



REPAIR OR REPLACE?

The 5-Minute AC Check



\$500 OFF A NEW AC SYSTEM

THE 5-MINUTE CHECK

Is your AC trying to tell you something?

Go outside and look at your AC. Think back to last summer. Then check every box that sounds like your house.

- ☐ **It's more than 10 years old.** Look for the sticker on the side of the outside unit. Can't find a date? Call us and read us the serial number. We can tell you how old it is.
- ☐ **It needs a repair every summer.** One fix leads to the next one.
- ☐ **Your power bill keeps going up.** You run it the same as always, but the bill climbs.
- ☐ **The house won't cool down.** It runs all afternoon, and some rooms still feel warm.
- ☐ **It's gotten loud.** Banging, grinding, rattling or squealing that wasn't there before.
- ☐ **The air feels sticky.** The house feels damp, even while the AC is running.
- ☐ **You see water or ice.** Water around the indoor unit, or ice on the copper pipe outside.
- ☐ **It keeps needing refrigerant.** That means a leak. Some older units use a refrigerant that is being phased out, so refills can be hard to get and cost a lot.

How many boxes did you check?

0 to 1

Keep it serviced and keep an eye on it.

2 to 3

Get a checkup and a written price, so you know your options before it quits.

4 or more

It's time to plan a new AC, on your schedule instead of its schedule.

Checked 2 or more? **Summit Heating & Air** will come out and give you a written price.

Call (801) 555-0123

REPAIR OR REPLACE?

Fix it or replace it? Here's the simple rule.

No guide can decide for you. But two questions get you most of the way there: how old is it, and how big is the repair?

SMALL REPAIR

BIG REPAIR

Under 10 years old**Fix it.**

It likely has good years left.

Get both prices.

Compare the repair to a new AC, and ask what the warranty covers.

Over 10 years old**Fix it, and start planning.**

Get a written price now, so you're not rushed later.

Replace it.

A big repair on an old AC is money you won't get back.

Small repair: things like a worn electrical part, a thermostat or a clogged drain line. **Big repair:** a new compressor, a new coil, or a refrigerant leak.

The half-price rule of thumb

Add up what you've paid for repairs in the last two years. Add the repair you're being quoted now. If the total is getting close to half the price of a new AC, replacing it is usually the smarter buy. And a new one costs less to run (page 4).

Why waiting can cost you more

- ✓ **It picks the worst day.** An old AC works hardest in a heat wave, so that's when it tends to quit.
- ✓ **You end up choosing in a rush.** With a hot house and a sweaty family, there's no time to compare options.
- ✓ **Everyone else is calling too.** On the hottest weeks, HVAC companies are busy, and you may have to wait your turn.
- ✓ **Repairs and power bills add up.** Every fix on an old unit is money that doesn't go toward the new one. And an old AC uses more power to cool the same house (page 4).

Replace it on your schedule, not the AC's schedule.

WHAT IT'S COSTING YOU

What your old AC really costs you

An old AC doesn't just break down more. It uses more power to cool the same house, every summer it runs. Here's how to tell how much.

WHEN YOUR AC WAS MADE OR PUT IN	LOWEST RATING THE LAW ALLOWED
Before 2006	10 SEER
2006 to 2014	13 SEER
2015 to 2022	13 SEER in the North, 14 SEER in the South and Southwest
2023 and newer	13.4 SEER2 in the North, 14.3 SEER2 in the South and Southwest

For the most common home system: one unit outside, one inside. The higher the number, the less power it takes to cool your home. SEER2 is a newer test that's closer to real-world use, so a SEER2 number and an old SEER number aren't an exact match. Your AC's rating is on its paperwork, or we can look it up from the model number on the outside unit.

What the numbers say

- ✓ **Same house, more power.** Going from 10 to 13 SEER was about a 30% jump in efficiency. So a 10 SEER AC uses about 30% more power than a 13 SEER one to do the same cooling.
- ✓ **It's a big part of your bill.** Air conditioning is about 19% of the power used in U.S. homes.
- ✓ **New gear alone helps.** New, efficient heating or cooling equipment alone can cut energy use by 20% or more.
- ✓ **The 10-year mark.** If your AC is more than 10 years old, the government says to think about replacing it.
- ✓ **Repairs and bills, together.** The government's own sign it's time: the AC needs frequent repairs and your energy bills are going up. Run the half-price rule on page 3 before you pay for a big fix.

