

Coleman® HMM7 Inverter Drive
Horizontal Discharge Heat Pump

VS

Competing Vertical and
Horizontal Discharge Heat Pumps
(Bosch IDS, Trane XR16, Carrier Performance 14, Daikin Fit and Coleman® CH16)

The **Coleman® HMM7 Heat Pump** is rated up to 18 SEER/up to 10.5 HSPF and is designed to provide all the comfort and technology of a mid-tier efficiency unit at the cost of a base-tier vertical unit for residential customers. It's an ideal solution for homes in temperate regions that require a compact design and comes in several models and tonnages with flexible installation options and innovative features.

Easier Installation

The small footprint, slim design and reduced unit clearance help meet more retrofit applications. Detailed installation instructions and troubleshooting guide further aid in the installation process.

High-Quality Components

The steel wire fan guard and external fasteners are coated and the pre-treated, galvanized steel chassis components resist rust. Enhanced aluminum fins are mechanically bonded to copper tubing and coated to shed water during defrost cycles.

Agency Listed

Safety certified by ETL and performance certified to ANSI/AHRI Standard 210/240 in accordance with the Unitary Small Equipment certification program.

More Options

Designed to work with Coleman® variable speed or standard ECM indoor air handling equipment, the HMM7 provides dealers with system installation options.



AHRI Rating	2.0 Ton	3.0 Ton	4.0 Ton	5.0 Ton
Cooling Capacity (BTU/hr)	22,200	36,000	48,000	58,500
EER	10.0	10.0	10.5	8.5
SEER	17.5	18.0	18.0	17.0
Heating Capacity (BTU/hr)	22,000	36,000	46,000	56,000
HSPF	9.0	10.5	9.5	10.0
Airflow (CFM)	850	1,200	1,500	1,700
Operating Weight (Lbs)	112	155	227	251
Sound Range (dBA) Low-High*	54-65	56-68	62-69	62-73

*Range indicates sound taken under normal low/high operating ranges

OFFENSIVE PLAY

vs. VERTICAL DISCHARGE UNIT (Bosch IDS, Coleman® CH16)

Category	Feature/Capability	Customer Benefits	Competitive Limitations	Leading Pitch
Configurable Options	<ul style="list-style-type: none">Small footprint (vs. vertical discharge)Better setback optionsLong line set length (246 ft)2.0, 3.0, 4.0 and 5.0 ton options	<ul style="list-style-type: none">Great for high-density areas and zero lot linesCan be placed under raised deck with better clearanceFlexibility in lot placement/clearance/set backMultiple tonnages available to meet exact customer need	<ul style="list-style-type: none">Larger footprint limitationsLimited placement options in high-density areasBosch only offers two tonnage options, which forces customers into a unit that may be too much or too little	<ul style="list-style-type: none">HMH7 horizontal discharge unit provides configurable options that vertical units can't touchMore tonnage options ensure you're not overpaying for output you don't need36% reduction in volume and 40% reduction in floor area comparative to standard HP units
Performance	<ul style="list-style-type: none">Up to 18 SEER/up to 10.5 HSPF efficiencyModulating technologyQuiet fan design	<ul style="list-style-type: none">Mid-tier level efficiency for a base-tier price on a vertical unitMore consistent comfort in homeLess noise = better comfort	<ul style="list-style-type: none">Vertical discharge units are generally more expensive for the same SEER/HSPF efficiency and/or modulating technologyVertical discharge fans are typically louder during operation	<ul style="list-style-type: none">HMH7 horizontal discharge units provide greater performance value vs. what vertical units provide at comparable price points

vs. HORIZONTAL DISCHARGE UNIT (Trane XR16, Carrier Performance 14, Daikin Fit)

