Your Revised Proposal

Prepared for Eric Larkin · 7114 S Trask St, Tampa FL 33616

Eric, thank you — for thinking of us, and for your service. Now that we have had our hands on your system and been up in your attic, I want to give you the straight version, because it has changed for the better.

Here is what we found. The water you have been seeing is not really a drain-pan problem — your air handler is physically tilted backwards on its stand. We put a level on it to be sure. That backward tilt is why the water runs the wrong way and drips down through the return into your first-floor ceiling. A second drain pan would have been a band-aid over the real cause, and with your return sitting directly under the unit there is no room to fit one anyway. So we fix the actual cause: pull the air handler, rebuild the stand, and set it back dead level so the water goes where it is supposed to.

The bigger thing is your zoning. Right now you have two zone dampers, a bypass damper, and a control board splitting the air between upstairs and down. The catch is that those are the parts that fail — dampers stick, boards burn out — and when they do you get exactly what you have been fighting: uneven air, moisture, and strain on the system. We see it constantly; on about three out of four zoned houses we service, this is the recurring headache. Our recommendation, and the reason you will spend less, is to take the zoning out entirely and run the whole house off one thermostat. When the air is on, it is on everywhere. We would run it off the upstairs thermostat; downstairs may sit a degree or two cooler, which in Florida most folks actually prefer. No more dampers to stick, no more board to replace.

Here is everything we would do:

- Remove the zoning — pull both zone dampers, the bypass damper, and the control board, and set the house to run as one
- Pull the air handler, rebuild the stand, and re-pitch it level so the water drains correctly and stops coming through your ceiling
- Seal off the open spots in the air-handler closet so it stops pulling hot attic and wall-cavity air (there is a bathtub cavity right on the other side of that wall)
- Take your first-floor living room and bedroom return from 'passive' to 'active' so it can finally pull the air it needs

When it is done, the water problem is gone at the source, and the system has a lot less on it that can break down the road.

What is ours to give: a Military Appreciation credit, taken straight off the total (the line below). A real thank-you for your service.

Prefer to pay by cash or check? We will take another 2.99% off at close — just say the word.

A 50% deposit holds your spot and the materials; the balance is due once it is done and you have watched it run.

> FUN FACT: A 'passive' return is a room trying to breathe through a straw — the air handler pulls hard, but the opening cannot feed it, so the far rooms always lose the fight. Zoning tries to solve that with motors and dampers; taking it out and opening the returns solves it with no moving parts to wear out. Ever notice the trouble spot in a house is almost always the room farthest from the air handler?

Your Investment	
Remove the zoning & fix the water at its source (labor & materials)	$6,125.00
Thank You For Your Service — Military Appreciation Credit	−$750.00
Total	**$5,375.00**
50% deposit to reserve your spot & materials	**$2,687.50**
Balance due on completion	$2,687.50

Prefer to pay by cash or check? We'll take another 2.99% off the total at close — just let us know. This revised proposal replaces the earlier $8,485 version; there's nothing new to sign — just reply and we'll get you on the schedule.