



## Maximize Energy Efficiency.

### Two sources for heat. One smart way to save money.

Hybrid heating and cooling systems combine two fuel sources for heat – natural gas, oil, or propane and electric. They are more economical than traditional systems because they take advantage of low-cost electric heat, using gas heat only during a set temperature.

Typically, hybrid systems combine a gas furnace with a heat pump in place of an air conditioner. A heat pump cools like an air conditioner, but also provides heat.

With a hybrid, you can set your thermostat to use the heat pump for heat above a certain temperature and your furnace

for when it drops below. For example, if your break-over temperature is set at 35°F, it means the heat pump provides heat when temperatures are above this outdoor set point and the gas furnace works when the temperatures falls below this point. Your contractor can help you determine the right set point based on your system, geography and utility rates.

Annual savings vary across the country based on local utility rates and heating degree days, but the average homeowner would save hundreds of dollars a year with a hybrid. Refer to the charts on the back for an estimated savings in your area.

### Save on a hybrid now. Save on utility bills later.

Many governments and municipalities offer incentives for high-efficiency heating and cooling equipment, including hybrid systems. Before you purchase a system, check with your local utility company for rebates or tax incentives. In the United States, homeowners can currently receive up to a \$500 tax credit on qualifying high-efficiency heating and cooling equipment.

Because a wide range of heat pumps usually qualify for these types of rebates and credits, a hybrid system may cost less than a traditional air conditioner and furnace system – saving you money now and energy costs going forward.

