



Tips and Secrets To Buying A New Heating and Cooling System

How to Pick the Best System, Save Money,
And Be Sure You Get What You Pay For

Are you in the market for a new heating and cooling system? Authorities say, *be careful*. Many homeowners who have invested in new high efficiency heating and cooling equipment **didn't get the comfort and energy efficiency they paid for**.

Information is the key to making a wise decision. This report will teach you should know before talking to contractors, and it will let you in on some little known facts about heating and air conditioning.

This report is based on important new research undertaken by the federal Department of Energy, the Environmental Protection Agency, and electric and gas utilities nationwide. It also shares advice from consumer protection groups, publications and TV investigative new stories.

An Important Decision With Long Term Implications

Buying a new heating and cooling system is a very important financial decision. What you pay to buy and install the new equipment is only a small portion of you total costs. **Over time, the combined costs of owning a system always far exceed the initial cost of buying it.**

The wrong system, improperly installed, could sentence you to over 20 years of excessive utility and repair bills. It may also not deliver the comfort you expect and deserve.

Save 50% On Your Utility Bills! Truth or Fiction?

You may have heard that air conditioners, heat pumps and furnaces have come a long way in the last 10 years. The most energy efficient air conditioner of 10 years ago is the bottom of the line now.

You'll hear a lot of industry jargon while talking to contractors, like "SEER", "HSPF" and "AFUE". These terms basically describe how efficiently the equipment operates, like miles per gallon for a car. The higher the efficiency number, the lower your electric and gas bills are supposed to be.

The Truth About Energy Savings

A few homeowners actually **do** save 25% to 50% on their utility bills after buying a new system. But the unfortunate reality is that most people see only **some** savings. Only a small fraction of newly installed systems reduce utility bills by the amount they are capable of.

A lot can and does go wrong when a contractor takes the equipment out into the real world and installs it in your home. *Most homeowners are simply not getting the efficiency they are paying for.*

Modern Heating and Cooling Equipment Is Like A New Television

You may be wondering if we are saying that the new equipment isn't as good as the manufacturers claim. Not at all. In fact, today's equipment is very well made. Modern air conditioners and furnaces are similar to modern televisions. It's almost impossible to buy a bad TV nowadays. Like a TV, modern heating and cooling equipment is also very well made and dependable.

Unfortunately, the comparison stops there. When you buy a TV you can take it home, unpack it and plug it in. While a TV works right out of the box, a central air conditioner, heat pump or furnace must be very carefully selected and installed in order to work as the manufacturer intended. Unfortunately for consumers, the installing contractor is the **weak link** in the chain.

Government and utility company research shows that new systems typically deliver as little as half of the heating or cooling they are capable of.

The EPA states:

"Newly installed heating and cooling systems that are under or over-sized, improperly charged, or connected to a poorly designed and installed duct system will not deliver the rated efficiency"

But aren't people buying new equipment all the time that's keeping their homes warm or cool? Sure, but there's a world of difference between a system that puts out some

hot or cold air, and one that performs at the high efficiency, comfort and safety levels intended by the equipment manufacturers.

When Comfort Institute and other research groups test systems in the field, it's not uncommon to find three ton air conditioners that only deliver two tons of cooling to the living area. Or to find 12 SEER efficiency air conditioners that really only perform at a 7 SEER level. Or 90% efficient furnaces that really only deliver 60% of the energy bought from the gas company. Cool or warm air does come out of the vents, but not as much as there should be.

The Three Reasons Your New System May Not Work the Way It's Supposed To

1. Your new system may be the wrong size for your home.
2. Your existing air duct system may have major hidden deficiencies.
3. Your new system may be installed improperly

Make Sure Your New Equipment Is The Right Size

When it comes to heating and air conditioning equipment, bigger is NOT better. Many contractors will readily sell you a bigger unit than you need. It costs you more to buy, and it can cost a lot more to operate and service.

A recent **Consumer Reports Magazine** article stated: *"Beware of being sold an over-sized unit. An over-sized air conditioner will cycle on and off more frequently, causing noticeable temperature swings and putting more wear on the equipment"*

If your home has hot or cold spots, and your old system didn't keep you comfortable, don't just assume that a bigger one will. An oversized system comes on, runs for a few minutes and then shuts down. A good contractor will want to thoroughly evaluate your home to determine the right size your new system should be. He will carefully measure and inspect your home, its insulation levels and which direction the windows face.

Once all the information is collected, he will perform a **Computerized Heating and Cooling Equipment Sizing Calculation** to pick the right size system for your home: He'll also guarantee that it will keep you comfortable on the hottest days or coldest nights.

Make Sure Hidden Problems In Your Home's Existing Ductwork Are Diagnosed and Repaired

The second critical issue is your home's existing ductwork: the network of hollow pipes that carry the air to and from your furnace or air handler. Recent scientific research indicates that your probably has a whole host of

hidden problems that will degrade your new equipment's performance. A recent Department of Energy study states:

"Typical duct systems lose 25 to 40 percent of the energy put out by the central furnace, heat pump or air conditioner."

