

THE



HERALD

Comfort today. Energy for tomorrow.

Since 1984

Summer 2010

Home Energy Performance Good For Your Health As Well As Your Wealth

If you and your family suffered from allergies symptoms; or if your house is too dusty, you have pet dander and rooms are too hot or too cold, more than your wallet is suffering. Your health is suffering, too.

You don't have to be uncomfortable or unhealthy. We can get to the bottom of your health or comfort problem and find out what is causing your indoor environmental allergy symptoms with a Comprehensive Home Assessment.

Using sophisticated instruments, Home Energy Performance (HEP) By Halco professionals will examine your home thoroughly. They will pinpoint where it is losing air. While air leaks cause you to waste valuable energy, they are also two way streets. While warm or cold air escapes, allergens, insects and

other pests find their way inside.

Inadequate or dirty filters or dirty, unsealed ducts increase your energy consumption, causing your energy bills to skyrocket. This dirt is also circulating through your home where it can also hinder breathing. Dirty air is even worse for those those who suffer from asthma, a compromised immune system or a sensitivity to dust and pet dander.

A Comprehensive Home Assessment will uncover all of these problems. After processing your data, using specialized software, our HEP professional presents you with recommendations that include a number of alternatives. This allows you to make intelligent decisions and to prioritize your improvements.

Now is the time to call for a Comprehensive Home Assessment, while there is still financial assistance in place.

As a participant in the Home Performance by ENERGY STAR® Program, we are able to offer three financing options:

- A 50 percent subsidy on the cost of energy efficiency measures up to \$5,000 for income-qualified homeowners.
- Low interest loans or 10 percent rebate of up to \$3,000 on eligible measures.

If you replace an inefficient heating or air conditioning system with one that is more efficient, you will also be eligible for a \$1,500 tax credit on your 2010 federal return.



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



ACCREDITED
CONTRACTOR

SEVEN DAYS TIL NINE – WITH NO OVERTIME

Halco Named To Century Club

Halco has been recognized with the only 2010 Home Performance with ENERGY STAR Century Club Award in the Finger Lakes area. The award is presented by the U.S. Environmental Protection Agency and the U.S. Department of Energy.

The Century Club Award recognizes Halco as one of a select few contractors that, in the past year, have improved the energy efficiency of more than 100 homes through the Home Performance with ENERGY STAR Program. Halco is one of only 40 contractors in the whole country and one of 18 in New York State to be honored with this award.

The Home Performance with ENERGY STAR Program, sponsored locally by the New York State Energy Research and Development Authority (NYSERDA), offers homeowners a comprehensive, whole house approach to improving energy efficiency and comfort. Improving energy efficiency also saves homeowners money on utility bills and helps to protect the environment.

As a participating contractor in NY-SERDA's program, Halco receives specialized training and is equipped with diagnostic tools to inspect homes inside and out to determine where improvements are needed. Rather than focusing on a single problem, like an old heating or cooling system, not enough insulation in the attic, or leaky windows, they look at how improvements throughout a home can work together to give homeowners the best results. Depending on the improvements selected by the homeowner, savings of 20 percent or more on their annual utility bills are possible.

Halco is committed to the home performance process. The home performance process allows us to diagnose the cause of energy waste, rather than just treat the symptoms.

Three Complete Advanced Air Sealing Training

Joe Hagen, Todd Martn and Seth Smith recently completed a three day course in advanced air sealing, conducted by the Building Performance Contractors Association (BPCA).

Through a combination of demonstrations and hands-on field experience, the three learned improved air sealing and the newest techniques for sealing a home.

Each of the three has previous air sealing training and experience. They will apply what they learned to sealing homes found to be deficient through the Comprehensive Home Assessment process.

Halco Tests New BPI Certifications

The Building Performance Institute (BPI) recently turned to Halco to help develop a new insulation and air sealing curriculum. For three days, Dave Davenport, Tom Goodman, Requin Ratchford, Joe Hagen and Hal Smith Beta Tested the new curriculum, which was presented by Hudson Valley Community College in partnership with MCC.

College faculty members taught the draft curriculum to the Halco professionals and administered the certification tests. Our people then critiqued the course content and test questions for clarity, accuracy and applicability. These comments will be considered when the final curriculum and exams are written.

As a result of their work on the program, the five Halco are among the first to receive this latest BPI certification.

All of the Halco Beta Testers have earned Building Analyst and Building Envelope Professional certifications, which qualify them to perform Comprehensive Home Assessments. In addition, Hal and Dave have earned Heating Professional and Hal has earned Air Conditioning Professional certification as well. These and the new insulation and air sealing certification qualify them to design improvements when indicated by the assessments.

Three Earn BPI Certification

Vincent Graham, Requin Ratchford and Seth Smith have earned certification by the Building Performance Institute (BPI) as Building Analyst Professionals and Building Envelope Professionals.

These certifications qualify Vince, Requin and Seth to conduct Comprehensive Home Assessments.



Dave Davenport



Tom Goodman



Vincent Graham



Joe Hagen



Todd Martin



Requin Ratchford



Hal Smith



Seth Smith



Mike Thayer

Halco Wins NCI Training Excellence Award

The National Comfort Institute (NCI) has honored Halco with its 2010 National Training Excellence Award. NCI Chairman Rob Falke presented the award to Hal Smith at NCI's annual conference in Austin, TX.

Entrants had to meet three criteria to be considered for the award. Training had to be part of their corporate culture. They also had to maintain state of the art training facilities and invest heavily in internal and external training.

