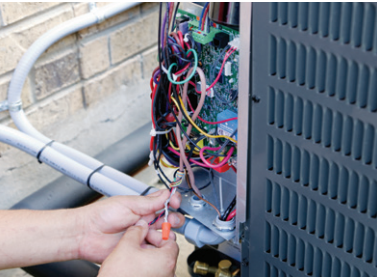


## DECISION TIME?

A GUIDE FOR REPAIR OR REPLACEMENT OF A  
CENTRAL HEATING AND COOLING SYSTEM



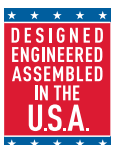
Air Conditioning & Heating



Thank goodness  
for Goodman.®



At Goodman, we believe in American dependability. Units are  
designed, engineered and assembled in the U.S.A.



# MAKING A COMFORTABLE DECISION

Most likely, if you are reading this document, the central heating and cooling system in your home is not functioning properly. With the help and support of your local **Goodman®** brand dealer, you are preparing to make the decision whether it's best to repair or replace the old heating and/or cooling system. As you prepare to make this decision be certain to consider these options:

- Energy-efficient performance
- Enhanced indoor comfort levels
- Consistent indoor comfort
- Anticipated years of service expected from new unit
- Costs associated with repairing your current system
- Cost of purchasing a new heating and cooling system



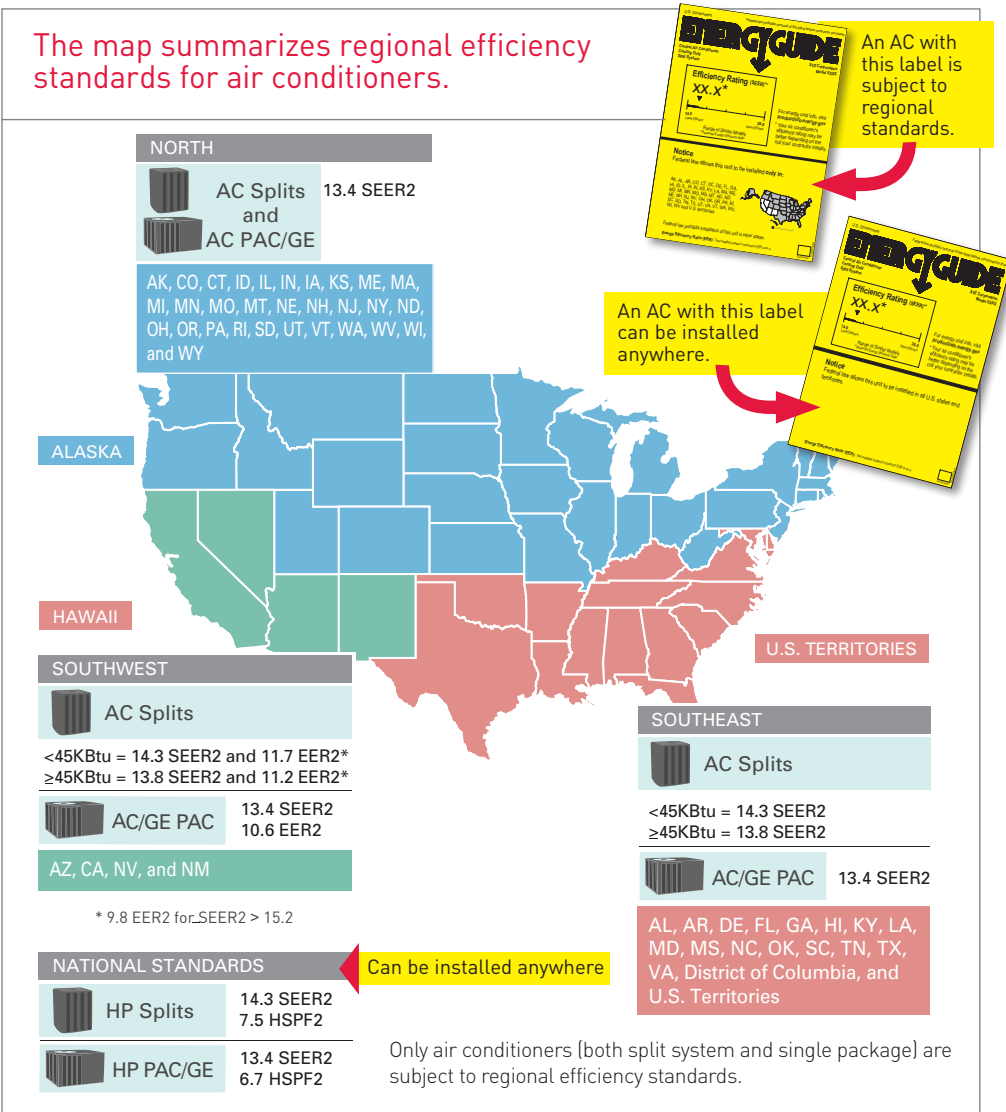
## DID YOU KNOW

### About the energy efficiency standards for HVAC products?

- The newest U.S. Department of Energy (DOE) minimum efficiency changes went into effect on January 1, 2023.
- National minimum efficiency was set at 14.3 SEER2 for air conditioners and heat pumps (based on date of manufacture).
- There are also minimum regional requirements that apply only to air conditioners (based on date of installation).
- Higher efficiency is always permitted.

