



Your Comfort is Our Business

At Virginia Air Heating & Air our business is built on one premise... *doing the right thing*. You can rely on us to treat you, your family and your home with the utmost care and respect. And you can trust our factory trained technicians and installers to provide the expertise your comfort depends on.

## REPLACEMENT SYSTEM GUIDE

NOMINAL 3.0 TONS

| BEST   | BETTER   | GOOD   |
|--|--|--|
| <br><b>AFFINITY™<br/>SERIES</b> | <br><b>AFFINITY™<br/>SERIES</b> | <br><b>LXseries</b> |
| <b>8T Series</b>   | <b>5S Series</b>   | <b>LX Series</b>   |

### TOTAL INVESTMENT

| REFRIGERANT TYPE       | TOTAL    | PAYMENTS | TOTAL    | PAYMENTS | TOTAL    | PAYMENTS |
|------------------------|----------|----------|----------|----------|----------|----------|
| HEAT PUMP SYSTEM       | \$18,391 | \$535    | \$12,125 | \$353    | \$9,898  | \$288    |
| ADD-ON HP W/ COIL      | \$15,661 | \$455    | \$10,413 | \$303    | \$8,092  | \$235    |
| AC W/ COIL             | \$11,949 | \$347    | \$9,064  | \$264    | \$7,310  | \$213    |
| PACKAGE GAS / ELECTRIC | \$16,098 | \$468    | \$0      | \$0      | \$10,396 | \$302    |
| PACKAGE HEAT PUMP      | \$15,795 | \$459    | \$0      | \$0      | \$10,352 | \$301    |

| FURNACE TYPE                             | LINE                        | 80%     | INVESTMENT | 95% | INVESTMENT |
|--|-----------------------------|---------|------------|-----|------------|
| VARIABLE SPEED MODULATING GAS FURNACE    | <b>AFFINITY™<br/>SERIES</b> |         | \$6,444    |     | \$8,517    |
| HIGH EFFICIENCY SINGLE STAGE GAS FURNACE | <b>LXseries</b>             | \$187   | \$248      |     |            |
|  |                             | \$3,432 | \$4,249    |     |            |
|  |                             | \$100   | \$124      |     |            |
| SINGLE STAGE FURNACE                     | <b>Latitude™</b>            | \$3,290 | \$4,928    |     |            |
|  |                             | \$96    | \$143      |     |            |



### Making the Right Choice...

Now that you've decided to replace your present heating and cooling equipment, your next decision is choosing the "right" equipment for your home. As you can see from the charts, making the right decision can provide you with not only energy savings, but also substantial financial rewards.

PLEASE NOTE: Standard single-stage furnaces are for furnace-only replacements. All outdoor products shown require high-efficiency or variable-speed furnaces to be properly matched and rated with AHRI.

## PLEASE CONSIDER A SAVINGS AGREEMENT PLAN FOR LONG-LASTING PERFORMANCE