

“What Are My Options When Shopping For A Replacement Heating & Cooling System?”



Different people have different needs and interest levels. In response to requests from our service clients, we now offer two levels of service. Please review the information below and decide which “buying approach” would suit you best. We assume you are expecting the “free estimate” Option A unless you tell us otherwise. See you soon!

Option A: Basic Free Estimate	Option B: Home & Duct Performance Test with Computerized Right-Sizing Calculation
<p>Tasks Performed:</p> <ul style="list-style-type: none"> ✓ Interview ✓ Visual inspection of existing equipment ✓ Explanation of different equipment options (efficiency, brands, warranties, service plans) ✓ Explanation of optional accessory items (better filters, humidifiers, zoning dampers, UV lights) ✓ Explanation of financing options 	<p>Tasks Performed Are Same As Option A, PLUS:</p> <ul style="list-style-type: none"> ✓ Measurement of your home’s dimensions & insulation levels to determine proper equipment sizing (ACCA Manual J) ✓ Measurement (instead of guessing) of Manual J air infiltration rate & duct leakage using Infiltrometer Blower Door & Air Flow Capture Hood ✓ Negative pressure testing to pinpoint air leaks in ducts & house ✓ Duct Static Pressure measurement and assessment of existing duct system air flow to ensure compatibility with new system ✓ Explanation of all findings with prioritization of any improvements which are recommended to be done at same time as your new equipment installation vs. those improvements which can wait
<p>Allow: 60 to 90 minutes</p>	<p>Allow: 2 to 3 hours (can be split into 2 visits)</p>
<p>Most Appropriate For Homeowners Who:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Have minimal expectations, would be satisfied if the new unit worked similarly to the old unit <input type="checkbox"/> Have no existing comfort issues such as hot or cold spots, or inadequate capacity on hottest or coldest days <input type="checkbox"/> Are planning to replace with same size as they have now <input type="checkbox"/> Have no existing humidity issues such as winter dryness, or excessive humidity, condensation or clamminess <input type="checkbox"/> Have no concerns about excessive dust, or respiratory allergies or asthma <input type="checkbox"/> Are not concerned about achieving significant monthly utility bill savings <input type="checkbox"/> Are concerned primarily about minimizing the initial investment, already leaning towards minimum efficiency entry-level equipment <input type="checkbox"/> Are not inclined to invest significant time or attention to the topic <input type="checkbox"/> Are possibly moving within two years <input type="checkbox"/> Are possibly buying for a rental or investment property they don’t live in 	<p>Most Appropriate For Homeowners Who:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Have higher expectations, want the new system to work better than the old one <input type="checkbox"/> Have some existing comfort issues such as hot or cold spots; or inadequate capacity on hottest or coldest days <input type="checkbox"/> Are possibly thinking they need a bigger unit than they have now <input type="checkbox"/> Have some existing humidity issues such as winter dryness, or excessive humidity, condensation or clamminess <input type="checkbox"/> Have concerns about excessive dust, or respiratory allergies or asthma <input type="checkbox"/> Want to achieve significant reductions in monthly utility bills <input type="checkbox"/> Are not focused just on the up-front price, are considering higher efficiency equipment to reduce long-term total cost of ownership <input type="checkbox"/> Want to follow recommended “industry best practices” to achieve a Quality Installation <input type="checkbox"/> Are curious about “non-equipment” ways to save energy & money and improve comfort & air quality, such as duct improvements, insulation, air sealing, solar energy, ventilation & do-it-yourself opportunities <input type="checkbox"/> Are interested in developing a long term prioritized improvement plan with specific recommendations and options for the home <input type="checkbox"/> Are willing to invest sufficient time, attention and engineering fees in order to become a more informed consumer, obtain all the facts, and get the best value for the money <input type="checkbox"/> Are planning to stay in the home over two years <input type="checkbox"/> Are wanting to do their part to help the environment
<p>For complete information on Option B, including a quotation, please give Hugh or Dot a call at (864) 277-7311.</p>	
<p>You can view a Comfort Institute video which explains this advanced diagnostic service on our website at www.mccownco.com (click on the Comfort Institute logo)</p>	