

Fall 2008

Going Green Is A State Of Mind

Halco is going green! No, we are not changing our colors. They will still be the same, familiar blue and orange. What we are changing, however, is our attitude, and we are urging each of you to do the same.



Going green means that we conserve energy. This is really important because nearly everything we do is energy-dependent. For example, the plastics we take for granted are made from oil. That means that recycling plastics saves a considerable amount of oil.

Having a Comprehensive Energy



Analysis by our Home Energy Performance team also saves energy. Using sophisticated instruments, such as the blower door pictured at the left, and special software, we are able to pinpoint the source of energy waste in your home. This will allow you to reduce your use and make your home more comfortable. Best of all, this can be accomplished at no cost to you over the long term.

At Halco, we are walking the walk, not just talking the talk. The building in the photo above houses a boiler that is fueled by waste wood like old pallets and by waste oil from our vehicles. This energy-efficient system is being used to heat our original building. The

grassy knoll behind the building is a lagoon under construction. When completed, the water in the lagoon will provide geothermal heating and cooling for our new building.

At Halco, we are doing our part to go green, and we are making it easy for you to go green as well.



SEVEN DAYS TIL NINE – WITH NO OVERTIME

Halco Wins Safety Award

Halco has been accepted for membership in the Air Conditioning Contractors of America (ACCA) Safety Masters Club for 2008. We have also won that club's Safety Award of Merit for large contractors.

Safety Masters Club membership is based on the presence of a formal safety program, a company's workers' compensation insurance experience modification factor, and other safety related efforts and accomplishments. Contractors have to reapply for membership each year.

Safety Club Members with the best safety record for their size category are recognized with the ACCA Safety Award of Merit. This is the HVACR industry's most prestigious recognition for contractors who are dedicated to safe workplaces.

This is the second honor that ACCA has bestowed on us this year, and they both tie in. In February, ACCA presented us with its Training Excellence Award.

Halco President Hal Smith says the two awards go hand in hand. Much of our training emphasizes workplace safety, and we monitor work in the field to be sure our employees are working safely. It is important that our employees go home to their families every night.

Halco has also been honored with safety awards from its insurance company for the past three years.

School Graduates First Class



The first MEPS Workforce Preparation Certificate Program class poses with instructor Joe Hagen (Center). As a reminder of the class's sheetmetal fabrication skills, members made a mortar board hat from sheetmetal for Joe.

On January 3 of this year, we welcomed the first class of 21 students to our new technical training school. On June 25, all 21 students graduated, and 16 were already employed in their new field by graduation day.

Halco opened the school in partnership with Monroe Community College to train displaced and underemployed workers. Most were referred to the school by the Finger Lakes Workforce Investment Board, which helps retrain and place unemployed and underemployed workers.

The official name of the course is MEPS Workforce Preparation Certificate program. MEPS stands for Mechanical (heating and air conditioning), electrical, plumbing and sprinklers.

The school is under the direction of Thomas Fitch from the MCC Workforce Development Department. Tom also emceed the graduation ceremony, which took place at our headquarters in Phelps.

James Winston, assistant to the president and director of workforce development at MCC, was the principal speaker. James commended the students for their hard work and diligence, noting that this class was quite unique. He said that a class with no attrition is rare at any level of education.

Besides earning a certificate for completing the course, students also earned the licenses and certifications needed to work on commercial construction jobs. Many also earned EPA (Environmental Protection Agency) refrigerant handling certification, which is needed to work on residential air conditioning systems.

During the 1,000 hour course, the students spend 60 percent of the time in the classroom and 40 percent gaining hands-on experience.

The next class began July 7 and runs for 25 weeks.

Class, Second Class Begun



Thomas Fitch from the MCC Workforce Development Department directed the course and emceed the graduation ceremony.



(L to R) James Winston and Thomas Fitch present a certificate of appreciation to instructor Joe Hagen.

