

Case Study – Life Cycle Costs

Heat Pumps

ATL-REFAC

REFRIGERATION | HEAT PUMPS | HVAC | NATURAL GAS | PROPANE



Being Proactive Will Save You \$\$



The Importance Of Maintenance

Maintenance in various industry sectors has proven to prevent costly repairs and unexpected breakdowns. ATL-REFAC Limited recommends that customers set up a maintenance program for their Refrigeration and HVAC equipment.

- A maintenance program can lead to substantial savings.
- Over a period of time a maintenance program can reduce operating costs as well as equipment failures.
- Maintenance in various industry sectors has proven to prevent costly repairs and unexpected breakdowns.
- Repairs to mechanical equipment will occur during the life of the asset.
- All mechanical equipment needs periodic service to keep it in the best operating condition.

Maintenance programs help to minimize and control the times that repairs are made to ensure that equipment operates efficiently when you need it the most.

- Reduce Energy Consumption
- Lower Energy Costs
- Improve Air Quality
- Better Humidity Control
- Better Temperature & Climate Control

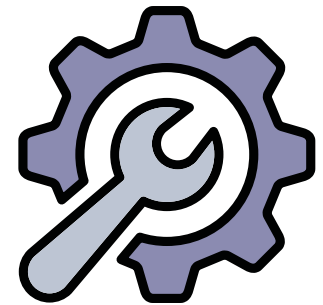
Value & Benefits Of Performing Maintenance

Value Of Having A Maintenance Contract:

- Having a reputable contractor with staff that knows and is able to maintain your equipment.
- Not having to worry if your equipment is working at peak performance
- Energy savings from having clean and maintained equipment
- Written proof that your evaporators, ice machines & other equipment have scheduled cleanings should any concerns be raised by the department of health
- Performing leak checks on equipment, demonstrating and documenting proof for environment Canada
- Proactive approach by fixing your equipment before it breaks down

Benefit Of Having A Maintenance Program In Place:

- Clean, efficient equipment, less breakdowns, less product loss, less chance of product contamination
- Documentation and proof of leak checks, maintenance and service
- Good record of work associated with assets
- Ability to plan repairs so they can be budgeted



IMPORTANCE



VALUE



BENEFIT

Case Study

Life-Cycle Costs Ductless Mini-Split Single Zone Heat Pump

Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total
Maintenance	\$ –	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$199	\$2,786
Service	\$ –	\$ –	\$ –	\$150	\$ –	\$150	\$200	\$ –	\$150	\$ –	\$200	\$150	\$ –	\$ –	\$ –	\$1,000
																\$3,786

Highlights:

- A ductless mini-split system generally has a longer life when maintained properly. For many of the top brands such as Daikin, the average life expectancy is up to 15 years, with proper care and maintenance. A ductless split system average life expectancy can be up to 20 years with proper care maintenance.
- Warranty of a Daikin for example includes 12 years on parts and a 10 year limited labor on the mechanical components only, so that's best in industry.*
- Even though there are parts and limited labor warranties, not all costs are covered under warranty, so out of pocket expenses may occur depending on the warranty coverage.*
- Typically, customers are looking to replace a system in the 12th year to leverage newer technologies, avoid potential high service bills once warranty period is over.
- Estimated service and maintenance cost over the life cycle of the asset is estimated to be \$3786 or approximately \$253 per year. (Estimates only and may vary depending on the brand and model of heat pump).
- Regular maintenance and deep cleaning of a ductless mini-split heat pump is not only good for the equipment operation, it's a generally a good practice so you can reap the benefits of a heat pump including but not limited to comfort, reliability, clean air to breathe and peace of mind that the equipment is running at its' best. If not properly maintained, the indoor heads can be a source of mold, slime, etc., build up over time.
- Regular tender loving care of your system by a trained professional should be top of mind. Also, as a home owner, cleaning your reusable filters will also help your system work more efficiently and effectively.

* Refer to Daikin warranty information on specific elements as well as conditions that do apply as well as exclusions.

For maintenance tips to do at home, download a copy of our **Ductless Heat Pumps Care & Cleaning** ebook.

Important

Warranty as per the manufacturer: Anything not covered by the manufacturer including but not limited to labor, travel costs, diagnostics, materials, consumables, refrigerant, rentals, etc., this would be billable in most cases on a time and material basis. This warranty does not include normal wear and tear, defects caused by the work or negligence of others, product abuse, maltreatment of materials by others or acts of God. Mechanical warranty does not include condensate pumps. Condensate pumps are not included in mechanical warranty.

ATL-REFAC

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Leaders in Heat Pumps, HVAC and Commercial Refrigeration

Our Credentials:

With locations in Halifax and Cape Breton, ATL-REFAC Limited was formed by the merger of Doubleday Mechanical Ltd. and Cape Breton Refrigeration and Air Conditioning Ltd. in 2014. Our experienced managers, staff and technicians have many years of experience in the industry and serve a wide range of commercial and residential clients from our offices in Halifax and Sydney-Glace Bay.

We care about our customers and clients. We take pride in our work and customer service. We do what is best to help you manage your precious assets. We help you sleep at night knowing your sites are in great hands with us.

We are a local, Nova Scotia company that provides sales, installation, service/parts and maintenance for Refrigeration, Heating, Ventilation, Air Conditioning and Heat Pump equipment/systems/applications. Our staff are highly qualified professionals with industry experience.

We have also been subcontracted by other companies to perform installation and service work.

All of our service field staff and management have cell phones. We have field staff on call and we have an on call rotation/schedule. We also have an after-hours contact center that performs dispatching services for after-hours calls.

Types Of Customers / Work We Perform:

Grocery stores, supermarkets, wholesale stores, refrigerated warehouses, gas & convenience stores, drug stores, meat markets, vegetable markets, specialty stores, hotels/motels, restaurant chains, lounges/bars/pubs, local restaurants, lobster/fish retail outlets, fish plants, ships, marine, specialty equipment, scientific/lab equipment, warranty work for equipment suppliers/manufacturers, General Contractors, subcontracted by other contractors for install & service work.

Installation, service, repairs, maintenance, leak testing, modification, calibration, controls of HVAC-Refrigeration equipment. General mechanical components and parts associated with Refrigeration/HVAC systems, walk-in's, freezers, coolers, line-ups, bunkers, coolers, merchandisers, cases, ice machines, ice makers, self-contained units, specialty equipment, scientific equipment, racks, modifying racks, compressor rooms, heat pump systems, VRV's, condensers, heat reclaim, changing cases, line-up changes, control systems, start-ups, commissioning, de-commissioning, refurbished products, air conditioning systems, roof top units, vacuum pumps, air compressors, air dryers, centrifuges, fresh and salt water chillers and cooling systems, controlled environment chambers and walk-in units, ultra-low freezers (-80°C), freeze dryers, liquid nitrogen and other cryogen systems, CO2 incubators, cryostats, refrigerators and freezers, etc. We work with all types of refrigerants, glycol, CO2.

Services Offered:

- Equipment sales.
- Installations small & large. New construction and retrofits.
- On demand service. After hours service – 24 hour emergency service, 7 days a week.
- Service contracts & maintenance programs.
- Financing programs.

Other Info:

- We carry appropriate general liability insurance.
- Worker's Compensation Board letter in good standing.
- Safety certified through Workers Compensation Board & third party safety consultant.
- Safety accreditation with ContractorCheck.
- Member in excellent standing – Better Business Bureau.



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Serving Greater Halifax and Cape Breton

6 Belmont Avenue, P.O. Box 89
Eastern Passage, N.S., B3G 1M7
Fax: 902-701-7681

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