

New Service Helps You Save Up To 40% On Your Energy Bills

We are pleased to announce a brand new service designed to save you up to 40 percent on your energy bills. We call it *Home Energy Performance by Halco*. This is a total home, integrated approach to energy efficiency. We use sophisticated instruments and detailed software to analyze your current energy consumption and determine where improvements can be made to maximize your energy saving.

The Team

The *Home Energy Performance by Halco* team is made up of five professionals who have taken special training and become certified in total building analysis. You can read about them, and their certifications, on page three.

The Program

Our services are based on programs developed by the Building Performance Institute (BPI), New York State Energy Research & Development Authority (NYSERDA), and the US EPA's Energy Star® program. BPI teaches our pros to look at your house as a single, integrated system, since a chain is only as strong as the weakest link. Our software programs analyze each system within your home, process the data



and provide an analysis of the whole house as well as each system. After the improvements are made, we will come back and retest to be sure that you are saving the energy we said you would.

Comprehensive Home Assessment

The first step is a comprehensive home assessment to determine your home's current energy efficiency and where energy saving improvements can be made. Our trained, certified professionals report on the condition of everything from air infiltration to lighting efficiency. Heating and air conditioning are part of the assessment, but so is the energy usage of your major appliances like the stove and refrigerator.

This is a fee-based service, but there is no charge for our initial consultation.

If we determine that a comprehensive home analysis is likely to save you energy dollars and you agree, we then conduct the analysis.

From the results, we will present you with a "workscape" for proposed improvements. This document will include a cost and energy savings estimate.

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.

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.

Continuing Education Achievements



Shad Cook



Rob Tweedie



Jeff Lampman



Paul Crowley

certified by the National Center for Construction Education and Research.

This semester's apprentices were all Halco employees who wanted to become more proficient in an associ-



Members of the heating and air conditioning group are (seated l to r) Leo Warren, Dan Blankenberg, Dave Davenport, Jody Clark (standing l to r) Instructor Dan McConnon, Rob Tweedie, Jake Clancey, Bernie Croll, Clinton Coon, and Dan Flynn. Missing are Dave Smith, Doug McNabb, Phil Congdon and Willie Grant



Members of the plumbing group are (seated l to r) Steve Yaeger, Darrell Roedts, Charlie McManus, (standing l to r) Instructor Paul Crowley, Keith Gillette, Jim DeJonge, Jason Conklin, Phil Congdon and Christian DeReu. Missing are Dan Darrow, Jeff Lampman, John Zimmerman and Mark Syron



Members of the electrical group are (seated l to r) Chris Payne, Derik Williamson, Instructor Ralph Schodel, (standing l to r) Joe Smith, Brian Galbraith and Scottie Beaudette. Missing is Dan Duffy.

ated trade. For example, heating and air conditioning technicians took the plumbing or electrical course, and vice versa. This gave MCC and our instructors a good opportunity to become acquainted with the curriculum and teaching material. Next semester, the courses will be open to people from outside the company, such as displaced workers from other occupations and entry level people to our trades.



Members of the electrical group in Homer are (l to r) Instructor Mike Burke, Andrew Lutz, Jamie Ayers, Dave Chechatka and Eric McConnell. Scott Smith is missing.



Members of the sheet metal group are (seated l to r) Jarod DePauw, Steve Campbell, Jason Sennett, (standing l to r) Jerry McCann, Troy Kelsey and Instructor Todd Martin.

Congratulations

To service technician Willie Grant and his wife Jill on the birth of their son, Zachary James Grant. Zachary, who was born April 23, weighed in at 9 pounds, 14 ounces and measured 22 1/2 inches.

NATE Certifications

Congratulations to our newest NATE certified staff members – Shad Cook, Rob Tweedie and Jeff Lampman. Shad and Rob earned their certification in gas heat by passing the core exam and the gas heat specialty exam. Jeff earned oil heat certification by passing the core and oil heat specialty exam.

Paul Crowley took his certification one step further by adding air conditioning to his gas heat certification.