As an industry leader in home comfort equipment, **Goodman** brand products are designed to meet or exceed these standards. The good news is that your local, independent **Goodman** brand dealer is well suited to provide you with the right heating and cooling solution for your home and location.

The map summarizes regional efficiency standards for air conditioners.



For more information, visit [www.goodmanmfg.com/resources/2023-regulation-standards](http://www.goodmanmfg.com/resources/2023-regulation-standards)

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# DECIDING FACTORS

Here are some factors to consider as you decide whether to repair or replace your current heating and cooling system.

## AFUE

Annual Fuel Utilization Efficiency (AFUE) ratings are regulated by the Department of Energy. The higher the AFUE rating, the greater its potential energy savings. For example, a **Goodman** brand gas furnace with an AFUE of 98% indicates that for every \$1.00 of fuel entering the furnace, only two cents is not fully utilized.

## SEER

Seasonal Energy Efficiency Rating is the term used to identify the air-cooling efficiency rating of a heat pump. The higher the rating number the more efficient it is designed to operate.

## HSPF

Heating Season Performance Factor identifies the air-heating efficiency of a heat pump. The higher the rating number the more energy efficient the heat pump performs.

## Goodman brand products

Here are some examples of the limited warranty\* protection coverage:

- **10-Year Unit Replacement Limited Warranty\*** on select gas furnace models
  - If the heat exchanger fails in use at the registered, single-family homeowner's residence, within the first decade after installation, a new furnace will be provided at no charge.
- **Lifetime Compressor Limited Warranty\*** on select models, good for as long as the purchaser owns his/her home.
  - If the compressor fails while in use at the registered, single-family homeowner's residence, a new compressor will be provided at no charge.
- **Lifetime Heat Exchanger Limited Warranty\*** on select gas furnace models, good for as long as the purchaser owns his/her home.
  - If the heat exchanger fails in use at the registered, single-family homeowner's residence, a new heat exchanger will be provided at no charge.
- **10-Year Parts Limited Warranty\***
  - Included on all residential heating and cooling products regardless of SEER or AFUE rating.

## FINANCING

Often times, a decision is made to repair an older, less efficient unit instead of replacing it with a newer, energy-efficient unit due to the high cost of a new system. Consumer financing can be an effective tool to fit a new system into your budget without breaking the bank, while unlocking savings through reduced energy usage when compared to older, less-efficient units. Moreover, consumer financing can cover the cost of an Asure<sup>SM</sup> extended service plan to minimize any out of pocket expenses you face for the term of the extended service plan. Ask your dealer on whether consumer financing makes sense for your family.

## COUNT ON OUTSTANDING LIMITED WARRANTY\* PROTECTION

**10 YEAR** UNIT REPLACEMENT LIMITED WARRANTY\*

**LIFETIME COMPRESSOR** LIMITED WARRANTY\*

**LIFETIME** HEAT EXCHANGER LIMITED WARRANTY\*

**10 YEAR** PARTS LIMITED WARRANTY\*

\* Complete warranty details available from your local dealer or at [www.goodmanmfg.com](http://www.goodmanmfg.com). To receive the Lifetime Heat Exchanger Limited Warranty (good for as long as you own your home) Lifetime Compressor Limited Warranty (good for as long as you own your home) 10-Year Unit Replacement Limited Warranty, and 10-Year Parts Limited Warranty, online registration must be completed within 60 days of installation. Online registration is not required in California or Quebec. The duration of warranty coverages in Texas differs in some cases.





Air Conditioning & Heating

# REPAIR OR REPLACE?

IT'S A GOOD CONVERSATION TO HAVE WITH YOUR DEALER.



## Cost of today's repair

\$0 - \$299 = 0 pts  
 \$300 - \$699 = 3 pts  
 \$700 - \$999 = 6 pts  
 \$1,000 - \$4,999 = 10 pts  
 \$5,000 + = 15 pts

Enter pts here

## Utilities savings over 10 years\*

\$0 - \$1,999 = 0 pts  
 \$2,000 - \$4,999 = 3 pts  
 \$5,000 - \$7,999 = 6 pts  
 \$8,000 - \$9,999 = 10 pts  
 \$10,000 + = 15 pts

Enter pts here

## Age of Equipment

0 - 5 years = 0 pts  
 6 - 10 years = 3 pts  
 11 - 15 years = 6 pts  
 16 - 20 years = 10 pts  
 21 + years = 15 pts

Enter pts here

\*Savings based on installing a mid-efficient system

## REPAIR OR REPLACE SCALE

- 0 - 6 pts – Perform repair and continue annual maintenance
- 7 - 10 pts – Consider replacement if planning to stay in home 10+ more years
- 11 - 14 pts – Consider replacement
- 15 - 19 pts – Replacement recommended
- 20 + pts – Replacement **STRONGLY** recommended

### Additional Information

Before purchasing this appliance, read important information about its estimated annual energy consumption, yearly operating cost, or energy efficiency rating that is available from your retailer.



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Our continuing commitment to quality products may mean a change in specifications without notice.

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