



Spring 2008

Halco Has Best Trained Staff In US

Halco was honored with the 2008 excellence in training award at the Air Conditioning Contractors of America's (ACCA) annual conference in Colorado. This means that we have the best training program in the nation!

The national award recognizes our commitment to training all of our more than 100 employees. The award also cites us for going above and beyond by offering training to displaced and underemployed workers from throughout the Finger Lakes.

Halco employees receive extensive training and certification through nationally recognized training organizations, including NATE (North American Technician Excellence), NCCER (National Center for Construction Education & Research) and BPI (Building Performance Institute).

Most Halco technicians are NATE certified, qualifying the company to be a NATE Quality Circle Contractor. Many technicians have been certified in multiple specialties and four hold all seven spe-



cialty certifications.

The citation notes our involvement with the development of the community workforce. It also mentions our in-house technical school, which opened in January. After completing the 25-week course, taught in cooperation with Monroe Community College (MCC), the students will be placed with area heating, ventilation and air conditioning (HVAC) companies.

It was also noted at the presentation that Hal Smith is vice-chairman of the Finger Lakes Workforce Investment Board and chairs the planning board that conducts "Finger Lakes Works With Their Hands". This annual one-day event at the Empire Farm Days site in Seneca Falls introduces job

opportunities in the skilled trades to more than 500 area high school students.

Four nights a week and on Saturday, we provide nationally recognized NCCER trade apprenticeship courses, also in cooperation with MCC. Taught in two 15-week semesters per year, these training courses provide instruction in the HVAC, sheetmetal, plumbing and electrical crafts, construction essentials and the OSHA 30-hour safety course.

Last year, Halco was runner-up for the excellence in training award. While we were honored to be a finalist last year, winning the training award this year reinforces to our customers and the community the significance of Halco's dedication to training.



SEVEN DAYS TIL NINE – WITH NO OVERTIME

Expansion Completed, Open House Held



The 12,000 square foot expansion of our building is complete. Our mechanics have moved into their shop. Production has begun in the fabrication shop, even though we are waiting for the delivery of new equipment. Also, the school is underway in the new building.

On Wednesday, February 27, we officially opened the facility with an open house for those who made it all possible, including the subcontractors who worked with us to build the facility, bankers, other financing officials, local government officials, and members of the referral agencies for our school.

The open house was an informal noontime function with facility tours, information packets and lunch.

We are proud of where we have come, and wanted to show it off to those who made it possible.

We thank you, too, for your role in making this facility possible through your confidence in our work. As you can see from all the articles in this issue, we strive every day to earn your trust and confidence by sending the best trained, best equipped technicians out into the field.



Photo Captions

(Top To Bottom)

With the special "sandbox" for teaching laser assistance for pitching drain pipe in the foreground, a group begins their tour.

In the fabrication shop, Hal Smith shows a tour group how a machine operates.

The tour ended in the classroom where Hal explained all the hands-on equipment.

Attendees and employees line up for lunch in the classroom.

Lunch gave attendees an opportunity to network with each other and with Halco people, as well as to watch a video on the company's services as well as its training and educational programs.

Ontario County Helps With The New Building

While we are thanking those who made our new facility possible, we would like to thank the Ontario County economic development agency for the confidence it showed in our company and our project.

The agency provided us with a \$200,000, low-interest, 10-year loan from its revolving loan fund. The money from the loan will be used, primarily, to buy more modern fabricating equipment for the shop.

The new equipment will be used to build pre-fabricated plumbing, heating and air conditioning systems, which will then be trucked to the job site and installed.

Most of these custom-built systems will be installed in commercial buildings, and will result in the creation of 10 new jobs in the first three years.

The equipment includes the latest machinery for bending and cutting sheetmetal, for cutting and welding pipes and for such operations as fabricating distribution manifolds for steam and hot water heating systems.

Pre-fabricating systems in the shop, which we have been doing on a lesser scale for years, increases the precision with which the systems are built. It also allows us to install in inclement weather since we do not have to do the fabricating work outdoors. The units can just be taken inside and installed as a single piece.

Michael Manikowski, director of the county economic development agency was quoted as saying that Halco is an innovative company that uses new ways to bring their products to customers.

