



Replacing Your HVAC System

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Why?

1. You have to!
2. You want to be proactive.
3. You want to save energy.
4. You want the cheapest cost.

Starting the Bid Process

1. Selecting a list of companies to get bids from.
 - a. NV Energy A/C Rebates – Selecting contractors that participate in the program.
 - b. Incentive Programs from businesses such as Lowes and Costco
 - c. Choosing companies that have high satisfaction ratings from places such as Google Reviews, Yelp, and Angies List.
 - d. Companies that you have worked with before.

Starting the Bid Process

2. Carry out a consumer search online

a. Major companies

- 1) Trane – American Standard
- 2) United Technology – Carrier, Bryant, Payne, Day & Night
- 3) Lennox – Ducane, Armstrong, Concord, Allied and AirEase
- 4) Rheem – Ruud
- 5) Goodman – Amana and Janitrol
- 6) York – Coleman and Luxaire
- 7) Nortek Global HVAC – Maytag, Westinghouse, Frididaire, etc

Starting the Bid Process

3. Questions:

- a. Single Stage vs. two or multiple stage compressor
- b. Seer Rating
- c. Warranty – parts and labor
- d. A/C only or A/C and furnace
- e. City Inspection
- f. Air filtration
- g. Duct cleaning

What I Learned

1. Contacted 7 companies – submitted requests for appointment through website online for 5. Set-up appointment for 1 at store partner location and phoned one.
2. Disparity on size of system needed – 4 ton or 5 ton
3. Warranties – 5 or 10 year on parts depending on Seer and product line; labor warranty was an added cost on some (\$800 extra) or tied to yearly maintenance plan.

What I Learned

4. City Inspection – 1 company charged \$250 extra; 1 company stated it was not necessary; 5 companies included this as part of their install.
5. Wide price variation – Highest was \$17,775 with an additional \$800 for labor warranty and \$250 for city inspection. Lowest bid was for \$11,050 which was for the exact same equipment as the highest bid and included the city inspection and both a 10 years parts and labor warranty.
6. NV Energy A/C rebates – 1 company insisted that my unit qualified and that I would receive \$1200 off the price of the cost. Another company on the NV Energy Contractor List called and determined that my unit did not meet the requirements to receive a rebate.

What I Learned

7. Require that bids include the specific model numbers of equipment being installed and that all aspects of the contract are specified.
8. Be ready to bargain and negotiate. Ask for veteran or senior discounts. Try to avoid install during high demand periods.

Meeting Energy Efficiency Goals – Lincoln Model

- ◆ Meeting my goal through 30 panel solar PV system and 4 ton 16 Seer Lennox 2 stage XC16 A/C and 95% furnace with AprilAire filter between units in attic.
 - Total electric cost for the 12 months from November 2016 through October 2017 - \$213.11
 - Comparison of 2 months
 - Sept. 2016 \$72.78 Sept. 2017 \$17.71
 - Oct. 2016 \$35.37 Oct. 2017 \$16.52

Resources

- <https://www.consumersearch.com/central-air-conditioners/reviews>
- <https://www.nvenergy.com/save-with-powershift/ac-rebates>
- <https://www.consumerreports.org/cro/central-air-conditioning/buying-guide.htm>