



**Engineering  
Excellence***inc.*

Integrated HVAC Facilities Management



# Equipment Replacement Quick Tips

[Click Here](#)

- 1** Quantify the benefits to get capital approved. Redirect “repair expense” to “capital” for replacing aging, costly units before they fail.
- 2** Review equipment fleet to select units for replacement. Make sure to:
  - Tabulate all equipment 15 years plus
  - Identify highest repair cost / lowest overall rating units
  - Identify coastal locations where corrosion can shorten equipment life
  - Identify locations with ongoing comfort issues
  - Consider locations where climate affects comfort
  - Review priorities and flagship store needs
- 3** Remove from the unit replacement list those locations that are unprofitable, closing, relocating, downsizing or under lease renegotiations.
- 4** Prioritize locations that qualify for energy rebates or where high utility costs prevail.
- 5** Survey site and audit equipment condition. Confirm roof layout, curb sizes, engineering and construction details to finalize unit selection.
- 6** Confirm replacement pricing is within capital budget.
- 7** Select and procure equipment. Take advantage of manufacturer rebates.
- 8** Install units. Perform final commissioning and startup test.
- 9** Submit and finalize energy rebates.
- 10** Begin year 1 PM and review warranty coverage to protect new equipment.
- 11** Enjoy the total savings, avoidance of catastrophic failures and comfort.

**Find even more information  
at our web site, [click here](#)**