

# VINCENT'S NEWS

## The 'Van-Go' Gallery



*OWNER'S CORNER*

**63 Years of Excellence!**



**Best Residential HVAC Company**  
**Best Plumbing Company**

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**Did you know...**

... SEMCO Energy customers are eligible for a \$50 Furnace or Boiler tune up rebate? Call for details. Part of our service is that we will fill out most of the rebate form for you. Call for more info.

## THROUGH MY EYES

1987 was the beginning to major changes in the air conditioning industry that are still evolving today. More on that in a future issue. In 1987, the chlorine in CFC based refrigerants was determined to be harmful to the earth's ozone layer. As a result, refrigerants R-12 (used in cars) and R-22 (used in home AC units) – both commonly referred to as Freon – were put on a path to

extinction.

The most immediate consequence was that releasing these refrigerants into the atmosphere was banned. Before then it was standard practice for HVAC technicians to vent these gases into the atmosphere to dispose of them when AC repair service was needed. The ban meant that the industry had to come up

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



Above, VHP tech Dave Frazier showed how lightweight the SRD-1 was for the original brochure in 1991.

## What to Expect in an Air Quality Test of Your Home - Part 3

In 2021 we began offering customers the opportunity to test the air quality in their home for no charge while we are in their home for a heating or cooling maintenance visit. Using an Air Advice monitor, we measure the air in your home for 6 factors that affect your health and home: particles (dust, etc.), chemicals ("volatile organic compounds" or VOCs),

carbon Dioxide, humidity, temperature, and carbon MONoxide.

Of the air quality tests that we have conducted for our clients thus far, one of the most frequent concerns revealed are high concentrations of carbon dioxide (CO2). While not deadly like carbon monoxide (CO), excessive amounts of carbon dioxide will also displace oxygen (O2) and

nitrogen (N2) in the air, which can still be a serious problem. CO2 amounts above 1,000 parts per million (ppm) are considered unhealthy and should be dealt with.

Too much carbon dioxide will make the air feel 'stuffy' and make it seem hard to breathe. It can also induce drowsiness, headaches,

**Continued Page 2**

## Air Quality Test... (Continued from Pg.1)

and shortness of breath. This is because the air has less oxygen. Left unresolved, excessive CO2 levels can negatively impact your health - especially if you have existing health issues.

Ironically, there is a simple solution: open a window and let fresh air flush the excess carbon dioxide out of your home. This is the reason why people love to open their homes when its nice outside. However, when it's too cold or too hot outside opening a window is impractical. But this points to the ultimate solution: ventilation - the 'V' in HVAC! We have ventilation solutions that make your home safer and more comfortable.

You can have that 'fresh air' feeling year-round regardless of how hot or cold or humid it is outside that make just opening a window a problem. In addition to solving the problems of elevated carbon dioxide, in future installments we'll examine how the lack of ventilation in your home can be a factor in other indoor air pollutants such as particles, chemicals, and humidity.

Last month we examined why you should have an air test in your home. In it we explored the EPA findings concerning the serious and universal problem of indoor air pollution, and the claim that "every home and every building are at least slightly polluted." We ended with two questions: 'why do we have this problem?' and 'what has the EPA done in response?'

Regarding the first question, a major part of the reason why the EPA found that all homes have indoor air quality issues - is due to a lack of proper ventilation. Regarding the second question - what has been done about indoor air pollution since EPA issued that ground-breaking 1988 report - the answer may surprise you.

Were you even aware of this report from EPA? And if you were, have you heard much about progress in the area of indoor air pollution in our homes and in our workplaces? Here is what EPA currently says about these indoor air concerns on its website:

*"EPA does not regulate indoor air, but we do offer assistance in protecting your indoor air quality."*

Far from the expectation that the 1988 report would intensify concern about pollution common to homes and buildings where Americans spend 90 percent of their time, EPA's response is that it does not regulate it?

What you would not expect is that - after the report was released - indoor air pollution in our homes and buildings actually worsened. Ironically, this was a direct result of our national energy policy and the efforts to 'seal' the air leaks in our homes. These measures had the unintended consequence of trapping pollution in our homes, which made conditions worse. This is the topic of Part 4 next month, but here is the bottom line: The responsibility of protecting our health from indoor air pollution is up to each of us. Seriously consider taking advantage of the opportunity to have your air tested.

