



BEST PRICE GUARANTEE! - WE GIVE YOU'RE THE BEST PRICE OR \$100 GIFT CARD

THAT'S RIGHT; KOBIE KOOLING WILL BEAT YOUR BEST WRITTEN PROPOSAL BY AT LEAST \$200 OR GIVE YOU A \$100 GIFT CARD FOR YOUR TROUBLES. WHY? BECAUSE WE KNOW THERE ARE CHOICES IN OUR INDUSTRY AND WE WANT TO BE YOUR CHOICE.

WHY ARE SOME PRICES HIGH THAN OTHERS? THERE ARE MANY REASONS FOR DIFFENT PRICES FROM COMPANY TO COMPANY. OVERHEAD, ADVERTISING, EMPLOYEE BENEFITS, PROFIT MARGIN, YOU GET THE PICTURE. THERE ARE ALSO MANY MODELS AND BRANDS TO MIX AND MATCH. A 3-TON SYSTEM CAN VARY IN COST (RAW COSTS) BY MORE THAN 300%. OBVIOUSLY THE HIGHER THE MATERIALS COST THE MORE EXPENSIVE THE END PRODUCT WOULD BE. OUR COMPANY IS PROFESSIONALLY STAFFED (THE MOST CREDENTIALLED GROUP I KNOW OF), LICENSED BY THE STATE AND LOCAL GOVERNMENTS, PROFESSIONAL LOCATION (NOT OUT OF A GARAGE), FULL WORKERS COMP AND EMPLOYEE BENEFITS, SALARIED NATE TRAINED AND CERTIFIED MECHANICS, AND WE ARE LEADERS IN THE INDUSTRY FOR DECADES.

IN GENERAL, THERE ARE HVAC SYSTEMS AS LOW AS \$3000 AND YES THEY REALLY DO GET AS HIGH AS \$10,000. NOT ALL BRANDS OR MODELS ARE RIGHT FOR YOUR HOME SO THE BEST FIT, FOR THE BEST REASONS, AND MATCHED TO YOUR BUDGET IS THE BEST WAY TO BUY A SYSTEM. PEOPLE OFTEN ASK "IS THIS BRAND BETTER THAN THAT?" THE REAL ANSWER IS THERE ARE PREMIUMS, MIDGRADES, AND GENERICS IN JUST ABOUT EVERY BRAND YOU CAN THINK OF. JUST BECAUSE SOMEONE SAYS "BRYANT" DOESN'T MEAN IT'S A PREMIUM MODEL. . THE "BEST" IS THE PRODUCT THAT IS PROPERLY FITTED TO YOUR PARTICULAR SET OF CIRCUMSTANCES. ONLY A REAL DESIGNER CAN HELP YOU FIND THE "BEST" PRODUCT.

IT IS VERY IMPORTANT TO KNOW THAT A NEW SYSTEM DOES NOT MEAN NEW DUCT WORK. YOUR DUCT WORK WAS NOT LIKELY DESIGNED FOR HIGH SEER EQUIPMENT AND WITHOUT EXCEPTION THERE SHOULD BE A RETURN DUCT IN EVERY ROOM WITH A CLOSABLE DOOR EXCEPT BATH ROOMS AND UTILITY ROOMS. IF YOU HAVE ONLY ONE RETURN, BE VERY CAREFUL NOT TO "OVER BUY" SOMETHING THAT WILL NOT WORK CORRECTLY. DUCT WORK IS AS CRITICAL TO YOUR SYSTEM AS FREON SO MAKE SURE YOU ARE INVESTING IN A SYSTEM THAT WILL FIT YOUR PARTICULAR SITUATION, OR BE PREPARED TO CORRECT THE SITUATION.

ON BEHALF OF THE KOBIE FAMILY,

***THANK YOU FOR ALLOWING US TO BE YOUR SERVICER. WE TAKE
YOUR BUSINESS SERIOUS AND WE DO APPRICIATE THE WORK.
YOUR SUPPORT HAS KEPT THE KOBIE NAME THE MOST TRUSTED
NAME IN AIR CONDITIONING SINCE 1949***

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