

VINCENT'S NEWS

The 'Van-Go' Gallery



OWNER'S CORNER

65 Years of Excellence!



Best Residential HVAC Company
Best Plumbing Company

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Did you know...

...the Times Herald Community Choice 'Best of the Blue Water Area' contest is THIS MONTH?

See the nearby insert for more details and help us retain our titles.

THROUGH MY EYES

For the last 15 years, Vincent's Heating & Plumbing has shared space inside our building at 2650 Oak St, with another company, Online Access. (*Online Access, Inc. - www.hvacwebsites.com - is a website marketing company that my brother David Squires and I are majority owners of.*) Co-occupying the building was a great way to share costs during economic downtimes, but - as the economy has improved over the years - both companies have outgrown the space available.

As a result, in December, Online Access moved to its new address at 3665 Dove Rd, This has given both companies needed room for continued growth. Currently Vincent's Heating & Plumbing is in a

Continued Page 3

"Wherever you see a 'Vincent's Van Go' you know the job will be a work of art."



Here is Amy in her relocated office space at the front of our building. Currently her old office is being converted into more space for inventory and parts.

How to Avoid Sewer and Drain Backups – Part 2

Last month, we explored how tree roots will invade any crack or opening in a sewer line to find water. Once inside, roots will thrive and eventually block the sewer and cause a backup. While the blockage can be cleared, once the roots discover a way inside, they will continue to exploit the breach until it is repaired and the path eliminated. Left unaddressed, future backups are inevitable.

There are three ways to avoid this along with the unhealthy and unsanitary mess and damage that backups cause:

1) Slow the root growth with drain treatment products - like RootX - on an ongoing annual basis. This can be a very effective and economical solution especially if annual treatments are started immediately after the initial blockage. Over time, intruding roots can grow larger and cause even more damage to the sewer line and cause the crack to expand. With larger roots, mechanically cutting the roots is preferable as described next.

2) Clear the roots using a sewer machine on a regular planned basis before they cause a backup. You can

Continued Page 2

Sewer Backups... (Continued from Pg.1)

save 25% on return maintenance sewer clearing visits as part of an Enhanced Service Plan. This should include a video inspection of your sewer to make certain that the line is not deteriorating further. Eventually, there may be the need for a more aggressive and permanent solution as described next.

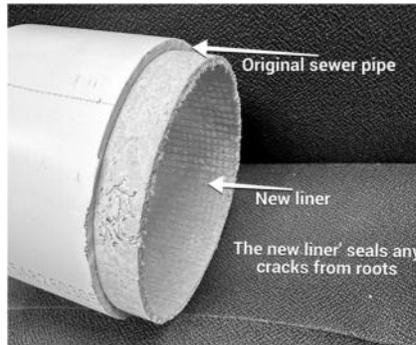
3) Eliminate the points of entry by repairing or replacing the sewer line.

Both above approaches rely on controlling root growth. The ultimate solution is to get rid of the problem. Typically, this means digging up the sewer line and replacing all or part of it. However, today there are also less intrusive options available to repair the line without making a mess of your yard.

Trench-less Solutions: Pipe Patching & Pipe Lining

If a video inspection reveals that the entire problem is caused by a single spot where tree roots are entering the sewer and causing a backup, then 'pipe patching' is a great solution. If the pipe is still intact, the sewer line can be repaired without

excavating. Pipe patching is like a heart surgeon 'making a repair' to an artery with a 'stent' using an 'arthroscopic procedure' through an artery rather than open heart surgery.



In a pipe patch procedure, a 2-foot long fiberglass sleeve is inserted into the pipe around an un-inflated balloon-like apparatus. The patch is delivered to the problem area through a cleanout using long rods to push it into place. Next, the balloon is inflated, forcing the patch against the interior surface of the sewer line.

As the epoxy on the fiberglass sleeve cures and hardens, it will retain its round shape and adhere to the inside of the pipe.. Next, the balloon is deflated and pulled out, leaving a fiberglass lining that

has sealed the offending breach. This is a permanent repair with a 50-year warranty.

