

THE HERALD



HALCO

Since 1984

Fall 2009

Energy Savings Start With A Home Energy Performance Assessment

Start Now...

...to save energy this winter. The reason you need to start now is because you probably do not know just where you are losing energy. That's why a comprehensive Home Energy Performance assessment by Halco is the first step. Our professionals use high-tech instruments and sophisticated software to pinpoint just where you are wasting energy.

You never know where energy is being wasted. It could be from insufficient insulation, leaky windows and doors, unsealed or incorrectly sized ductwork, or an inefficient furnace. Our professionals will identify areas

that need attention and make energy saving recommendations that will pay for themselves, with help from incentives, subsidies, low interest loans and federal tax credits. This assistance is available only if you use a BPI (Business Performance Institute) accredited contractor like Halco and that we install ENERGY STAR® products.

NYSERDA Incentives. You can qualify for incentives, including 10% cash back or low interest financing. Income qualified homeowners may also be eligible for a matching subsidy of up to \$5,000.

Utility Incentives. If New York State Electric & Gas (NYSEG), Rochester Gas & Electric (RG&E) or National Grid is your gas provider, you may qualify for a \$500 - \$1,500 rebate for having us install a new high efficiency furnace, a high efficiency boiler and/or an indirect hot water heater.

Federal Tax Credit. You can still take advantage of the federal tax credit of up to \$1,500 for replacing your old furnace, boiler, heat pump or air conditioner with a new high efficiency model. This credit may be taken regardless of whether you qualify for any other incentives.

Geothermal Tax Credit. If you install a geothermal system, powered by a ground source heat pump, you will get a federal tax credit of 30 per cent of your total investment.

A typical ground source system may cost \$40,000. Under this program, you will be able to take a \$12,000 federal tax credit on your 2009 return.

Call for your comprehensive home performance assessment and take advantage of these incentives.



Renewable Energy Systems
Design & Installation

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



ACCREDITED
CONTRACTOR

SEVEN DAYS TIL NINE - WITH NO OVERTIME

More Than 30 Techs Earn NCI CO Certification

Recently, 31 Halco service and installation technicians spent two full days in an intensive school to help them better protect you and your family.

These team members learned how to detect the deadly, odorless carbon monoxide (CO) gas. They also learned how to properly adjust combustion efficiency to eliminate CO while also saving fuel. Upon completion of the course, each person received a certificate attesting to his knowledge of the subject.

The course, taught by nationally renowned instructor Jim Davis, was based on curriculum from the National Comfort Institute (NCI). With so many students, Jim brought the course to Halco instead of making everyone go to an off-site location.

The cost was covered by a grant from Finger Lakes WIRED (Workforce Innovation in Regional Economic Development). Finger Lakes WIRED is a service of the Finger Lakes Workforce Investment Board.

These Halco team members completing the course:

- | | |
|------------------|-------------------|
| • Joshua Avery | • Gary Love |
| • Joel Baker | • Robert Mansell |
| • Patrick Caward | • Todd Martin |
| • Shad Cook | • Thom Mayo |
| • Clinton Coon | • Daniel McConnon |
| • Jason Crawford | • Thomas McCarthy |
| • Paul Crowley | • Chris Payne |
| • James DeJonge | • David Rodriguez |
| • Thomas Dygert | • Matt Slimskey |
| • Peter Faas | • David Smith |
| • Luke Gurnaer | • Hal Smith |
| • John Halter | • Seth Smith |
| • Justin Hayes | • Bill Szabo |
| • Stephen Hegel | • Robert Tweedie |
| • Ed Jansen | |
| • Bob Kier | |
| • Donald Leslie | |

Introducing The Techs Of Tomorrow



Each fall, Finger Lakes area high school students visit the site of Empire Farm Days, south of Seneca Falls, for an introduction to the skilled trades. Called Finger Lakes Works With Its Hands, companies like Halco set up displays to introduce the students to some of the skills needed, job opportunities that await them, and to talk with people working in that field.

