AIR CONDITIONER OPTIONS

	Air Conditioner	Heat Pump
Operation	Compressor runs on electricity to compress gas (Freon-R22 or 410A). Gas cools as it condenses, runs through line into house to evaporator coil on furnace. Furnace fan blows air through to cool house.	Same as A/C, but also runs in reverse to heat. Must have supplemental electric heat to keep coil from freezing up, causing heat pumps to be less efficient than an efficient furnace in cold climates.
Usage	Cooling Only	Cooling & Heating

	R-22	410A
Refrigerants	Ozone depleting polutant, R-22 is being phased out by the government. Few new air conditioners are available with R-22, and stock of replacement R-22 for existing A/C's is being phased.	Currently more expensive than R-22, but R-22 is anticipated to increase in price as less becomes available. 410A does not operate well in low temperatures, making pre-season tune-ups impossible unless temperature is warm

	Lower SEER 10+	Higher SEER 17-21
SEER	10 SEER has been phased out. 13 SEER is standard with the most competitive pricing. Up to 15 SEER is considered acceptable for payback of equipment cost in energy savings.	High SEER is new to the market, and the price tag reflects it. Current prices do not make it cost effective to recoup the initial purchase cost exceeding a lower SEER model with energy savings.