



Winter 2008

## Halco One Of Rochester's Top 100!

**Halco** is among the top 100 fastest growing privately held companies in the Rochester area. This was the first year that we qualified, and we were number 93. (Wegman's was number 84, down from 73, after 22 years on the list.)

We consider this a great accomplishment, and look to moving up the list in forthcoming years.

The survey is conducted by the Rochester Business Alliance (their Chamber of Commerce) and the qualifications are audited by KPMG.

To qualify, a company has to show significant sales gains over the past three years. Since only privately held companies are eligible,

a national accounting firm audited the numbers since private companies do not typically release sales and earnings.



Hal and Tammy Smith were cited at a luncheon at the Rochester Riverside Convention Center. Hal's picture was in the Rochester Democrat & Chronicle Sunday, November 2. He was also quoted in two separate articles. When asked about the benefits of doing business here, Hal credited the Finger Lakes Workforce Invest-

ment Board and the employee training help they have provided. When asked about pressing business concerns, he cited high, stretched out receivables.

Hal and Tammy also thank you, our customers, for your confidence in us and our service. They also thank our employees for their skill, training and attitude that makes you want to do business with us.

Hal notes that the company makes all kinds of training opportunities available to our employees, but they have to set aside the time for training. Much of this training is on the employee's own time, so we also thank their families for their understanding and patience.

We look forward to continuing to grow in the year to come.



BPI Accredited Home Performance contractors use diagnostic testing to make your home healthier, safer and more energy efficient.



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

## Halco Expands Commercial Maintenance

We are pleased to announce the expansion of our commercial heating and air conditioning maintenance service.

Many of our residential customers also own businesses, so we are taking this opportunity to remind you that we guarantee the same high quality service to commercial property owners as we have been providing to our residential and mechanical customers since 1984.

Our commercial maintenance is not limited to a particular type of equipment. We will work on all commercial furnaces, boilers, radiant heat, geothermal systems, heat pumps, ground level air conditioners and roof mounted units.

We are actively promoting this expanded service to all businesses in the Finger Lakes, Central New York and the Southern Tier.

If you own commercial property, we would like to talk to you. If you know of a commercial property owner looking to change HVAC contractors, we would appreciate the referral.

For more information on our new commercial HVAC maintenance service, please call our office.



## Score Program Measures Your Act



Many factors influence the flow of heat from your furnace to your registers. Until now, we have relied solely on manufacturers' equipment ratings to determine comfort system efficiency. Now, the National Comfort Institute (NCI) has developed a program and instrumentation that allows our technicians to measure efficiency at any point in the system.

After NCI trained Hal Smith, Paul Smith and Heidi Westfall to use the SCORE (Seasonal Calculated Operational Running Efficiency) program, they came back and taught it to all of our technicians. The photos above show Hal using PowerPoint to demonstrate the program to more than 60 technicians at a Saturday morning training in early November.

Now this technology will be part of every Comprehensive Home Energy Analysis.

### Where's The Heat?

It's a fact: Many furnaces that are rated for more than 90 percent efficiency are only delivering 60 percent or less of that heat to your rooms. There are a number of places where it can be going. Some of the reasons for this inefficiency include:

- Dissipation through oversized ductwork or airflow restriction through undersized ductwork
- Incorrectly sized furnace
- Return air restrictions through high efficiency furnace
- Fan belt slippage
- Air escaping through unsealed ducts

The SCORE program lets us determine exactly where you are losing heat and wasting energy.



### What We Find

Incorrect duct or furnace sizing are two of the most common causes of reduced efficiency. In many cases, the ductwork was sized for a less efficient furnace. When that old furnace is replaced with a high efficiency furnace, the ductwork is too restrictive.

Our Home Energy Performance professionals have found much ductwork that is not sealed where the sections are connected. As a result, air can leak out of the joints. On new installations, ductwork has to be sealed.

While they are great for filtering dirt from the air, some high efficiency filters represent another point of constriction.

The heating and air conditioning contractor's conventional wisdom would be to install a new, same size furnace. Not Halco. Our Home Energy Performance professionals first check for air leakage around and through windows, doors and uninsulated walls.