The best application for pipe patching is where there are only a few problem spots. If there are more than a couple of bad areas, a complete 'pipe lining' is probably the better solution. In this type of procedure, the fiberglass sleeve extends through the entire length of the sewer line, thereby sealing all the places where roots can get in.

Lining the entire sewer is more extensive and therefore more expensive. And while it avoids tearing up your yard and landscape, it may be more cost-effective to dig up and replace the line.

However, if lining the sewer avoids the cost of replacing a driveway that is in the path of the sewer - or if the sewer is under a garage - then lining the pipe could save money as well as the mess of digging up your yard. Let us know how we can help you prevent sewer backups in your home.

- Daniel Squires

What Our Clients Are Saying...

"Excellent Service as Usual! I just had a new Amana furnace installed. The crew answered my questions, cleaned up the area, and made an appointment for next week to come back and make sure the system is working efficiently!"

- Harold Mageski, Croswell.

Harold has been a client since 2002, when we installed his previous furnace!

Through My Eyes (Continued from Pg. 1)

remodeling process as we make the newly vacated space suitable for our purposes. For the most part, this is a 'Back to the Future' process as, to a large extent, we are restoring our customer entrance and offices back to how they had been before we moved. In the end, doing so will allow us to provide better service for you and our other customers.

We first moved into this building in 1997 after we had outgrown our original location at 2016 10th St in Port Huron. In that move, we consolidated our operation from four different locations: our main office, a warehouse & sheet metal workshop across the street from it, a separate warehouse where we stored our equipment, and a fenced in parking lot where we kept our installation trucks at night. The move gave us needed space for our 30+ employees.

But after 9/11 the economy started tanking and we started shrinking, reaching a low point in the Great Recession of 2007-2008. Our original customer entrance was on 27th St - in the front of the building - where our offices had been. But in 2008, we built a new customer entrance in the back southeast corner of our building at 2650 Oak St and vacated the front.

Meanwhile, Online Access began in 2000 in our original 10th Street location. By 2008, it had outgrown that building and it made great sense for it to take over the newly vacated offices. So for the next 15 years, both companies have grown side-by-side in this shared space until now. And while it may be another month or two of painting and remodeling before we can re-open our customer entrance at the front of the building, it will be done by spring. This will make it a lot easier for you to find parking should you come to our office.

We are also revamping and reorganizing our warehouse space in the back offices we are moving out of. This will solve a huge problem as our parts and equipment have been crammed together with plumbing and heating material mixed. The additional room will give us the ability to separate and organize things better.

As our techs use parts from their van, we restock them daily on a just-in-time basis. This helps us serve you better, as we make certain we have all the parts we need when we provide service. We want to avoid the inconvenience it causes of having to get parts we should have had. Our changes will improve our restocking process.

Finally, one of the biggest improvements that I am excited about is that we'll have a dedicated training and meeting room for our technicians that we've never had before. Our techs must keep up with changes in technology, and this will give us needed room toward that end. Staying on top of technology changes helps us serve you better.

I believe that our commitment to service has enabled us to grow. It also explains why every year that the Times Herald has run the Community Choice contest, that Vincent's Heating & Plumbing has won our categories. In 2021, 2022, and 2023 you helped us win the titles of Best HVAC Company and Best Plumbing Company. Thank you.

Now we need your help to retain these titles in 2024. This year's Community Choice voting period is 21 days, from February 8 – 29. People can vote every day, but only once per day. Please help us defend these titles! See the nearby insert for details. Thanks for your help.

– Daniel Squires

Heating & Air Conditioning
Amana[®]
LASTS AND LASTS AND LASTS.[®]

Vincent's Heating & Plumbing is proud to install Amana equipment, made in the USA.

Word Search - Vintage TV Cop Shows

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Past issues are available in PDF format online in the Van Go Gallery at:

VHPinc.com/gallery

After the July 2023 issue, the PDF format also has the Word Search solution

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www.vhpinc.com

The Most Reasons to be Your Best Choice

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Humor Section



During his sermon on Heaven, the pastor pauses to look over the congregation.

"Raise your hand if you want to go to heaven!", he asks the churchgoers.