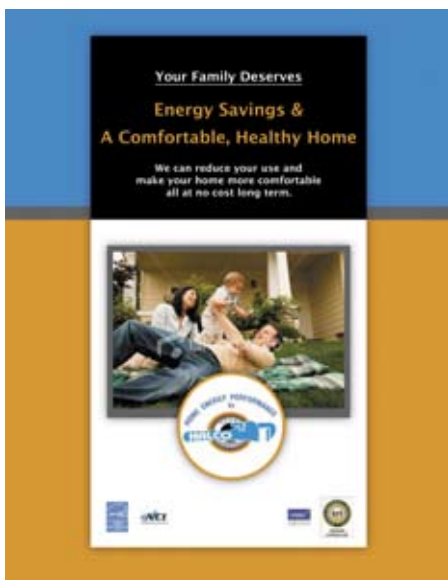


James Winston, assistant to the president and director of workforce development at MCC, was the principal speaker at the graduation ceremony.



Following the ceremony, graduates and guests enjoyed lunch courtesy of NYS Assemblyman Brian Kolb, who toured the school earlier in the year.

New Home Energy Performance Brochure Published



Learn how you can reduce your energy use and make your home more comfortable, all at no cost long term. Just call our office at one of the numbers at the right for a free copy of our new brochure detailing Home Energy Performance.

This four page brochure is chock full of information on all aspects of home comfort and how you can enjoy a tight, comfortable home.

There is even a cutaway of a typical home showing where air leakage is likely to occur.

A Clean Furnace Is More Efficient

As the fall cool down begins and our furnaces begin kicking on each morning, visions of rising utility bills should accompany that warmth.

Your bills can be less if your furnace is clean, tuned and working at peak efficiency. That includes making sure the filter is new or cleaned.

If you are not on a planned maintenance plan now, give us a call before the winter really grips us. We have a plan that is just right for you plus an EZ payment plan.

Besides an annual cleaning and tune up, you will also receive preferred service and discounts on unplanned maintenance.

Don't let energy dollars go up the chimney or get caught in a dirty filter. Call to learn more about planned maintenance.

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.

COMMERCIAL/RESIDENTIAL Community Number

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
Syracuse	315.437.2048
Lyons (PBS Supply)	315.946.6161

Web sites: www.halcoheating.com
www.halcomeps.com
www.pbssupplyco.com

Geneva Home Owners Save With Energy Star

Richard and Janice Close of Geneva are longtime Halco customers. So, Halco was the company they called when they heard about the energy saving incentives we had available



for conducting a Comprehensive Energy Assessments and having the repairs made with Energy Star equipment.

Our Home Energy Performance team conducted the Comprehensive Energy Assessment in April and found that the house, built in 1954, was one of the tightest they had ever seen. Richard Close keeps maintenance records dating back to when they purchased the house.

In 1992, he put in new windows, which sealed up the house and reduced air loss substantially and in 1985 he installed air conditioning. Until recently, Richard did most of his own home repairs. He would probably still be doing more maintenance if it weren't for bad knees. So, it is only natural that he takes a great deal of pride in ownership, and is very particular about who he lets work on his home.

The only energy saving recommendat-

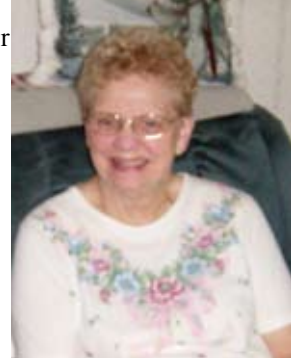


ions we made was to consider replacing the 17 year old furnace with a new Energy Star high efficiency unit. Furnaces of that vintage were not very energy efficient, only 65-70 percent.

The Closes had been considering a new furnace for some time. However, the old furnace was still working fine since they replaced the burners, although it had become noisy. With the Energy Star credits available, the Closes decided it was a good time to replace the furnace with a new high efficiency furnace.

On June 10, our technicians installed a new Carrier furnace in the Close's basement. June is also when Richard

and Janice celebrated their 50th wedding anniversary. So, this became a gift of energy savings that will keep on giving throughout its life.



Richard Close says that he saved about half the cost of the new furnace or about \$3,200.

Besides the savings, he is also pleased with Halco's work. He says our technicians were courteous, on time, had clean uniforms and did a neat job.

The furnace photo shows the way in which our techs installed the furnace neatly on a concrete pad and sealed the ductwork where the connection was made with the existing ductwork.

Richard and Janice are both retired. They have two grown children, two grandchildren and one granddog.

Summing up their Halco experience, Richard says, "Halco's our help. After performing a Comprehensive Energy Assessment, they secured us \$3,200 in rebates and grants for a new high efficiency furnace."



865 County Road 6
Phelps, New York 14532

**Growing To Serve
You Better**

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