



EQUIPMENT SELECTION GUIDE

Contractors who offer multiple options upsell more and make more profit!

AIR CONDITIONER

ECONOMY

UP TO
14 SEER



Performance 14

- ▶ 14 SEER, 12.2 EER efficiency
- ▶ As low as 66 decibels
- ▶ Single-stage compressor operation
- ▶ Durably built to withstand bad weather and debris
- ▶ Designed for corrosion resistance and lasting performance
- ▶ 10-year parts and labor limited warranty



GOOD

UP TO
16 SEER



Performance 16

- ▶ 16 SEER, 11 EER efficiency
- ▶ As low as 75 decibels
- ▶ 10 year parts warranty with timely registration



BETTER

UP TO
17 SEER



SmartComfort® Deluxe 17

- ▶ 17 SEER, 12 EER efficiency
- ▶ As low as 70 decibels
- ▶ 2-Stage Cooling
- ▶ Compressor Blanket for Noise Reduction
- ▶ Heavy duty jacket
- ▶ 10 year parts warranty with timely registration
- ▶ 10 Year No Hassle Replacement Warranty



BEST

UP TO
19 SEER



SmartComfort® Deluxe 19

- ▶ 19 SEER, 13 EER efficiency
- ▶ As low as 56 decibels
- ▶ 5 Stage Inverter Compressor with variable-speed condensor fan motor
- ▶ Includes Observer® Wi-Fi Communicating Control with SmartSense™ technology
- ▶ ENERGY STAR® rated
- ▶ 10 year parts warranty with timely registration
- ▶ 10 Year No Hassle Replacement Warranty



HOW DO I CHOOSE MY EQUIPMENT?

Refer to the *Closer Look* page to learn about efficiency ratings and other details that can help determine which equipment is the right fit for you.



Timely registration required for 10 year parts limited warranty. Limited warranty period is 5 years for parts if not registered within 90 days of installation. Jurisdictions where warranty benefits cannot be conditioned on registration will receive the registered limited warranty periods. Please see warranty certificate for further details and restrictions.



BEST option includes
Observer® Wi-Fi Communicating Control

FURNACE

ECONOMY

UP TO
92% AFUE



Performance 92

- ▶ Up to 92% AFUE heating efficiency
- ▶ Sound-reducing operation for quieter comfort
- ▶ Single-stage operation and fixed-speed blower motor for even levels of temperature control and comfort
- ▶ High temperature limit control prevents overheating
- ▶ 10-year parts and labor limited warranty
- ▶ 20-Year heat exchanger limited warranty



GOOD

UP TO
96% AFUE



SmartComfort® 96

- ▶ 95% AFUE efficiency
- ▶ 10 year parts warranty with timely registration
- ▶ Includes Wi-Fi compatible thermostat



BETTER

UP TO
96% AFUE



SmartComfort® Deluxe 96

- ▶ 96% AFUE Efficiency
- ▶ Two Stage heat
- ▶ ENERGY STAR® rated
- ▶ Communicating ability
- ▶ High Efficiency ECM Variable Speed Motor Blower
- ▶ Lifetime Heat Exchanger Warranty
- ▶ 10 year parts warranty with timely registration
- ▶ 10 Year No Hassle Replacement Warranty



BEST

UP TO
98% AFUE



SmartComfort® Deluxe 98

- ▶ 98% AFUE Efficiency
- ▶ Modulating gas valve
- ▶ ENERGY STAR® rated
- ▶ Includes Observer® Wi-Fi Communicating Control with SmartSense™ technology
- ▶ High Efficiency ECM Variable Speed Motor Blower
- ▶ Lifetime Heat Exchanger Warranty
- ▶ 10 year parts warranty with timely registration
- ▶ 10 Year No Hassle Replacement Warranty



INDOOR AIR QUALITY UPGRADES

Consider upgrading your system with Indoor Air Quality products. See our IAQ brochure for product details.



Honeywell

Programmable Thermostat



ecobee

Wi-Fi Thermostat



Aprilaire

By-Pass Humidifier



Aprilaire

Steam Humidifier



Aprilaire

Media Air Cleaner



Aprilaire

Electronic Air Cleaner



PREMIERONE

UV Air Purifier w/ Odor Control



HEAT PUMP + AIR HANDLER

ECONOMY

UP TO
14 SEER



Performance 14 + FEM4X Air Handler

- ▶ 14 SEER, 11.5 EER, 8.2 HSPF efficiency
- ▶ As low as 69 decibels
- ▶ High Efficiency ECM X13 Motor
- ▶ 10 year parts warranty with timely registration



GOOD

UP TO
15 SEER



Performance 15 + FXM4X Air Handler

- ▶ 15 SEER, 12.5 EER, 8.5 HSPF efficiency
- ▶ ENERGY STAR® qualified
- ▶ As low as 69 decibels
- ▶ Single-stage compressor operation
- ▶ Durably built to withstand bad weather, debris, and corrosion
- ▶ High efficiency ECMX13 motor
- ▶ 10-Year Parts Limited Warranty



