

The



Herald

Spring 2003

Great Deal For Year Round Comfort

If you are grumbling about the high cost of energy last winter, keep in mind that it is going only in one direction. That is up. You can do something to save money on next season's heating bills while you enjoy year round comfort. How do you do that? By having us install a new Carrier high efficiency furnace and central air conditioner this spring.

How do you save when it's costing you money? Do the math.

- When we install air conditioning into an existing furnace, we often have to modify sheet metal, retrofit the furnace to fit the cooling unit inside the plenum, and make a number of other changes. When we install both units at once, the whole installation goes together like a jigsaw puzzle. This efficiency saves installation time, which translates into money savings that we pass on to you.
- By packaging both an air conditioning and furnace into a single purchase, we can save money on the equipment, which we also pass on to you.



- You enjoy a nice cool summer before it is time for another heating season. And, it's a sure bet that furnace and air conditioner prices won't go down through the season. If they go anywhere, it will be up.

Still another efficiency from having a new furnace and air conditioning installed at the same time is that you can cost effectively add comfort

extras like a pleated media filter, UV filter and humidifier while we are working on the system, and installation will be less expensive than buying these items individually and having them retrofitted at a later date.

We're not suggesting that you replace a perfectly good furnace. But, if you have an older furnace, or one that isn't as efficient as you would like, this might be a good time to consider one of our new high efficiency models. These furnaces were developed to reduce energy costs while providing you with the comfort you want

Use spring wisely to optimize your comfort year round, with a total comfort system. And save money in the process. Call now for a free, no-obligation check to see if a air conditioner/furnace investment is right for you at this time.



Serving the Finger Lakes & Central New York Since 1984

Continuing Education For Our Staff



Commercial Service Technicians Ron Prober (l) and David Adams (r).

Commercial Service Technicians Ron Prober and David Adams have just returned from a service training school for Evapco cooling towers. The classes were held at Evapco's facility in Taneytown, Maryland.

Cooling towers are important components in large commercial and industrial air conditioning systems, but are not used in residential air conditioning. The size of the system and the volume of air to be cooled in homes is not as large as those in commercial and industrial systems. More importantly,

however, people would not want a cooling tower beside their homes. It would look as though everyone had a silo, since they actually are long, vertical cylindrical tubes.

Both Ron and David are NATE certified. Ron is certified as a heating and as an air conditioning specialist. David is certified as a heating specialist.

Thanks to Ron and David for leaving their families and traveling to an area whose weather was worse than ours during this training.



Blake Park

We are pleased to announce that Blake Park has successfully completed his NATE certification exam.

Blake recently took the core competency portion of the exam and the air conditioning specialist portion. This certifies him as an air conditioning specialist, and he can wear the NATE patch on his uniform and place a bright yellow NATE decal on his truck.

Blake plans to take the heating specialist exam the next time the exam is offered.

Blake, who lives in Hopewell, is a graduate of the BOCES HVAC program in Flint. He has been with Halco for the past three years.

Congratulations New Parents

This column may seem unusual for a heating and air conditioning contractor's newsletter, but we believe our employees and their families are part of our family – the Halco family. We've also found that, in many cases, our employees' prompt, friendly, courteous attitude is infectious, and they soon become part of our customers' extended family. Customers are genuinely interested in our staff's family and personal life. So, with this issue, we will begin publishing milestones in the lives of our Halco family members.

On New Years Day, plumbing and heating technician Chris Payne and his wife Kelly became proud parents of a new daughter. Kelsey weighed eight pounds, two-and-a-quarter ounces, and was 21 inches long at birth.

On January 17, commercial foreman Shad Cook and his wife Andrea became proud parents, also of a daughter. Sophia weighed in at eight pounds, nine-and-a-half ounces and measured 20 1/2 inches.

Congratulations to the Paynes and the Cooks!

Spring Cleaning And Tune-Up

If you didn't have your furnace cleaned and tuned last fall, you probably used a whole lot more fuel than was necessary. But, you don't have to do the same this summer, or again next heating season.

Call us now to clean and tune-up your air conditioning system, and we can also do your furnace so you'll be all set for next fall.

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Halco Brings New Comfort To Home Remodeling & Expansion Project



The finishing touches are still being done to the Ritchie's remodeling project...



...but the inside is nice and comfortable, as we can see from the new kitchen.



Scott Ritchie stands between his new boiler and water heater.

