

The \$18,000 Compressor That Wasn't Bad

PROPOSAL AMOUNT	ACTUAL REPAIR COST	CAPITAL PRESERVED
\$18,000	\$380.00	~\$17,620

WHAT HAPPENED

A client asked HVAC Asset Management to review an \$18,000 compressor replacement proposal that had no supporting documentation — no voltage readings, no amp draw, no pressures. The technician had condemned the compressor based on symptoms alone.

CORRECTIVE ACTION

The tech was sent back to gather supporting data. Once submitted, we discovered the contactor had lost a leg of power. The compressor was trying to run single-phased — a classic misdiagnosis. We requested the contactor be replaced. Once replaced, the compressor ran fine.

KEY TAKEAWAY

A dropped leg on a three-phase contactor forces single-phase operation, producing symptoms that perfectly mimic compressor failure. No readings means no diagnosis. For proposals above a defined threshold — especially compressors — documented evidence must be a hard requirement before approval. A \$150.00 part nearly cost the client \$18,000.