vehicles from driveway on installation days.

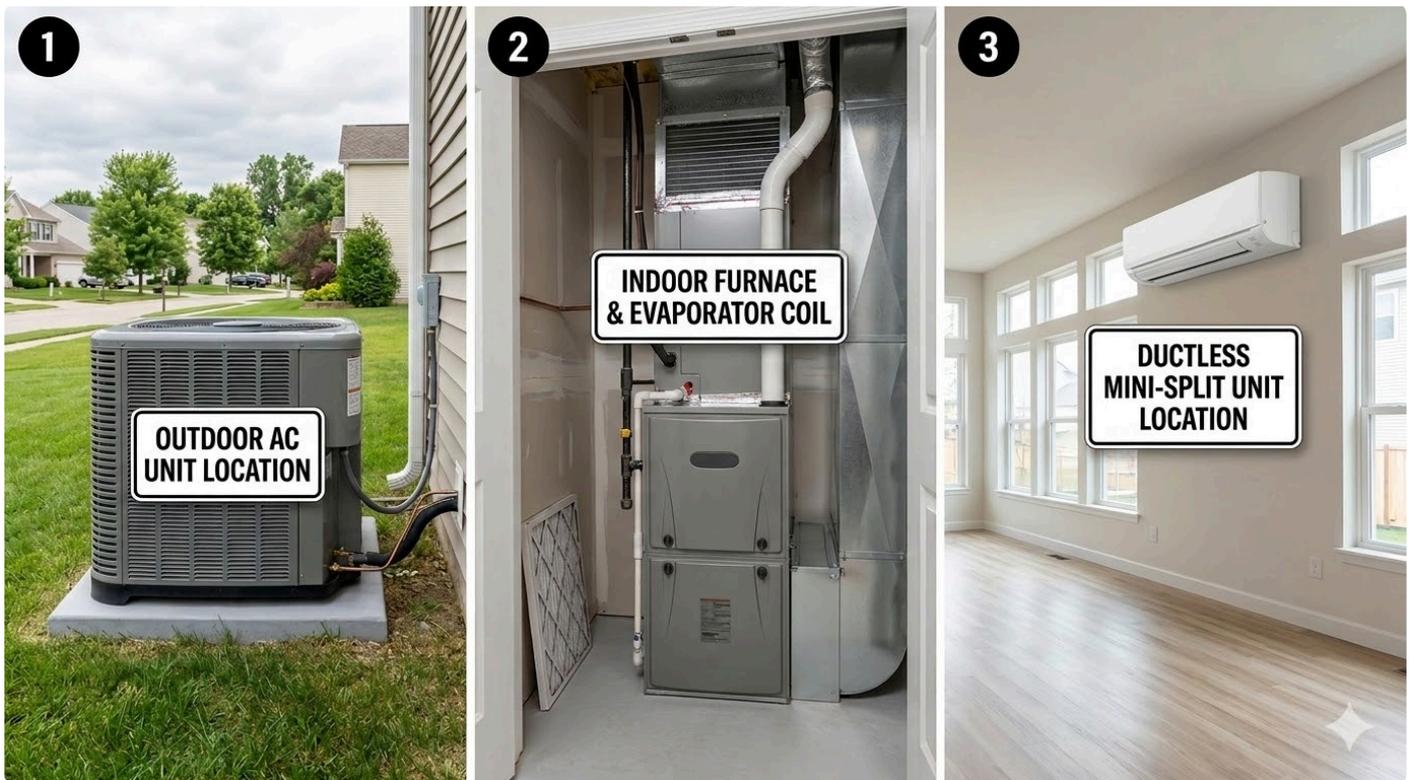
4.9 Maintenance Plan: First year of maintenance (two seasonal tune-ups) is complimentary. After first year, we recommend continuing with an annual maintenance plan (\$299/year) to maintain warranty coverage, ensure peak efficiency, and qualify for priority service and repair discounts.

4.10 Cleanup and Protection: ComfortZone will protect floors and work areas with drop cloths. All debris and old equipment will be removed from property. Work area will be left clean and ready for use. Any damage to property caused by our installation will be repaired at our expense.

4.11 Cancellation: Customer may cancel within 3 business days of signing without penalty under Arizona's Right to Cancel law. After this period, if equipment has been ordered, customer is responsible for 25% cancellation fee. If work has commenced, customer is responsible for all work completed and materials purchased.

4.12 Questions: For questions about this proposal, equipment specifications, financing options, or to schedule installation, contact Mike Richardson, Project Manager, at (602) 555-4200 or mike@comfortzonehvac.com.

Installation site



ACCEPTANCE AND AUTHORIZATION

By signing below, the homeowner accepts this proposal and authorizes ComfortZone HVAC Solutions to proceed with the installation as described.

ComfortZone HVAC Solutions:

Mike Richardson: _____

Signature: _____

Date: _____

Homeowner Acceptance:

James Williams: _____

Signature: _____

Date: _____