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55 YEARS

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## **HVAC replacements: Doing it right! - by Gamble Wiseman**

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More often than not, replacing an existing mechanical system is straightforward. Record the model and serial numbers, measure the curb, measure the space that is supplied. Match the existing unit with a new one, remove and replace. Sometimes you'll need a curb adapter, not always. But what about when it isn't quite so simple?

We have a client who had two units installed that were intended to bring in 100% outside air into their space. In fact, this is required for them to maintain certain certifications that they need to operate. The company that installed these 30+ years ago, however, used the wrong equipment to satisfy these needs, refused to own up to this mistake, and disappeared. You hear about it all the time, "I had this one contractor with whom I had a terrible experience..." What did they do to resolve it? Installed 24 smaller split systems to make up for the lack of air circulation. Instead of spending \$50,000 on new systems designed for their use, they spent \$75,000 on 26 systems that only partially fulfilled their needs. Sort of.

Fast forward 30 years, the owner reached out to us for service on a few of those systems. After one of our technicians, Rafal, went out to see them, he recommended they get on a regular preventive maintenance schedule. So, I went out to gather the information and put together a quote.

24 systems. Probably eight of them need to be replaced. Two weren't even connected anymore. And those two package systems? They haven't worked since they were installed. Once we could get the systems up and running, they were looking at a pricey maintenance schedule to operate systems that weren't even doing what they needed them to. So, I made a suggestion: Why not replace those two systems with new units that do exactly what they were supposed to in the first place? A higher expense up front that would save them substantially going forward. It would even reduce their annual maintenance expenses by close to 80%! The client agreed that this would be the best route. Our design & build specialist and commercial department head, Kevin Main, went out with a Cambridge Air representative to engineer the systems and we are moving forward together on the project.

Ultimately, by just replacing these two systems instead of the eight split systems, we are saving them close to \$30,000, never mind the maintenance costs. The point is, sometimes a little creativity goes a long way, and a second set of eyes can make all the difference.

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