How to estimate yours

- 1 Your cooling cost.** Take each summer power bill and subtract a spring or fall bill, when the AC is off. Add up what's left. That's about what cooling costs you a year.
- 2 Your two ratings.** Your old AC's rating, and the new one's, on the same scale.
- 3 The math.** Cooling cost $\times$ (old rating $\div$ new rating) = about what the new AC would cost to run.

Example only (your numbers will differ):

cooling costs you \$600 a summer. Old AC: 10 SEER. New AC: 15 SEER. $\$600 \times (10 \div 15) =$ about \$400. That's about \$200 a year you stop paying, every summer.

Sources: U.S. Department of Energy, central air conditioner efficiency standards (2006, 2015 and 2023 rules) and Energy Saver Guide (2022); U.S. Energy Information Administration, Residential Energy Consumption Survey (2020); ENERGY STAR, "When is it time to replace?". Rating figures are for a new unit, as tested.

KNOW WHAT GOOD LOOKS LIKE

What a good AC replacement looks like

A new AC is a big buy. Here's what to look for, and what to ask, so you know you're getting it done right.

A good replacement is...

- ✓ **Sized to your house, not a guess.** Your home gets measured, with a look at the windows and insulation. Bigger isn't better: an AC that's too big turns on and off a lot and leaves the air damp.
- ✓ **The ducts get checked.** A new AC can't fix leaky or crushed ducts.
- ✓ **A matched set.** The outside unit and the indoor coil are made to work together.
- ✓ **Priced in writing.** The equipment, the labor, any permit and the haul-away, all listed.
- ✓ **Tested before the crew leaves.** And you're shown how to run it and look after it.



Questions to ask any contractor

- 1 Will you measure my house to size the new AC?
- 2 Will you check my ducts and my thermostat?
- 3 Is the price in writing? What does it include?
- 4 Do you pull the permit if my city needs one?
- 5 What warranty comes with the AC, and with your work?
- 6 Who does the install, and who do I call if something's wrong?
- 7 How long will the install take?

Ask **Summit Heating & Air** every one of these. You should get a straight answer to each one.

Want straight answers to all seven? Call **Summit Heating & Air** and ask us.

Call (801) 555-0123

INSTALL DAY

What happens on install day

The work happens outside and wherever your indoor unit sits: a closet, the attic, the basement or the garage. Here's how the day goes.

1

We go over the plan.

The crew walks you through what they'll do and where they'll work.

2

The old unit comes out.

We shut off the power, remove the old refrigerant the right way, and take the old unit out.

3

The new AC goes in.

The new outside unit is set in place, and the lines and wiring are hooked up to the inside.

4

We test it.

We turn it on and check that it's cooling, the air is moving, and the thermostat works.

5

Clean up and walk-through.

The old unit gets hauled away. We show you how to run your new AC and change the filter.

How long does it take?

It depends on your home and what we find. You'll know the plan and the timeline before we start.

How to get ready

- ✓ Clear a path to the outside unit and the indoor unit.
- ✓ Put pets in a safe room.
- ✓ Know where your breaker panel is.
- ✓ Be home at the start and the end, for the walk-through.

Want to plan your install on your schedule? Call **Summit Heating & Air** and we'll walk you through it.

Call (801) 555-0123

GET YOUR WRITTEN PRICE

Ready for a straight answer on your AC?

Call **Summit Heating & Air** and we'll come out, look at your home and your old unit, and give you a written price on a new AC that fits it.

YOUR OFFER

\$500 OFF A NEW AC SYSTEM

Mention this guide when you call.

Call Summit Heating & Air

(801) 555-0123

1

Tell us about your AC

Call us, and have your checklist from page 2 handy.

2

We come out and look

We check your home and your old unit.

3

You get a written price

A straight price you can take your time with.

Does asking for a price commit me to anything?

No. You get the price, you think it over, and you decide.
No pressure.

Should I repair it or replace it?

It depends on how old it is, what's wrong, and what you've already put into it. We'll tell you honestly which one makes sense for your house.