

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

Customer:	██████████	CSS Score:	71
Address:	██████████ ██████████	Referral:	Probably Would
Phone:		Submitted:	11/15/2012
Work Completed:	11/8/2012	Responded:	12/3/2012
Technician:	Aaron	Survey Ref#:	0004223849
	Josh		

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.

Please respond quickly to your customer. Your customer indicated that they probably or definitely would not recommend your dealership and/or your customer satisfaction survey score is below 90.

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:

- Breakdown of the Previous System
- None
- Other
- Previous Experience, 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	Neutral	5
b. Prompt	Satisfied	9
c. Courteous and Friendly	Satisfied	9
d. Took Time to Understand My Needs	Neutral	5
e. Knowledgeable	Satisfied	9
f. Kept My Home Neat and Clean	Satisfied	9
g. Explained the Operation & Maintenance	Neutral	5
h. Explained Equipment and Labor Warranties	Neutral	5
i. Completed the Work in a Timely Manner	Very Satisfied	10
j. Answered Questions to My Satisfaction	Neutral	5

Total Customer Satisfaction Survey Score: **71***

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

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? No
 - 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? No
 - 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? No
 - b. American Standard AccuClean™ air filtration system? No
 - c. Financing options? No Answer
 - d. American Standard Optional Extended Warranty? No
 - e. Service or Maintenance Agreement? Yes
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:

Please share any additional comments or describe in your own words your overall experience.

This install was at a second home/recreational small condo on a lake in the Ozarks. Space was very small and limited for the install.



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