Most of the time, tightening the building to minimize leakage will make the BTUs coming out of the registers more comfortable. Tightening the house will also save energy and reduces your heating bills. If a new furnace is needed, it can be smaller and more efficient.

Besides reducing your heating bills, you may qualify for one of the incentive programs to do the renovations. These include a 10 percent rebate or low interest loan up to \$30,000 for everyone and \$5,000 matching grant for those who income eligible.



# ual Heating Efficiency

## How SCORE Works

Todd Martin, who completed NCI training last year, demonstrates how we conduct a SCORE test.



Todd is measuring the temperature as it leaves the furnace in the top photo. This demonstration is being done using a commercial furnace that heats our building.

He then goes indoors and measures the temperature of the air coming out of a register in the bottom photo. The data is downloaded into a laptop which converts temperature to BTUs and determines heat loss and percentage of efficiency.



Here, Todd is checking for belt slippage. He has attached a piece of reflective tape to the fan pulley and the strobe light and instrument gauge tell him whether the pulley is turning at the correct speed. If it is turning slower than it should, it indicates that the belt is slipping.

# Halco Major Contributor To Concession Stand In Local Park



Recently, public officials and the Phelps Chamber of Commerce gathered on a rainy afternoon to dedicate a new concession stand in Redfield Park in the Village of Phelps.

The chamber helped plan the stand and coordinated the donation of products and services to build it. Halco was one of the first in line to donate plumbing and heating services and products. We are in the list of Platinum Supporters at the top of the rock thanking all who helped.

Hal Smith, who is president of the Phelps Chamber of Commerce, notes that the new concession stand is equipped with a full kitchen and bathrooms and is available for rent to community and private organizations.

## Need Tools? Call



When you have that once-in-a-lifetime do-it-yourself project, don't buy the specialized tools that you'll never use again. Contact PBS Supply in Lyons for hand or power tools.

From nail pullers to back hoes, our affiliated PBS Supply is your tool rental headquarters. Best of all, you can expect the same great service and support that you receive at Halco.

Call 315.946.6161 or visit [www.pbssupplyco.com](http://www.pbssupplyco.com) for a complete list of the tools we have available.



## 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: <a href="http://www.halcoheating.com">www.halcoheating.com</a>	
<a href="http://www.halcomeps.com">www.halcomeps.com</a>	
<a href="http://www.pbssupplyco.com">www.pbssupplyco.com</a>	



# Cortland Home Owners Save With Home Performance With ENERGY STAR®

Soon after Ben, Kirsten, Samuel and Elise Wagner moved into their 1920s Cortland home in January, their pipes froze. Since this was their first home, they picked a plumber out of the phone book. Fortunately for them and us, that was Halco.

Last winter, the house was drafty and the heating bills high, prompting the Wagners to look for ways to reduce energy bills while increasing their comfort. That's when a Halco newsletter arrived explaining our Home Energy Performance Team's home energy performance analysis.

Kirsten called Halco and Tom McCarthy, our guy in the southern tier, responded. Tom recommended a comprehensive energy analysis.

During that analysis, our Home Energy Performance team found that there



*(Above) The Wagner family – Samuel, Kirsten, Ben and Elise.*

was no insulation in the ceilings. So, we recommended blowing cellulose insulation into the attic. Since the old furnace's days were numbered, we also recommended a new high efficiency furnace.

With a grant from the state paying half, it made sense for Kirsten and Ben to have the furnace replaced now. Since the grant is a matching grant, Tom helped the Wagners apply for a low interest

loan under the ENERGY STAR program to cover the rest of the cost.

They now have cellulose insulation in the attic to keep heat from rising right out of the house, and they have a new Westinghouse high efficiency furnace in the basement. We also installed new, sealed ductwork. For added comfort, the Wagners also opted for an Aprilaire

high efficiency, pleated media filter and Aprilaire humidifier.

Kirsten and Ben appreciated Tom's attentive service. They also were impressed with the installation crew's good work, courtesy, professionalism and minimal disruption of the young family's routine. Both agreed that they would use Halco again and recommend us to their friends.



865 County Road 6  
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**Growing To Serve  
You Better**