- Daniel Squires

## What Our Clients Are Saying...

"Vincent's Heating & Plumbing's technicians are always reliable and very professional. And I love hearing Nancy's friendly voice on the phone!"

- Barbara Venohr, Fort Gratiot

## Through My Eyes (Continued from Pg. 1)

with tools to capture or recover refrigerants – something that had been previously unneeded.

The EPA (Environmental Protection Agency) mandated that these refrigerants be recovered or pay a \$25,000 fine per incident. Further, it was rumored that the EPA would extend this mandate to impose penalties to an HVAC company if the company did not have equipment to ‘recover’ these banned refrigerants on every service vehicle.

The EPA mandate essentially created a need and an immediate huge demand for a product that didn’t exist. This set off the equivalent of a ‘gold rush’ to invent equipment to recover refrigerants. Without getting into the technical details, the early refrigerant recovery solutions were bulky, heavy, and incredibly time-consuming taking hours to recover the refrigerant from an air conditioner.

My brother, David Squires, frustrated with the slowness of the process, invented a portable, lightweight device that could be used for 90% of the repair calls with the big advantage that it would only take 15 minutes to recover the refrigerant. This was a huge breakthrough. It was patented, and we licensed it to Mueller Brass to manufacture it and quickly take it to market. And so, in January 1991 the SRD-1 –

the Streamline Recovery Device - was introduced to the world at the biggest industry product show of the year at the Javits Center in New York City.

For a while everything went well, and the SRD-1 sold well. However, the EPA dragged its feet putting the actual rules in place for the mandate and so the entire refrigerant recovery industry – including the SRD-1 – was put into a holding pattern as HVAC contractors were reluctant to invest money on recovery equipment until the final rules were in place. The net effect of this years-long delay was that the number of manufacturers of recovery equipment went from a total of about 6 at the outset to over 200 trying to capture the same market. In addition, the products improved regarding the amount of time needed to recover refrigerant. And with such a diluted market, we lost our competitive head start and at a point the plug was pulled on the SRD-1 by our partner. Overall, this entire episode was a great experience and David and I both learned a lot.

There is a common saying from the words of Jesus that ‘*If you live by the sword, you’ll die by the sword.*’ I thought of this regarding the EPA refrigerant recovery mandate. I restated it as ‘*If you live by a mandate, you’ll die by a mandate.*’ The EPA mandate created the market and the

demand for the SRD-1, but the delay in finalizing the rules of the mandate eventually resulted in the death of the SRD-1 as a marketable product.

That was my first impression of government mandates, and it has not changed much over the years. Mandates are at best a tricky thing. Without a mandate, the way to sell a product is to persuade people that it is in their best interest to purchase it. In contrast, the entire market for the SRD-1 was based on forcing contractors to buy something they didn’t want in the first place. To this day I am skeptical of mandates.

This all came back to me as I watched the spectacle of the Freedom Convoy truckers on the news and the huge congestion of trucks backed up for miles on I-94 and I-69 protesting vaccine mandates. Whatever you think of vaccines or mandates, again, mandates at best are tricky things and, from my experience, don’t always work out as intended.

I am glad that Vincent’s Heating & Plumbing doesn’t rely on mandates to compel people to do business with us. I’m glad that you choose to do business with us because you want to. Thank you.

– Daniel Squires

## March Madness

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## Humor Section

At a party, the young wife was annoyed with her husband,

"That's the fourth time you've gone back for ice cream and cake. Doesn't it embarrass you?"

"Why should it?" he answered. "I just tell them it's for you."



**Heating & Air Conditioning**  
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**LASTS AND LASTS AND LASTS.®**

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

# THE #1 REASON PEOPLE DON'T HAVE THEIR FURNACE CHECKED EVERY YEAR FOR SAFE & EFFICIENT OPERATION

*It may surprise you...plus a terrific money-saving offer to have your furnace serviced!*

There are a lot of important reasons **why you should** have your furnace or boiler checked every year for safe and efficient operation, so it's surprising that some people don't. Here are four of them:

- 1) Your furnace (or boiler) is **the single biggest user** of natural gas in your home. Checking your furnace combustion can make sure you're not paying the gas company more than you need to.
- 2) Your furnace **produces deadly carbon monoxide gas** as it is making heat. A furnace inspection can make certain only low-levels of carbon monoxide are produced and that it is not escaping into your home.
- 3) Your furnace combustion makes heat by **creating a fire by burning an explosive gas**. Keeping the burners clean from rusty debris and **spider's nests that can plug burners** and interfere with combustion is important. Knowing that the pilot safety will prevent the gas from flowing if there is no flame and knowing that the high limit safety is functioning to prevent your furnace from overheating and causing a fire is also important.
- 4) You live in a climate where **temperatures of extreme cold** can quickly freeze a house and cause pipes to burst should your furnace fail - and even put you and your family in peril. Having your furnace checked over to make certain there are no obvious problems and if there are problems discovered to take care of them in advance is also a great reason to have it done.

