

**The**



**Herald**

Summer 2005

## The Easiest Way To Year Round Comfort

Your furnace is taking its well deserved summer break, and you are probably glad to forget about it until next fall. The lower energy bills that come with the season are especially appreciated.

We share your concern about lower energy bills, but suggest that you not put your comfort system completely out of your mind. Summer is the time when we like to do annual cleanings and tune-ups. And, it results in cost savings to you.

Our service technicians have fewer equipment breakdown calls in summer, but we need to keep them productive. So, we reward you with lower rates for letting us perform your preventive maintenance in the summer.

Summer cleaning has more advantages than just economic. You don't want to be without heat during the winter while our tech works on your furnace. You also want the furnace to be ship shape when you need it so you don't experience any comfort disruptions.

Summer is also a good time to upgrade your heating and air conditioning system. It is a good time to have us install a high efficiency filter. We offer



pleated media and carbon filters.

For the ultimate in clean air, we can also install a UV (ultra-violet) air purifier that works in conjunction with your pleated media or carbon filter. The high efficiency filter keeps dust and dirt from being recirculated, while the UV kills bacteria and germs that might be in that dust.

### Budgeting

We offer a number of plans that can stretch your comfort dollar. One is our service agreement and the other is our popular pre-authorized payment plan.

Your furnace and air conditioning

system is cleaned and tuned as part of your service agreement. In addition, you receive priority service in the event of an emergency, and you may be eligible for substantial discounts on repairs, depending on the service agreement you chose.

The pre-authorized payment plan, introduced in 2002, has proven to be very popular. Under this plan, your bank automatically makes the payment you have authorized to our bank at set intervals. Pre-authorized payments can be set up in conjunction with your checking account, savings account or credit card.

Talk to your Halco representative or call our office for information on service agreements and our payment options, including our popular pre-authorized payment plan.



**Serving the Finger Lakes & Central New York Since 1984**

# Continuing Education For Our Staff Means Quality Service For You



Over the last four months, 31 of our technicians have given up their Saturdays to take a series of seminars that have led to a number of certifications. These certifications include the 30 hour OSHA training that leads to competent person certification, asbestos awareness, fork lift licensing and core training for the NCCER (National Center for Construction Education and Research) apprenticeship program.

The asbestos, forklift and OSHA courses were conducted by C.Y. Concepts under a grant from the New York State Safety Council. Hal Smith conducted the NCCER courses.

All of the training took place at PBS Supply.

Taking time from their training to pose for the photo above (names not coordinated with photo): **Blake Park, Brian Galbraith, Clinton Coon, Dan Blankenburg, Darrel Roedts, Dave Davenport, Dave Schott, Eric Crandall, Gary Parmelle, Greg White, Jake Clancey, Jarod DePauw, Jeremy Hall, Joe Smith, Joe Smith, John Mendzef, John Sanford, Kerry Klix, Mark Syron, Martin Williams, Michael Thayer, Phil Congdon, Rob Tweedie, Scott Pieters, Scottie Beaudette, Seth Smith, Troy Kelsey, Willy Grant and Hal Smith.** **Adrian Jones** and **Christian DeRue** were absent from the photo.

## Five Pass NATE Certifications



*Steve Beniamino*



*Paul Crowley*

We are pleased to announce that five Halco people recently became NATE certified or become certified in additional specialties.

Our goal is to have everyone certified in every specialty because NATE (North American Technician Excellence) certification is the heating and air conditioning industry's standard of excellence.

Our newly certified technicians are **Paul Crowley**, who passed the core and gas heat exams, and **Dan Darrow**, who passed the core and oil heat exam. **Hal Smith** added oil heat to his certification; **Dave Gill** added heat pumps and **Steve Beniamino** added air distribution.

With the successful completion of the air distribution exam, Steve became NATE Universal Certified. This means that Steve is certified in all specialties.

NATE certification is your assurance of quality service. This is why our technicians work so diligently to become certified.



*Dan Darrow*



*Dave Gill*



*Hal Smith*

## Congratulations New Parents

**Bruce Denmark's** and Beth Alenson's son Richard was born April 8 at Schuyler Hospital in Montour Falls. Richard weighed eight pounds, eight ounces. Bruce is a service technician.

# Thanks...



*Sandra Verstraete*

...to **Sandra Verstraete** for serving PBS Supply as course administrator for the Safety Council and NCCER courses described on the previous page.

Sandy brought to this task several years of experience as a training administrator. This was valuable to the successful completion of this training. There was a considerable amount of record keeping to assure that everyone received the proper certifications.

## Hal Smith Takes Building Analyst Training

**Hal Smith** has completed Building Analyst training, conducted by the Building Performance Institute (BPI).

The six-day course trained Hal in building science, and prepared him to consider the complete environment when designing the heating and air conditioning systems for a building.

The course, which was taught at Monroe BOCES II in Spencerport, included hands-on experience as well as lectures. Testing was conducted throughout the process.

## Farmington Woman Spells Allergy Relief H-A-L-C-O



*Carmella Bell can smile now that her new comfort system is keeping the allergens outside.*

**Carmella Bell** was satisfied heating her Farmington home with a wood stove and electric baseboard. But, she was one of those people who began suffering from allergies well into adulthood.

As the allergies got worse, her doctor advised her to convert her heating system to a furnace with high efficiency filtration. He wasn't too pleased with her constantly having to run up and down stairs to stoke the stove, which used 18 face cords of wood every year. So, this spring, Carmella called Halco to give her allergy relief.

We installed a high efficiency, Westinghouse, two-stage furnace; a Westinghouse air conditioner; Aprilaire high efficiency charcoal filter; and ultra violet air purifier. The system is controlled by a Robert Shaw programmable thermostat.

We also arranged for a new propane-fired water heater. That area of Farmington has no natural gas lines, so the new furnace is also propane-fired.

This was not an easy job of simply "changing-out" an old furnace. Since the house never had forced air heat, we had to fabricate and install new ductwork throughout.



*Carmella's new Westinghouse furnace with Aprilaire high efficiency, charcoal filter and UV light.*

Within days, however, Carmella noticed the difference in her indoor air quality. For those days in which neither heat nor air conditioning is needed, the system allows the fan to run continually, filtering air through the charcoal filter and UV light. This reduces allergies in the air for year round comfort.



*Looking at Carmella's furnace from the other side, the old wood burning stove can be seen in the background.*

# Buy A New Furnace Or A/C And We'll Help With Your Groceries



Upgrade to a new high efficiency furnace or air conditioner this summer and save twice. High efficiency means lower energy costs. But, to make it even more appealing, we will help you with your grocery bill.

When you buy a new furnace or air conditioner from Halco, we will give you a book of coupons. These are not the ordinary coupons that you clip from the Sunday paper; these are super coupons.

The book contains 100 coupons, each

worth \$10. This means that you can save \$1,000, and even more if you shop where they double the coupons.

The best part of this book is that you order the coupons you want. There is an extensive list of name brand groceries to choose from, and you order only the coupons you will use.

If you have been considering upgrading your comfort system this summer, talk to your Halco representative about how you can save on energy and on your grocery bills.

## 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](http://www.halcoheating.com)  
[www.halcoelectric.com](http://www.halcoelectric.com)  
[www.pbssupply.com](http://www.pbssupply.com)



865 County Road #6  
Phelps, NY 14532

**Return Service Requested**