The Ritchie family – Scott, Jaymi and 10 year old Cody – bought a home in Ovid in January, 2003. Before moving in, however, they launched a major renovation and expansion project that nearly doubled the space.

The Ritchie's new home was finally ready for occupancy on May 1, although the finishing touches are still being completed.

The boiler that heats the home's baseboard heating system was due for replacement as part of the renovation process. Besides, a larger boiler was needed to heat the extra space. Addi-



The manifold system - four zones plus a spare for future expansion.

tionally, the Ritchie family wanted central air conditioning, which had to be installed from scratch. The house had never had A/C before.

Scott, who is a New York State Park Police officer, says they checked the Yellow Pages and began calling HVAC contractors. One was Halco. Scott's boss knew Paul Smith and had experience with Halco. He suggested that Scott take a good look at the Halco proposal.

When he met with Paul Smith, Scott said, his search for an HVAC contractor was over. He said, "We liked Paul

right from the start. He offered good ideas, and was honest. We were happy with everything Halco did."

Scott explained that Paul, Ben and Gary were very accommodating when some work had to be rescheduled. They also took in stride the challenges of installing air conditioning ductwork in the original attic and that of the addition.

Because the hot water heating system uses radiators instead of registers, the outside air conditioning compressor is connected to an air handler in the attic, which distributes the conditioned air to ceiling outlets via flexible ductwork.

The Ritchies are able to adjust their heating comfort through four different zones. A fifth zone was also added for further expansion, or in case additional zoning was needed.

The boiler and air conditioning compressor are both built by Carrier and the water heater is a Bradford-White.

Where We Are

Call any of our local phone numbers listed below and a service or installation team will be dispatched from right nearby to take care of your problems quickly.

<u>Community</u>	<u>Number</u>
Phelps	315.946.6200
	800.533.3367
Fax	315.946.6676
Newark	315.331.3912
Geneva	315.781.0556
Canandaigua	716.396.2668
Penn Yan	315.536.0633
Auburn	315.253.7939
Rochester	716.271.4330
Ithaca	607.277.3154
Elmira	607.733.0420

Commercial Update

Our commercial installers continue to work hard on a number of high profile projects. They include:

- **Canandaigua Wine Company.** We are finishing up the office expansion in Canandaigua.
- **Aurora Inn.** We are in the final stages of completing this large renovation and addition project on the east side of Cayuga Lake.
- **Gateway Commons.** We are completing this mall in downtown Ithaca.

- **Cortand Community College.** We are starting a new dormitory at TC3.
- **Cheshire Fire Department.** The fire department in this hamlet south of Canandaigua is building a big new firehouse, and Halco is installing the HVAC and plumbing.
- **Harley Davidson.** A new H-D store is being built in Geneva, and we are pleased to be the HVAC and plumbing contractor.
- **Ontario County ARC.** We are starting HVAC and plumbing work

on a new addition a this agency's facility on the Ontario County complex in Hopewell.

- **Bonadent Dental Lab.** This firm is building a new building on its campus in Waterloo. The firm is familiar with us. We did the HVAC and plumbing on the firm's original building in Waterloo.
- **Clifton Springs United Methodist Church.** The church is building a big addition and we are pleased to be the HVAC and plumbing contractor.

Pre-Authorized Maintenance Agreements Continue To Grow

We are pleased to report that our pre-authorized service agreements announced in the Fall, 2002 issue are being readily accepted by our customers. The administrative logistics are going smoothly, and we believe we are on the cutting edge of the way HVAC service is administered.

The system works this way. You authorize your bank to automatically pay our bank, HSBC, each month. You have the peace of mind of knowing that we'll always be there when you need us, and we pass our \$1 per month saving on to you.

You'll enjoy priority service (See related article inside), automatic preventive maintenance and reduced service fees.

If you want to learn more about this great plan, call us today!

Spring Cleanng And Tune-Up

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Dual furnaces and air conditioning systems share an air flow system. A lot of air has been flowing through the system over the past winter, not to mention last summer when the air conditioning ran almost continually. This means the filter should be changed and the air chamber cleaned so the air conditioning will be clean as well as cool.

Call now to schedule a cleaning, tuning and inspection to be sure your family is comfortable, and safe, all year long.

Visit Us at
www.halcoheating.com



865 County Road #6
Phelps, NY 14532

Return Service Requested