Halco President Hal Smith chairs the event for the Finger Lakes Workforce Investment Board and Halco always has



a major display. This year, we set up our new outdoor display (see next page), and it was a good thing. The weather did not cooperate. The students, however, had a good time and learned a lot.

In the photos above, students use torches to braze (left) and to cut metal. They also watched conduit bending and insulation demonstrations.

This is an important annual event in which we are proud to participate. The students who visit our display may be visiting your home in the future as a member of the Halco team.

Halco Helps ACCA Service Furnaces Free For Needy Families

On September 15, the Air Conditioning Contractors of America (ACCA) Upstate NY Chapter held its annual Heat the Country day.

Member companies and their technicians cleaned, inspected and, if necessary, repaired or replaced furnaces at no charge for needy families who were recommended by the Red Cross.



Following a kick-off breakfast at the Blue Ribbon restaurant in Phelps, and a thank you from Lynn Tyler, executive director of the American Red Cross in the Finger Lakes, 12

Halco techs and seven students serviced 21 furnaces. This totaled more than \$4,000 in labor and materials at no cost to the recipient families.

Halco Adds Renewable Energy Manager

Melissa Kemp has joined Halco as manager of the newly formed Renewable Energy division. She is responsible for sales, design and installation management of solar electric and heating, geothermal, wind power and biofuel heating systems.



Before joining Halco, Melissa was a senior

installer and designer with a solar energy design/build company in Ithaca. Before that, she worked for Public Citizen, a non-government organization that promotes renewable energy.

Melissa, who lives in Geneva, graduated from Princeton University with a Bachelor of Science degree in molecular biology with a physics minor.

Halco Takes Its Story On The Road



People are used to seeing our familiar white trucks with bright orange and blue lettering on the highways and byways of the Finger Lakes. Now, you will see those familiar colors at fairs, festivals and home shows all around the Finger Lakes.

Halco has expanded the scope of our services as well as our size, and we want to share the Halco story with you.

We have built two displays, which are pictured above. The big picture on the right is the "indoor" display as it was set up at the New York State Fair in Syracuse. The top picture is the "outdoor" display at Finger Lakes Works With Its Hands and the bottom picture is the outdoor display at an R/V and outdoor sports show in Bath, New York.

The indoor display is 20 feet wide by 10 feet high by 10 feet deep. The orange side pictorially tells how we conduct a Home Energy Performance Assessment, as well as reminding viewers of the residential plumbing, heating, air conditioning, electrical, insulation and water conditioning work we do. The blue side uses pictures to tell the story of our growth into various types of renewable energy like solar electric and heat, geothermal, wind, biofuels combined heat and power cogeneration, and dual fuel hybrid systems.

The outside display, included the indoor display plus a second identical display unit. These are set up parallel, 30 feet apart, under a roof.

The second display panel promotes our commercial services, including MEPS (mechanical, electrical, plumbing and sprinklers), commercial plumbing, heating, air conditioning and sprinkler installation and service, our 3-D CADD design capabilities, excavation services, our training center, energy services and performance contracting to save commercial customers energy, renewable energy, fabrication, equipment and tool rental, and LEED certified buildings.

A large trailer carrying display furnaces, air conditioners, water heaters, and a Free Watt combined heat and power cogeneration unit is part of the outdoor display. This equipment is also in the booth for indoor displays. There are also demonstrations and plenty of literature.

The next time you visit a local fair, festival or home show, look for us. You can't miss us. At fairs and festivals, look for the big blue and orange roof. Inside, look for the big blue and orange back panel. We look forward to seeing you.

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

Historic B&B – Modern, Green Comfort System



The old, inefficient heating system was this hybrid (above left) that burned both wood and fuel oil. It was replaced with this water-to-air ground-source heat pump (right) which passes water over a heat exchanger to heat the air that warms the house. The picture above shows the QT pump control that controls the loops consisting of six supply lines and six return lines – pipes that run underground below the frost line to absorb or dissipate heat.



