



Spring 2009

Don't Cool The World – Just Your Home

Homes that are cold and drafty in winter are also hot and stuffy in summer, even with air conditioning. A loose house is an equal opportunity energy waster. Cool air escapes through the same uninsulated areas as warm air.

Regardless of whether it is warm or cool, air doesn't need large spaces to escape. Its path may be through insufficient insulation in the walls, ceiling, or the area around windows and doors.

Incorrectly sized ductwork can cause your air conditioner to operate inefficiently, just as it does for your furnace since both share the same ductwork.

See more on the subject of ductwork sizing in the Winter 2008 newsletter issue on our website – www.halcoheating.com.

To be sure you are making the best investment, begin with a comprehensive home performance assessment. Our home energy performance professionals can pinpoint right where you are losing energy.

They will use sophisticated instruments and dedicated software to determine the areas in your home that need attention. They will then make remedial recommendations and help you with the paperwork for available grants, incentives and low interest loans.

There are a number of incentives available for energy conservation projects. Eligible improvements

include insulation, ductwork and a new air conditioner or furnace. Besides the 10 percent refund, low interest loans and matching grants that our customers have been enjoying, there is now a federal tax credit of up to \$1,500 for having new high efficiency air conditioners and/or furnaces installed. See details on page three of this issue.

It would not be practical to install a new, high efficiency air conditioner and cool the outside. We, and you, want to keep the cool air inside where you and your family can enjoy it.

Don't wait. Call for your comprehensive home performance assessment now so you can enjoy leak-free air conditioned comfort all summer long.



ACCREDITED
CONTRACTOR



BPI Accredited Home Performance contractors use diagnostic testing to make your home healthier, safer and more energy efficient.



Turn to the Experts™

SEVEN DAYS TIL NINE – WITH NO OVERTIME

Hal Smith Presents To National Audience

At the end of February, Halco President Hal Smith spoke at the 2009 annual ACCA (Air Conditioning Contractors of America) National Conference and Indoor Expo in Fort Worth, Texas.

Hal spoke to other heating and air conditioning contractors from across the country on the Green Consumer.

Going green, and how we are doing it here at Halco, was the subject of our page one article in the Fall 2008 issue of The Halco Herald. It can be read on our website, www.halcoheating.com.

For those contractors just getting into selling green products and services, Hal told them who green consumers are, what products and services they want, and how to meet their needs.

You will hear more about going green in the national media, including an article on Hal's presentation that will be published in a leading trade magazine.

This movement includes high efficiency traditional air conditioning and heating systems and new, alternative fuel systems. These systems include biofuels, wind, solar and geothermal.

When you are ready to look into going green, it is good to know that the people whom you have depended on for traditional comfort systems are also your one stop source for all alternative energy sources. We have the trained and certified people to design the system that is best for you and your family.

Congratulations To Our Newly Certified Technicians

Congratulations to all of the Halco people pictured below. They have been busy over the winter preparing to take their first NATE exams. All have all earned NATE certification in gas heat. In addition, Joe Hagen earned NATE certification in air conditioning, heat pumps and air distribution. Justin Hayes also earned air conditioning and heat pumps in addition to his gas heat certification.

The newly certified technicians had to pass a core exam that tests their basic knowledge of the heating and air conditioning field. They then had to pass an exam for each specialty.

NATE certification is the industry's way for you to recognize that the technician who comes to your door has gone the extra mile to voluntarily undergo rigorous study and testing to earn this professional credential.



Josh Avery



Jake Clancey



Edward Dean



Peter Faas



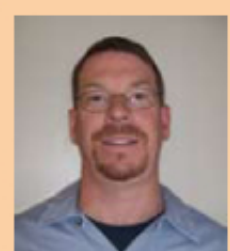
Joe Hagen



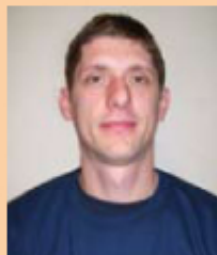
Justin Hayes



Edward Jensen



Bob Kier



Tom Mayo



Tom McCarthy



Dave McCullough



Dave Robinson



David Schott



Dave Smith



Kenyon Zitska

Senator Michael Nozzolio Speaks At Halco Graduation Ceremony



On a blizzard day last December, 10 students graduated from the Halco M.E.P.S. Workforce Preparation Certificate program. The graduating class is pictured above with Course Director Thomas Fitch (left) from Monroe Community College, Halco President Hal Smith (fourth from left), Finger Lakes Workforce Development Board Executive Director Karen Springmeier (third from right), Instructor Joe Hagen (fourth from right) and State Senator Michael Nozzolio (second row center).

