

Should I repair or replace my old system?

System Age _____ years

Invoice Number _____

Instructions: Fill this form out when necessary to inform the customer of their options. If the customer needs accurate data, fill out the back of this form with the homeowner to get the exact utility operating costs. This form shoulders the cost of buying new equipment versus keeping the existing system and fixing over the next 5 years. The \$9600 system cost would buy a 95% AFUE furnace and a 13 SEER a/c. The 20-30% efficiency savings is an average of the heating & cooling savings in a single year.

REPAIR TODAY		REPLACE TODAY
	TODAYS COST Ballpark system investment of \$9600 →	
+	FUTURE REPAIRS Any future repairs needed?	N/A-10 year warranties
+	ENERGY COST TO OPERATE FOR 5 YEARS *ASHRAE data shows expected equipment life to be 18 years ← 80% AFUE & 8-10 SEER 95% AFUE & 13-14 SEER →	Approximately \$485 per year (20% - 30% high efficiency savings)
+	COST TO REPLACE UNIT IN 5 YEARS ← \$9600 x 3% (Inflation)= \$288 x 5 years left + \$9600 \$11,040	N/A
=	TOTAL COST OF OWNERSHIP FOR THE NEXT 5 YEARS	=

AMOUNT SAVED BY REPLACING TODAY: \$ _____

REPAIR IS RECOMMENDED

Customer Initials _____

REPLACEMENT RECOMMENDED:

-Set appointment with office for equipment specialist to present benefits



Estimated Energy Savings

As equipment deteriorates, so does the AFUE & SEER.
 Costs and Savings are estimates only, and can vary widely

Heating Cost Savings Percentage

AFUE	80%	90%	92%	95%
55%	31%	39%	40%	42%
60%	25%	33%	35%	37%
65%	19%	28%	29%	32%
70%	13%	22%	24%	26%
80%	0%	11%	13%	16%

Air Conditioning Cost Savings Percentage

SEER	13	14	15	16	17	18	20
5	62%	64%	67%	69%	71%	72%	75%
6	54%	57%	60%	63%	65%	67%	70%
8	38%	43%	47%	50%	53%	56%	60%
10	23%	29%	33%	38%	41%	44%	50%
12	8%	14%	20%	25%	29%	33%	40%

Typical Percentage of Total Energy Bill

Heating	60%
Cooling	70%

Average Winter
 Fuel Bill \$

Regional
 Percentage X _____ %

Monthly
 Heating Cost \$

Months
 of Heating X _____

Yearly
 Heating Cost

Savings
 Percentage X _____ %

Estimated
 Yearly Savings \$

Average Summer
 Electric Bill \$

Regional
 Percentage X _____ %

Monthly
 Cooling Cost \$

Months
 of Cooling X _____

Yearly
 Cooling Cost

Savings
 Percentage X _____ %

Estimated Yearly
 Savings \$

Estimated (heating)
 Yearly Savings \$

Estimated (cooling)
 Yearly Savings + \$ _____

Estimated Total
 Yearly Savings \$