

## A Small Investment That Can Save Your Life

The carbon monoxide (CO) detector is the greatest home safety invention since the smoke detector. Today, they are required in new construction, but every house should have them on every level, just like smoke detectors.

Installing CO detectors is an easy job, too. These inexpensive devices can be battery operated or plugged into a wall socket. Many new homes have had them “hard wired”, just like smoke detectors.

CO is caused by the incomplete burning of gas. This colorless, odorless gas can be given off by gas appliances, such as clothes dryers and ranges, fireplaces and wood stoves, furnaces and water heaters that aren't working properly, and by cars running in the garage.

Unlike smoke detectors, even the best CO detector has a limited life. The useful life is five years or less. So, if you have older CO detectors, it may be time to have them replaced. Don't let false security endanger your family.



We sell and install the Aprilaire® carbon monoxide alarm. Aprilaire sells its CO alarms only through HVAC contractors, who are trained to know the proper height and location.

Besides having the most advanced electrochemical sensor on the market, the Aprilaire CO alarm also informs you when it is working and when you need to replace it.

If you don't have one of these self testing devices, we have a test that we conduct in conjunction with our annual cleaning and tune-up.

The test is simple, yet reliable. The kit contains a little plastic tent that is sealed around the CO detector. A special Aprilaire test gas is sprayed into the tent. It is a process only for technicians who have received factory training!

This alone is a good reason to have us come out and service your furnace.

### Breathe Easier This Winter

You don't want your family to breathe in dirty air from unclean ducts. So, call now for duct cleaning. We will use our professional Hepa-Aire system, the most efficient duct cleaning system available.

Cleaning your ducts, however, is just the first step toward real comfort this winter. If there's dust, pet dander and other allergens in your indoor air, it will just go down into the ducts and the cycle will begin all over again. See page 4 for other inexpensive ways to keep your indoor air clean, and to save money on your fuel bills.

# Continuing Education For Our Staff



*Terry Boylan*



*Clinton Coon*



*Ron Prober*



*Dave Schott*

furnaces. They are Chris Payne, Ron Prober, Blake Park, Rob Tweedie, Dave Schott, John Parshall, Greg White, Terry Boylan, Ralph Cronenberg and Todd Martin.

We are committed to sending the most highly trained technicians to your home or business!

## Congratulations New Parents

We introduced a "Congratulations..." column in our spring issue.



In this issue, we congratulate Dave and Jenny Davenport on the birth of their daughter, Grace Joan on October 13. Grace weighed in at five pounds, one ounce and was 19 7/8 inches long at birth. Dave is an installation technician in our mechanical department.

Congratulations to the Davenports!

## Free Comfort Tip Via E-Mail

Now, you can read comfort tips right on your computer screen each month. Just e-mail [halco@ftg.net](mailto:halco@ftg.net), and we will be sure you receive our comfort tip every month. You can also use that address for specific heating and air conditioning questions.



*Ralph Cronenberg*



*Dave Davenport*



*Rob Tweedie*



*Greg White*

Congratulations to three Halco technicians who have received additional NATE certifications.

Service Manager Todd Martin earned certification in air distribution and is now universally certified. This means he has earned all the certifications that NATE offers.

Not content to rest on his laurels, Todd is now taking an AutoCad course at BOCES in Flint. AutoCad is a computer aided design program that allows engineers to design heating systems on the computer.

Technicians Chris Payne and Hans Helmer have earned NATE certification in gas heating. Now they are certified in both heating and air conditioning.

Five technicians have earned certification to install Gas-Tight flexible gas line. They successfully completed a course conducted by Gas-Tight, a tubing manufacturer. The newly certified technicians are Rob Tweedie, Ralph Cronenberg, Dan O'Donnell, Clinton Coon and Dave Davenport.

Ten technicians have also completed training on servicing the newest Carrier



*Hans Helmer*



*Todd Martin*



*Dan O'Donnell*



*Blake Park*



*John Parshall*



*Chris Payne*

# Satisfied Customer Overcomes Skepticism About A/C



*Bob & Betty enjoy their new air conditioning. Note the cool air outlet in the ceiling above the lamp.*

Bob and Betty Castner called Halco when they decided that they didn't want to worry about the 22 year old boiler in their 50 year old Penn Yan home while they traveled around the country. It was starting to cost a bit of money and nickel diming them.

