



Jake's Heating and Air

8724 West Halver St.
Allentown, PA 18100
(215) 555-HEAT

"Your Comfort is Our Only Concern"

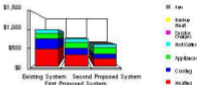


- Serving Allentown and surrounding areas since 1985
- Nobody beats our prices
- Nobody beats our service

Project Summary

Project Title: Jones Residence
 Designed By: Your Name
 Project Date: Monday, April 08, 2002
 Project Comment: Proposal for change out, as existing unit needs repairs, and is 12+ years old.
 Client Name: Mr. and Mrs. Jeffrey Jones
 Client Address: 1234 First Street NW
 Client City: Harrisburg, PA 17103
 Client Phone: (717) 555-5294
 Client Fax: None
 Client Comment: Mrs. Jones prefers no calls before noon.

System Comparison



| Cooling Equipment | Existing System | Option 1 | Option 2 |
|-------------------------|--------------------------|----------------------|-------------------------|
| Model Type: | Standard Air Conditioner | Air Source Heat Pump | Ground Source Heat Pump |
| Model Number: | Slow Cool | QC-H17-S10-H7.1 | QCWS-H15-S11 |
| Capacity: | 18,000 | 17,300 | 18,700 |
| Efficiency: | 6 SEER | 10.2 SEER | 12.5 EER |
| Installed Price: | N/A | \$1,675.00 | \$1,795.00 |

| Heating Equipment | Existing System | Option 1 | Option 2 |
|-------------------------|---------------------|----------------------|-------------------------|
| Model Type: | Natural Gas Furnace | Air Source Heat Pump | Ground Source Heat Pump |
| Model Number: | Slow Heat | QC-H17-S10-H7.1 | QCWS-H15-S11 |
| Capacity: | 24,000 | 18,400 | 20,000 |
| Efficiency: | 85 AFUE | 7.1 COP | 4.2 COP |
| Installed Price: | N/A | \$1,545.00 | \$1,795.00 |

| | | | |
|----------------------------|-----------------|-----------------------|------------------------|
| System Description: | Existing System | First Proposed System | Second Proposed System |
| Total System Price: | N/A | \$3,220.00 | \$3,590.00 |

| Annual Energy Cost: | Existing System | Option 1 | Option 2 |
|---------------------|-----------------|----------|----------|
| Year 1 | \$1,013 | \$755 | \$602 |
| Year 5 | \$1,041 | \$800 | \$636 |
| Year 10 | \$1,079 | \$861 | \$681 |
| Year 20 | \$1,168 | \$1,004 | \$787 |
| Year 30 | \$1,277 | \$1,177 | \$916 |

ACCEPTANCE OF PROPOSAL:

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature: _____ Date: _____