SYDMECH
COOL // HEAT

FREE SYDNEY HOMEOWNER'S GUIDE

THE 7-STEP AIR CONDITIONING BLUEPRINT

How Sydney homeowners can choose the right air conditioning system — without overspending, buying the wrong size or making an expensive installation mistake.

READ THIS BEFORE YOU BUY AN AIR CONDITIONER

Sydney Air Conditioning • Design • Installation • Service

READ THIS FIRST

A few minutes of planning could save you weeks of frustration and thousands of dollars.

This guide shows you the **7 decisions that really matter** — including the one step we believe you should never skip.

CREATED BY SYDMECH AIR CONDITIONING

Sydney air conditioning design, installation and service. Servicing homes, apartments and strata across the greater Sydney metropolitan region since 2007.

We see solutions.

START HERE

Before you spend thousands on air conditioning...

Buying air conditioning can look pretty simple from the outside:

Choose a brand. **Pick a size.** **Get a price.** **Install it.**

Unfortunately, that's also how people end up buying the wrong system.

The air conditioner itself is only one part of the result.

Correct sizing, airflow, electrical capacity, pipe and drain routes, outdoor-unit location, roof access, zoning and — most importantly — the quality of the installation can matter just as much as the name printed on the unit.

FASTER AND EASIER

This guide is designed to make the process **faster and easier**.

You don't need to become an air conditioning expert. You simply need to know:

What to look for. What questions to ask. What mistakes to avoid. And when you need an experienced professional involved.

IMPORTANT

THE GOLDEN RULE

Research at home. Shortlist with confidence. But don't commit to purchasing your system until an experienced installer has physically inspected the property.

Floor plans, photographs and online calculators are fantastic for preliminary planning.

But they can't see everything an installer can see standing inside your home.

THE BLUEPRINT

Your 7-step shortcut

STEP 1	**Define what "comfortable" actually means for your home.**
STEP 2	**Work out approximately how much cooling and heating you need.**
STEP 3	**Choose the right type of air conditioning system.**
STEP 4	**Shortlist the right equipment and brands.**
STEP 5	**Understand the installation — not just the air conditioner.**
STEP 6	**Have an experienced installer physically inspect your home.**
STEP 7	**Compare the final proposals apples-with-apples and make your decision.**

> Follow these seven steps in order and you'll eliminate a huge amount of confusion from the buying process.

1 STEP ONE

START WITH THE RESULT — NOT THE BRAND

One of the quickest ways to make buying air conditioning confusing is to start with:

"Which brand should I buy?"

Daikin? Mitsubishi? Actron? Something else?

That's getting ahead of ourselves.

First decide what you actually want your air conditioning system to accomplish.

STEP 1 · ACTION

Write down these 5 things

1. **Which rooms need air conditioning?**
   One bedroom? Living area? Upstairs? Or the entire home?

2. **Is winter heating important too?**
   Modern reverse-cycle air conditioning can provide both heating and cooling.

3. **When is your home normally occupied?**
   Daytime? Evenings? Overnight? Working from home?

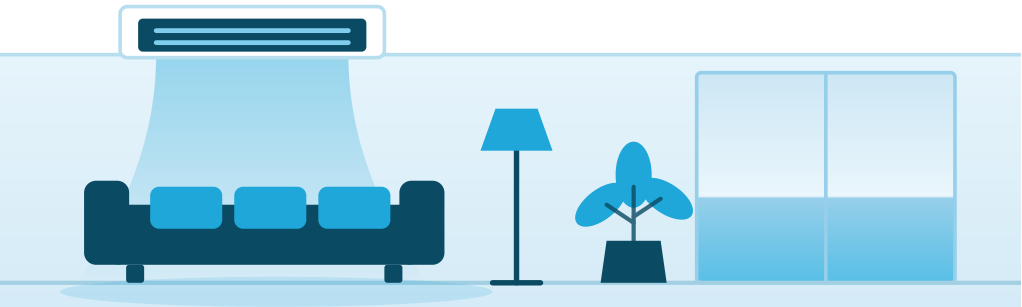
4. **Do different rooms need different temperatures?**
   This becomes particularly important when considering ducted systems and zoning.

5. **What's most important to you?**
   Lowest upfront cost? Running costs? Appearance? Quiet operation? Control? Or whole-home comfort?

WHY THIS SAVES TIME

Once you know what you're trying to achieve, many unsuitable systems disappear immediately.

Instead of comparing every air conditioner on the market, you can start comparing systems that actually solve your problem.



DUCTED OUTLET · FLUSH LINEAR SLOT DIFFUSER

2 STEP TWO

GET THE SIZE APPROXIMATELY RIGHT

"How many kilowatts do I need?"

It's one of the most common questions we get.

But air conditioners aren't properly sized using floor area alone.

