

How to compare two floor heating quotes – before the concrete makes the choice permanent

Lay the quotes side by side. Tick only what each quote states **in writing** – if it isn't in writing, it isn't included, no matter what was said in the meeting. Two quotes can describe what looks like the same system and be thousands of dollars apart on the winter bill.

	QUOTE A	QUOTE B
Room-by-room heat-load calculation Each room's heat demand calculated from the plans – not a system sized from total floor area.	☐	☐
Screed or under-slab insulation spec The insulation layer named in the drawings – product and rating, not just the word "insulated".	☐	☐
Thermal break detail at the slab edge and alfresco Every junction where the heated slab meets the edge, alfresco, garage or pool – detailed, not assumed.	☐	☐
Heat pump location plan with clearances A marked position with at least 2 metres of open air in front of the fan – not "wherever it fits on site".	☐	☐
Controls tuned to slab heat-up time Controls commissioned to how long the slab actually takes to warm – not factory defaults.	☐	☐
Commissioning and loop-by-loop balancing Each pipe loop balanced against the design, with figures recorded – not just "switched on".	☐	☐
A written performance guarantee Who owns the outcome if a room never reaches temperature – on paper, before you sign.	☐	☐
Design sign-off by an engineer A named engineer has checked the calculations and signed the design – not just the installer's word.	☐	☐

FIVE QUESTIONS TO ASK BEFORE YOU DECIDE

1. **Is the system custom-designed for this house** – or a standard layout that fits any floor plan?
2. **Where is the insulation, exactly?** Ask them to point to it in the drawings – under the screed, at the slab edge, at every junction.
3. **What's the efficiency of the heat pump or boiler – and at what design water temperature?** A calculated floor design runs low water temperatures; a guessed one runs hot to compensate.
4. **Are the components quality European hardware** – or the cheapest alternatives that fit the price?
5. **Who takes responsibility for the whole system** – design, installation and performance – or only for parts of it, with the gaps left to you?

Every row above is a step of **The 37-Point Design** – the engineering scope that decides whether the same pipe heats a 200 m² home for ~\$240 or ~\$601 a month through a Perth winter (modelled estimate). A standard installation covers the physical steps; these are the steps that make them count. Decode your own quote online: euroheat.com.au/quote-decoder.html