

THE



HERALD

Comfort today. Energy for tomorrow.

Since 1984

Spring 2010



Icicles – A Sure Sign You're WASTING Expensive Energy!



See page 2 for details on how your home can be icicle-free, save you energy money, and earn you incentives and tax credits.



Only contractors accredited by the Building Performance Institute (BPI) can offer the Home Performance with ENERGY STAR® Program.



SEVEN DAYS TIL NINE – WITH NO OVERTIME

How To Eliminate Icicles From Your Home

If icicles hung from your eaves in the winter, your house could be a contestant on "The Biggest Energy Loser."

We can get to the heart of the problem with a Comprehensive Home Assessment. The best part is that our recommendations will pay for themselves through the Home Performance with ENERGY STAR® Program. You may qualify for incentives, subsidies or low interest loans, as well as federal tax credits. This assistance is available only if you use a BPI accredited contractor like Halco and we install ENERGY STAR® products.

We start with a "physical" to see how sick your house is. If warranted, we will recommend a Comprehensive Home Assessment using high-tech instruments and sophisticated software to pinpoint just where you are wasting energy.

Your wasted energy could be an inefficient or oversized furnace. It could also be insufficient or improperly installed insulation; a leaky basement, attic, windows or doors; or leaky or incorrectly sized ductwork.

We will provide a report that shows improvement options and your energy savings. This removes the guesswork so you can make informed decisions.

Our professionals also go a step beyond and help you with the paperwork necessary to take maximum advantage of the various incentive programs.

Don't wait until next winter when icicles form again to take action. Call now to schedule a free inspection so you can have us fix the problem while the financial assistance programs are still in effect.

Halco Named Best HVAC Contractor In The Northeast To Work For

Halco has been recognized as the best HVAC (heating, ventilation and air conditioning) employer in the northeast. The recognition was bestowed on us by Air Conditioning, Heating & Refrigeration News, a prominent national trade publication.



Plaque from ACHR News with the story on Halco's work environment.

The ACHR News wrote of Halco, "At Halco Heating and Air Conditioning, Phelps, N.Y., employees can advance quickly thanks to ample education." The article goes on to note that each employee has a career path, and it details all of the training opportunities we offer our employees. For many, this training has led to one or more NATE certifications. Employees have also received building performance training and certification from the Building Performance Institute, and are able to implement the Home Performance with ENERGY STAR® Program. Some have also earned National Comfort Institute (NCI) training and certification in air flow and combustion problem diagnostics.

The article cites Halco's extensive in-house training program, noting that our 115 employees have had an average of 41 hours of training over the last 12 months. It also discusses the New York State apprenticeship program for Halco employees and the company's training

center for displaced and underemployed workers. That program is conducted in partnership with Monroe Community College.

Reporters for the News spoke to several employees, including two (Dan McConnon and Heidi Westfall) who joined Halco while still in high school and now hold management positions. Each employee interviewed credited Hal and Tammy Smith with creating a "family" atmosphere among employees.

Hal and Tammy are especially pleased with this award because employees nominated the company. You will be pleased, too, with the professional service you receive from a technician who is happy in his workplace.

Ten Earn NCI Certification

The ten people pictured here recently completed three days of training and passed an exam to become certified by the National Comfort Institute. They learned how to balance air flow and distribution of BTUs to be

sure that the heat you pay for is getting to the areas of your home where it is needed. This knowledge will help them as they perform Home Performance with ENERGY STAR® Program services.



Clinton Coon



Paul Crowley



Peter Faas



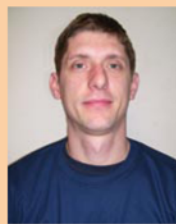
Vincent Graham



Joe Hagen



Steve Hegel



Thom Mayo



Dan McConnon



Matt Slimsky



Seth Smith

Halco Insulates Century Old Home



When a Halco technician visited Bonnie Doell's home in Palmrya to perform the annual planned maintenance on her furnace last fall, he told Bonnie about the

Home Performance with ENERGY STAR® Program. He noted that there would be no charge for an initial consultation to see if a Comprehensive Home Assessment could save her energy..