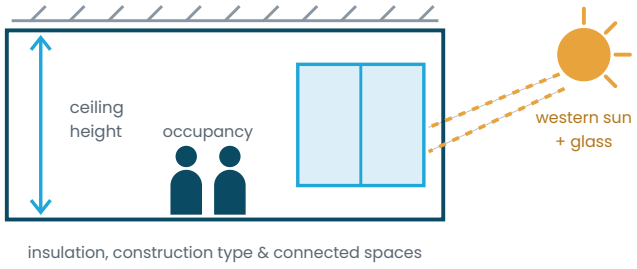
Room area is a useful starting point, but there are other important factors.

TAKE NOTE OF:

- Room dimensions
- Ceiling height
- Amount of external glass
- Direction the windows face
- Strong afternoon / western sun
- Insulation
- Construction type
- Open stairways and voids
- Connected spaces
- Number of people normally using the area

All of these can influence the actual heating and cooling load.

WHAT ACTUALLY DRIVES THE LOAD

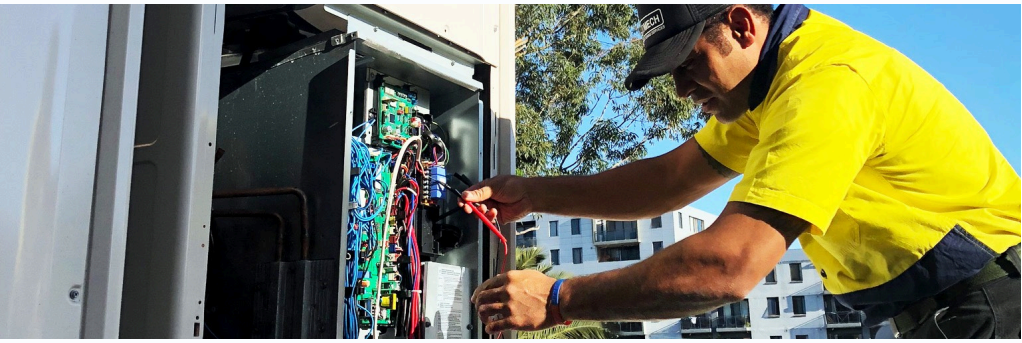


Bigger isn't always better

WARNING

Don't assume that buying the biggest unit you can afford automatically gives you better air conditioning.

Proper system selection is about matching the equipment to the actual load and how the home will be used.



Online calculators and rules of thumb are useful for getting you into the ballpark.

But final capacity should be confirmed before you buy the equipment.

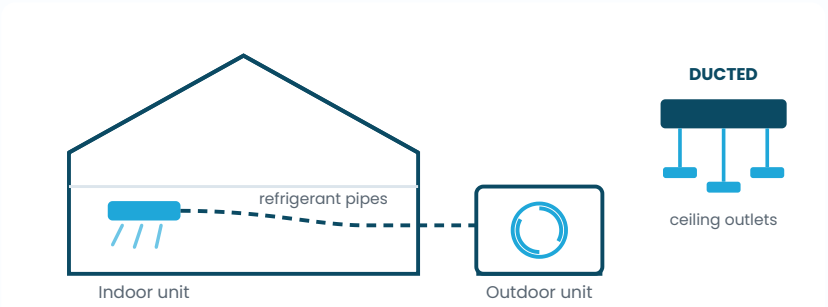
3

STEP THREE

CHOOSE THE RIGHT TYPE OF SYSTEM

There isn't one "best" type of air conditioning for every home.

The right answer depends on the property and how you intend to use it.



A split system moves the motor outside. A ducted system feeds outlets through the ceiling.

Wall-mounted split system

Usually a great solution when you mainly need to air condition one room or a defined open area.

They're relatively simple, efficient and generally the lowest-cost way to air condition individual areas.

Multi-split system

Multiple indoor units connected to an outdoor system. This can be particularly useful where outdoor-unit space is limited.

However, the design and expected operating pattern need to be considered.

Ducted, zoned or more than one system

Ducted air conditioning

A central indoor unit distributes conditioned air through ducts and ceiling outlets.

Ducted air conditioning can provide excellent whole-home comfort and a very clean appearance.

Good zoning design can also allow you to condition the areas you're actually using.

More than one system

Sometimes the best solution isn't one enormous air conditioner.

Separate systems can sometimes provide better control, redundancy or efficiency.

ZONING — CONDITION WHAT YOU'RE USING

ASK THIS QUESTION

~~"What's the cheapest system to install?"~~

"What system gives me the comfort and control I want without unnecessarily air conditioning areas I'm not using?"

4 STEP FOUR

DON'T GET TRAPPED BY THE LOGO

Brand matters. But it isn't the whole decision.

Established manufacturers have different strengths across capacities, controls, physical dimensions and product ranges.

The correct recommendation should suit **your home and application** rather than simply being the installer's favourite brand.

AUTHORISED PARTNERS OF

MITSUBISHI ELECTRIC · DAIKIN AIRCONDITIONING · temperzone · ActronAir

COMPARE:

- Heating and cooling capacity
- Energy efficiency
- Part-load performance
- Indoor noise levels
- Outdoor noise levels
- Equipment dimensions
- Controls
- Wi-Fi capability
- Zoning compatibility
- Warranty
- Australian parts availability
- Local technical support
- Serviceability
- Total installed value

WATCH OUT

THE $300 TRAP

Saving a few hundred dollars on the equipment can look attractive today.

