

HVAC system replacement proposal

A dual-fuel heat pump and furnace for the Lindgren home, sized room by room.

PROPOSAL # BC-P-26-2210
ISSUED Nov 24, 2026
VALID UNTIL Dec 24, 2026

CREATED BY

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PREPARED FOR

Erin and Paul Lindgren
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Cover letter

Dear Erin and Paul,

Thank you for having me over on Saturday. You told me the upstairs bedrooms are too warm all summer, the furnace short-cycles on cold nights, and the air conditioner needed refrigerant twice in three years.

The system is 18 years old and its air conditioner uses R-22, which is no longer made, so each recharge costs more than the last. I also found two leaking supply duct joints in the basement, which explains part of the upstairs problem.

This proposal replaces both units with a dual-fuel system: a variable-speed heat pump that heats and cools most of the year, and a 96% gas furnace that takes over on the coldest days. It is sized from a room-by-room load calculation, not from the size of the old unit, and it fixes the duct leaks while we are there.

You will find three options, with the one I recommend itemized, a day-by-day installation plan and all the terms. Please call me with any question.

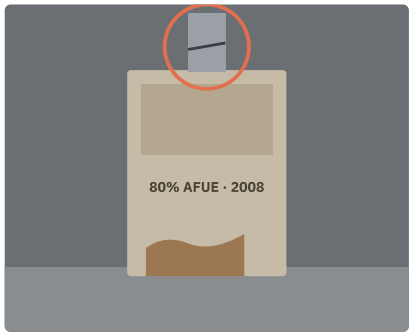
Sincerely,



Jamal Peters
Comfort Advisor, Buckeye Comfort Heating & Air

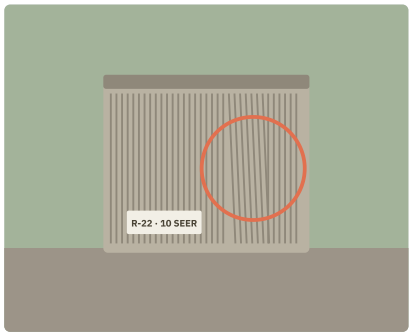
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Your current system



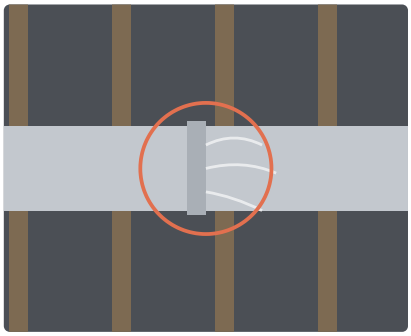
Furnace, 2008

80% efficient. Rust at the base and a cracked flue joint; it short-cycles on its high limit.



Air conditioner, 2008

10 SEER on R-22 refrigerant, recharged twice since 2023. Coil fins bent on the yard side.



Supply ducts

Two open joints on the main trunk leak cooled air into the basement instead of upstairs.

Today and with the new system

	TODAY	PROPOSED
Cooling efficiency	10 SEER	18 SEER2, variable speed
Heating	Gas only, 80% AFUE	Heat pump, then 96% gas below 30°F
Refrigerant	R-22, no longer made	R-454B
Upstairs in July	4 to 5°F warmer than downstairs	Within 2°F, after duct sealing
Filtration	1 in filter	MERV 13 media cabinet

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Load calculation

Manual J calculation from our measurements on November 21: windows, insulation and orientation of every room.

ROOM	AREA	HEAT LOSS	HEAT GAIN
Living and dining	620 sq ft	11,900 BTU/h	7,800 BTU/h
Kitchen and family room	560 sq ft	10,400 BTU/h	8,900 BTU/h
Primary bedroom and bath	420 sq ft	9,100 BTU/h	6,700 BTU/h
Three bedrooms upstairs	580 sq ft	12,300 BTU/h	9,400 BTU/h
Halls, laundry, stairs	220 sq ft	4,800 BTU/h	1,900 BTU/h
Whole house	2,400 sq ft	48,500 BTU/h	34,700 BTU/h

Design temperatures for Columbus: 5°F in winter and 90°F in summer.

What the numbers mean

Sizing to the load, not to the old unit, is what makes the house even and quiet.

