

QUESTIONS TO ASK

An informational review of the quotes you supplied. Not a load calculation and not an engineering report.

412 Pecan Street

Take this to the conversation. The first group came from what your quotes did or did not say; the rest are worth asking every time.

- Will you perform a Manual J load calculation before we finalise the size?
- If the size came from my existing equipment, how do we know the existing one was right?
- The efficiency on your quote looks below the federal minimum for this equipment class — can you confirm the exact model and its rating?
- What does your price include that a lower quote might not?
- Please put the exact model numbers on the quote before I sign.
- What exactly does the warranty cover, for how long, and does it need registering?
- Is a permit required for this work in my jurisdiction, is it included, and who pulls it?
- Will this price still be available next week?
- Why is a large deposit needed before any work begins?
- Can I see the load calculation you used to size this system?
- What are the exact model numbers of the outdoor unit, indoor coil and furnace or air handler?
- Is the permit included in this price, and who pulls it?
- What is not included in this price that I should expect to pay for?
- Will you be doing the work, or subcontracting it?

You are allowed to take a day to think about it. A price that disappears if you do is telling you something.