

FREE REPORT

What every homeowner should know before servicing their heating or air conditioning system.

- Exposes contractors sales tricks!
- Can save you \$1,000's of dollars!
- Reveals high pressure sales tactics!



- 1.** When servicing your heating or air conditioning system don't believe heating and air conditioning contractors when they tell you your air conditioner or furnace has so many problems (failed ignitor, burners failing, bad sensors, thermostat,) that it's not worth repairing and needs to be replaced. Virtually every heating and air conditioning system can be repaired. There is a caveat to that. **Angie's List** suggests the \$5,000 rule - multiply the age of the equipment by the repair cost, and if that exceeds \$5,000, then replace the unit. If less, go ahead and repair it. Keep in mind this does not negate the original idea, that every system can be repaired.
- 2.** If considering a system replacement you must demand that the contractor conduct a detailed "load calculation" to determine the exact size of system that your home requires. According to **Touchstone Energy Cooperatives**, an HVAC system that is too small cannot deliver adequate heating or cooling in extreme weather. And a system that is too large will not only cost more to operate, but provide poorer temperature and humidity control. According to **Energy Vanguard** the majority of systems being installed are oversized. Oversized systems will "short cycle" because they accomplish the desired cooling or heating in a very short amount of time and this puts more stress on the components of your system, causing them to wear out faster and potentially cost you thousands of dollars.

* Manual "J" is the name for a specific protocol (often called "Heat Load Calculation" or "Cooling Load Calculation") used to determine how much heating/cooling a home needs to stay cool and dry in the summer and warm in the winter.

- 3.** It is a common trick for a heating & air conditioning company to ask that both husband and wife be present at the sales presentation. This is so they can pressure you for a signature at that immediate time. If a technician calls in his "manager" he's not really a manager, but just another technician brought in to "close the deal". The psychology of this trick is the customer's feel they are getting the "best possible deal" when the "boss" is present. Contractors do this to stop the negotiation process. Listen for the high pressure closing questions like "If we can find a system you like and it's priced right, is there any reason you won't buy today"? This is another high pressure sales tactic.
- 4.** The practice of inspecting your heating and air conditioning system is designed to prevent system failures, save you money and keep you comfortable in all seasons. Calling a contractor after your system has failed is the worst time to address any issues. Here are some of the key elements of a good system inspection:

- 1. Inspect comfort levels of your home.**

- Addresses any comfort issues that you are having with your unit.

- 2. Clean condenser coils.**

- Improves movement of air through the coil to cool more efficiently.

- 3. Inspect Contactor for any pitting and burn marks.**

- Ensures proper voltage to the compressor and condenser fan motor.

- 4. Tighten all connections, including wiring.**

- Reduces additional service calls for blown fuses or tripped circuit breakers due to heat from loose wires.

- 5. Test all capacitors in your A/C unit.**

- Ensures proper starting of condenser fan motor and compressor.

- 6. Inspect blower's cleanliness.**

- Allows proper amounts of air into and out of unit.

7. Inspect evaporator coil.

- Prevents freeze ups and improves efficiency.

8. Check Amp draw on condenser fan motor.

- Reduces energy consumption and the cost of running the unit.

9. Check Amp draw on compressor (run load).

- Drawing too many Amps increases the cost to run the unit.

10. Check amp draw on compressor (lock rotor).

- High lock rotor Amps can melt your compressor windings.

11. Oil all motor bearings if accessible. (newer units are completely sealed).

- Keeps bearings from seizing.

12. Check thermostat to make sure it's working properly.

- Leads to more efficient system use.

13. Replace or wash air filter (customer supplies filters).

- Ensures proper airflow into and out of unit.

14. Check and inspect duct system for deterioration or disconnection.

- Eliminates heat loss and heat gain on the ducts.

15. Remove any debris from the A/C unit.

- Prevents unit from rusting out.

16. Inspect line-set insulation.

- Keeps the suction line from condensing.

17. Inspect for any air leaks.

- Keeps conditioned air from escaping into attic.

18. Test the blower capacitor in furnace.

- Ensures that blower motor starts properly.

19. Check the temperature split – indoor and outdoor differential.

- Makes sure that system is cooling properly.

20. Check low and high voltages.

- Proper voltage helps the system work at peak performance.

You Have Choices

At Huft Heating & Air, we **always** provide you with **five different** repair options. You choose what level of service is right for you and your options are always clearly outlined in writing.

The Right Sized System

At Huft Heating & Air, we **always** conduct a comprehensive “ Heating and Cooling Load Calculation” before we make a system recommendation. Our goal is to put exactly the right system into your home, if replacement is the right choice for you.

Low Pressure

At Huft Heating & Air, we **never** ask that both husband and wife be present during our visit, because we do not expect a decision immediately after our presentation. We don't play the "manager" game and we leave the "closing questions" to the other guys.

Should you have any other questions or concerns or if you would like a free, absolutely objective and unbiased second opinion, please call me.

Brian Huft

Owner

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