

The



Herald

Winter 2002

Efficient Furnace Reduces Fuel Bill



If your furnace is not operating efficiently, our residential installation team can install a new unit. The team includes (l to r) Gary Parmelee, Paul Smith, Clinton Coon, Ben Cope and Adam Parker. Read elsewhere in this issue and previous issues about the great service they provide for those affected by both emergency and planned new furnace installations.

The utilities have warned that gas and oil will cost more this winter than it did last winter. The team of technicians pictured above, and those on our service team represent your best hedge against high fuel costs.

There's not much you can do about the cost of fuel, but there sure is something that you can do to reduce the amount you use. One way is to be sure your furnace is in tip top shape, or to replace it with a new high efficiency furnace if it can't be brought up to the proper efficiency level.

If you haven't called us to tune and clean your furnace, you are sending dollar bills up the chimney.

Cold weather has come early to the Finger Lakes and long range forecasts indicate that Ol' Man Winter plans to make his presence felt, not like the vacation he took last year.

A well tuned furnace is like a well tuned car. It won't use as much fuel. But, even more importantly, you will have the peace of mind of knowing that your family is safe when we have tuned and cleaned your furnace. See page four to read

about another item that we have just added to our tune-ups – checking your carbon monoxide detector.

Call today before winter really arrives!

We install



**Furnaces
Air Conditioners**

Serving the Finger Lakes & Central New York Since 1984

NATE Certifications Continue



(l to r) Ron Prober earned his first NATE certification while Todd Martin, Dan McConnon and Jim Haremza earned additional certifications.

If three of the four technicians pictured above look familiar, it's because we announced their NATE certification in the last issue. We aren't recycling stories. Rather, Dan McConnon, Todd Martin and Jim Haremza passed additional steps in the certification process.

The first time they sat for the exam, each took the required core examination that tested their general knowledge of HVAC theory in the morning and the Heating Specialist exam in the afternoon. At the most recent exam session, Todd, Dan and Jim took the Air Conditioning/Heat Pump Specialist exam. Jim also took the Oil Heat Specialist exam.

Ron joined his three colleagues at Monroe Community College for the first time, where he took the core exam and the Heating Specialist exam.

Congratulations to Todd, Dan, Jim and Ron for taking time from their busy schedules to take this exam that lets you know by the decals on their trucks and emblems on their uniforms that they have met the highest standards of the industry. We know that is great comfort and peace of mind for you.



Halco Receives Cortland Plumbing License

We're truly the Finger Lakes' Plumbing & HVAC Service Company

Recently, Hal Smith was granted a plumber's license by the City of Cortland. As is traditional, the license was issued to Hal personally, and our other plumbers will be working under his license in Cortland.

Adding Cortland to the cities in which we are licensed to provide plumbing services increases the number of families and businesses that are able to enjoy the benefits of Halco service. Moves like this help to make us truly

the Finger Lakes' plumbing and HVAC service. You can call a local or nearby telephone number anywhere in the Finger Lakes region, and a skilled technician will be right nearby. He may even be your neighbor. That's why our technicians are able to reach your home and make you comfortable so quickly. Plus, they have all the high tech diagnostic tools and most of the parts they need right on those big trucks they drive.

New Plumber Joins Halco



Gilbert (Gil) Hall

Gilbert Hall has joined the plumbing department at Halco. Gil brings to our customers many years of plumbing experience, working both in the field and for a wholesale company.

Gil says he was born into the plumbing trade. His grandfather was a plumber, and he learned the trade by working with him.

Most recently, Gil was with Mr. Rooter, but he also held positions with VP Supply and with Roto Rooter.

Gil lives in Williamson with his wife Lisa and their two children. Away from the job, he is an avid hunter and fisherman. Welcome aboard, Gil.

Commercial Update

Our commercial installers are busy with a number of high profile projects. They are just about finished with the new Steuben Trust Company office in Bath, the renovations and addition to the Aurora Inn and the new Byrne Dairy store in Phelps. Construction is also moving right along on the addition to Canandaigua Wines Company's headquarters in Canandaigua.

What Customers Say About Halco



This historic building in Geneva dates back to 1835.

On Delancy Drive in Geneva stands the majestic building pictured above. Since its construction in 1835, it has been a mental hospital, boarding school, government housing, and today is an 11 unit apartment building. The current owners are Paul and Sandra Caccamise, who live in the Rochester suburb of Irondequoit.

Most of the building is heated by a steam boiler. Paul and Sandra believe the federal government installed the system when it owned the building. It was an expensive, state-of-the-art system when installed, but that was more than a half century ago.