### *Ask your heating and cooling professional about a recommended hybrid system for your home.*





# Estimated Annual Operating Costs\*

STATE	Air Conditioner & Gas Furnace		Hybrid (Heat Pump & Gas Furnace) Systems		
	Average Home Built between 1994 - 2006	13 SEER AC & 80% AFUE FURNACE	13 SEER HP & 80% AFUE FURNACE	TAX CREDIT <sup>2</sup> Eligible 15 SEER HP & 95% AFUE FURNACE	TAX CREDIT <sup>2</sup> Eligible 20 SEER HP & 97% AFUE FURNACE
Alabama	\$ 2,395.93	\$ 2,185.25	\$ 974.89	\$ 851.43	\$ 705.75
Arizona	\$ 2,773.07	\$ 2,551.81	\$ 1,125.77	\$ 982.91	\$ 828.68
Arkansas	\$ 2,086.44	\$ 1,897.49	\$ 922.62	\$ 806.53	\$ 671.41
California	\$ 1,982.67	\$ 1,810.23	\$ 1,107.04	\$ 972.27	\$ 830.20
Colorado	\$ 1,651.49	\$ 1,522.25	\$ 1,007.15	\$ 874.23	\$ 771.82
Connecticut	\$ 3,244.82	\$ 3,068.23	\$ 1,861.15	\$ 1,622.59	\$ 1,466.25
Delaware	\$ 2,732.20	\$ 2,548.14	\$ 1,385.72	\$ 1,207.61	\$ 1,064.30
D.C.	\$ 2,607.11	\$ 2,396.44	\$ 1,249.50	\$ 1,090.31	\$ 934.10
Florida	\$ 2,214.84	\$ 1,867.10	\$ 1,240.71	\$ 1,079.01	\$ 837.16
Georgia	\$ 2,393.27	\$ 2,188.34	\$ 938.35	\$ 820.13	\$ 679.20
Idaho	\$ 2,337.58	\$ 2,177.11	\$ 1,170.08	\$ 1,010.87	\$ 897.62
Illinois	\$ 1,770.08	\$ 1,724.61	\$ 792.90	\$ 695.05	\$ 648.27
Indiana	\$ 2,274.42	\$ 2,085.20	\$ 1,165.57	\$ 1,014.28	\$ 873.94
Iowa	\$ 2,471.99	\$ 2,269.64	\$ 1,299.82	\$ 1,130.24	\$ 979.10
Kansas	\$ 2,048.57	\$ 1,920.78	\$ 924.04	\$ 803.75	\$ 710.36
Kentucky	\$ 2,010.91	\$ 1,891.58	\$ 770.26	\$ 671.49	\$ 588.65
Louisiana	\$ 1,397.69	\$ 1,311.50	\$ 524.41	\$ 460.46	\$ 397.58
Maine	\$ 3,819.23	\$ 3,591.04	\$ 2,141.40	\$ 1,856.61	\$ 1,674.83
Maryland	\$ 2,970.83	\$ 2,738.09	\$ 1,485.09	\$ 1,297.32	\$ 1,118.88
Massachusetts	\$ 4,868.92	\$ 4,308.77	\$ 3,020.57	\$ 2,626.01	\$ 2,206.52
Michigan	\$ 2,840.00	\$ 2,611.21	\$ 1,649.09	\$ 1,436.16	\$ 1,254.42
Minnesota	\$ 3,226.05	\$ 2,894.75	\$ 1,904.59	\$ 1,651.77	\$ 1,407.90
Mississippi	\$ 1,364.21	\$ 1,291.26	\$ 527.87	\$ 463.95	\$ 407.96
Missouri	\$ 2,014.41	\$ 1,689.06	\$ 755.79	\$ 659.42	\$ 585.19
Montana	\$ 2,263.60	\$ 2,144.21	\$ 1,181.51	\$ 1,022.86	\$ 930.77
Nebraska	\$ 1,913.04	\$ 1,814.09	\$ 880.34	\$ 764.00	\$ 690.52
Nevada	\$ 2,781.43	\$ 2,585.55	\$ 1,501.49	\$ 1,305.73	\$ 1,153.15
New Hampshire	\$ 3,532.22	\$ 3,299.59	\$ 2,026.44	\$ 1,757.41	\$ 1,573.30
New Jersey	\$ 3,672.58	\$ 3,284.21	\$ 2,152.74	\$ 1,879.55	\$ 1,580.92
New Mexico	\$ 1,712.62	\$ 1,649.33	\$ 715.19	\$ 626.72	\$ 572.84
New York	\$ 3,626.44	\$ 3,369.47	\$ 2,142.64	\$ 1,869.36	\$ 1,653.06
North Carolina	\$ 2,097.28	\$ 2,001.75	\$ 688.89	\$ 603.72	\$ 537.38
North Dakota	\$ 1,960.13	\$ 1,883.12	\$ 951.06	\$ 822.34	\$ 763.29
Ohio	\$ 2,374.99	\$ 2,280.80	\$ 984.42	\$ 857.16	\$ 785.40
Oklahoma	\$ 2,013.55	\$ 1,811.12	\$ 1,010.38	\$ 881.25	\$ 734.22
Oregon	\$ 2,712.80	\$ 2,561.57	\$ 1,131.53	\$ 983.31	\$ 876.40
Pennsylvania	\$ 2,717.49	\$ 2,615.98	\$ 1,153.61	\$ 1,002.93	\$ 925.10
Rhode Island	\$ 3,257.04	\$ 3,054.27	\$ 1,811.28	\$ 1,582.03	\$ 1,408.94
South Carolina	\$ 1,915.39	\$ 1,807.33	\$ 662.66	\$ 580.49	\$ 505.44
South Dakota	\$ 1,956.35	\$ 1,887.54	\$ 864.33	\$ 750.58	\$ 696.51
Tennessee	\$ 1,927.62	\$ 1,823.50	\$ 713.98	\$ 624.12	\$ 550.31
Texas	\$ 1,686.56	\$ 1,524.09	\$ 887.29	\$ 776.53	\$ 652.46
Utah	\$ 1,517.54	\$ 1,448.80	\$ 832.14	\$ 721.61	\$ 663.59
Vermont	\$ 3,851.14	\$ 3,598.60	\$ 1,946.17	\$ 1,690.58	\$ 1,499.60
Virginia	\$ 2,231.38	\$ 2,139.79	\$ 784.01	\$ 684.63	\$ 620.17
Washington	\$ 2,453.41	\$ 2,350.40	\$ 934.53	\$ 811.95	\$ 740.60
West Virginia	\$ 2,468.84	\$ 2,303.70	\$ 990.60	\$ 858.78	\$ 748.92
Wisconsin	\$ 2,270.16	\$ 2,184.08	\$ 1,152.54	\$ 1,002.72	\$ 926.71
Wyoming	\$ 1,936.81	\$ 1,848.50	\$ 1,120.60	\$ 973.01	\$ 894.37
PROVINCE					
Alberta	\$ 1,844.30	\$ 1,788.84	\$ 1,156.28	\$ 1,006.54	\$ 941.97
British Columbia	\$ 2,422.15	\$ 2,350.24	\$ 1,278.85	\$ 1,108.85	\$ 1,041.99
Manitoba	\$ 3,024.79	\$ 2,925.13	\$ 1,659.87	\$ 1,433.72	\$ 1,347.71
Newfoundland	\$ 3,092.68	\$ 3,008.26	\$ 1,559.00	\$ 1,357.31	\$ 1,273.40
Nova Scotia	\$ 2,703.73	\$ 2,622.44	\$ 1,278.06	\$ 1,118.11	\$ 1,038.11
NW Territories	\$ 3,355.49	\$ 3,266.27	\$ 2,280.03	\$ 1,950.33	\$ 1,871.70
Ontario	\$ 2,931.56	\$ 2,820.37	\$ 1,588.53	\$ 1,371.39	\$ 1,280.75
Prince Edwards	\$ 1,920.96	\$ 1,854.56	\$ 919.71	\$ 804.35	\$ 741.85
Quebec	\$ 3,093.56	\$ 2,987.71	\$ 1,720.06	\$ 1,479.47	\$ 1,395.48
Saskatchewan	\$ 2,164.60	\$ 2,089.10	\$ 1,325.64	\$ 1,149.37	\$ 1,074.20
Yukon	\$ 2,559.81	\$ 2,494.48	\$ 1,738.51	\$ 1,487.00	\$ 1,428.86
New Brunswick	\$ 2,652.71	\$ 2,565.98	\$ 1,354.07	\$ 1,178.68	\$ 1,097.28

\* Hybrid systems compared to 10 SEER Air Conditioner/ 78% AFUE Furnace system. Estimates based on 3 Ton Capacity, 80,000 BTUH (2000 sq. ft. home) using average load hours and utility costs for each state or province. Annual operating costs will vary based upon actual conditions such as structure, weather, usage, and ductwork, efficiencies. Please ask your contractor about performing an analysis to determine if a hybrid is an economical investment. This information is intended for comparison only.

<sup>2</sup> Federal tax credits available up to \$500. Eligible to U.S. tax payers only. See a tax accountant for more information.



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