This wasted energy increases your monthly utility bills and causes hot and cold spots. Duct problems are often the real reason an old system couldn't keep up. There are four key duct problems that must be investigated and resolved. Research studies have found that over 90% of duct systems have two or more of these problems:

1. Most residential duct systems were never engineered or adjusted to properly distribute the air where it's needed in the home.
2. Duct systems have hidden restrictions and design errors that choke the air flow through the equipment. With furnaces, low airflow can create a dangerous fire hazard. Installing an even larger new furnace or air conditioner on the existing undersized duct work makes the problem worse. A recent electric utility study found that **over two thirds** of residential systems have restricted airflow.
3. Ductwork that passes through unconditioned spaces like attics, garages, crawlspaces or basements often don't have enough insulation. In winter, your just heated warm air cools down, and in summer the "air conditioned" air warms up as it passes through these spaces.
4. In many duct systems, the *single biggest problem* is that they leak *incredible* amounts of air. In the summer, expensive cooled air leaks out of your supply ducts, and hot humid air from outside, your attic or garage often gets sucked in. In winter the reverse happens. In addition to reducing comfort and wasting money, duct leaks can also bring in dusty, moldy, potentially contaminated air from places like your attic, garage, crawlspaces or basement.

A properly trained, conscientious and competent contractor knows that **up to half** your new system's efficiency and comfort will actually depend on the state of your ductwork.

Before he gives you a price for a new system, he will at least inspect your ducts for common problems. He will often recommend more advanced testing using special computerized test instruments such as Ductwork Tester, static pressure gauges and smoke generators. If problems are uncovered, he'll recommend repairs such as duct sealing and duct modifications to bring your duct system up to at least adequate performance levels. If duct repairs are needed to ensure your new system will work properly, they are usually much more economical to perform while your new equipment is being installed.

Make Sure Your New System Is Installed Correctly

The final concern is how your new system is installed. Many poorly trained or careless technicians often create problems during installation. For example, sloppy workmanship often creates duct leakage where your new equipment is connected to your existing ductwork.

It's also essential that your new air conditioning or heat pump system has the proper refrigerant gas charge. Most contractors make no correction for the actual length and internal volume of the copper lines in your system. They just crack open the valves and use whatever refrigerant charge came in the new outdoor unit from the factory.

A recent study by a major electrical utility found that 79% of newly installed systems had either significantly too much or too little refrigerant gas. This increases utility bills, reduces the amount of cooling created, and often causes premature failure of the new system.

It takes time and training to correctly charge the refrigerant gas for each installation. Very few residential contractors know how to do it properly. A good contractor will either precisely weigh in the proper charge, or adjust it based on careful temperature, relative humidity and refrigerant gas pressure measurements.

Another common shortcut is to salvage and continue using worn out or obsolete components of your old system. Almost all new high efficiency air conditioners and heat pumps need a new indoor "evaporator coil" to work properly. The advertised efficiency of a new air conditioner or heat pump is based on the performance of both new outdoor and indoor components working together as a matched system.

The copper tubing that connects the inside and outside components of most air conditioners and heat pumps also has to be the right diameter. Many new high efficiency systems need bigger copper lines than you likely currently have. Replacing the old components of your system does initially cost more, but you do get more: lower utility bills, lower repair costs, improved reliability and warranty, and increased comfort.

And finally, the poisonous exhaust gases from gas furnaces and water heaters must be vented properly out of your home. An uninformed or unscrupulous contractor may install a new system without making required upgrades to the venting system, literally threatening the lives of your family. Commissioning tests and measurements of gas pressure, chimney draft and carbon monoxide production must be performed.

A good contractor will almost always recommend replacing both the indoor and outdoor units of an air conditioner or heat pump. He will be able to document whether or not such things as the copper lines or

FLUE vents need to be replaced or upgraded. He will be able to describe step by step how his technicians will install the new equipment, and how they then test and adjust it during start up to ensure safe and efficient operation.

Ask to see a copy of their quality assurance checklists that ensure the mechanical aspects of your new system work the way they are supposed to. He'll also be able to provide proof of attendance and ongoing continuing training for his technicians at vocational, association, industry and manufacturer trade schools.

"EPA believes that contractors who have participated in advanced training on diagnostic and installation practices will be able to install better performing systems that save money and produce less air pollution than many who do not"

Most Contractors Either Don't Know or Don't Care

In conclusion, many if not most homeowners who buy new high efficiency heating and cooling equipment don't get what they pay for. Researchers state that this is due to improper sizing, pre-existing duct problems, and poor installation practices.

This is almost entirely due to contractor ignorance. Homeowners rely on contractors, but very few of them are even aware of *what they don't know* about comfort system performance. And even more sadly, we find that many contractors simply don't care. Many just want to sell you a new metal box, hook it up, get it running and move on.

Needless to say, the most important part of your buying process is to **pick the right contractor**, one who has the knowledge, training, instruments and procedures to help you select your new system, install it properly, and also solve pre-existing problems with your duct system and house insulation.



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