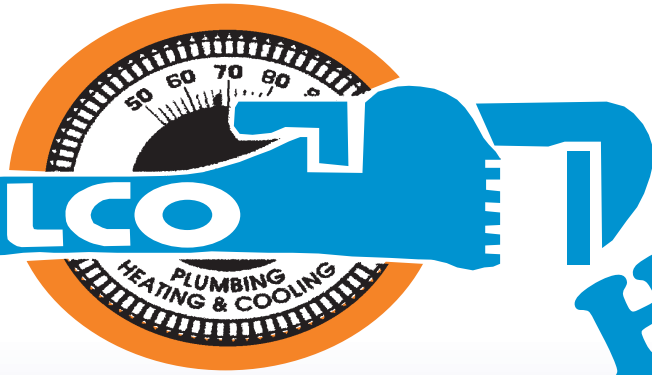


The

HALCO



Herald

Fall 2006

How To Save Hard Cash On Your Energy Bills

In the last issue, we introduced you to our new Home Energy Performance team, their qualifications and the total building analysis that we offer. We use sophisticated software to analyze each system within your home, process the data and pinpoint energy inefficiencies.

In this issue, we will introduce you to the ways in which you can save money by using less energy and with upgrades as such as a high efficiency furnace.

Choose Energy Efficient Products

Whether your furnace, your refrigerator or even your windows and doors



HOME PERFORMANCE WITH ENERGY STAR

are energy thieves, you can be sure of maximum energy savings if the replacement product carries the Energy Star label.

This blue label is authorized by the US EPA, so a product doesn't get the label unless it has been shown to meet government standards for energy savings.

Installation

Once you have selected appliances, have them installed by a BPI (Building



Performance Institute) Certified Contractor like Halco. Our Home Energy Performance team members

have taken special training to look at a building as a total system, rather than a number of individual, independent systems. That training was necessary for the company to be certified.

After the improvements are made, we will come back and retest to be sure that you are saving the energy we said you would.

Financing

If the assessment indicates that improvements can save you energy dollars, there are a number of financing options available if you use a BPI

certified contractor and install Energy Star equipment.

Finance plans are income based and range from grants of up to \$6,000 for low income households to low interest loans and incentive grants.

Lyons National Bank is a participating lender who is making low interest loans available for this program.

Our Home Energy Performance team will help you determine which financing plan best suits your requirements.

Getting Started

To look into this program, just call your local Halco number and schedule a free, no-obligation home visit. Our professional will talk with you and look over your home. If you can benefit from a Comprehensive Home Analysis, he will make a proposal.



Serving the Finger Lakes & Central New York Since 1984

Continuing Education Achievements



First row (l to r) John Murphy, Steve Andrews, Doug McNabb, Todd Martin. Second row (l to r) Steve Campbell, Jason Koch, Chad Lindsay, Chris Payne, Jim DeJonge, Eric McConnell. Third row (l to r) Mike Helstrom, Leo Warren, Bill Lathrop, Dan Lewellyn, Charlie McManus, Ana Appell, Shad Cook. Fourth row (l to r) Skip Dean, Ron Whitney, Carrie Fischer, Dan Duffy, Ken Gower, Ralph Schodel, Paul Smith. Back row (l to r) Jamie Wagner, Justin Syron, Dan Flynn, Paul Crowley, Dan McConnon, Steve Hegel, Leo Fenner, Rod Anderson, Jerry McCann, Billy DeJonge, David Smith, Hal Smith.

OSHA 30 Hour Safety Course

All of the Halco people pictured above are giving up six Monday nights to learn the latest safety information. They are taking the OSHA 30 hour safety compliance training course.

The course is offered through the Safety Council of Upstate New York under a grant from the New York State Department of Labor.

PBS Supply is hosting the course, which is taught by an outside trainer retained by the Safety Council. The curriculum includes hazard awareness, electrical safety, asbestos awareness and the safe operation of equipment like forklifts and scissors lifts used on commercial jobs.

We cannot stress enough the importance of safety on the job. We are committed to this important training. With nearly all of our technicians receiving this safety training, you can be sure that our technician will make the environment safe before beginning to work at your home. This should give you

peace of mind when a Halco technician visits your home. It also gives us peace of mind when we send technicians to your home or commercial jobs.

Apprentice Training Begins

After an enjoyable summer, the five groups of Halco technicians taking apprenticeship training through Monroe Community College begin the fall semester in October. The groups includes apprentices in plumbing, heating, air conditioning, electrical (two sections) and sheetmetal.

Like the technicians pictured above who give up personal time to learn ways to serve you better, the apprentices also give up a long evening once a week. The apprentices, however, have six hours of instruction per week for 15 weeks. They need 180 hours of training to complete the apprenticeship.

Once again, they will meet at PBS Supply in Lyons. The course is offered by Monroe Community College and taught by Halco managers working for MCC and certified

by the National Center for Construction Education and Research.

Office Staff Training



(l to r) Joleen Goodman, Hal Smith, Tammy Smith, Siera Davis, Heidi Westfall and Kley Greenfield.