Category	Feature/Capability	Customer Benefits	Competitive Limitations	Leading Pitch
Performance	<ul style="list-style-type: none">Modulating technology vs. single stageQuiet fan design	<ul style="list-style-type: none">More consistent temperature regulation in your homeQuieter operation for improved comfort	<ul style="list-style-type: none">Most other horizontal units offer only single-stage options, which create temperature fluctuations in the homeSame or higher dBA output	<ul style="list-style-type: none">Get superior performance with modulating technology and quieter design over other horizontal heat pump units
Efficiency	<ul style="list-style-type: none">UP to 18 SEER/up to 10.5 HSPF efficiency	<ul style="list-style-type: none">Higher level efficiency than what most other units offer	<ul style="list-style-type: none">Trane (XR16) offers 16 SEER and Carrier (Performance 14) offers 14 SEER	<ul style="list-style-type: none">HMH7 offers a step-up on efficiency vs. most other horizontal HP units, making the HMH7 unit an unbeatable value

vs. VERTICAL UNIT (Bosch IDS, Coleman® CH16)

Category	Feature/Capability	Customer Benefits	Competitive Positioning	Sell-Around Strategy
Design Differences	<ul style="list-style-type: none">Equal with (or better than) vertical units on SEER/HSPF ratingsPerfect for high-density areas and zero lot linesLot placement/clearance/set back flexibility	<ul style="list-style-type: none">No difference in performance vs. vertical unitsCan be placed anywhere a vertical unit can, and often in places vertical units can't fit	<ul style="list-style-type: none">Bosch and Coleman® CH16 units provide a more "standard" look and feelBigger size implies superior power	<ul style="list-style-type: none">The HMH7 offers the same performance capability as with a vertical discharge unit — combined with more configuration options and standard installation, this unit can be an ideal option compared to any vertical unit
Ease of Installation	<ul style="list-style-type: none">Pairs with AE high-efficiency air handlers, AVC air handlers or CF/CU/CM evaporator coilsFits with any standard thermostatFollows standard vertical unit installation proceduresLine set lengths up to 246 ft	<ul style="list-style-type: none">Includes simple kit (relay, wiring and bi-flow filter/dryer) for standard installation, compatible with standard equipment and thermostatsNo "unique" installation procedures requiredNearly two times the line length for more configuration options	<ul style="list-style-type: none">Because of how it looks, some contractors might assume that the installation will be different/more complex than standard vertical discharge unitsThere may be an assumption that "special" equipment is required for installation (air handlers, etc.)	<ul style="list-style-type: none">There are no special installation procedures or unique components that can drive up costs, and the HMH7 pairs with standard AE air handler equipment and thermostats — it even provides a longer line set length than a vertical discharge unit
Best in Class Warranty and Financing Programs	<ul style="list-style-type: none">10-year Compressor Limited Warranty, 10-year Parts Limited Warranty and available extended warranties up to a full system replacement (product registration required)	<ul style="list-style-type: none">Quality assurancePeace of mind	<ul style="list-style-type: none">Other manufacturer warranties aren't as comprehensive as what Coleman® offers	<ul style="list-style-type: none">Coleman® is committed to offering warranties and financing that go beyond what competitors can match

vs. HORIZONTAL UNIT (Trane XR16, Carrier Performance 14, Daikin Fit)

Category	Feature/Capability	Customer Benefits	Competitive Positioning	Sell-Around Strategy
Differentiating Qualities	<ul style="list-style-type: none">Up to 18 SEER/up to 10.5 HSPFModulating technologyQuiet fan design	<ul style="list-style-type: none">Higher efficiency than many other horizontal unitsEqual with others in the marketplace with optimal HSPF for all climatesMore consistent heating and cooling in the home vs. single stage	<ul style="list-style-type: none">Daikin offers similar functionality (17 SEER, modulating HP)Trane (19 SEER) is typically a more expensive unitGREE unit has many of the same features	<ul style="list-style-type: none">The HMH7 offers equal or better performance and efficiency combined with a trusted brand, best in class warranty and financing programs — the HMH7 HP unit is a better overall value than any other horizontal discharge HP in the market today
Best in Class Warranty and Financing Programs	<ul style="list-style-type: none">10-year Compressor Limited Warranty, 10-year Parts Limited Warranty and available extended warranties up to a full system replacement (product registration required)	<ul style="list-style-type: none">Quality assurancePeace of mind	<ul style="list-style-type: none">Other manufacturer warranties aren't as comprehensive as what Coleman® offers	<ul style="list-style-type: none">Coleman® is committed to offering warranties and financing that go beyond what competitors can match

DEFENSIVE PLAY

