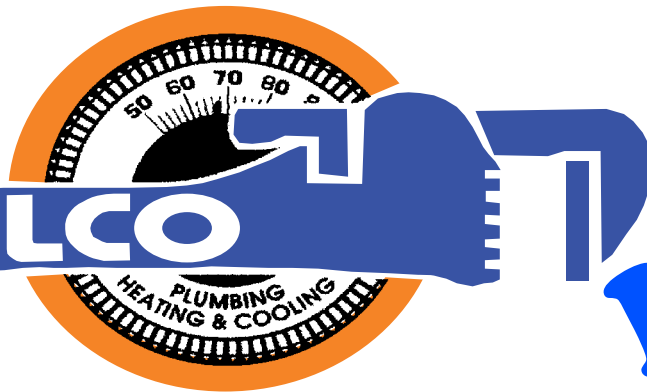


The

HALCO



Herald

Spring 2006

Gas-Powered Generators Your Next Must-Have Appliance

Is there a gas-powered generator in your future? If you think like many people in this area, the answer to that is a resounding, "Yes!"

Utility representatives spoke at a recent meeting of the Air Conditioning Contractors of America. Hal Smith and a number of our technicians heard about the regulations governing the installation of these appliances. The speaker commented on the tremendous number of new installations, and also noted that generators are installed in most new homes at the time they are built.

Power outages are not confined to hurricane regions, and our power outages are not limited wind and ice storms. A tree falling on a power line; a vehicle knocking over a pole; even animals getting into substations and shorting a circuit can cause your power to go out.

People are buying generators for any number of reasons. They don't want their basements to flood if the sump



pump can't operate. They don't want to lose valuable data from their computers. They don't want to lose food in their freezers. They want heat.

You can buy portable, auxiliary generators at home centers, but they have only limited capabilities. Most homeowners are opting for standby generators like the Guardian Plus unit (pictured above) that Halco sells, installs and services.

Standby generators are powered by natural gas or propane, and are permanently connected to the circuits in your

home that you consider critical. They begin operating automatically in the event of a power loss, and even check themselves at regular intervals and warn you if they need attention.

Different companies sell standby generators, but they must be installed by a qualified company like Halco. We have the training and experience necessary to connect the gas or propane and the electricity. We know what permits are required, both from the utility and the towns. We also know the regulations so our installations will pass all inspections the first time.

The utility representatives admitted that they were preaching to the choir. They made it clear that they insist on safe installations and enforce their regulations to the letter. They also noted that they seldom have any questions about those installed by HVAC contractors. They recommend that those failing inspections retain a qualified HVAC contractor to make the necessary corrections so they will pass.

Serving the Finger Lakes & Central New York Since 1984

Continuing Education Means Better Service



Steve Beniamino



Mike Burke



Ralph Schodel



Paul Crowley



Jim Harmeza



Shad Cook



Todd Martin



Dan McConnon



John Murphy



Hal Smith



Paul Smith

In addition to keeping the Finger Lakes comfortable, Halco people have used the winter to continue their education, and it has resulted in a number of significant milestones.

NATE Certifications

Steve Beniamino, Todd Martin, Hal Smith, Dan McConnon and Jim Harmenza all took, and passed, a new NATE oil and gas hydronics exam. Hydronics is hot water and steam heat.

This was actually a Beta test to determine the viability of the questions and the testing process. So, our five technicians were among the first to earn this certification. The test passed the Beta process, and has now been adopted.

Hal Smith also earned NATE certification in air distribution. Now he and the other four people who took the hydronics test are universally certified, which means that they have earned all of the NATE certifications.

Universally certified people have successfully passed the core examination that tests a candidate's basic knowledge of heating and air conditioning, as well as specialty service and installation exams in air conditioning, gas heat, oil heat, hydronics, air-to-air heat pumps and air distribution.

John Murphy became our latest technician to begin the NATE process. He has passed the core exam and the gas heat exam.

NCCER Instructor Certification

Dan McConnon, Paul Crowley, Ralph Schodel, Shad Cook and Paul Smith recently completed an intensive curriculum conducted by the National Center for Construction Education and Research at Monroe Community College. They join Hal Smith, Steve Beniamino, Todd Martin and Mike Burke who already took the course as certified instructors.

The certified instructor credential that the nine, who are all Halco managers, qualifies them as NYS Department of

Labor instructors for apprenticeship programs.

The group of instructors will soon begin working with Monroe Community College to instruct displaced workers and entry level people in heating and air conditioning, plumbing, sheet metal and electrical. Students will participate in six hours of instruction per week for 15 weeks this spring and again in the fall for the required 180 hours needed to complete their training. The courses will be conducted at PBS Supply in Lyons.

Office Staff Training

Pictured below is an example of "Girls' Night Out" Halco style. Five members of our office staff attended the Air Conditioning Contractors of America's annual "HVAC For Office Staff" program. This dinner meeting program is to familiarize office staff with how a furnace or air conditioner works. When you call, these people have seen and touched the working parts of a furnace, so they understand and can explain to the technician the symptoms you described with a bit more understanding of the problem.



Representing Halco at ACCA's annual HVAC For Office Staff program are (l to r) Alisha Hardy, Kley Greenfield, Kerri Allen, Loni Drover, Sierra Davis

Congratulations

To service technician Greg White and his wife Jen on the birth of their son, Gabriel John White. Gabriel, who was born January 10, weighed in at 8 pounds, 10 ounces and measured 22 inches.

