

# WHO IS THE BIGGEST SAVER?



Our game show host, Henry Van Arden Cox

**Jan and Stan** are competing to see who is saving the most money on energy bills. Play along to see if you can guess who's saving the most and why. Then compare that to your own choices. Who knows? After adding up all the scores, maybe **YOU** will be the biggest saver!



## ROUND 1:

**Jan and Stan both installed new cooling systems a few years ago. So who wins this round?**

The new equipment they chose was similar, but Jan saved a lot more than Stan. Can you guess why? Which of these is the main reason Jan saved more than Stan?

- A. Stan kept **changing the thermostat setting**.
- B. Stan's cooling system was **not installed properly**.
- C. Stan's cooling system **did not have enough Btu's**.

### Shortchanged on a big investment

The answer is B. Stan's system did not work properly because Stan opted for the lowest bid, and the contractor he chose didn't have the resources (or didn't take the time) to ensure a correct installation.

While Stan saved some money on the installation, he never saw much of a reduction in his utility bills. Jan reduced her energy use by about 25%, netting her \$450 in annual savings.†

Stan eventually had the design flaws corrected in his system, and finally

started to see big energy savings. Stan and Jan both score points for upgrading to an energy-efficient system, but Jan gets extra points for choosing a company that had the expertise to install the equipment the right way.

**Jan wins Round 1.**

## ROUND 2:

**Who's in tune with savings?**

Jan made sure her cooling system was serviced every spring. Stan figures he saved money because he didn't bother with annual maintenance and didn't have to pay for this service.

Who wins out over the long term?

**Jan wins Round 2.** Because her system was checked and serviced every year, it worked the way it should and didn't waste a lot of energy. **And Jan spent less money on cooling her home.** In effect, her tune-up paid for itself.

Meanwhile, Stan's system was not keeping his home comfortable—and his electric bills had increased dramatically.

### Stan's system was badly in need of maintenance!

Over time, dirt and debris build up inside a system, lowering efficiency. Not only was Stan's home uncomfortable, **he was also spending a lot of money on his electric bills.** He also risked a costly repair and the loss of his manufacturer's equipment warranty, which can be voided if a proper maintenance schedule is not followed.



## ROUND 3:

**Keep a cool head.**

Stan used a programmable thermostat to shift the temperature up and down according to his schedule. He saved money and always came home to a cool house.\*

But Jan turned off her cooling system when she left for work. When she got home, she would turn the thermostat as low as she could to speed up the cooling process.

But setting her thermostat lower really didn't cool down her house any quicker. But it did keep her system working longer than necessary, especially on the many days when Jan forgot to reset her thermostat to an energy-saver mode.

Since Jan's thermostat habits ended up wasting more energy than Stan's did, **Stan is the winner of Round 3.**



\*If you have a heat pump, a specially designed setback thermostat is needed to save money in this way. Otherwise, maintaining a consistent setting is the best way to save.

## ROUND 4:

**The right filter is nothing to sneeze at.**

One of the keys to keeping a home comfort system running more efficiently is the type of air filter that's used—and how often that filter is changed or cleaned. **The filter helps keep the equipment's interior clean.** When dust, dander and other debris build up in the system, cooling efficiency can be severely reduced.

Jan's system had a low-end filter that could only catch the largest of particles. **About 90% of the particles** that came in contact with the filter passed right through. And Jan never bothered to check the condition of the filter.



### What about Stan?

Stan's system used a high-efficiency **pleated media filter**, which trapped smaller particles and removed odors from the air too.\*\* The pleated design provided a larger filtration area so more particles could be captured. Stan also made it a point to check the condition of the filter regularly during the cooling season. This helped to keep his system running efficiently.

**Stan wins Round 4. But who is the Biggest Saver? Look below!**

\*\*Depending on your system and ductwork, pleated media filters may not always be cost effective. Please call us if you're thinking about upgrading your filter.

	Jan	Stan	You†
Savings on utility bills	\$450†	\$50	—
Savings due to maintenance	\$180	\$0	—
Savings from thermostat	\$0	\$90	—
Savings from air filter	\$0	\$90	—
<b>Total</b>	<b>\$630</b>	<b>\$230</b>	—

†Savings will vary for each household, depending on square footage of home, age and condition of equipment, energy rates, insulation quality and other factors.



**Would you like to be the Biggest Saver? Call us!**

We can show you some great ways to cut your energy costs while improving your comfort. After making improvements you can fill in your own score to see if you win!

