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### *Why our Company does a Load Calc every time...*

**“Ask your contractor to calculate equipment size (e.g., determine whether you need a two-ton or three-ton cooling system) using computer software or professional guidelines such as the Air Conditioning Contractor’s of America’s ‘Manual J’.** Do not use a contractor who wants to size your unit solely on the square footage of your house. To gather necessary information, the contractor should spend at least half an hour poking around your house, taking measurements, and asking questions. He or she needs to measure ceilings, floors, windows, and walls, and check insulation throughout the home. Systems that have been properly sized to fit your home provide better humidity control, cycle on and off less frequently, and cost less than oversized systems.”

*Consumer Tips for Choosing a Heating and Cooling Contractor*  
**September 1998**

**“Sizing Heaters and Air Conditioners: Quick but Inaccurate Methods.** The following are some of the ‘quickie’ methods some contractors may use to size a system. NEVER use any of these to determine the final size. The contractor walks in the house, looks at the existing unit, and recommends that the replacement unit be the same size, or larger. This obviously does not take into account any improvements made to the house or mistakes made in sizing the original unit.”

*US Department of Energy*  
<http://www.eere.energy.gov/consumerinfo/factsheets/cb7.html>

**“With cooling and heating equipment, a larger-sized product is intended to meet the needs of a larger area.** However, if the equipment is too large for your home, you will experience increased costs and less comfort. Oversized equipment will operate in short run times or cycles, not allowing the unit to reach efficient operation or deliver even temperatures throughout the home.

Do not assume that the size of your new system will be the same as your old equipment. Changes, such as additions or insulation improvements, may have been made to the house since the original equipment was installed; or, the equipment may have been too large from the start. Your contractor can calculate the right size for your cooling and heating equipment by using Manual J or an equivalent calculation tool. Ask about it.”

*EPA Energy Star Guide to Efficient Cooling and Heating*  
**September 2003**

**“To be sure of correct sizing, choose a contractor who agrees to take the time to calculate heating needs using an industry-standard calculation,** such as found in the Air conditioning Contractors of America Manual J. Such calculations take into account the climate, along with the house’s size, design, and construction.”

*Consumer Reports “A Guide to choosing Furnace size, efficiency and features”*  
**July 2003**

**“Get specifics.** Contractors who bid on your job should calculate required cooling capacity by using a recognized method like the Air Conditioning Contractors of America’s Residential Load Calculation Manual, also called Manual J. An additional reference for assessing ductwork needs is Manual D. The calculations produce a detailed room-by-room analysis of cooling needs. Be leery of a contractor who bases estimates merely on house size or vague rules of thumb.”

*Consumer Reports “Cool Comfort”*  
**2004**

