

TRANE
CUSTOMER SATISFACTION SURVEY
INSTALLATION FEEDBACK
AA Schreiber Corp - 8080

Customer:	Terry Mccarter	CSS Score:	100
Address:	5632 Blue Pacific Dr. Jacksonville, FL 32257	Referral:	Definitely Would
Phone:	904-864-0261	Submitted:	04/11/2008
Work Completed:	03/17/2008	Responded:	05/05/2008
Technician:	Anthony St. John Mike Gonzales	Survey Ref#:	0002203966

Thank you for your commitment to customer satisfaction. Please call the survey center at (877) TRANE-20 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 Trane'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
- Heating and Air Conditioning Contractor
- Trane Reputation, Good Value for Money, Warranty, Temperature Consistency, Energy Efficiency, Improve Air Quality, Reliability
- Previous Experience

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	Very Satisfied	10
g. Explained the Operation & Maintenance	Very Satisfied	10
h. Explained Equipment and Labor Warranties	Very Satisfied	10
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:

100*

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

Definitely Would

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| 7. Did the contractor offer you options that could improve the air quality in your home? | Yes |
| 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? | Yes |
| d. Measure and evaluated the type of windows/doors/insulation in your home? | Yes |
| e. Inspect the ductwork in your home? | Yes |
| f. Provide a Trane 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. Trane CleanEffects™ air filtration system? | Yes |
| c. Financing options? | Yes |
| d. Trane Optional Extended Warranty? | Yes |
| 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: