

Winter 2008

## Chamber Honors Halco Twice



(L to R) Paul Smith, David Granger, Hal Smith, Tammy Smith, Brock Smith, Seth Smith, David Smith and Harold Smith.

**Halco** was presented with the Business of Distinction Award and Pass the Torch Award by the Phelps Chamber of Commerce. The awards were presented recently at the chamber's annual dinner.

Halco was cited as a Business of Distinction for its many contributions to the Phelps community. The company, which was established in 1984, now employs more than 100 people throughout the Finger Lakes region.

We were also cited for our building expansion and commitment

to training and education. Details about our building expansion and new technical school are inside this issue.

The Pass the Torch Award was presented to Halco as an outstanding example of family business ownership. The business, owned by Hal and Tammy Smith, employs Hal's father Harold, his brothers Paul and David, sons Seth and Brock, and Tammy's brother David Granger.

Halco has grown over the past 23 years to become one of the largest employers in Phelps. Our service area stretches from Rochester

to Utica and from Watertown to Binghamton, and Halco technicians live and work throughout this area. Besides installing and servicing home comfort systems, we also design and install comfort systems in many commercial and industrial buildings.



**SEVEN DAYS TIL NINE – WITH NO OVERTIME**



# School Is In Session

As part of our ongoing commitment to community workforce development, Halco has opened a technical school to provide training for displaced and underemployed workers.

The 40 hours/week course, which began January 3, uses the National Center for Construction Education and Research (NCCER) curriculum. Each eight-hour day of the 25 week course will be split into five hours of hands-on and three hours of classroom training.

The school, which is being conducted in cooperation with Monroe Community College, can train up to 25 students per semester. Fifteen students are enrolled for this first semester. Potential students from Ontario, Wayne, Seneca and Yates counties are referred by the Workforce

Investment Board and other agencies charged with retraining displaced and underemployed people.

Throughout the training, students will learn the essentials of heating, ventilation and air conditioning (HVAC); electrical; plumbing; and sprinklers. In the hands-on portion of the training, students will construct actual prefabricated assemblies that will be installed in company construction projects, rather than models that will be scrapped or disassembled for use by future classes.

After completion of the course, the students will be able to concentrate on the specific trade in which they want to further their training and will also be placed with an HVAC company in the area.

## Todd Martin Earns Air Balancing License & Certification

Project Manager Todd Martin recently completed a weeklong National Comfort Institute (NCI) course in air and water balancing. After successfully completing the course and subsequent examination, Todd earned the designation Licensed Balancing Professional with the National Balancing Council (NBC).



The 12 year Halco veteran has earned seven NATE (North American Technician Excellence) certifications (gas heat, oil heat, heat pumps, air conditioning, air distribution, gas hydronics and oil hydronics). He is also certified as a Building Analyst Professional by the Building Performance Institute (BPI).

## Energy Saving Tips

As energy costs continue to go up, we all need to be on the lookout for ways to conserve energy. Some energy saving measures, such as those listed below, are easy to implement:

- Be sure you keep doors to the outside closed. Kids can run in and out, leaving doors open. When they do, warm air escapes in winter and cool air escapes in summer.
- Replace your inefficient incandescent light bulbs with new high efficiency fluorescent bulbs. They provide as much light, or more, than incandescents at a fraction of the cost.
- Limit the time of your showers or turn off the water while soaping up.

Otherwise, you are wasting energy to heat water that is not benefitting you.

- Leaky faucets left to drip can increase your water bill significantly while wasting the world's finite supply of this precious commodity.

Other sources of wasted energy may be leaky windows and doors, insufficient insulation or an older less efficient furnace or water heater. These sources of energy loss can be identified with a comprehensive home audit by the Halco Home Energy Performance team.

Besides pinpointing sources of energy loss, our professionals may be able to help you correct the problem while saving you a considerable amount of money.

## Joe Hagen Our New Director Of Training



Joe Hagen has joined Halco as director of training. In the newly created position, he will manage our technical training center. Joe has 35 years of experience as a heating, ventilating, air conditioning and refrigeration technician, contractor, manager and teacher.

After attending BOCES in Flint, Joe began working with his father, who owned D&J Refrigeration Service in Newark. He later started his own business, Hagen Heating & Cooling, which he owned for 10 years before selling it to Halco.

Hal Smith notes that today's familiar Halco logo is a combination of the original Halco logo and the Hagen Heating & Cooling logo. Halco's original logo was a brown pipe wrench and Hagen's was an orange and blue thermostat.

After selling his company, Joe worked as a technician and trainer for Halco. He has also taught courses in air and water purification. Before rejoining Halco, Joe was a project manager for HMI Mechanical in Lyons.

Joe will train 15-25 displaced and underemployed workers at a time. The National Center for Construction Education & Research (NCCER) curriculum prepares students for entry level jobs in plumbing, heating and air conditioning.