Built in 1850, the house on Thomas Road in Ithaca has been in Edie Schneider's family for six generations. Edie, her husband Glen and their two children moved into the house in 1980 after it had been a rental.

The Schneiders gutted the house and completely renovated it, including an addition for Edie's parents. While staying at home to care for children and parents, Edie got the idea of opening a bed and breakfast.

The Schneiders opened Thomas Farms Bed and Breakfast in 1988 first with three guest rooms and now with five since the kids moved out.

An old hybrid wood and fuel oil furnace heated the house since there is no natural gas service. Guests recommended that the Schneiders go green and have a geothermal system installed.

They contacted Halco and three or four contractors. They selected Halco because they were pleased with other heating and

cooling work we had done for them.

It took two weeks for our team to insulate the house and install a geothermal system. Glen was impressed with the speed and efficiency, as well as the confidence our 8-12 people instilled in him and his family.

The Schneiders are pleased with their new geothermal system, as well as the energy and money it will save. It is also a great conversation starter with guests at the breakfast table.



The left photo shows the Schneideer property before we began installing the geothermal system. The center photo shows the excavation work to bury the tubing and the photo on the right is a finish photo before the grass has had an opportunity to regrow.



865 County Road 6 • Phelps, New York 14532

Growing To Serve You Better



Renewable Energy Systems Design & Installation



Solar Electric/Solar Heat/Wind Renewable Energy Now From HALCO

- Our staff has installed more than 30 solar electric systems.
- Our staff is a NYSERDA (New York State Energy Research & Development Authority) Authorized Installer.
- Solar heat is more affordable than you think.
- As a valued HALCO customer, we are offering you 50% off a home site evaluation and project proposal to determine if your home can be converted to solar or wind. That's a \$125 saving.

To find out more about how you can save money and the environment, call your local HALCO office or 800-533-3367. Or visit www.halcoheating.com/renewable_energy.



Renewable Energy Systems
865 County Road 6
Phelps, New York 14532



Renewable Energy Systems
Design & Installation

**IMPORTANT!!!
NEWSLETTER INSIDE**

Get Paid To Upgrade In '09

Your Utility Will Pay You When You Upgrade

Take advantage of your utility's (NYSEG, RG&E, National Grid) new rebate program. Upgrade to a high efficiency furnace, high efficiency boiler or an indirect water heater and receive \$500 to \$1,500 (depending on the utility).

NY State Will Pay You When You Upgrade

You may qualify for up a \$5,000 grant in matching funds if you are income-eligible. You are also eligible for low interest financing or a 10% rebate from New York State when you have qualifying energy saving upgrades done by a BPI accredited contractor. Call us to find out how.

Uncle Sam Will Pay You When You Upgrade

The federal stimulus package provides a federal tax credit of up to \$1,500 for replacing your old furnace, boiler, heat pump or air conditioner with a new, high efficiency model. This tax credit is available to everyone, and it can be taken even if you receive other Home Energy Performance incentives. If you upgrade to a ground source heat pump geothermal system, you are eligible for a federal tax credit of up to 30% of the total cost of the system.

It all begins with the Most Complete Comprehensive Whole House Performance Assessment available today!

Using the most sophisticated diagnostic testing equipment and software, we will evaluate your insulation, heating/cooling system, indoor air quality, windows and doors, lighting and appliances, and make energy saving recommendations that will pay for themselves. We recommend the most energy efficient ENERGY STAR® appliances and equipment to solve your comfort problems.

You've been paying into these programs for years through your utility bills. Now's the time to get your money back. Call today to schedule your Comprehensive Whole House Performance Assessment!

Call 800-533-3367 Today



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Home Performance with ENERGY STAR® can help you lower your energy bills and make your home safer and more comfortable.