3 ton

Heat pump

Covers the 34,700 BTU/h cooling load

80k

Furnace

77,000 BTU/h output for 48,500 of loss

4 ton

Old AC

Oversized, so it short-cycled

30°F

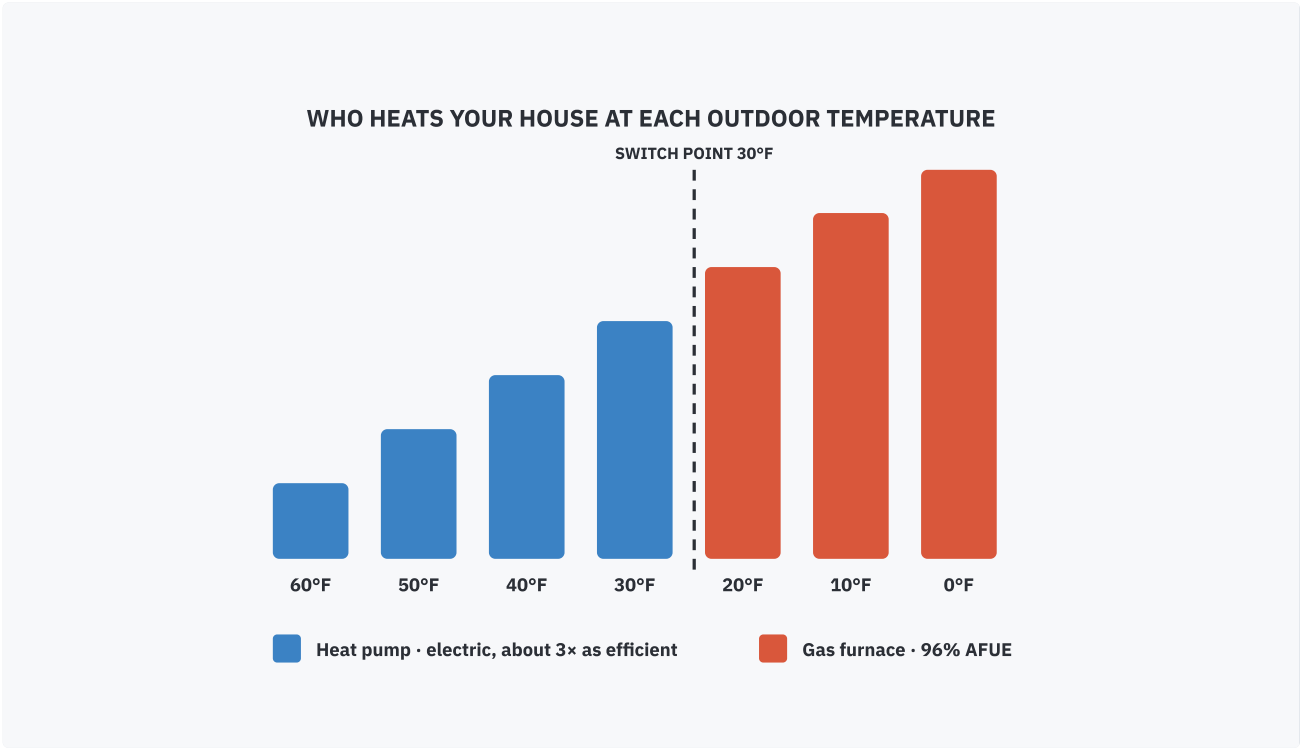
Switch point

Below it, the furnace heats

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How the dual-fuel system works



The thermostat watches the outdoor temperature. Above 30°F the heat pump heats the house on electricity; below it, the furnace takes over on gas. In summer the heat pump runs as a variable-speed air conditioner, slowing down instead of switching on and off.

What you will notice

Even rooms

Long, slow cycles and sealed ducts move air to the bedrooms upstairs.

Quieter

The outdoor unit runs at low speed most of the time.

Cleaner air

A MERV 13 filter catches pollen and fine dust.

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Three options

All three include removal, a new coil, the permit, commissioning and our 10-year labor warranty.

GOOD

Furnace and AC

$15,980.00

installed

Like for like, but efficient.

- 96% furnace, single stage
- 16 SEER2 air conditioner
- Standard thermostat

RECOMMENDED

Dual fuel

$22,030.00

installed

Everything in this proposal.

- 18 SEER2 variable heat pump
- 96% two-stage furnace
- Duct sealing and MERV 13

BEST

Dual fuel plus zoning

$27,450.00

installed

Separate control upstairs.

- Everything in Dual fuel
- 2 zones with dampers
- Whole-house humidifier

The Dual fuel option is itemized on the next two pages.

Compare the options

	GOOD	DUAL FUEL	BEST
Cooling	16 SEER2	18 SEER2	18 SEER2
Heating	Gas	Heat pump + gas	Heat pump + gas
Upstairs comfort	Better	Much better	Separate control
Duct sealing	No	Yes	Yes
Install time	1 day	2 days	3 days

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Equipment pricing

The Dual fuel option. Every component is listed with its model class; model numbers are on the startup report.