Everyone raises their hand, except for one young boy.

"Son," the surprised pastor asks, "don't you want to go to heaven?"

"Well, yes", the boy responds. "but I thought you were taking a group now!"

Now that's good news!

"The LORD bless you and keep you; the LORD make his face shine on you and be gracious to you; the LORD turn his face toward you and give you peace."

Numbers 6:24-26

Two Great Drain Maintenance Products - Same Great Price!

Now Choose Between a Long-Standing Favorite or our
new 'Premixed Liquid' with a Citrus Scent

Save \$10 Off the Regular \$50 Price of Either Drain Treatment

expires March 1

> 'Tried & true' since the '70's

Keep Your Drains Smelling Fresh and
Flowing Free the Natural Way!

BIO-CLEAN

Eliminates costly backups	Reduces build up in tank and pipes
Eliminates foul drain odors	Eliminate garbage disposal odors
No harmful chemicals	Restores clogged drain fields
Easy to use	Minimizes health and safety risks
Environmentally friendly & safe	GUARANTEED!

Regular price \$50 plus MI sales tax



BIO-CLEAN harnesses
natural bacteria and enzymes
to devour all the organic
waste that build up and clog
your drain lines.

> **Premixed Liquid' Drain Treatment with a Citrus Scent!**

Fight Drain Odor & Clogging



Total-C® is a water soluble formulation, containing ingredients that produce a pleasant, fresh citrus scent, which eliminates the source of odors and keeps drains smelling fresh. A small amount goes a long way toward maintaining an odor free atmosphere that all will appreciate!

- Fresh natural citrus smell
- Keeps drains free-flowing longer
- Treats the whole plumbing system
- Concentrated, makes 32 treatments
- Safe for the environment
- No harsh, toxic chemicals

Total-C® is engineered with 100% natural citrus liquefiers and enzymes that target and digest organic materials. Also combines long lasting drain conditioning bacteria that continues to keep drains free flowing and eliminates odors.

Regular price \$50 plus MI sales

For more information visit www.VHPinc.com....learn more on reverse side...

Attention: Homeowners Frustrated By Messy Sewer Backups Caused By Roots

HOW TO STOP ROOTS FROM GROWING IN YOUR SEWER AND CAUSING A BACKUP - GUARANTEED!



The Root Intrusion Solution

Your home's sewer pipes are built to handle the nasty stuff, but they are no match for tree roots! Over time, sewer pipes can crack or joints can separate causing entry points for aggressive thirsty roots. Once the roots get in to the sewer pipe they can block the flow causing expensive nasty backups or even sewer pipe replacement.

How it Works

RootX® unique foaming action means roots don't stand a chance.

The RootX® product is a two part formula that comes in one innovative container. Once you add water to the RootX formula, the special ingredients create root killing foam that leaves coating on the roots and pipe walls which not only kills the roots but also stops their regrowth for a period of time. Unlike other products, RootX® reaches the top of the pipe where 90% of the root intrusion occurs.

Protect Your Home and Save Money

If roots are allowed to fully grow into a pipe, it can

require mechanical cutting to remove them. Utilizing only mechanical removal of roots can be expensive, hard on your pipes and encourages aggressive root growth. (Think pruning a tree or a bush.) By utilizing an annual RootX® maintenance program through Vincent's Heating & Plumbing, you will save money and be able to flush your toilet with confidence.

Safe For Pipes - Easy on the Environment

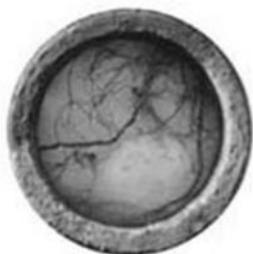
RootX® is effective and accepted for use by the EPA

The RootX® formula has been killing roots for 20 + years. The active ingredient in RootX® is the aquatic herbicide Dichlobenil which is used to control weed growth in residential flower beds and aquatic environments. The RootX® formula also contains surfactants and degreasing agents that strip away the grime and grease on roots allowing the Dichlobenil to penetrate the root cells.

