



# LARRY & SONS

Plumbing Heating Cooling Drain Electrical

— TRUSTED SINCE 1960 —

# "Borrowed Time" Guide



**PLUMBING**



**HEATING**



**COOLING**



**DRAIN**



**ELECTRICAL**

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# REPAIR vs REPLACE

## WHAT WILL IT COST ME TO KEEP MY SYSTEM?



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With so much information available, how do you know which is good? Most of what you can find on-line is marketing and opinion. However, there are organizations who work very hard to protect and assist the home owner. They have spent decades researching, testing, and gathering information to ensure home owners get what they paid for in terms of comfort, efficiency, safety, performance, longevity, peace of mind, health, and reliability.

"Finding a trustworthy contractor to install and service an HVAC system matters the most. While Consumer Reports would like to provide you with brand and model ratings...it would not be practical because there are so many variables to consider, including a home's size and design, installation...while a significant variable affecting performance is the quality and construction of the duct distribution system."

"While 94% of home owners thought they selected a great contractor, 64% reported they did not get what they paid for. And when asked how much more they would've paid to get what they expected, the average respondent said \$1,500."

## Consumer Reports



### The Company

The equipment only represents the potential to perform, last, and provide comfort and efficiency. Energy Star has found that the same two pieces of equipment can perform up to 50% differently in these area's of value, based upon who installed it. It is for this reason every agency out there suggests to not buy a box, but invest in a company and their craftsman. They will be the key to providing you everything you expected from the equipment.

"It's not just whether a company is good or not. There are a lot of great companies who install equipment to merely function... missing the equipment's potential by a long shot. So, it's a good company doing the right things."



Air Conditioning Contractors of America is a non-profit organization dedicated to establishing industry standards of excellence and performance. They have provided the Quality Installation (Q.I.) standards that must be followed in order for a piece of equipment to perform to its rated capacity, efficiency, longevity and reliability.



### The People

Most companies define what they do as replacing the equipment. They take out something that was functioning and put something in that will function. This approach allows them to hire individuals who can follow basic steps to replace an HVAC system. However, this approach does not require the same level of craftsmanship the Quality Installation Standards require. The best craftsman will only work for companies who give them the time, training, support, continuing education, and expectations that they are supported to follow all standards and guidelines which will give the customer what they paid for.

"Look for a company who's hiring process is demanding and comprehensive. These companies take the responsibility of being in the home very serious and know that the product is the individual who enters the home, not the piece of equipment. A home owner is paying for what the equipment can do, now what it is. The individual's installing are 100% responsible for this."



### The Solutions

The equipment is a very small part of the solution and more advanced equipment installed in the wrong conditions will make the problems worse, or create problems. At the very least, make sure your contractor is doing the following.

- Calculating the rate of heat gain/loss throughout the home (Manual J)
- Calculating the capacity of the duct work to match Manufacturers requirements for airflow
- Following the A.C.C.A. Quality Installation (Q.I.) guidelines or Energy Star Quality Installation Verification (Q.I.V.) guidelines

Building codes only verify safety; the Q.I. & Q.I.V. standards are required to verify comfort, efficiency, performance, longevity, reliability, Health, and efficiency. Half of the home owners investment relies on this very important fact." Here are a few Q.I. standards.

Proper Vacuum

Precision Refrigerant Charge

Combustion Analysis

Nitrogen Back-fill Brazing

Engineered Plenum

Proper Plenum/Duct Sealing

## A Few Quality Third Party Resources

<https://www.acca.org/HigherLogic/System/DownloadDocumentFile.ashx?DocumentFileKey=22b89ec8-d9dc-44cf-aa8d-17ac9be85ed8&forceDialog=0>

[https://www.energystar.gov/ia/partners/bldrs\\_raters/downloads/ENERGY\\_STAR\\_V3\\_HVAC\\_Quality\\_Installation\\_Guidebook\\_2.21.2011.pdf](https://www.energystar.gov/ia/partners/bldrs_raters/downloads/ENERGY_STAR_V3_HVAC_Quality_Installation_Guidebook_2.21.2011.pdf)

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**Call Now**  
**301-478-6678**  
**NO MONEY DOWN**  
**+ 0% INTEREST**  
**FOR 12-MONTHS\***

**EXPIRATION DATE:**

**12/31/2020**

# Borrowed Time Healthy Home Package

Take advantage right now of up to \$3694 in discounts, rebates, & incentives toward the installations of a new Daikin "Risk Free", ultimate- comfort system. This is a great time in 2020 to upgrade your older heating & cooling system with a new, super- efficient model for up to 40% savings on your monthly electric bills. **And, here's the best part; right now, you can take advantage of our special stimulus NO MONEY+ 0% INTEREST FOR 12 MONTHS\* if you install a "Risk Free" sysytem by 12/31/20.**

## Here is what you get with our Borrowed Time Healthy Home Package

<b>HVAC System Rebate</b> .....	<b>Up to \$750</b>
Receive a pre-season rebate on qualifying Daikin systems.	
<b>12 months NO INTEREST Financing Specials</b> .....	<b>FREE</b>
<b>FREE HVAC Duct System Cleaning or 24v UV Light</b> (with purchase of "Risk Free" systems) .....	<b>Up to \$795</b>
Helps reduce airborne toxins and germs. Duct cleaning up to 7 registers.	
<b>FREE Programmable WIFI Daikin ONE Smart Thermostat</b> .....	<b>\$650</b>
Have complete control of your comfort system from your thermostat or device (on selected Daikin FIT system)	
<b>Federal Tax Credit*</b> .....	<b>Up to \$500</b>
<b>Utility Overpayment**</b> .....	<b>Up to \$999</b>

**TOTAL OF ALL INCENTIVES \$3694**

Your monthly utility savings will help your new system actually pay for itself! We promise our super efficient system will help keep money in your pocket with energy saving features. We guarantee you will be 100% satisfied, and even give you a full year to test drive it on selected "Risk Free" systems.

Call us today to schedule your complimentary in-home consultation. We'll inspect your system, and perform a Load-Check to ensure your system is Right-Sized for optimal comfort and performance.

Sincerely,

*Eric Corbett*

Proud Owner

PL #16532, EC #109620  
MD HVAC License #9368



As Seen On



**Call 301-478-6678 today!**

**Act now before these rebates and incentives expire.**

\*Offer expires 12/31/2020 or when inventory is depleted. Rebates valid at participating locations. No valid on prior installations. See service center for details. Restrictions apply. Financing subject to credit approval. \*Subject to change by local utility company and manufacturer rebate participation. See your tax professional for Federal Tax Credit qualifications. \*\* Utility Over Payments based on a an average 5 year savings after converting from a low efficiency system to a high efficiency system.