

## Useful Information on Product Selection

Products and technological advancements on areas such as Heating, Ventilation, Air Conditioning, Water Treatment etc. have been varied and product types have been increased very much in the recent years. Therefore, product selection has reached a point beyond being something that can be performed by the consumer only, and it has become something that requires serious technical support.

Our engineers and dealers shall provide the required technical support if you contact Alarko Carrier.

### When selecting a product

- your requirements/expectations
- financial condition
- product diversity
- application conditions/possibilities
- product quality
- sales and service assurance
- and economy plays a role.

### For this;

- First, determine your requirements and expectations exactly.
- Determine the budget that you can allow for this purpose.
- Contact sales companies and select the product group that would meet your requirement.
- Determine the products that would best fit for your requirements, ask for help from the sales company if required.

- Learn product prices.
- Categorise the products as much as possible using their brochures. Compare them by their specifications and prices.
- Determine the significance of different features of the products on meeting your requirements. If a superior feature of a different product does not mean anything for your requirements, then buying this superior feature is meaningless. It may even cause problems in some conditions.
- Select one or more products of which you think their specifications would meet your requirements and which lie within the limits of your budget.
- Learn the installation conditions of the products. Investigate if the products you have chosen would meet the ambient conditions on their installation position. Ask for help from the sales company if required.
- Investigate the quality certificates of the products.
- If you have no information on this subject, investigate the manufacturers and sales companies. Take information on sales and warranty conditions and after sales services. Inspect the competence of their services and whether they are TSE certified.
- Finally, compare the prices again. Select the most cost-effective product that meets your requirements. Economy or cheapest price would not always mean the best price. A product that is cheapest, but that does not fully meet requirements or that may cause problems afterwards is in fact very expensive.