# Building Expansion Nearly Complete



*New "T" shaped building footprint.*

The finishing touches are being added to the 12,000 square foot addition to our headquarters office and shop facility on County Road 6 in Phelps. The photos above show the new "T" shaped footprint. The original building faced only east and west.

The addition includes a two-bay mechanical and body shop where our mechanics can maintain our vehicles, including our trucks and motorized equipment. It will also house an expanded fabrication shop where we can pre-fabricate sheetmetal ductwork and other systems for transport to job sites. Like the mechanical shop, this shop will also have two drive-through bays where trucks can be loaded with the pre-fabricated ductwork and systems.

Moving the vehicle maintenance and pre-fab shops into the new building gave us space to build new offices for our growing staff of engineers and project managers, as well as department heads. members of our Home Energy



*View driving north on CR #6.*

Performance team and customer service representatives. A new conference room/ break room/briefing room was built, which also has staff lockers and a whole wall of employee mailboxes.

The former pre-fab shop has been converted to a large training facility. This is where the technical training center, introduced on the previous page, is housed. In addition to the latest audio/ visual teaching aids, this facility has working furnaces, boilers, water heaters and air conditioners that the students will use for hands-on troubleshooting and repair.

Another unique feature for a company involved in comfort and energy conservation is an alternative energy heating and cooling system for the expanded facility.

Housed in an adjacent building is a large boiler that can burn such fuels as wood chips, made primarily from old pallets, and old motor oil that our mechanics



*New conference/briefing room with lockers and mailboxes for everyone.*

drain from our vehicles. The shop will be air conditioned geothermally using water from the pond at the back of the property.

Besides providing our staff with comfortable quarters and sufficient shop space, we also plan to use it as an experimental facility for trying out potential new products that we can recommend to you when they become commercially available.

## Halco Holds Holiday Party At Establishment We Helped Renovate



It is always enjoyable for us to return to a building that our people made comfortable. Over the holiday season, we had just such an opportunity.

We held the company employee holiday party at Studebaker's in Lyons. We were



the mechanical contractor when the new owners recently renovated the building.

After the party, we can vouch for the fact that the food and service are as good as the comfort!

## 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 315.946.6676(FAX)
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](http://www.halcoheating.com)  
[www.halcoelectric.com](http://www.halcoelectric.com)  
[www.pbssupplyco.com](http://www.pbssupplyco.com)

# It's A Warm Winter For Clifton Springs Family



*The Fishers' new Carrier Infinity furnace with Aprilaire media filter and humidifier, and Little Giant condensate pump.*

After keeping their temperamental, dying furnace running with the proverbial "bailing wire and bubble gum" and lots of lubricating oil last winter, the Fisher family is really enjoying this winter. That's because they have a new Carrier furnace, installed by Halco.

Darolyn and Tim Fisher, who live in Clifton Springs with their two children and chocolate Labrador retriever, began shopping for a new furnace at the end of last summer. But, they were disappointed with most of the responses to their

requests for a proposal.

Halco was recommended by friends who were happy with our service. The Fishers then saw one of our lawn signs in front of a neighbor's home. The clincher, though, was that Paul Smith kept his appointments, brought a portfolio of jobs, and presented a very professional proposal.

Darolyn recounted the horror stories of her experiences with other contractors. Most didn't even return her calls. Others kept their initial appointment, but then disappeared. One e-mailed his proposal several weeks after visiting the Fishers. The worst, though, was the guy who refused to deal with Darolyn, insisting on dealing with her husband.

The Fishers selected us to install their new system in October, and we were able to complete the installation in a single day. So, when the cold weather hit, the Fisher family was able to enjoy the comfort of their new Carrier Infinity furnace. An Aprilaire media filter traps all the chocolate colored sheddings from the family dog, and an Aprilaire humidifier keeps the moisture level just right.

The furnace is high efficiency, which means that exhaust gases are cooler than they were in older, less efficient furnaces. When these gases cool, they condense, leaving water that has to be



*Darolyn Fisher adjusts the humidity control, which is just above the programmable thermostat.*

directed away from the furnace. Rather than depending solely on gravity, we installed a condensate pump (the white and black box at the base of the furnace) to carry the condensate away faster.

We also mounted the humidity control upstairs, just above the programmable thermostat. The more traditional mounting place is on the ductwork right near the humidifier. The upstairs mounting position makes it much easier to change humidity levels as the outside temperature changes.

This may have been the Fishers' first experience with Halco, but it will not be the last. Darolyn says that the technicians' courtesy, neatness and professionalism, combined with Paul's professionalism, leaves no doubt in her mind that they will be repeat customers.



865 County Road 6  
Phelps, New York 14532



**Energy Saving Tips**

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