But air conditioning is a long-term purchase.

A relatively small saving becomes irrelevant if the cheaper option compromises efficiency, support, suitability or serviceability.

> **Buy the right solution — not simply the cheapest box.**

5 STEP FIVE

YOU'RE NOT JUST BUYING AN AIR CONDITIONER

This is one of the most important lessons in this guide.

You're buying an installation.

Two quotes can specify exactly the same air conditioner and still describe two very different finished jobs.

THE QUALITY AND COMPLETENESS OF THE INSTALLATION CAN AFFECT:

- Airflow
- Noise
- Drainage
- Appearance
- Efficiency
- Reliability
- Comfort
- Future servicing

A proper installation assessment should consider

- Indoor unit location
- Outdoor unit location
- Pipe route
- Pipe length
- Condensate drainage
- Electrical supply
- Isolators
- Switchboard requirements
- Duct sizing
- Return air
- Supply outlets
- Zoning
- Controllers
- Roof access
- Balcony / access requirements
- Equipment mounting
- Penetrations
- Weatherproofing
- Commissioning
- Future maintenance access

BE CAREFUL WITH THE CHEAPEST QUOTE

If important work has been excluded, assumed or simply hasn't been considered, the lowest price on day one may not be the lowest final cost.

6 STEP SIX

STOP.

DON'T BUY THE AIR CONDITIONER YET.

This is the step we consider **non-negotiable**.

You can do almost all of the early research yourself. You can:

- **Measure rooms.**
- **Compare systems.**
- **Research brands.**
- **Send photographs.**
- **Send floor plans.**
- **Discuss preliminary sizing.**
- **Get a budget together.**

> **But before the final equipment is selected and the installation is approved, an experienced installer should physically inspect your property.**

Because we need to see what a photograph can't show

A photograph, floor plan or online calculator may not reveal:

- Actual roof and ceiling access
- Available duct routes
- Available pipe routes
- Drainage fall
- Condensate discharge options
- Switchboard capacity
- Electrical requirements
- Outdoor-unit clearances
- Ventilation around the condenser
- Potential noise issues
- Structural conditions
- Mounting options
- Existing services
- Return-air paths
- Real airflow constraints
- Safe access
- Practical installation methodology

And anything else that could affect the **equipment selection, installation price or finished result**.

THE SYDMECH RULE

We don't believe a homeowner should be asked to make a major air conditioning purchase based on guesswork.

The site inspection is where your preliminary idea becomes a real, buildable air conditioning design.

7

STEP SEVEN

COMPARE APPLES WITH APPLES

Once the property has been inspected, you're ready to compare final proposals.

Don't simply scroll to the bottom of each quote and compare the dollar figure.

Use this checklist.

REMEMBER

A good quote should reduce uncertainty — not create more of it.

If you can't tell exactly what's included, where the equipment is going or what happens if site conditions are different, you're not yet comparing complete proposals.

TEAR-OUT CHECKLIST

The 10-point air conditioning quote checklist

- [ ] 1. Exact model numbers and capacities are stated.
- [ ] 2. All areas being conditioned are clearly identified.
- [ ] 3. Indoor and outdoor unit locations are agreed.
- [ ] 4. Electrical work is included or clearly identified.
- [ ] 5. Pipework, drains, ductwork and controls are described.
- [ ] 6. Difficult-access requirements are identified.
- [ ] 7. Zoning and controller functionality are clear.
- [ ] 8. Commissioning and handover are included.
- [ ] 9. Warranty responsibilities are explained.
- [ ] 10. Exclusions and possible variations are written down.

YOU'RE READY

YOU'VE DONE THE HOMEWORK.

Now let's make sure the design works in your home.

The next step isn't buying a random air conditioner online.

It's turning your shortlist into a **proper, site-verified air conditioning solution.**

BOOK NOW

BOOK YOUR SYDMECH HOME AIR CONDITIONING ASSESSMENT

An experienced Sydmech air conditioning professional can inspect your property and:

- ✓ Review your requirements
- ✓ Check the proposed system sizing
- ✓ Assess the best system type
- ✓ Inspect roof and ceiling access
- ✓ Review pipe and duct routes
- ✓ Check drainage requirements
- ✓ Review electrical requirements
- ✓ Assess indoor and outdoor unit locations
- ✓ Identify potential installation problems **before work starts**
- ✓ Recommend suitable equipment options
- ✓ Prepare a clear installation proposal

BOOK YOUR ASSESSMENT

02 8378 4555

www.sydmech.com.au

THE SYDMECH PROMISE

NO GUESSING.

NO BUYING THE WRONG SYSTEM.

NO DISCOVERING THE IMPORTANT STUFF AFTER THE JOB HAS STARTED.

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WE SEE SOLUTIONS

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