Apprentices Complete Spring Semester

Pictured on this page are the technicians enrolled in New York State Department of Labor apprenticeship programs. They are completing the spring semester, which consisted of six hours of instruction per week for 15 weeks. They will resume classes again in the fall for another equally stringent semester to finish the 180 hours needed to complete the training.

The courses are offered by Monroe Community College and are conducted at PBS Supply in Lyons and at Halco Electric headquarters in Homer. The instructors are all Halco managers, working for MCC. Each has been

Meet The HEP Team



The HEP team are (l to r) Paul Smith, Dave Davenport, Hal Smith, Don Leslie and David Smith.

When you call for a comprehensive home assessment that we introduced on page 1, one of the certified professionals pictured above will visit your home to explain the program. If you decide that saving money on energy costs interests you, it is also one of these professionals who will conduct the comprehensive home analysis for you.

Each team member is certified by BPI (Building Performance Institute) and NYSERDA (New York State Energy-Research & Development Authority). Paul Smith is certified as a building analyst. Don Leslie is certified as a building analyst and building shell specialist. David Smith and Dave Davenport are certified as building analysts, shell and heating specialists. Hal Smith is a building analyst, shell, heating and air conditioning specialist.

BPI certifies contractors in energy efficiency performance and NYSERDA, a utility sponsored organization, promotes energy conservation, especially through the Energy Star program.

Each member of the Halco Home Energy Performance Team took training conducted by the Onondaga/Cortland/Madison BOCES, and taught at the BPI office in suburban Rochester. Each course was comprehensive and the trainees were required to pass a challenging exam before being granted certification in their chosen specialties.

Seneca Falls Couple Sings The Praises Of Halco



Maddalena and Matthew Bonacci in their kitchen enjoying the cool air from the air conditioning outlet above their heads.

Matthew and Maddalena Bonacci are long time Halco customers, and they can't say enough good things about our staff and management.

The Bonaccis have lived in their Seneca Falls home for more than 40 years. The home is heated by baseboard heat, which used to preclude air conditioning. But with new technology, we were able to install A/C in the Bonacci's home seven years ago.

We installed an Amana compressor outside and an air handler in the attic. We then ran flexible tubing to ceiling outlets in each room. Now the Bonaccis enjoy the comfort of air conditioning without sacrificing the baseboard heat, which they like.

Maddalena notes that the Halco service technician checks each ceiling outlet during preventive maintenance service. Each outlet has a knob to open and close, and the technician wants to be sure that the outlets are open in summer and closed in winter.



Maddalena and Matthew beside the Amana condensing unit in a corner of their back yard.

The Bonaccis also recall an occasion when the air conditioning wasn't cool enough. They called Halco and a service technician arrived within a half hour. He only had to recharge the refrigerant, but the Bonaccis remember well the fast service.

Halco also provides annual maintenance on the boiler that provides the baseboard heat. It is divided into three zones, which have to be checked to be sure each zone continues to operate properly.

If the boiler ever needs replacing, there is no question in the Bonacci's mind who they will call to install a new one. Right now, they are awaiting delivery and installation of a 10 kW Guardian standby generator.

Matt expects the large generator to power the whole house in the event of a utility power interruption. Because of its size, Halco had to order the generator from the factory since none were stocked locally.

After retiring, Matt launched a new career which allowed him to share his knowledge of wine. He is now a wine specialist at the Thirsty Owl Wine Company in Ovid. Matt is quick to point out that the winery is also a Halco customer.

BOCES HVAC Students Tour Halco Project



The tour began in the basement where Halco foreman Leo Fenner (white hat) explained the HVAC system.



The tour checked out the truck bay system. HVAC students from BOCES #1 got an up close lesson in commercial installation when they toured the new Bushnell's Basin firehouse on Kreag Road, just north of Route 96.



Lee showed the tubing used for the overhead radiant heat system for the truck bays. They then went inside to see the installation.

The tour was conducted by Leo Fenner, the Halco Mechanical foreman on the job, Halco's Todd Martin, and BOCES Instructor Jim Ramph.

The tour went from the basement, where they saw the heating system, to the roof to see the air conditioners. Stops along the way included the outside material storage area and the truck bays, which have a sophisticated radiant heat system.

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