Recently, the boiler had been breaking down frequently, and Halco technicians were always there to service it. But, in mid-October, a tenant noticed water on the floor around the boiler

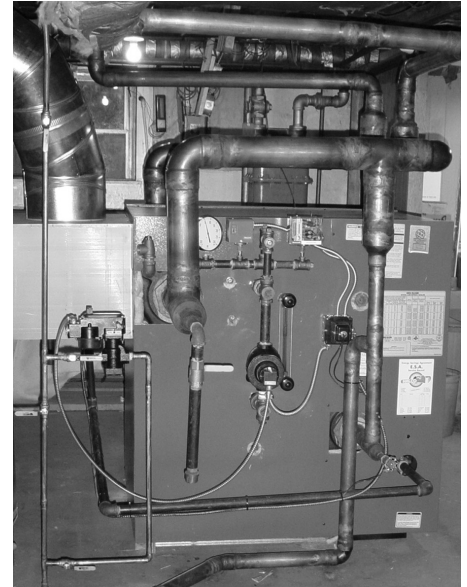


Owners Paul and Sandra Caccamise at the front entrance. Notice the historic building plaque at the left of the door.

and called the utility and the Caccamises. The utility red tagged the boiler and Halco technicians, who arrived before Paul and Sandra, confirmed that it was time for a replacement.

Paul and Sandra said that Halco's price was fair, but not the lowest. However, they selected Halco because of the prompt service, and our ability to remove the asbestos that was under the boiler. Other contractors would have had to subcontract that out. They were also pleased that we delivered portable heaters to each tenant, even though it was just cool, not downright cold.

Not too many distributors carry big steam boilers in stock, but one Rochester distributor did have one in its Buffalo area warehouse. Instead of waiting for it to be delivered, we sent a



This is the new boiler with its new water and steam lines Halco installed.

truck to North Tonawanda for it.

After the boiler and its new piping were installed in the basement, we had to adjust the boiler and the radiators in each apartment.

Paul and Sandra said, "The Halco people were all knowledgeable and gentlemanly. They took very seriously the fact that people would get cold."

Keep Your Air Clean With UV Air Purifying System

Now you can virtually eliminate fungus, mold and bacteria from your home with an affordable ultraviolet light. This is the same type of purifying system that hospitals use to keep their operating rooms sterile.

As our homes become more air tight to conserve energy, there are fewer exit paths for these pathogens. That means, they just circulate as the air in your home recirculates through your heating

and cooling system 40-75 times a day.

We can install a UV light system in your ductwork that sterilizes or kills the disease-causing microbes in your air.

Outside, the sun's UV rays keep microbes at an acceptable level by the same action that can damage our skin by overexposure. But, tucked inside the metal air ducts of your home, the UV rays just kill the bad stuff in the air.

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	716.396.2668
Penn Yan	315.536.0633
Auburn	315.253.7939
Rochester	716.271.4330
Ithaca	607.277.3154
Elmira	607.733.0420

Protect Your Family With A New CO Alarm

Most of us know of the dangers of carbon monoxide (CO), which is caused by the incomplete burning of gas. CO can be given off by gas appliances, such as clothes dryers and ranges, fireplaces and wood stoves, furnaces and water heaters that aren't working properly, and by cars running in the garage.

Many families believe they are protected by a CO detector, but even the best CO detector has a limited life. This false security need not endanger your family. We now sell and install the Aprilaire® carbon monoxide alarm.

You need one of these devices on every level of your home. Aprilaire sells its CO alarms only through HVAC contractors, who are trained to know the proper height and location.

Besides having the most advanced electrochemical sensor on the market, the Aprilaire CO alarm also informs you when it is working and when you need to replace it.

Visit Us at
www.halcoheating.com



865 County Road #6
Phelps, NY 14532

Return Service Requested

Season's Greetings

New CO Detector Test Kit

At last there is a way to test CO detectors. As noted above, even the best of these devices has a limited life – typically two to five years.

Up until now, there had been no reliable test for CO detectors, since it was difficult to create an artificial yet safe level of CO for testing. Now, Aprilaire has developed a test kit that is simple, yet reliable.

The kit contains a little plastic tent that is sealed around the CO detector and a spray can of a special test gas Aprilaire calls "Detectgas," as well as the necessary connection hardware.

Like they say on TV, "Don't try this at home." It is a process only for technicians who have received Aprilaire factory training!

This is a value added service that we provide for our customers whenever we do a tune and clean or service call. It's also a good reason to have us come out and service your furnace.

Smoke detectors can go off when cooking or at other inopportune times. But, you at least know they are working. That's not the case with CO detectors, and it's why we are so enthusiastic about this new test kit.

