

Coleman® HMH7 Inverter Drive Horizontal Discharge Heat Pump



Competing Vertical and Horizontal Discharge Heat Pumps

(Bosch IDS, Trane XR16, Carrier Performance 14, Daikin Fit and Coleman® CH16)

The **Coleman® HMH7 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 HMH7 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



HEATING AND
AIR CONDITIONING

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 options Long 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 lines Can be placed under raised deck with better clearance Flexibility in lot placement/clearance/set back Multiple tonnages available to meet exact customer need 	<ul style="list-style-type: none"> Larger footprint limitations Limited placement options in high-density areas Bosch 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 touch More tonnage options ensure you're not overpaying for output you don't need 36% 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 efficiency Modulating technology Quiet fan design 	<ul style="list-style-type: none"> Mid-tier level efficiency for a base-tier price on a vertical unit More consistent comfort in home Less 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 technology Vertical 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 stage Quiet fan design 	<ul style="list-style-type: none"> More consistent temperature regulation in your home Quieter 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 home Same 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 ratings Perfect for high-density areas and zero lot lines Lot placement/clearance/set back flexibility 	<ul style="list-style-type: none"> No difference in performance vs. vertical units Can 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 feel Bigger 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 coils Fits with any standard thermostat Follows standard vertical unit installation procedures Line 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 thermostats No "unique" installation procedures required Nearly 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 units There 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 assurance Peace 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 HSPF Modulating technology Quiet fan design 	<ul style="list-style-type: none"> Higher efficiency than many other horizontal units Equal with others in the marketplace with optimal HSPF for all climates More 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 unit GREE 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 assurance Peace 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