New Tech



We welcome Jeff Lampman as our newest HVAC service technician.

Jeff entered the HVAC business three years ago as a technician for Agway. When Agway's energy business was sold to Suburban Energy, Jeff joined that company.

The new technician lives in Lansing with his wife Emily and their three children. Living in Lansing places Jeff in an ideal position to service our customers in Ithaca, the southern Finger Lakes and the southern tier.

Jeff graduated from the HVAC program at the Baran Institute in Connecticut.

Your Most Economical Energy Saver

A programmable thermostat like the Carrier Infinity (pictured) is one of your most economical energy saving investments. It lets you control your energy usage at any time of day or night.



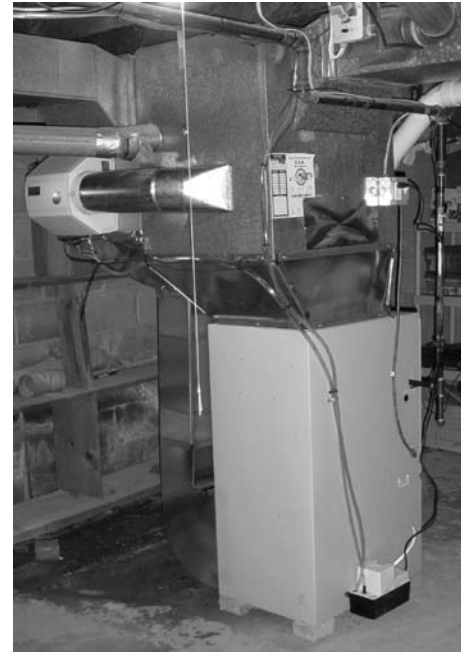
A tip, though, is to maintain a constant setting for air conditioner, but vary the furnace setting to go up when you are home and down when you are away. It takes more energy than you will save to cool down a warm home, but that's not the case with heat.

Family Stays With Halco At Their New Home



(Above) Kathy and Bob Wilsea enjoy the comfort and the economy of their new furnace and humidifier much more than they enjoy the camera flash.

(Right) New Gibson furnace with Aprilaire humidifier. Notice the condensate pump at the base of the furnace.



When Bob and Kathy Wilsea and their son Kevin moved to their present house in Trumansburg a year and a half ago, their 35 year old furnace was working just fine. But, 35 years is a lot of years in furnace life, and their son is a senior at Trumansburg High School.

That means college expenses begin next year, and they didn't want to be faced with having the furnace decide that it was time for retirement. So, they took Halco up on an offer of zero percent financing and free duct cleaning.

The Wilseas have been Halco customers for at least 10 years, and the former owner of their present house was also a Halco customer. So, our technicians were familiar with their present house, and could make recommendations from experience.

Today, they have a new Gibson high efficiency, Energy Star rated furnace that is about a quarter the size of the previous furnace. They are on a budget plan with their utility, so they have not yet realized a savings in their pocket from the high efficiency furnace. But, they track their fuel consumption and

know that they are saving a substantial amount. That will be a welcome credit when the utility recalculates their budget plan based on current usage.

The house already had a programmable thermostat, but the Wilseas opted for an Aprilaire humidifier to keep the moisture in the air at a comfortable level. They can feel the difference already.

A condensate pump was included in the installation to extract excess moisture from the venting system. The furnace's high efficiency can result in exhaust gases condensing into water in the PVC pipe that vents them to the outside. The pump brings the water back into the basement and out a drain.

Besides the finance rate, the free duct cleaning and the energy savings the Wilseas have already begun realizing, both also appreciated the care that the Halco technicians took and the way in which they cleaned up the area.

It looks as though we will be friends with the Wilseas for at least another decade.

New Commercial Projects

Our mechanical department is beginning several exciting new projects. In Geneva and Canandaigua, we are doing the plumbing, heating, air conditioning and electrical work for Happiness House. In Ithaca, we are designing and building the heating and air conditioning systems for the Gateway building.

Happiness House is a health and human services agency that serves people with cerebral palsy and other disabilities. This growing agency is adding on to its main campus on Pre-Emption Road in Geneva and is building a brand new facility on North Road in Canandaigua.

The Gateway building, located on East State Street, is a multi-use building. It will have retail and offices on the first floor and 25 apartments on the upper floors.

This is one of only a few "green" buildings in the country and the only one in our area. To qualify for LEEDS certification, the building had to meet stringent requirements set forth by the United States Green Building Council. LEEDS stands for Leadership in Energy and Environmental Design.

To obtain this certification, the building has to meet challenging, voluntary standards for lowering energy consumption, lowering emissions, using environmentally-friendly materials, and meeting other energy and environmental standards.

Is Your A/C Ready For Summer?



The first hot day of the spring season isn't the best time to test out your air conditioner. Now is the time to be sure that it is in proper working order.

Call now for a tune-up. We will also clean your furnace, change the filter and make sure your system is in good working order before you have to turn it on for the first time.

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	607.749.8800
(Halco Electric)	
Lyons	315.946.6161
(PBS Supply)	

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



865 County Road #6
Phelps, NY 14532

Return Service Requested