

Air-Conditioning Buying Guide

Buying a new air-conditioning system is a big decision. This Air-Conditioning Buying Guide can help you make the right choice, save energy and money.



SHOP WITH CONFIDENCE FOR A NEW AIR-CONDITIONING SYSTEM

With a new air-conditioning system, you can enjoy the cost savings that come from increased energy efficiency year after year. And when you purchase your system through an FPL Participating Independent Contractor,* you can benefit from valuable rebates. An FPL Participating Independent Contractor* will recommend the most cost-effective solution for you and will install the system to meet FPL's service standards.

Expert information and advice

Most consumers may not know what air-conditioning products to buy or whom to call to install them. That's why we're here to help you choose the system and the contractor that's right for you.

* See last page for details regarding FPL's Participating Independent Contractors.

Benefits

When you have the right air-conditioning system, you'll enjoy:

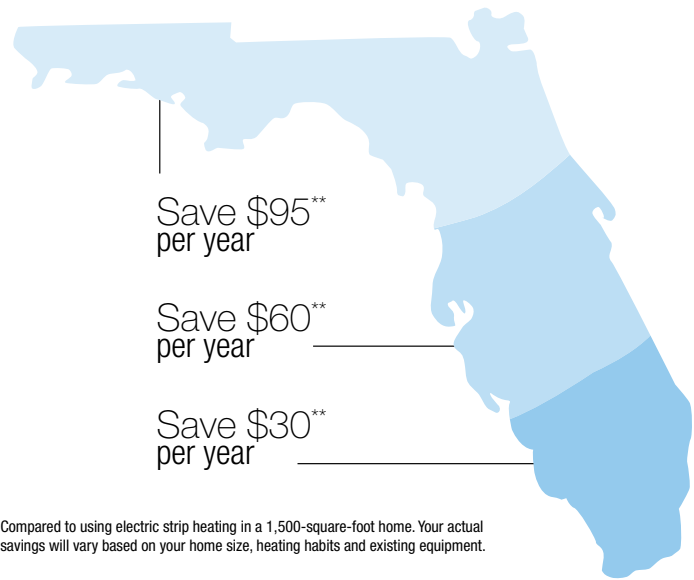
Increased energy efficiency	Cost savings before and after the purchase
Installation by a qualified contractor	Confidence that you made the right decision
The good feeling that comes from helping improve the environment	

Costs and savings breakdown

To determine the type of system you can best afford, find out:

- » The system's total cost – including purchase price, installation and monthly operating costs. A high-efficiency system may cost more initially, but saves you money in the long run.
- » The differences between systems – use the enclosed worksheet to compare the air-conditioning units you're considering.
 - Size – Price – Efficiency rating – FPL rebate – Estimated yearly operating cost
 - Annual savings – Payback period

Annual heat pump savings



** Compared to using electric strip heating in a 1,500-square-foot home. Your actual savings will vary based on your home size, heating habits and existing equipment.

TERMINOLOGY

Straight cool system – an air-conditioning system that includes a cooling cycle only. Gas, oil, or electric strip heating may be included in straight cool systems.

Strip heating (or resistance heating) – a form of electric heating, which may be used in climates where heat is used infrequently. Air is blown over electrically heated metal coils and circulated into the living space.

Heat pump system – cooling and heating system that provides a cooling cycle during the summer and a heating cycle during the winter by absorbing heat from the outside air and transferring it inside. Heating is provided at about half the cost of electric strip heating.

SEER (Seasonal Energy Efficiency Ratio) – a measure of average annual cooling efficiency of an air conditioner or heat pump. FPL recommends a minimum SEER of 14.0.

HSPF (Heating Seasonal Performance Factor) – a measure of average annual heating efficiency of a heat pump. FPL recommends a minimum HSPF of 6.8.

The higher the SEER or HSPF, the more efficient the model.

Units of measure that determine an air-conditioning system's size are:

- » **BTU (British Thermal Unit)** – used to describe how much cooling or heating a home needs.
- » **Ton** – a measure of the size or cooling capacity of an air conditioner. One ton is equal to 12,000 BTU.

THREE EASY STEPS TO EVALUATE YOUR AIR- CONDITIONING SYSTEM

1 Determine if you need a new system

Air-conditioning energy costs can account for more than 50 percent of your electric bill during peak heating and cooling months. So before you spend money to repair your air-conditioning system or invest in a new one, consider these questions to help evaluate the condition of your existing system:

- » Does your system undergo frequent repairs?
- » Has your system experienced a major component failure?
- » Are you continually receiving high electric bills?
- » Is your air conditioner working harder to keep your home cool?

If your system is more than 10 years old and you answered yes to any of these questions, you may benefit from replacing your system and taking advantage of lower long-term costs.

2 Evaluate your options

Key information you'll want your contractor to provide before making a final decision:

- » Estimate – have your contractor prepare a written estimate that includes:
 - **System type** – straight cool or heat pump?
 - **Efficiency** – what efficiency rating is recommended?
 - **Size** – you will need a heat load calculation to determine the correct size
 - **FPL rebates** – rebate amounts
 - **Additional rebates** – are other rebates available?

- **Warranty** – how long are parts and labor covered?
- **Price** – be sure final costs include any changes to your home's electrical or duct system and ask if duct size is appropriate for your new system

- » **Efficiency Extras** – ask your contractor these important questions:
 - Are preventive maintenance programs available?
 - Will a programmable thermostat help you save even more?
 - Does your duct system have holes or leaks that need repair?
 - Is your home's ceiling sufficiently insulated?

3 Choose the system that's right for you

When shopping for a new air-conditioning system, it's important to find one that best fits your household's needs. The main types of systems to consider are:

- » **Straight cool system**
 - An air-conditioning system that includes cooling equipment only
 - A gas, oil or electric strip heater may be included in this type of system
- » **Heat pump system**
 - Includes cooling and heating equipment
 - Heats your home at about half the cost of conventional electric strip heating
 - Costs slightly more than a straight cool system
 - Most suitable for homes in Central and North Florida



AN FPL REBATE TO HELP GET YOU STARTED

When you purchase and install a complete (both indoor and outdoor) high-efficiency system from an FPL Participating Independent Contractor*, you'll receive an FPL rebate toward the purchase price.

We will provide a list of FPL Participating Independent Contractors*. From there, you can select the one that's right for you.

To obtain our contractor lists*, simply log on to www.FPL.com/contractor or call us at 1-800-DIAL FPL (1-800-342-5375).

* The list of FPL's participating independent contractors is a compilation of businesses that have agreed to comply with FPL's Program Standards, and is not a recommendation by FPL of a particular independent contractor. The decision to select, hire and the management of the participating independent contractor is the sole responsibility of the FPL customer. FPL DOES NOT MAKE AND EXPRESSLY DISCLAIMS ANY WARRANTY, GUARANTEE, OR PROMISE, WHETHER EXPRESSED OR IMPLIED, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, THE AMOUNT OF ENERGY SAVINGS TO BE ACHIEVED, THE SUITABILITY OR QUALITY OF MATERIALS TO BE INSTALLED BY, OR THE WORKMANSHIP OF THE PARTICIPATING INDEPENDENT CONTRACTOR SELECTED AND HIRED BY THE FPL CUSTOMER.