The CDC (Centers for Disease Control) echoes concern for your safety regarding your furnace or boiler in its list of Do's & Don'ts on "***How You Can Prevent Carbon Monoxide Exposure***" where it urges:

*"Do have your heating system, water heater and any other gas, oil, or coal burning appliances serviced by a qualified technician every year." <http://www.cdc.gov/co/guidelines.htm>*

## The #1 Reason People Don't Have Their Furnace Checked for Safe and Efficient Operation Every Year:

The #1 reason is **neglect**: people forget about their furnace or boiler and take it for granted. In warm weather, who thinks about their furnace? In cold weather - when a furnace is keeping us warm - it's out of sight and out of mind. So when do we remember it? When we pay the gas bill or when it doesn't work and we're cold. Plus, life is so hectic, making sure the furnace gets checked isn't a high priority. Until it doesn't work ... or if something goes wrong...

## How To Avoid 'Furnace Neglect' To Keep Your System Safe, Efficient & Running Smoothly:

- 1) Change your furnace filter frequently!
- 2) Keep your system operating safely and performing well with annual maintenance.



...and finally...

### 3) **Put 'Step 2' on auto-pilot by joining the VHP Club!**

Our premier program makes certain your system gets the attention that it needs like clockwork without you having to worry about anything. We keep track of when maintenance is due, automatically schedule it, and notify you when a tech is coming. In addition to automatic scheduling and annual maintenance, you will also enjoy priority service, discounted pricing and peace of mind!

**Become a VHP Club member and you can have this peace of mind knowing that your furnace is operating safely and efficiently, too. Plus that's not all:**

- In addition to the included annual furnace maintenance you'll also get priority status should you need service - especially important in extreme cold.
- VHP Club members have access to after hours emergency service - also important in extreme cold.
- VHP Club members also get discounts and special savings: save 10% off the price of a heating repair, save an additional \$20 off an emergency service charge, save 10% off consumable maintenance items such as filters, humidifier pads, replacement U.V. bulbs, etc.
- In addition, each year around your anniversary you get a \$40 Cashier's Certificate toward the eventual replacement of your furnace or air conditioner. And more...

Your investment for all this value is only \$11.25 per month to make certain you have your furnace taken care of and checked for safety - a small price for the peace of mind it provides.

### **Call Today and Take Advantage of our VHP Club Trial Offer:**

Call **(810) 985-7103** to set up a maintenance visit for your furnace or boiler and **ask for the VHP Club Trial Offer**. The cost is \$135 (a \$44 savings off the regular \$179 tune-up price.) After your initial trial visit, the ongoing cost to remain in the Club (*which includes next year's visit and all the other benefits*) is only \$11.25 per month (\$135 per year) per furnace or air conditioner you want to have maintained. *There are no long-term contracts - you may cancel at any time!*

**BONUS: SEMCO ENERGY GAS CUSTOMERS ARE ELIGIBLE FOR A \$50 TUNE-UP REBATE!**

**PLUS: GET AN AIR QUALITY TEST (reg \$99) INCLUDED FREE WHEN WE PERFORM THE MAINTENANCE** (*you must ask for a test when you set the appointment.*)

**Call VincentsHeatingPlumbing.com (810) 985-7103**

#### **"THE VHP CLUB IS A GREAT VALUE!"**

5 STARS "Michael from VHP has done the maintenance on my AC for years. I am sure this is why my AC has lasted and is in its 19th year. The VHP Club is a great value."

- Sally Smith , St Clair

#### **"IT GIVES ME PEACE OF MIND!"**

5 STARS "Annual maintenance provides peace of mind. I have the annual heating and A/C tune-up done every year. It gives me peace of mind that both units are running at top efficiency saving me on my monthly gas and electric bills." Douglas Cole, Port Huron