Halco leads the industry in training. Our 115 employees completed an average of 120 hours of training over the last 12 months. Moreover, each employee has a career path and the company works with them to create an ongoing training program to assure that each will meet his/her career goals.

Halco's training center is a dedicated facility used for New York State apprenticeship training for Halco employees and for training displaced and under employed workers. The latter program is conducted in partnership with Monroe Community College.

Nearly 80 percent of Halco's technicians are NATE certified, and many have earned certifications in a number of specialties.



In addition, Halco conducts intensive training through the National Center For Construction Education & Research, OSHA safety training programs and customer service training for the company's 81 employees who have customer contract.

Halco employees have also been trained and certified by the Building Performance Institute (BPI) to conduct residential energy conservation audits. Two technicians have been trained and certified by the EPA in asbestos removal and transport, enabling the company to offer residential and small commercial customers asbestos abatement at a reasonable cost.

This is not the first time Halco has been

honored for its training program. ACCA (Air Conditioning Contractors of America) bestowed its 2008 excellence in training award on Halco, and a national trade magazine recognized the company as the best contractor to work for in the northeast. That award also was based on Halco's many training opportunities.



Training Center Expands Home Energy Performance Course Offerings

As the first class prepares to graduate from the newly renamed Finger Lakes Home Performance Training Center, Halco and our partner, Monroe Community College, have announced an expanded curriculum.

The new curriculum is designed to prepare students for the advent of several new energy saving programs that will soon be announced on both the federal and state level. The federal program is called Home Star and the two state programs are Green Jobs and Green New York.

The new semester will begin shortly after graduation and students can select from three levels of education. In the first program, students will learn basics and will earn the basic BPI certification – Building Analyst Professional.

Students who complete this curriculum will be qualified to work as insulation installers and other hands-on jobs.

The second level will introduce students to more advanced subjects and will include BPI Building Envelope Professional and Mobile Home Specialist certification. This level will qualify the graduate for a supervisory position.

The third level will teach more advanced air home performance testing procedures and introduce them to renewable energy systems. It will also lead to BPI Heating Specialist and Air Conditioning/Heat Pump Specialist certification, and qualify the person for a home performance auditor's position.

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

Retired Teacher Goes Solar & Saves On Electric Bill



Gerry and Susan Benedict's log home in the woods.

Gerry and Susan Benedict have lived in a log home in Newark since 1983. Gerry proudly explains that all of the logs came from the property. The yard is nicely landscaped and the garden even sports tropical plants like bananas. (Of course the tropicals have to be taken indoors in the winter.)

Recently, two towers, each containing 16 solar panels, rose at the back of the property, and Gerry happily watches his electric meter spin backwards as the solar system returns excess power to the utility grid.

Direct current power from the photovoltaic



The 32 solar panels at the back of the Benedict's property.

cells (solar panels) is transmitted by buried wires into house where it enters an inverter that converts it to alternating current. The power then goes through a special electric meter before being distributed within the house and grounds or sent to the grid.

Gerry is a retired science teacher who enjoys both the physical science surrounding his new solar system and the natural sciences, which drives his gardening passion.

After reading in this newsletter and other Halco material about the energy saving benefits of a Comprehensive Home As-



Gerry Benedict points out the inverter and meter for the system.

essment, he contacted Halco and, last July, Larry Williamson conducted the assessment. Solar power was one of the alternatives to reduce electric bills.

After considering all of their options, the Benedicts began the process of going solar last October. After the systems was designed, a number of permits were required before construction could begin, and the system came online in April.

The system is monitored through the Internet. Gerry and Halco can both monitor its performance through their computers.

**Growing To Serve
You Better**

865 County Road 6
Phelps, New York 14532

Comfort today. Energy for tomorrow.



You could be **OVERPAYING** your energy bills
by **40% or more!**

Let us figure out how you can **SAVE** money...



**Schedule a FREE, NO COST, NO OBLIGATION
Energy Consultation with Halco.**

Through the Home Energy Performance with Energy Star process, we will take a comprehensive approach to looking into ways for you to take better advantage of money that you are currently spending, and wasting in utility overpayments. It is the most complete comprehensive home assessment available today! Halco has been in business for 26 years and is an accredited contractor through both the Building Performance Institute and Home Performance with Energy Star.



Receive a FREE gift during your consultation!
(\$150 value) Call for details **1-800-533-3367**
www.halcoheating.com



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

LOWER your energy bills by **40% or more**
& make your home safer & more comfortable.



**Schedule a FREE, NO COST, NO OBLIGATION
Energy Consultation with Halco.**

Through the Home Energy Performance with Energy Star process, we will look into ways for you to take better advantage of money that you are currently spending, and wasting in utility overpayments.

Home Energy Performance with Energy Star offers three programs to assist you in making your home more energy efficient.

1. Assisted Home performance with Energy Star (AHP) - Income qualified home owners are eligible for a 50% incentive on the cost of approved energy efficiency measures up to a maximum of \$5,000 for a single family home or \$10,000 for a 2-4 family building.
2. **Low Interest Loan Program - As low as 3% Unsecured Home Improvement Loan up to \$20,000 with up to 10 years to pay.**
3. Home owner Financing Incentive (HFI) - 10% rebate (up to \$3,000) on the total cost of eligible measures performed at your home.



Receive a FREE gift during your consultation!
(**\$150 value**) Call for details **1-800-533-3367**
www.halcoheating.com