Senator Nozzolio was the main speak-

er. He congratulated the students for sticking with the program that led to this significant day in their lives.

The senator also thanked the people and organizations that have made the school possible for their foresight.



Earn Tax Credit For High Efficiency

The final federal stimulus package is now law, and it contains provisions for a tax credit of up to \$1,500 for replacing your old furnace, boiler, heat pump or air conditioner with a new high efficiency model. This is a significant tax incentive to make improvements to the overall energy efficiency of your home.

This tax credit is available to everyone, and it can be taken even if you receive other Home Performance incentives and grants.

This tax credit helps to shorten the payback period on your investment and lets you benefit from lower utility costs and increased comfort, all while consuming less fossil fuel.

We can explain how the tax credits and other incentives apply to the investment you are considering, and we will explain it without cost or obligation. We look forward to discussing your plans and how you can save.

Prevent Dryer Fires

Dryer fires are more widespread than you would think, and firefighters list "Failure to Clean" as the cause in more than 43 percent of the fires. This problem is so prevalent that the U.S. Department of Homeland Security issued a six page report on the subject.

The report details how the drying process makes lint and how some lint gets through the filter and can become trapped in the vent tubing. It also notes that small animals and birds may also nest in vent tubing. The report also states that newer vents are longer and have more bends than older installations, making them more prone to collecting lint and debris.

This is why we encourage you to have us clean your dryer vent when we clean your heating/cooling systems.

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

East Rochester Homeowner Enjoys Comfort & Savings

Off the beaten path in East Rochester, there is a community reminiscent of Europe. The quaint homes, designed like Dutch homes, were built with six-inch thick concrete walls. Liz Cameron has lived in one of those houses for the last 15 years. In January, she decided to replace her old oil-fired furnace and called Halco.

Our Home Energy Performance team conducted a comprehensive home energy audit and agreed that she could save a substantial amount by replacing the old oil burner with a high efficiency gas furnace and tankless water heater. They also recommended replacing three windows, installing additional air sealing around windows and doors, and rerouting her dryer vent.

Liz, who does medical transcription at the University of Rochester and is an aspiring actor in local theater, qualified for a \$5,000 matching grant and 10 percent incentive from New York State. This allowed her to also buy a dehumidifier and ENERGY STAR® refrigerator, which also qualified under the grant and incentive programs.



Today, Liz is enjoying the comfort of a Carrier high efficiency gas furnace controlled by a Carrier Infinity programmable thermostat. Air is filtered by an Aprilaire pleated media filter.

A high efficiency Navien tankless, on demand water

heater is wall mounted in the utility room. Both vent through the wall to the outside. In the photo above, Liz is standing in front of her water heater showing one of the pieces of concrete that had to be cut from the wall for the vents. The photo below shows the vent covers outside. The Halco technicians also had to cut a similar hole to vent the dryer.

Halco Comfort Consultant Ted Kidd says that the house was so well sealed



and sealing material that a fan had to be installed in the bathroom. Gas service also had to be brought into the house, and Halco used Gastite flexible tubing which follows the ceiling contours from the front of the house to the furnace and water heater.

Earn \$100 For

Referring Us



You can earn \$100 each time you refer a friend to Halco and that friend contracts with us for an environmentally-friendly home improvement. In fact, you can refer up to five friends and earn \$100 for each.

When we make an environmentally-friendly home improvement for you, we will give you a packet of five miniature \$100 bills. We have replaced Ben Franklin's face with that of your Halco representative.

There is space on the back for information about your friend. When that friend goes green, we send you a real Ben Franklin. Simple as that.

As your Halco representative says on each bill, "Halco will give you \$100 in GREEN when your referral goes GREEN."

We are committed to making Central New York and the Finger Lakes green one family at a time. But, we need your help.

Don't miss this opportunity to go green, help your friends go green, and get paid for it, too.



865 County Road 6
Phelps, New York 14532

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**Growing To Serve
You Better**