New School In Full Swing

Our new school's first semester is well underway. The left photo below shows students cutting sheetmetal for use in ductwork and the right photo shows a student building a manifold for a hot water system.

The students spend five hours a day doing hands-on work like that pictured and three hours in the classroom learning heating and air conditioning theory.

Currently, there are 20 students enrolled. The class includes men and women ranging in age from those in their 20s to some who are more mature. This means they bring to the school and our industry a wide range of life experiences.



Halco Named WIB Business Of The Month

The Finger Lakes Workforce Investment Board (FL WIB) honored Halco as the February "Business of the Month". The award cites us for our contribution to the local economy and strong workforce.

Karen Springmeier, executive director of the FL WIB, presented the award to Hal and Tammy Smith at the February 27 open house for



(L to R) WIB Executive Director Karen Springmeier presents the agency's Business of the Month award to Hal and Tammy Smith.

the new technical school and expanded shop.

We are very involved in the development of the local workforce and maintain an ongoing effort to increase the number of trained service professionals. Hal Smith is a long time member of the FL WIB board

of directors and currently serves as vice chair. He also chairs the planning board that conducts the annual "Finger Lakes Works with Their Hands" trade show, which introduces the skilled trades to more than 500 area high school students each year.



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	

Tammy Smith Elected To Women In HVAC Board Of Directors

Tammy Smith, co-founder of Halco Plumbing, Heating & Air Conditioning in Phelps, has been elected to the board of directors of Women in HVACR.

Women in HVACR is an educational, mentoring and fellowship organization for the growing number of women in the heating, ventilation, air conditioning and refrigeration industry.



In 1984, Tammy and Hal established Halco as a small residential plumbing and heating contractor. Now, with more than 100 employees, Halco is the largest plumbing, heating and air conditioning contractor in the Finger Lakes. Tammy Smith is vice president of Halco and president of PBS Supply, a wholesale supply company in

Lyons that is owned by the Smiths.

Halco Makes Newcomers Comfortable



Kelly and Greg relax in their comfortable new Geneva home.

When they moved from Boston to Geneva last year, little did Greg Woodworth and Kelly Coughlin think that Halco would be one of the first service companies they met. However, a cracked igniter base shut down the furnace. This caused pipes to freeze. They discovered this upon their arrival from Boston and called us because of our local numbers in the Yellow Pages.

Greg and Kelly were impressed with our promptness, appearance and quality of service when we repaired the furnace and the frozen pipes. So, they again called us when they decided to replace the 18 year old furnace and take advantage of the NYSERDA rebate program. It was a good thing they made their decision when they did because the heat exchanger was cracked, and this could have created a dangerous environment.

Since the house was built in 1931 and an addition was built in the 1980s, Greg and



The new Gibson furnace with Aprilaire media filter, Aprilaire humidifier and Little Giant condensate pump.

Kelly asked our team to perform a Home Performance Analysis. We found that the older part of the house had very little insulation, but the windows had been replaced within the last 10 years.

We increased their comfort by installing a new high efficiency Gibson furnace with Aprilaire pleated media filter and humidifier. We also installed a chimney liner to more efficiently exhaust the water heater fumes since the new furnace exhausts out the wall.

To maximize comfort, we insulated the walls, the crawl space under the addition, and the space between the house and basement, with Air-Krete spray foam insulation.

Finally, we cleaned and sealed the ducts since the previous owner had pets.

Greg and Kelly have now retained us to help them update their bathrooms.

Greg and Kelly, who own Stony Brook



We applied the green Air-Krete insulation. The pink underfloor insulation was already in place.

Cookie Company, moved their company, as well as themselves, to Geneva to set up shop in the Cornell Technology Farm, where they can take advantage of our local ingredients and financial incentives.

Stony Brook sells its gift boxes, gift baskets, business gifts and premiums online at www.stonybrookcookie.com.

Greg and Kelly are familiar with the area because they both went to Cornell. Now Kelly is spending half her time in Geneva working at the bakery and the other half in Boston finishing up projects for her former employer. She was water quality manager for the water authority that supplies Boston and eastern Massachusetts.

Greg and Kelly summed up their Halco experience as, "a pleasant experience" and they are enjoying the new found comfort in their Geneva home.



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**Growing To Serve
You Better**

