



## APPLES TO APPLES WORKSHEET

	BERICO	COMPANY 1	COMPANY 2	COMPANY 3
Brand Match (Yes or No)				
Model Number (Yes or No)				
SEER (Efficiency Rating)				
System Size (i.e. Proper tonnage measured)				
System Stage (Single stage, 2-stage, Variable Speed)				
Parts Warranty (Years)				
Lab or Warranty (Years)				
Unit Replacement Guarantee	YES			
Energy Savings Guarantee	YES			
Installers Perform Comprehensive Start Up	YES			
Files Rebates & Warranty For Customer	YES			
Licensed	YES			
File Permit For Customer	YES			
Schedule County Inspections For Customer	YES			
Workmen's Compensation Insurance	YES			
24 Hour Service (If There Is A Problem)	YES			
Employees Drug Tested	YES			
Employees Background Checked	YES			
Employees Train Weekly - Hours Annually?	YES			
Company Contributes Over \$100,000+ To Community	YES			
<b>PRICE</b>				
FINAL PRICE				
FINANCE OPTION DETAILS				