



# Looking For A Heating & Air Conditioning Company?

When you hire a contractor, you want honesty, fair pricing, and quality from a company you can trust. But how can you find out about a company before using them? There's got to be a better way than trial and error. This is it. Here are nine simple questions you should answer before selecting a company.

## 9 Simple Questions You Should Answer Before Selecting a Air Conditioning Company



Others

### Does The Company Hold an Air Conditioning License?

State licensing is the *minimum* requirement to operate an Air Conditioning company. Licensing protects the public, including you. Unlicensed companies are unaccountable to regulators and often unavailable if things go wrong. Unlicensed companies cannot offer the manufacturer's full warranty. Don't get caught without a warranty on your new equipment

**Yes!**  
License #: 6961

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### Does The Company Employ NATE Certified Technicians?

NATE is the North American Technician Excellence program. It is the air conditioning industry's certification body for technical knowledge. The NATE logo should be prominently displayed on vehicles, websites, and/or advertising.

**Yes!**

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### Is The Company Insured?

General liability and insurance protects you. Most companies will be insured, but not all are. If an injury occurs while working in your home and the company is not insured your homeowner's insurance may be at risk.

**Yes!**  
We carry full workers compensation plus \$500,000 of liability.

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### How Long Has The Company Been In Business ?

One Air Conditioning company in five closes every year. The best way to predict whether a company will be around long enough to honor its warranties is whether the company has been around in the past. Most reputable companies state their business tenure. Beware companies that close due to a poor reputation and reopen with a new name.

**Since 1981**

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### Does The Company Have a Physical Address?

Fly-by-night plumbers and uninsured moonlighters rarely have a business address. More stable plumbing companies operate from a shop or office.

**Yes!**  
8608 Mississippi St.  
Merrillville, IN

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### Is the company a member of the Better Business Bureau?

Companies that have integrity and sound business practices are commonly members. The BBB offers reviews of their performance and history of complaints, if any.

**Yes!**

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### What is the Standard Guarantee?

Not only does a better guarantee give you longer peace of mind, but better guarantees are offered by better companies.

**12 Month**  
Repair Guarantee

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### Does the Company Give the Full Price Before Work Begins?

Some companies offer fixed quotes, no matter how long the work takes. Others charge by the hour and give open-end quotes, which means the work could cost a lot more than you expect if the company takes longer than the expects.

**Yes!**  
We give fixed prices before work begins

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### Are The Company's Service Vehicles Clean and Well Maintained?

The condition of a company's service vehicles is an indicator of the way they will take care of your home.

**Yes!**

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