



## Regular Maintenance Will Keep You In Business and Customers Comfortable

As summer approaches, both your residential and business customers will be looking for ways to keep cool when the temperature and humidity spikes. This provides an excellent opportunity for you to help your customers stay comfortable while saving them money. In addition to recommending they purchase energy efficient cooling equipment, you can help them optimize the efficiency of any equipment by emphasizing the importance of proper maintenance. Focus on Energy's Efficient Heating & Cooling Program has recommendations to help you ensure peak performance of the equipment you install and maintain.

Airflow is an important component of the performance of an air conditioning unit. It ensures the air conditioner will cool a home as evenly as possible while keeping humidity under control. If airflow is too high, duct leakage increases and moisture removal is reduced. As a result, the air at the register is not sufficient for optimal comfort. Conversely, if airflow is too low, heat is not effectively removed from the air stream which can lead to an uncomfortable occupied space and premature failure of the equipment. In addition, keeping the temperature change of the air conditioner within three degrees of the manufacturer's recommendations will reduce the amount of energy consumed during operation and prevent the system from being overloaded.

An air conditioner's ability to operate at its greatest efficiency is directly dependent upon the amount of refrigerant it contains. According to the Environmental Protection Agency, recent field studies suggest approximately 75 percent of installed cooling equipment

have incorrect levels of refrigerant. The level of refrigerant charge needed is unique to each system and is determined by every piece of equipment within that unique system, including the outdoor compressor, the indoor evaporator coil and the refrigeration lines. Correct refrigerant charge will protect the compressor from possible damage, ensure efficiency and provide optimum cooling performance.

Keeping components of the system properly maintained is essential because it only takes one cracked or damaged motor mount, electrical wire, fan blade or belt to wreak havoc. Typically the damage results from weather, dirt, age and regular use. Fixing these components before they break will allow the unit to operate more effectively and deter future maintenance issues, including a possible breakdown and emergency call-back.

Even just simple cleaning can make a big difference in your system's efficiency. Dirt on condenser and evaporator coils may prevent air from correctly flowing across them. A simple cleaning will improve dehumidification and reduce how hard the equipment works to cool a home, resulting in longer lasting equipment and lower utility bills for customers.

Many of these installation and maintenance factors are important for business units, as well. A business' HVAC equipment is especially crucial since employee comfort has a direct correlation to employee productivity and retention.

**For more information on how you can provide optimal performance and the energy saving benefits of high efficiency cooling equipment or to become one of Focus on Energy's Efficient Heating & Cooling Program's partnering contractors, call 800.762.7077, or visit [focusonenergy.com/ehcp](https://focusonenergy.com/ehcp).**



## Promoting an Entire HVAC System

A home works most efficiently when it is operating as a system. One component of that system is the HVAC equipment. Your customers may not realize that the heating and air conditioning equipment can work together despite serving different purposes. In fact they actually work better when they are a matched system. To make certain your residential customers see the big picture when purchasing new equipment, Focus on Energy's Efficient Heating & Cooling Program is offering up to \$500 in Cash-Back Rewards when they install a qualified furnace and split system air conditioner at the same time. These Cash-Back Rewards are only available for a limited time through contractors partnering with the program