



AC REPLACEMENT CHECKLIST: HOW TO SPOT CORNER-CUTTING



THINGS TO KNOW BEFORE CHOOSING AN AC REPLACEMENT SERVICE PROVIDER

Prior to launching our own AC replacement service we spent six months surveying the AC replacement market in Dubai. Realising that many of Dubai's older communities were suffering the effects of up to two decades of continual AC usage, we combined 15 years of AC, handyman and general home maintenance experience with knowledge earned through detailed market research. Here's what we want to share:

YOU WILL FIND CHEAPER

It turns out the demand for AC replacement in Dubai is even bigger than we anticipated. Since launching this service last year, bookings for new, energy-efficient AC installations have been flying. But we'd be lying if we said that all our inquiries lead to bookings. In truth, we receive quite a lot of responses like this;

“ I just received two much cheaper quotes. I think you need to re-look at your pricing to be competitive. ”

AND THERE'S A GOOD REASON

There are a handful of installers in the UAE who follow strict protocols and take great pride in their work. Yet, unfortunately, there remains a thriving market for budget maintenance that many providers seek to satisfy by cutting critical corners. One common example involves doing a bare minimum job on your roof and in your ceiling - simply because they know they can get away with it.

WHAT TO LOOK OUT FOR

We spend a lot of time assessing the state of these failing AC systems. If we had a dirham for every time we come across the following glaring shortcuts, we'd be quaffing coconut water on our private island somewhere, probably running AC for Dummies courses from our smartphones, for our own peace-of-mind.



1. NOT REPLACING PARTS

Some contractors will reuse anything that isn't already broken to save themselves money. From cabling and isolators to contactors and gas pipes - these parts can be up to 20 years old in many Dubai communities, and as such, will be at the end of their useful life. If not replaced as part of your upgrade, they will be the prime cause of AC failure, imminently.



2. NOT INSULATING GAS PIPES

This essential step can be timely and expensive, which is why some (often cheaper) providers of conventional AC skip it entirely. Most new units create refrigerated gas on your roof before it even enters the property. No insulation will lead to excessive DEWA bills, condensation, corrosion, and moisture damage, not to mention impending headaches for you and your family. If the cost of full insulation is missing from your installation quote, be sure to ask questions.



3. NOT MINIMISING SOUND

There is nothing worse than having your family's sleep interrupted by the constant hum of your outdoor AC units reverberating through your roof. This can easily be avoided with fit-for-purpose spring mounts designed to minimise sound by raising your unit off the ground, yet we see many companies opting to reuse cracked pads from the old units or replacing these with cheaper cork and rubber versions that simply aren't up to the job of canceling noise. Their motive of course is cost reduction, but what price do you put on a good night's sleep?



4. DOWNGRADING YOUR UPGRADE

Like car mechanics, AC installation takes time so that it will work optimally for the maximum duration in a relentless and unforgiving environment. If longevity is not valued by your installer (who may well be long gone by the time issues arise) the job can certainly be completed more quickly and cheaply. There are scores of steps that can be overlooked, from isolators not being sealed, fixed, or mounted to leaving wiring unprotected and open to the elements. Apart from becoming the straw that breaks the camel's back where your AC is concerned, many of these can actually be hazardous in terms of your safety.



REPLACE & MAINTAIN

- ✓ Highest quality technology and technique ensuring no stone is left unturned in the pursuit of effective long-term cooling
- ✓ Market-leading brands installed to minimise the risk of long delays for discontinued or unavailable parts.
- ✓ Options to save energy including one-to-one advice on request covering recommendations for conventional Vs inverter-type units (based on your own specific home requirements.)
- ✓ Free Essential Maintenance Annual contract with every full property AC replacement - so you can enjoy your new AC units running efficiently all year-round PLUS free AC, plumbing and electrical repairs 24/7 365 days a year.



“ I used We Will Fix It services to replace full AC Units in the bedrooms in our villa. They were extremely professional in every aspect of their work, from technicians who actually knew what they were talking about to their cleanliness during and after the work. We’ve gone through A LOT of maintenance companies over the years to fix our AC issues and We Will Fix It is the only company I’m happy to recommend. ”

Reza P, The Springs



KNOW THIS BEFORE PURCHASING NEW AC

Depending on how much you know about AC technology you may be debating whether to go for a conventional unit or a more modern inverter type. To help you, we have provided an independent overview of the Pros and Cons of each type in the table below.

CONSIDERATION	CONVENTIONAL	INVERTER
TECHNOLOGY	Compressor runs at max speed at all times until the desired temperature is achieved. This single speed compressor uses more energy than an inverter type unit. However a Smart thermostat that turns the unit on and off more efficiently can minimize this.	Variable speed compressor adjusts automatically to serve the temperature needs of the environment (minimized excess chilling.) Reduces energy consumption by up to 25%.
COST	The initial outlay for good quality conventional AC units can be significantly more expensive than equivalent inverter units. However replacement parts costs are significantly cheaper & in plentiful supply.	Cheaper outlay currently as suppliers promote this relatively new technology. Spare parts are more difficult to source as the technology is still not widespread within the region. For this reason We Will Fix It supply inverter units from brands with significant local presence & consistent spare parts availability.
INSTALLATION	As conventional replacements are usually a straightforward swap from 'old' to 'new', less ceiling cuts are required, reducing disruption and installation time.	More ceiling cuts make the installation process more disruptive in the home as the new gas pipes need to be re-routed from each indoor unit to the roof.
UPKEEP	Minimum technical complexity means less need for specialised technical servicing & repair.	High technical complexity. Specialised experts with the necessary skillset may be harder to find and 'brand specialists' may be required
PARTS COST	Existing gas pipes can be reused making labour & parts cheaper and installations quicker.	Different sized supply pipes are required leading to higher labour costs from the longer installation timescales. Spare parts are more expensive, leading to higher overall product costs.
PARTS AVAILABILITY	Standard compatible compressors are widely available.	Spare parts have less availability, leading to a longer wait-time for repairs.
SUMMARY	If you only use an AC for a few hours while it conducts its initial 'cool-down' then a conventional unit will suffice.	If you keep your AC on 24/7 then the 'reduced power' function of an inverter unit is worthwhile.





ASK FOR WHAT YOU NEED

Whether you have questions about your general AC upkeep, or you're ready to learn more about our AC replacement service and you'd like to compare quotes, just drop us a line at info@wewillfixit.com or call **800-FIX (800-349)**