In September, the office staff members pictured above attended a special meeting of the Air Conditioning Contractors of America in Rochester. The program, entitled HVAC For The Office Staff, updated members' office staff on some of the new technology and equipment that is available. This program is designed to help them expand their knowledge so they can serve you better when you call.

Halco Recognized For Safety



(L to R) Joseph Callisto presents Ohio Casualty Group's Platinum Safety Award to Hal Smith as John Van Parys looks on.

Halco has received the highest safety award given by the Ohio Casualty Group. The platinum award was presented to Halco President Hal Smith by Joseph Callisto, Ohio Casualty's regional safety director, and John Van Parys from Van Parys Associates.

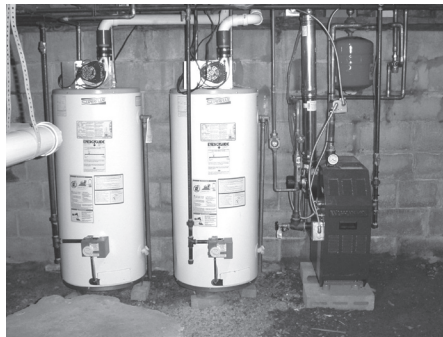
The award recognizes Halco's excellent safety record, as well as the company's ongoing safety training program. Hal stresses that employee safety is a top priority. "It is followed very closely by customer service," he says.

Callisto says that he visits Halco projects on a regular basis and is always impressed with the lengths to which the company goes to assure that its employees work in a safe environment.

Hal's goal is to make sure that each of his technicians takes and passes both the 30 hour OSHA compliance training course (see page 2) and NATE certification. OSHA (Occupational Safety & Health Administration) training is 100 percent safety while NATE (North American Technical Excellence) tests a technician's technical knowledge as well as his/her ability to create a safe work environment.

The plaque is hanging proudly on the wall in our offices as a constant reminder to our employees that safety is first, and that safe practices are rewarded in a number of ways.

Historic Building Restoration Goes High Tech On Comfort



Although Jacky Spindler is an attorney with the Federal Communications Commission in Washington, her roots are in Upstate New York. With retirement on the horizon, she recently purchased an 1812 tavern in Bloomfield and is in the midst of restoring it.

While Jacky, pictured at the right, is restoring much of the building to its 19th Century splendor, she has gone strictly high tech on comfort. The Weil McLean boiler and zone controls being installed to heat her apartment's antique, upright radiators in the main part of the inn.

The inset photo at the right is the main building. The top left photo shows additions that were made later, which Jacky is now making into apartments. The ground level apartment is heated by radiant heat from the boiler beside the water heaters in the lower left photo. The apartment on the next level and the one being built on the third floor are heated by individual high efficiency furnaces like that pictured at the to right.

On the advice of general contrac-



tor Eugene Weaver of Lyons, Jacky selected Halco as the heating contractor, and

she couldn't be more pleased.

Jacky's primary contact has been Paul Smith, and most of it via telephone from DC. She says, "Paul is wonderful. He has good ideas, and he takes my ideas seriously. I have really enjoyed working with Paul."

Jacky Spindler describes herself as a preservationist at heart. In Washington, DC, she owns an historic brownstone, which she has also restored to its natural splendor. We will keep you posted on the Bloomfield restoration.

Pre-Authorization Payment Plan Popular

Since 2002 when we announced our easy-pay plan for maintenance agreements, an average of 40 new homeowners sign up for the option every month. This tells us that customers are pleased with this option.

In today's era of electronic and other payment plans, this is a natural for busy people. Under the easy-pay plan, also called a pre-authorized payment plan, your bank automatically makes the monthly payments for your Halco maintenance agreement.

Although our maintenance agreements are annual plans, most customers prefer to spread payments out over the year. The easy-pay plan lets you do that without worrying about making the payment.

As an added incentive, we discount your maintenance agreement \$1 per month.

To get all the details about our pre-authorized payment plan, contact your Halco representative or call our office.



865 County Road #6
Phelps, NY 14532

Return Service Requested

Congratulations...

...to the following employees who have been with Halco for 10 years or more:

- Bernie Croll, Plumbing Service Technician - 12 years.
- Paul Smith, Residential Manager - 11 years.
- Shad Cook, Mechanical Project Manager - 11 years.
- Lonnie Drover, Office Assistant - 10 years.

We thank them for their continued, dedicated service with Halco.

...to Jason Sennett, who works in our mechanical division, on his marriage to Nicky Lindsey August 27, 2006. We wish them both the best of luck.

Meet Matt Rogers

Matthew Rogers, who lives in Waterloo, has joined PBS Supply in Lyons as store manager. Many in the building trades will know Matt from the 11 years he has spent in sales positions for other electrical, plumbing, heating and air conditioning wholesalers in Geneva.



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	585.396.2668
Penn Yan	315.536.0633
Auburn	315.253.7939
Rochester	585.271.4330
Ithaca	607.277.3154
Elmira	607.733.0420
Cortland	607.753.1123
Homer (Halco Electric)	607.749.8800
Lyons (PBS Supply)	315.946.6161

Websites: www.halcoheating.com
www.halcoelectric.com
www.pbssupplyco.com