

Comparing Quotes: Air Source Heat Pumps

By supplying heat in the winter and cooling in the summer, an air source heat pump can provide year-round climate control for your home, reducing your energy costs. If you already have an oil, propane or electric heating system, installing a heat pump is an effective way to reduce your energy costs.

There are two different configurations of air source heat pumps, centrally ducted systems and ductless mini

splits. Centrally ducted heat pumps require ductwork throughout the house to distribute heat from one central location (similar to a furnace), while ductless mini split heat pumps are installed on a wall and act as a localized heat source, like a wood stove.

For more information on how air source heat pumps work, visit: oee.nrcan.gc.ca/equipment/17614
**> Heating Equipment and Controls > Heat Pumps:
 Air Source Heat Pumps**

How to use this form

Once you have received some quotes from your contractors, complete the relevant table below to compare your quotes. Fill in as much information as is available on your quotes. This will help you make your decision. If you need help comparing your quotes contact us at **1 877 999 6035**; we are here to help. Before you call, write down both the inside and outside model numbers for all equipment so we can best assist you.

	Quote A	Quote B	Quote C
Heating Capacity (BTU)¹ When comparing your quotes, the sizes quoted should be fairly similar (within 12,000 BTU of each other). If not, ask the contractor to explain the difference.			
Cooling Capacity (BTU)			
HSPF Rating (Region V)² Look for a minimum of 7.1			
SEER Rating³ Look for a minimum of 14.5			
EER Rating⁴ Look for a minimum of 12.0			
ENERGY STAR[®] Qualified⁵ Purchasing a heat pump that is not ENERGY STAR [®] qualified is not recommended.			
Total Estimated Cost (\$)⁶			
Number of Outside Units (Condensers) You may require more than one outside unit if you are installing a ductless heat pump.			
Number of Inside Units (Heads) You may require more than one inside unit if you are installing a ductless heat pump.			
Manufacturer Warranty Most manufacturers have low efficiency and high efficiency models, however warranties vary between manufacturers.	Warranty: years	Warranty: years	Warranty: years
Outside Model Number(s)			
Inside Model Number(s)			

Additional Information

1. **Sizing** is the most important factor when choosing a heat pump. The most accurate way to size a heat pump is through an intensive process called a “Heat Load Analysis”. This analysis takes into consideration the size of the home and each room, the size and placement of each window, the air flow between rooms and floors, etc. and requires the use of a custom computer program. Some contractors may provide a quote based simply on the square footage of the home, and as this often results in performance and efficiency problems, we do not recommend accepting these types of quotes. You should insist that a full Heat Load Analysis be done to ensure the unit will perform properly and efficiently.
2. **Heating Seasonal Performance Factor (HSPF)** gauges the energy efficiency of a heat pump over a heating season. To meet ENERGY STAR® standards, this figure should meet or exceed 7.1 and should be a rating for Region 5 (V). Many manufacturers list the HSPF for Region 4 (IV) which has lower requirements e.g. HSPF of 8.6 for Region 4 is equivalent to HSPF of 7.1 for Region 5.
3. **Seasonal Energy Efficiency Ratio (SEER)** gauges the energy efficiency of a heat pump over a cooling season. To meet ENERGY STAR® standards, this should meet or exceed 14.5.
4. **Energy Efficiency Ratio (EER)** measures the overall efficiency of the unit, where the higher the EER, the more efficient the unit. To meet ENERGY STAR® standards, this should meet or exceed 12.
5. Most heating systems come with **ENERGY STAR®** stickers attached. ENERGY STAR® qualified products meet strict technical specifications for energy performance—tested and certified. It is important to be cautious about these labels affixed to different pieces of equipment, especially with a centrally ducted heat pump. Individual components of a centrally ducted system may be ENERGY STAR® qualified separately, however when combined may not result in high enough efficiencies to meet ENERGY STAR® standards. If the whole system is not ENERGY STAR® qualified you will not reap the same level of energy savings as you would with an ENERGY STAR® qualified system.
6. It is important to consider all the benefits and **costs** before purchasing a heat pump. While energy costs may be lower for heat pumps than for conventional heating systems, they may be more expensive to buy, and may require new ductwork as well. Also consider how much servicing might be required by a heat pump, and at what cost. Finally, consider convenience. Heat pumps are most economical with year-round use.