Classified as a General Use Product by the EPA (EPA reg.# 68464-1), as oppose to Restricted Use, RootX® can be used in both sanitary and storm pipe without adversely affecting the environment



Root Clogged Pipe



RootX Foaming Action



Clear Pipe

RootX® is guaranteed to prevent roots from growing and causing a sewer backup for 12 months or you will get a second container

free. Call for details.

Introductory Offer: Save \$10 Off RootX® 2LBS Reg. \$60 Only \$50 +tax

FREE delivery and professional application when combined with a repair service call or maintenance visit. Offer Expires March 1.

Vincent's Heating & Plumbing, Inc. - 2650 Oak St - Port Huron - MI 48060

(810) 985-7103 www.VHPinc.com



TURN OVER FOR SECOND SPECIAL OFFER.....

- Vincent's News Exclusive Promotion -

Get VHP's Enhanced Service Plan & Save \$50 Off a Service or Maintenance Call, or Replacement!

For the next 12 months as a VHP Enhanced Service Plan client you'll get:

<i>EXCLUSIVE ACCESS TO EXTENDED SERVICE HOURS</i>	Year-round access to Extended Service Hours (daily until 10 pm) for emergencies - not available to the general public.
<i>PRIORITY SERVICE</i>	Priority access to service during normal working hours - same day or no later than next business day guaranteed.
<i>ANNUAL CHECK UP</i>	In 12 months we'll return for a 'wellness visit' to make certain your equipment is operating safely and delivering maximum performance. <u><i>The annual check up is a \$199.20 value if purchased separately!</i></u>
<i>'NO NEGLECT' CHECK UP VISIT REMINDERS</i>	VHP takes responsibility for setting up your annual check up when its due so you don't have to!
<u><i>DISCOUNT SAVINGS</i></u>	Save 10% off repair tasks for covered equipment.
	Save 10% off consumable maintenance items like filters, etc.
	Big savings for your eventual replacement of your furnace, boiler, or A/C with our \$50 annual contribution to your ESP Replacement Bank
<i>PEACE OF MIND</i>	You'll rest easier knowing that the most important system to keep your family safe and comfortable is getting the attention it requires.
<i>AS LOW AS 37¢ PER DAY</i>	All of the above for a budget friendly \$12.45 per month for each option or unit covered. (<i>\$11.40 each with 3 or more options!</i>)
<i>RISK FREE - NO LONG TERM COMMITMENT</i>	There's no contract - you can cancel anytime!

**SERVICE ACCESS, ANNUAL CHECK UPS
& \$50 OFF THE PRICE OF A CALL!**

WHEN YOU GET VHP'S EXCLUSIVE
ENHANCED SERVICE PLAN YOU GET
ALL THE BENEFITS LISTED
 INCLUDING THE ANNUAL CHECKUP!!
 FOR \$50 LESS* THAN THE
 COST OF JUST AN ANNUAL CHECKUP
 PURCHASED SEPARATELY!

*FOR EACH UNIT COVERED!

'ala carte' Annual Check Up per visit:

- Furnace or Boiler Combustion Optimization & Safety Inspection (COSI)..... \$199.20
- Air Conditioner Performance Optimization & Cleaning (POC).....\$199.20
- Plumbing & Water Heater Service (PWHS) includes Water Heater maintenance..\$199.20

- versus -

***Enhanced Service Plan fees per unit covered:**

MINIMUM 25%
 SAVINGS (\$49.80)
 PER UNIT COVERED!
 VS.
 ↓

(each unit includes the above equipment annual checkup)

- Heating system (furnace or boiler each)...\$12.45 per mo. or ~~\$199.20~~ per yr \$149.40 per year
- Cooling system (air conditioner each).....\$12.45 per mo. or ~~\$199.20~~ per yr \$149.40 per year
- Plumbing system (water heater).....\$12.45 per mo. or ~~\$199.20~~ per yr \$149.40 per year

"ONE MONTH FREE WHEN YOU GET ALL 3 !"

To take advantage of this promotion, present this page to your tech on your service or maintenance call.

New replacements - call the office for details. Older replacements - set up a maintenance call to get \$50 off.