The assessment showed that Bonnie was using much more energy than she needed. After all, her farmhouse was built in 1830 at a time when saving energy was not on everyone's mind.

The Comprehensive Home Assessment showed that Bonnie's furnace was fine. We had replaced it only a few years ago. However, insulation was needed throughout and the ducts needed upgrading and sealing. Although one of the doors has been replaced recently, insulation was needed in the area around the door frame.

Bonnie had us spray Airkrete non-expanding

foam insulation into the outside walls, Demilec expanding foam insulation around the rim joists in the basement, and cellulose in the attic.

We also sprayed insulation into the space on top of the windows, adjusted the doors and sprayed insulation around the door frames and weatherstripped where needed.

The furnace ducts were leaking air through their joints, which were sealed only with duct tape. We installed new high efficiency duct sealing material.

In addition, we replaced Bonnie's dryer vent with a new metal vent and we filled spaces in the closets with insulation.

With the thermostat set at 69°, Bonnie had to close the register in her bedroom, and even had to open the window one night. Her granddaughter, who had always been cold, has commented on how warm it is in her room. All the floors are warmer, too.

In January, 2010, Bonnie used 199 Therms of energy, down from 245 in 2009. She says that even the basement is warm, and one second floor bedroom with no heating outlet is now warm.

Under the Home Performance with

ENERGY STAR® Program, Bonnie qualified for the maximum amount of the state's matching subsidy – \$5,000. She will also be able to take a tax credit on her 2010 tax return.

Halco people were always, "Nice, dependable, and clean-up was exceptional." Bonnie says that Bill Szabo was always prompt and always left plenty of energy saving ideas for her to use at her discretion.



Hal Smith Shares Halco's Green Initiatives With National Organization

We have a resource in this area that the whole comfort industry is looking at. It's us! Halco! We are light years ahead of the industry in the field of home performance.



development seminar in February. Hal discussed Halco's diversification. He explained how the high quality work that Halco has become famous for over the past quarter century continues with the new technology.

The story above describes how Halco helped Bonnie Doell participate in the Home Performance with ENERGY STAR® Program and save nearly 20 percent in the first month. That and many more like it has led organizations like the Comfort Institute to look to Halco for help in training their members to offer the same energy saving help to families in their areas.

The Comfort Institute invited Halco President Hal Smith to address the organization's national meeting and professional

If the heating and air conditioning industry looks to Halco as the leaders in home energy performance, so should you. Besides having the people to determine where your house is wasting energy and to make the repairs, we also have the people who can help you take advantage of the New York State incentives, low interest loans, matching subsidies and other financial assistance programs.

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

Halco MEPS Center Graduates Class



On Friday, December 18, Halco hosted graduation for the fourth class of students at its MEPS Training Center. Each of the 14 graduates received a certificate of completion from Monroe Community College, which conducts the school. This class brings the total number of graduates to 56 since the school began in January, 2008, and nearly all of the graduates have jobs in one of the construction trades.

The course that started in February, 2010 is concentrating on energy efficiency, rather

than MEPS. The students will be trained as energy efficiency specialists, enabling them to use the Home Performance with ENERGY STAR® Program.

The course will prepare students to take the written and field exams to become certified building analysts and envelope professionals. This will qualify them to conduct Comprehensive Home Assessments to determine a home's energy consumption patterns and where energy can be conserved.

Check Our Our New Website

The address is the same but the site is new. Check it out at www.halcoheating.com.

We have completely rebuilt the site, and made it more interactive and user friendly.

Did you know that you can also have the Halco Herald delivered electronically via the website? All we need is your e-mail address, which you can give us through the website, and we will notify you when a new issue is available to you on the site.

Our Apologies

Due to a mistake by the company that mails our newsletter, some of you received the last two issues of the Halco Herald with incorrect names and others did not receive it at all.

