In a competitive, mature industry such as the HVAC industry, virtually all air conditioning and heating units are "good." They will perform well and give good service if properly installed and maintained by competent contractors.

It can be time well spent to determine both the duration and breadth of warranty coverage for the specific system that you are considering. It is also worthwhile to evaluate the AHRI certified performance and compare this with alternative systems. The certified performance of these systems can be found in the Certification Directory of the trade association of HVAC equipment manufacturers (Air-Conditioning, Heating and Refrigeration Institute, AHRI) at www.ahridirectory.org.

To find a competent contractor, you may want to contact the Air Conditioning Contractors of America (ACCA – www.acca.org) or the Sheet Metal and Air-conditioner Contractors of North America (SMACNA – www.smacna.org). Contractors having technicians certified by North American Technician Excellence (NATE – www.natex.org) are highly recommended (NATE certification for air conditioning technicians is similar to ASE certification for automotive technicians).

When selecting a prospective contractor you would do well to talk to one or more of their customers for whom they have done the same type work you are seeking.