

AMERICAN STANDARD CUSTOMER SATISFACTION SURVEY INSTALLATION FEEDBACK B and B Heating and Cooling - 5490

Customer: ██████████	CSS Score: 98
Address: ██████████ ██████████	Referral: Definitely Would
Phone:	Submitted: 3/7/2012
Work Completed: 2/22/2012	Responded: 3/11/2012
Technician: Aaron	Survey Ref#: 0003939560
Jake	

Thank you for your commitment to customer satisfaction. Please call the survey center at (877) 29-AMSTD if you have any questions regarding this report.

SURVEY RESULTS:

1. Primary reason for purchasing?
2. What sources did you use to obtain information about American Standard's heating and air conditioning systems?
3. Important factors for selecting system?
4. How did you find the contractor?

CUSTOMER RESULTS:

Unhappy with Previous System
Internet
American Standard Reputation, Quiet Operation, Warranty, Temperature Consistency
Internet Search, Recommended by Friend

CUSTOMER SATISFACTION SURVEY (CSS) SCORE IS BASED ON THE RESPONSES TO THE FOLLOWING QUESTION ONLY.

5. How would you rate your satisfaction with the contractor personnel in the following areas?

a. Overall Satisfaction	Very Satisfied	10
b. Prompt	Very Satisfied	10
c. Courteous and Friendly	Very Satisfied	10
d. Took Time to Understand My Needs	Very Satisfied	10
e. Knowledgeable	Very Satisfied	10
f. Kept My Home Neat and Clean	Satisfied	9
g. Explained the Operation & Maintenance	Very Satisfied	10
h. Explained Equipment and Labor Warranties	Satisfied	9
i. Completed the Work in a Timely Manner	Very Satisfied	10
j. Answered Questions to My Satisfaction	Very Satisfied	10

Total Customer Satisfaction Survey Score: 98*

6. Would you recommend the contractor to your friends or family? Definitely Would

* For more information on how score is calculated, consult the help area on main menu.

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|---|-----------|
| 7. Did the contractor offer you options that could improve the air quality in your home? | No Answer |
| 8. During the in-home consultation, did the contractor: | |
| a. Ask if there are any uncomfortable rooms that are too hot or too cold? | Yes |
| b. Ask about your typical thermostat settings in the summer and winter? | Yes |
| c. Ask if you are concerned about the humidity level in your home? | No |
| d. Measure and evaluate the type of window/doors/insulation in your home? | No |
| e. Inspect the ductwork in your home? | Yes |
| f. Provide an American Standard product brochure? | Yes |
| g. Provide a written proposal or cost estimate? | Yes |
| 9. Did the contractor offer you: | |
| a. Multiple energy efficiency options? | Yes |
| b. American Standard AccuClean™ air filtration system? | No |
| c. Financing options? | No |
| d. American Standard Optional Extended Warranty? | No |
| e. Service or Maintenance Agreement? | No |
| 10. Did the contractor conduct a post-installation follow-up and address any questions? | Yes |
| 11. Please share any additional comments or describe in your own words your overall experience. | |

Customer comments:

I don't know if the AS AccuClean came as a part of my system so I responded no. I did not ask about financing, just what the down was. I imagine the representative presumed I did not want a financing option which is fine. We discussed warranty, which was a basis for my decision, but there was no discussion of optional, service, or maintenance agreements.