

Halco Establishes PBS Supply To Better Serve Customers

PBS Supply in Lyons is the newest member of the Halco family of companies. PBS, as the logo below indicates, means "Positively Better Service".

This new company is a complete supply distributor. The most extensive lines are plumbing, heating, air conditioning and electrical products, but PBS also carries many other products that are used in building maintenance. Office supplies, cleaning supplies and safety products are available through its website, and customers will be able to shop online at PBS.

The opening of PBS has resolved many of the problems that heating



315.946.6147.

Next time you have the need to go to a big, impersonal home center, maybe you'll think of PBS first.

PBS's business hours are unheard of in the wholesale supply business – 7:00 AM - 9:00 PM, seven days

and air conditioning contractors face when they need "hard-to-find" items and repair parts. Halco services such a huge area of the Finger Lakes that having PBS available only adds to "Positively Better Service" for you.

Technicians can visit PBS's 40,000 square foot showroom and warehouse at 102 Canal Street in Lyons, or PBS offers a courier service to deliver to a job site.

Consumers and contractors alike can call PBS at 315.946.616 to place an order, or send a fax to

a week. If an emergency arises, PBS will be glad to open in the middle of the night to serve a consumer or contractor. All customers have access to PBS via the web at pbsupplyco.com 24 hours a day, seven days a week.

In addition to our wholesale supply

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Meet...



Eric Crandall

We are pleased to welcome three new service technicians. Eric Crandall, Darrell Roedts and Mark Syron graduated from Business Analysis and Training Center's premier class, and each is starting a second career.

Eric, who lives in Clifton Springs with



Darrell Roedts

his wife Marcy and their daughter, studied civil engineering at Alfred State. Before beginning his studies at BATC, he was a design engineer for a trade show display company.

Darrell, who lives in Newark, worked at Halligan's Furniture before entering



Mark Syron

the HVAC industry.

Mark, who lives in Seneca Falls, worked for 26 years as a shift supervisor at ExxonMobil in Macedon. He holds an associates degree in plumbing technology from SUNY Delhi.

Halco Keeps Canandaigua Family Comfortable As Needs Expand



It all began in 1991 with the furnace (above) that Halco installed in the new home that Todd (pictured next column) and Beth Sloth and their two children



built in Canandaigua.

As the family's needs grew, so did the complexity of keeping the large house comfortable.

In 2002, the Sloths finished the room above their garage into a guest bedroom with an elegant bathroom that includes a spa.

Since the heat run was too long to adequately heat the new rooms, Halco installed a ductless dual (heating &

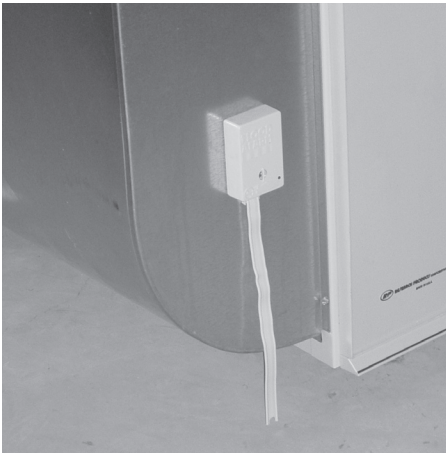


cooling) system in the room above the garage (pictured above), a gas fireplace, plus baseboard heat in the bathroom (both units pictured on page three).

The unheated garage below the new rooms put a real strain on the ductless system and the baseboard unit. So, Halco installed a Hot Dawg gas-fired

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Halco Offering Economical Flood Alarm



The economical flood alarm is battery-operated, so it can be installed anywhere

If you've ever had the sump pump stop working in the middle of the night, you know the damage the flooding can cause. "If only I had some warning," you lament.

Now you can have warning, and have it economically.

We are now offering the Rialco Flood Alarm. This compact, battery-operated unit screws to the wall, the sump pump shaft, a bathtub, wash tub, hot tub or any other place where flooding can occur in your home. It will also operate without being attached. You can just hook it on the edge of a tub.

The unit consists of a dual wire sensor that is installed near the floor. The wire is attached to a sensor that sends out both an audio and visual alarm.

Although water damage to your furniture is expensive and aggravating, damage to your furnace and water heater can be dangerous as well as expensive.

For this reason, all of our technicians carry these economical flood alarms on their trucks, and will install one near your furnace for \$49 when they service your furnace.

Because the furnace and water heater are so critical, the photo shows the



The flood alarm is attached to the cold air return on the left.

flood alarm attached to the cold air return of a furnace. If you would like additional alarms for other floors of your home, you can also buy them from our technician for \$49, plus tax.

The Rialco Flood Alarm carries a one year warranty. There is also a one year warranty on battery life, and an indicator signals low battery.

Hal Smith Addresses Design/Build Group

Speaking at the January meeting of the DBIA (Design/Build Institute of America) Upstate New York Chapter, Hal Smith made a strong case for bringing specialty contractors into a commercial building project early.

Hal stressed the need for relationships that lead to partnerships. He said that becoming the partner of choice, who is brought into the process early in a project, can add speed and value to a commercial project when compared to a traditional plan/spec approach.

Sloth Family

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heating unit in the garage (pictured on page four).

The dedicated heating units in the guest "wing" of the house lets the Sloths lower that heat when the room is not in use without compromising comfort in the rest of the house.



To handle the added hot water needs for the spa, we also installed a larger water heater in the basement.

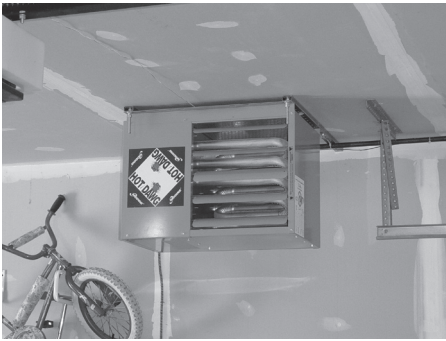
In between installations, the Sloths have had occasion to take advantage
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Noting that Halco offers optional, packaged M.E.P.S. (mechanical, electrical, plumbing and sprinkler) services, Hal explained how a single company can take complete responsibility for coordination between trades.

Besides making a Power Point presentation, Hal was also on a panel with an architect, an engineer and Kevin Bragg, president of Chrisantha Construction, a design/build general contractor with whom Halco often partners on commercial projects.

Sloth Family

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of our service. On a Christmas day, the sump pump malfunctioned and flooded the basement. Both the furnace and water heater shut off. One call to Halco, and the furnace and water heater were inspected and restarted before Christmas dinner time.

On another occasion, the heat exchanger in the furnace cracked. It was Sunday, so Todd called Hal Smith at home and asked him to get someone over before he had to "put his kids in the refrigerator to keep them warm." With a chuckle, Hal immediately dispatched a technician. Best of all for Todd, the equipment warranty covered the repair.

It's pretty obvious; the Toth family is sold on Halco.



865 County Road #6
Phelps, NY 14532

Return Service Requested



Supply Co.

Positively Better Service

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business, PBS also rents equipment. It is one of the largest equipment rental agencies in the area. Rental items include large equipment like skid steers, backhoes and a mini-excavator, and smaller items like power tools of all types and sizes.

PBS products are also used by school districts, municipalities, industrial plants, office buildings and others who have in-house maintenance staffs.

PBS offers...

- More than 100,000 HVAC, plumbing and electrical parts
- Brand name HVAC, plumbing and electrical equipment
- More than 30,000 office supply items
- More than 30,000 cleaning products
- More than 30,000 safety items
- Equipment rental for every job

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.pbsupply.com