BETTER

UP TO
16 SEER



SmartComfort® Deluxe 16 + FVM4X Air Handler

- ▶ Up to 15 SEER, 12.5 EER, 9 HSPF efficiency
- ▶ As low as 69 decibels
- ▶ Approximately 7% more efficient than comparable 14 SEER unit
- ▶ High Efficiency ECM Variable Speed Blower Motor
- ▶ Communicating ability
- ▶ ENERGY STAR® rated
- ▶ 10 year parts warranty with timely registration
- ▶ 5 Year No Hassle Replacement Warranty; 10 Year on Air Handler



BEST

UP TO
18 SEER



SmartComfort® Deluxe 18 + FCM4X Air Handler

- ▶ 19 SEER, 13 EER, 11 HSPF efficiency
- ▶ As low as 56 decibels
- ▶ 5 Stage Inverter Compressor with variable-speed condensor fan motor
- ▶ Includes Observer® Wi-Fi Communicating Control with SmartSense™ technology
- ▶ ENERGY STAR® rated
- ▶ 10 year parts warranty with timely registration
- ▶ 10 Year No Hassle Replacement Warranty



Timely registration required for 10 year parts limited warranty. Limited warranty period is 5 years for parts if not registered within 90 days of installation. Jurisdictions where warranty benefits cannot be conditioned on registration will receive the registered limited warranty periods. Please see warranty certificate for further details and restrictions.



BEST option includes
Observer® Wi-Fi Communicating Control

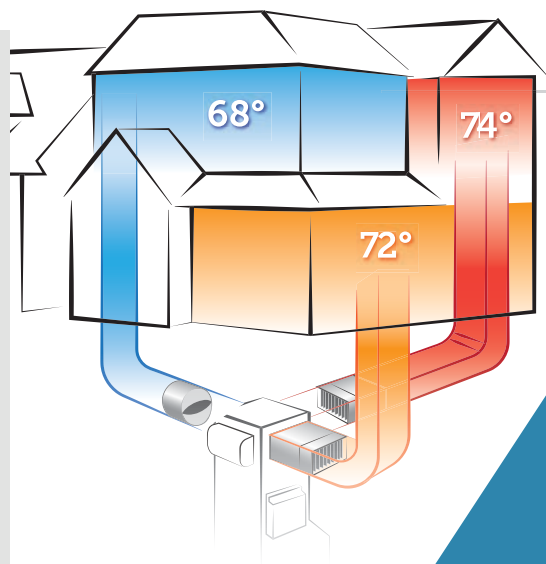


TAKE COMPLETE CONTROL
of the comfort in your home with our
Observer® communicating wall control.



Wi-Fi® Access

Simply connect to your existing Internet access and log on to the easy-to-use, personalized Web portal that displays just like the control to adjust your comfort from your computer or mobile device.



Zoning Capable

Customize up to six zones and schedules to easily reference and make changes to daily temperatures. And with Smart Recovery, your system adjusts zones to your scheduled comfort levels throughout the day and week.

- ▶ Advanced touchscreen technology
- ▶ Remote access with Wi-Fi® capability*
- ▶ Color screen and graphics
- ▶ Capable of controlling temperatures and fan speeds in up to six zones
- ▶ Compact and modern design
- ▶ Dual fuel system management capable
- ▶ 7-day temperature control throughout the day and week
- ▶ Add Smart Recovery for comfort and economy
- ▶ Easy-to-use functions
- ▶ On-screen system diagnostics when installed as part of a complete Observer communicating system
- ▶ Universal control that works with all systems
- ▶ Humidity control
- ▶ Constant ON fan options
- ▶ Auto changeover between heating and cooling
- ▶ Advanced system diagnostics intelligence capable
- ▶ Lighted display
- ▶ Four-wire installation (plus daughter board option)
- ▶ Four-stage heat / two-stage cool



A CLOSER LOOK AT THE DETAILS.

Save money and increase comfort by understanding what you're buying.

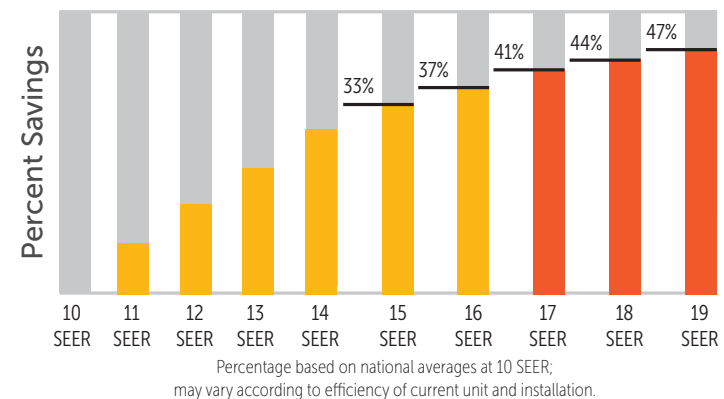
Air Conditioners and Heat Pumps

Air Conditioners are rated in SEER (Seasonal Energy Efficiency Rating). The higher the SEER rating the more efficient the equipment. Heat Pumps are rated in both SEER for air conditioning and HSPF (Heating Season Performance Factor). The higher the HSPF the better the unit performs in cooler temperatures. Shurke Heating and Air offers multiple systems to best fit your needs.