We apologize for any inconvenience and assure you that we have fixed the problem because we value your business and your loyalty to Halco.

**Growing To Serve
You Better**

865 County Road 6
Phelps, New York 14532

Comfort today. Energy for tomorrow.



FREE



Carbon Monoxide Detector

Top of the line NSI 3000
(Retail value \$199 installed)

Low level CO detector
(More information on reverse side)

OR



Tom Tom GPS System

**With a No Cost/No Obligation
Energy Consultation**

Let's sit down and explore ways in which you can increase the energy efficiency of your home in a way that will pay for itself quickly. To thank you for your time, we will give you, FREE, a GPS or install a \$199 CO detector.

Our experienced home performance professional will review your energy bills (gas, oil, propane, electric) for the last year to determine if measures can be taken to save you money.

We will also explain the incentives, rebates or low interest loans, as well as federal tax credits that may be available to you.

Call today to schedule a time. Then, gather a year's worth of utility bills and all adult family members and let's talk. Our meeting won't cost you a thing and your FREE CO detector can start protecting your family right away or your new GPS can start keep you on course.



800.533.3367

www.halcoheating.com

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

CO detectors required in all NYS residences – It's the law!

Facts You Should Know To Protect Your Family



Why do I need a low-level monitor?

The NSI low level monitor senses CO levels as low as 5 ppm (parts per million). Infants, children, elderly, persons with respiratory or heart ailments are provided little or no protection from deadly CO with standard alarms. Long-term exposure to **Low-level CO above 15 ppm can cause illness and even permanent disabilities.**

What about the other “detectors” sold at retailers and home centers?

Store-bought detectors don't alarm until unsafe levels of 70 ppm or higher are present at the unit for 3-1/2 hours! By then it may be too late. Plug-in models don't always allow for proper placement and don't work during power outages. The NSI 3000 is battery powered for **24/7 protection.**

Must
Read!

Why is the NSI 3000 more expensive than the others?

Accurate, low-level CO detection requires more expensive components & quality control. The NSI 3000 CO monitor uses the same technology and sensors as in professional-grade CO analyzers used by contractors, fire departments, and utilities. And NSI's unique **Continuous Scan™** mode lets you know the monitor is operational 24/7!

How many monitors should I have in my home?

As with smoke detectors, you should have one monitor installed on every level of your home. Even a single-story home may need two – one at each end.

Where should I place the NSI monitor?

CO is lighter than air. Monitors should be mounted at eye level and no lower. They should be placed in an area with good air circulation. If you have only one monitor it should be placed near the master bedroom. Additional locations include your kitchen, nursery, basement, rooms with fireplaces or gas logs, and near your heating system and/or hot water tank. Your professional installation contractor will determine the best location in your home.

What should I do if my monitor goes off?

Call your CO-Certified contractor at any level below 70 ppm, unless you have symptoms. CO exposure can cause nausea, severe headache, shortness of breath, chest pain, blurred vision, and dizziness. If you experience these symptoms call 911 and leave the house immediately. **Above 70ppm, evacuate immediately.** If you have symptoms, call 911 from a neighbors house. Call your utility to turn off the equipment until your CO-Certified contractor can investigate the source of carbon monoxide.

The NSI 3000 Offers Real Protection:

- Continuous Scan™ mode lets you know monitor is checking for CO – 24/7
- Digital display shows CO levels of 5ppm or higher
- Low Alarm - **15 ppm** - audible & visual every 8 seconds
- High Alarm - **35 ppm** - audible & visual every 4 seconds
- Crisis Alarm - **70+ ppm** - audible & visual every 2 seconds

- 5-minute “Hush” button for levels below 70 ppm
- Designed for wall installation or tabletop use
- Replaceable 9V battery ensures operation even when power is out
- 3-Year limited Warranty



Copyright 2004 National Comfort Institute, Inc. 1-800-633-7058
www.nationalcomfortinstitute.com



For professional installation call:

800.533.3367

www.halcoheating.com