#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Equipment					
1	**Variable-speed heat pump, 3 ton, 18 SEER2, 9.5 HSPF2** Code: EQ-HP3 Refrigerant: R-454B 	1 ea	$7,950.00	–	0%	$7,950.00
2	**Two-stage gas furnace, 96% AFUE, 80,000 BTU** Code: EQ-FURN 	1 ea	$4,350.00	–	0%	$4,350.00
3	**Cased evaporator coil, matched to the heat pump** Code: EQ-COIL	1 ea	$1,450.00	–	0%	$1,450.00
4	**Communicating smart thermostat with dual-fuel control** Code: EQ-TSTAT	1 ea	$425.00	–	0%	$425.00
				Subtotal: Equipment		**$14,175.00**
	Materials					
5	**Line set, pad, disconnect and electrical whip** Code: MT-LINE	1 set	$860.00	–	0%	$860.00
6	**Concentric PVC vent kit through the side wall** Code: MT-VENT The old furnace vents into the chimney; the new one vents through the wall, so the chimney liner is no longer needed.	1 kit	$340.00	–	0%	$340.00
7	**Media filter cabinet, MERV 13** Code: MT-FILT	1 ea	$480.00	–	0%	$480.00
8	**Condensate pump and drain line** Code: MT-COND	1 ea	$210.00	–	0%	$210.00
				Subtotal: Materials		**$1,890.00**

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#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Labor and permits					
9	**Remove the old system, recover the R-22 and dispose** Code: LB-REM	1 job	$650.00	–	0%	$650.00
10	**Installation, two technicians** Code: LB-INST Discount: 5% for an install before March 1, 2027	2 days	$2,100.00	5%	0%	$3,990.00
11	**New supply plenum, duct transitions and sealing** Code: LB-DUCT	1 job	$780.00	–	0%	$780.00
12	**Mechanical permit, City of Upper Arlington** Code: LB-PERMIT	1 permit	$195.00	–	0%	$195.00
13	**Commissioning, airflow test and startup report** Code: LB-COMM	1 job	$350.00	–	0%	$350.00
					Subtotal: Labor and permits	**$5,965.00**

Subtotal before discounts	$22,240.00
Off-season install discount	-$210.00
Subtotal (without taxes)	$22,030.00
Sales tax (real property improvement, not charged)	$0.00
Total	**$22,030.00**

Payment options

OPTION	HOW IT WORKS
Deposit and balance	20% after the cancellation period, the balance on completion
Check or bank transfer	No fee
Card	Visa, Mastercard or Amex, with a 3% card fee

No payment is taken before the three-day cancellation period ends.

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Installation timeline

Two days on site. You will have heat on both evenings.

STEP 1

Before day 1

We pull the permit and confirm the equipment is in our warehouse.

STEP 2

Day 1, morning

Floor protection, then remove the old furnace, coil and condenser and recover the R-22.

STEP 3

Day 1, afternoon

Set the furnace and coil, new plenum and vent; furnace running by 5 pm.

STEP 4

Day 2

Set the heat pump, line set and electrical; seal the duct joints; install the thermostat.

STEP 5

Day 2, end

Commissioning, airflow test and a walk-through of the thermostat with you.

Project scope

Included

- Removal and disposal of the old system
- All equipment, materials and the permit
- Sealing of the open duct joints
- City inspection and startup report

Not included

- Electrical panel upgrades (your panel has room)
- Asbestos on old ducts, if found
- Drywall or paint around the new vent

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Warranties

Parts

10 years

From the manufacturers, once registered

Labor

10 years

From us, on everything we installed

Heat exchanger

Lifetime

On the furnace, while you own the home

What is covered

- Failed parts and the labor to replace them
- Refrigerant leaks in the system we installed

What is not covered

- Damage from floods, power surges or lack of filter changes
- Ducts and wiring we did not install

How to make a claim

1. Call our office, day or night
2. We schedule a visit within 24 hours
3. We register both units within 30 days

Homeowner responsibilities

- ☐ Clear access to the basement furnace area and the side yard
- ☐ Someone home at the start and end of each day
- ☐ Change the MERV 13 filter every 6 months
- ☐ Keep 2 feet around the outdoor unit clear of plants and snow

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Terms and conditions

1. Your right to cancel

1.1 You may cancel this transaction at any time before midnight of the third business day after signing. A notice of cancellation form is attached to the signed proposal.

2. Price

2.1 The price is fixed for the work described and valid until Dec 24, 2026. The off-season discount applies to an installation before March 1, 2027.

3. Payment

3.1 20% deposit after the cancellation period and the balance on the day of completion, by the options on page 8.

4. Warranties

4.1 Our 10-year labor warranty starts on the installation date. Manufacturer warranties need registration, which we do for you.

5. Changes

5.1 Hidden conditions, such as asbestos on ducts, are priced in writing and approved by you before any work on them.

6. Licensing and insurance

6.1 Our technicians are licensed in Ohio. We carry general liability and workers' compensation insurance.

Signatures

By signing, you accept the Dual fuel option for $22,030.00 and the terms above.

HOMEOWNER

_____

SIGNATURE

Erin and Paul Lindgren

Name: _____

Date: ____ / ____ / _____

BUCKEYE COMFORT HEATING & AIR

_____

SIGNATURE

Buckeye Comfort Heating & Air

Name: _____

Date: ____ / ____ / _____

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