Air Conditioners and Heat Pumps are available in either single-stage, two-stage or Inverter formats. Single stage units cost more to operate and run at a constant speed based on a design load using a single cooling or heating output.

Two-stage units are more efficient because they can operate in first stage (usually 2/3 of normal output) on more mild days and then have the ability to convert to second stage to meet the demands of the more extreme days of summer and winter.

SEER vs. Cooling Cost Savings



Inverter units are the most energy efficient as the compressor has five stages in which to operate to cover a wide range of conditions.

In addition to the savings with two-stage compressors and Inverter compressors, many high efficiency Air Conditioners and Heat Pumps have higher efficiency outdoor condenser fan motors which also save money on electric.



THE INVERTER ADVANTAGE

WHY YOU SHOULD CHOOSE AN INVERTER HEAT PUMP OR AIR CONDITIONER.

Superior Indoor Comfort

- ▶ Longer run times at lower speeds.
- ▶ Wide speed range in cooling and heating modes.
- ▶ Better humidity control in cooling mode.
- ▶ Best zoning control.
- ▶ Much quieter than other units.
- ▶ Produce more heat at lower temperatures which saves you money by reducing your need to run expensive electric backup heat.

How Are Furnaces Different?

Furnaces range in efficiencies from 80-98% efficient. The higher the efficiency, the less gas you use and the more you save.

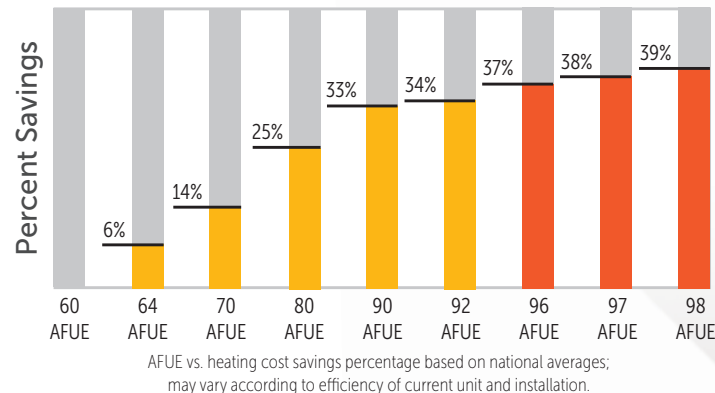
Furnaces have either a standard PSC motor, a torque based X13 ECM motor or a fully variable speed ECM motor. PSC motors cost more to operate and run at a constant speed. An X13 ECM motor is a brushless magnetic motor and very efficient, however limited to predetermined torque settings. A fully variable speed ECM motor is the most efficient (saves \$) motor available and ramps up and down slowly, providing a wide range of operation possibilities. The quiet start and stop also is done gradually as the motor ramps up and down, providing high levels of dehumidification and low cost operation should you decide to circulate your air 24/7.

Furnaces also come either in single-stage, two-stage or modulating gas valve formats. The single stage unit simply turns on and shuts off with a call for heat.

A two-stage furnace lowers your operating cost by starting on stage one (usually 2/3 of normal output) and ramps up to a second level (100%) if not satisfying your desired temperature.

The highest level of efficiency is the modulating furnace, which operates at a wide range of outputs (usually 30-100%) depending what is needed based on weather conditions.

Higher AFUE Equals Greater Energy Savings



Lower Operating Cost

- ▶ Tempstar® Inverter units are designed to be most efficient at less than peak load, and are capable of 5 stages of operation.
- ▶ Amperage draw on a conventional unit is often 4 times that of an inverter unit. Inverter units offer run time savings of up to 50% when in operation in addition to very minimal temperature variation and less on/off cycling of equipment.
- ▶ EER (Energy Efficiency Ratio) measures peak cooling load at 95° F designed temperature.
- ▶ Most locations have minimal time at this condition.
- ▶ Inverter units utilize SmartSense™ technology to maximize your energy savings under all conditions.

COOLING LOAD (TONS)	EQUIPMENT SIZE FOR HEATING
2	24,000
2.5	36,000
3	48,000
3.5	60,000
4	60,000
4.5	60,000
5	60,000

Save Big with Inverter Heat Pumps

Inverter heat pumps produce more heat at lower temperatures which saves you money by reducing your need to run expensive electric backup heat.





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WE SERVICE ALL MAJOR HVAC BRANDS

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