

# Repairing Your Comfort System versus Replacing



**Repairing Your Air Conditioner or Furnace Versus Replacing It** - If your air conditioning or heating system fails occasionally you are faced with a choice, to repair the existing unit by replacing parts or by buying a new air conditioner or furnace. Some companies push consumers based on what is convenient or what earns them the most money. Get your options and a solution that is best for your situation and needs. Don't be pressured into making a snap decision.

**Considerations** - If your air conditioning or heating system fails, you are faced with a choice to repair the existing unit by replacing parts or by buying a new system. To help with this important decision we have outlined this information for you to consider; **The Three Main Factors** - When considering whether to replace your existing unit there are (3) three main factors to consider.

1. Life expectancy of the system and refrigerant
2. Efficiency – and how energy is used, comfort and possible rebates
3. Current condition of the comfort system and air flow - comfort

Our customer service representative or technician can review these factors and your individual needs. If any of these factors are a problem area then you should consider replacement and if two or three are problems then replacement is almost always your best decision due to costs, warranties, refrigerant changes etc....

**Life Expectancy** - Most units last only ten to twelve years, after that point they become expensive to repair and may break down more often. After this time the parts may be discontinued, causing them to be more expensive if not completely unavailable. Consider the age of your equipment when you decide whether to replace or repair your unit. If a unit is ten years old or older it is nearing its life expectancy. You can add at least four years to this number if you have consistently had it professionally maintained during this time. Review this with our technician.

**Efficiency** - If you completely restore an aging unit, which is expensive to do, you will still only have the efficiency that it was rated for when it was manufactured at best. Older units are much less efficient than newer ones. Units are rated by S.E.E.R. or seasonal Energy Efficiency Rating. An easy way to understand these ratings is as follows; a unit that is rated at 10 S.E.E.R. gets ten units of cooling for a set amount of electricity a unit rated 18 S.E.E.R. gets 18 units for the same amount of electricity so you get approximately 40% more cooling for the same amount. Savings of up to up to 60 percent or more on your electric or gas bill is possible when you replace it with high efficiency equipment. Installing a new system can pay for itself in energy savings within a relatively short time, and increase your comfort levels in the home.

**Current Condition** - Consider the condition of your system when you decide whether to repair or replace your comfort system. Some considerations are the quality of the equipment (reputable brand, builder models) number of breakdowns and how often the unit has been maintained. If your unit has not been maintained or is a "value" unit it is likely to experience frequent breakdowns. Consider replacement as a serious option. No matter the skill of the service professional there is little that can be done with a unit that is in very poor condition besides restoring the unit which is almost always prohibitively expensive.

## WHAT TO DO?

**Get Professional Advice from a Reputable Company** - A reputable company can help educate the consumer so that they can make an informed decision about the replacement or the repair of an existing air conditioner or heater.

Repairing your unit may be the cheapest solution in the short term but may be more costly down the road. If your unit is older, breaks down often or consumes more energy than a newer system, then installing a new system can more than pay for itself over time. If not then simple repairs may be the smarter option. A reputable company should be able to walk you through your options. In the end the decision is yours. Ask the questions below and weigh the choice.

**Note on “Matching” Systems** - Whenever your A/C unit fails most reputable air conditioning technicians will recommend that you replace your indoor air handler at the same time because the two units must be matched so that your new outdoor unit can work at maximum efficiency and MAINTAIN the warranty. Improperly matched units will shorten the life span of your new unit and invalidate the warranty. This is just one of the many pitfalls that need to be avoided when replacing a system. Do not make a serious mistake when buying a system. Consult a reputable professional.

1. How is the Comfort System performing in the home?
2. What is the age of the system?
3. Has the system been maintained yearly on a schedule?
4. What is the cost of today's repair?
5. How do you live within the home – lifestyle wants-needs?
6. Does anyone in the home suffer any conditions? Allergies-other?
7. Is saving energy important to you?
8. What do you like about your comfort system? Or Change?
9. What do you know about environmental refrigerants?

**If financing program options matter we have several plans to meet varying needs. Sometimes the savings can outweigh the investment.**