The Castners didn't select Halco based on price because they didn't shop. They made only one call for the new boiler – to Paul Smith at Halco. That's because, when they need service, they want to speak to a knowledgeable human being, not an answering machine or answering service.

The Halco difference became abundantly clear to the Castners several years ago. They have a service agreement with us and, on Thanksgiving eve, the temperature in the house began to drop drastically. Bob thought it was a long shot, but he called Halco. The technician on call answered the phone, which amazed Bob. The tech. was at another job in Seneca Falls.

Our technician made a couple of suggestions for Bob to try in an effort to restore heat until he could finish the job he was on and get to Penn Yan. He even stayed on the line while Bob tried them. Bob found that a guest had,



*The Carrier A/C compressor on the side of the house is nearly hidden by a tree.*

inadvertently, lowered the thermostat.

Even though a service call was averted, the Castners were so appreciative that a person would be willing to come out on Thanksgiving eve that the decision on a company to replace their boiler was easy – they just called Halco.

As it turns out, this was a wise decision on several counts. Betty Castner wanted air conditioning. (Bob wasn't so keen on the idea.) After talking to several contractors who gave them all kinds of reasons why they couldn't install air in a house heated by hot water, and one who said the front yard was the only feasible location for the compressor, the Castners called Paul Smith.

Although tricky, Halco engineers were able to design a system that would cool the whole house, even though the kitchen had been added on and was inaccessible to ducting.

The air handler is in the attic, the compressor is on the side of the house just around the corner from the front, and Betty Castner is looking forward to nice, cool summers.

Bob, a retired telephone technician,



*The new, compact Dunkirk boiler.*

was impressed by Ben Cope and Gary Parmalee's professionalism. He said they really knew what they were doing and he liked the quality of workmanship. Bob was so impressed that he wrote Halco a letter in which he stated that, "It was a privilege to have them in my home."

## 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
Cortland	607.753.1123

## Minimum Investments For Maximum Comfort

There are a number of inexpensive ways to make your home more comfortable this winter, including...

- Humidifier – Keeps moisture level in your home at a comfortable level. Your skin, nasal passages and throat won't be as dry. You won't have to water plants as often. Wood furniture won't dry out and static charges as you walk across carpeting will be eliminated.
- Pleated Media Filter – Traps microscopic dust particles that pass right through ordinary filters. The filter media is changed only once a year.
- Carbon Filter – For super high efficiency filtration of your indoor air.
- UV Filter – Minimizes germs, like those children bring home from school and daycare.
- Economical Zoned Heating System – Keeps each area of your home comfortable for a fraction of the cost of other zoning systems.



865 County Road #6  
Phelps, NY 14532

**Return Service Requested**

## In Remembrance Of A Dear Friend...

A restroom dedicated to a good friend who died is rather unusual. But, for Hal and Tammy Smith, it was just the right tribute to their friend Dan Cornachia.

Dan, who was active in the Seneca Bible Baptist Church in Seneca Falls, lost his battle with diabetes recently. During his illness, he realized personally the need for accessible facilities at the church. He had expressed this need to his friends. After Dan's death, Hal contacted Pastor Terry Fenton and extended the offer. The pastor was delighted at the thoughtfulness.

Halco donated all the fixtures and the installation labor and D&R Furniture of Geneva and Newark donated the carpeting.

The restroom is completely wheelchair accessible. It has a wide door, the necessary grabrails, properly positioned fixtures and handicapped accessible faucets.

**Visit Us at  
[www.halcoheating.com](http://www.halcoheating.com)**

## Avoid Fuel Bill Sticker Shock

Fuel prices aren't going down. To save on fuel, have your furnace cleaned and tuned annually to be sure that you aren't sending dollars up the chimney.

If your furnace is nearing the end of its useful life, consider replacing it with a new high efficiency, dual speed furnace for more comfort as well as fuel savings.



PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
Seneca Falls, NY  
Permit No. 14