

# VINCENT'S NEWS

## The 'Van-Go' Gallery



*OWNER'S CORNER*

**61 Years of Excellence!**

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## Did you know...

**...that VHP is giving away MERV-13 filter material to be inserted into pockets on cloth face masks?**

**This is a way we are helping our community in this national emergency.**

**For more info visit [VHPinc.com/masks](http://VHPinc.com/masks)**

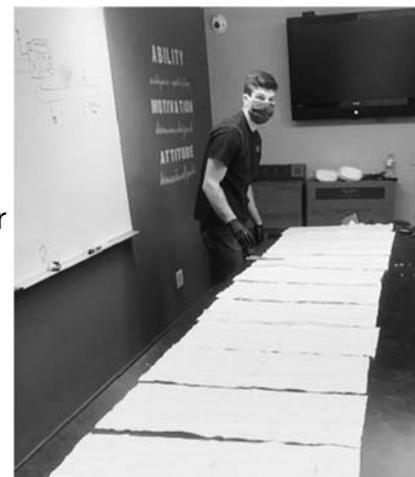
## THROUGH MY EYES

From the very onset of the Coronavirus emergency we acted immediately. Our two most important goals then and now are to keep you and our other clients safe, and to keep our technicians safe. To this end we instituted safety protocols geared to minimizing exposure and to avoid spreading the virus. These measures included:

- Health screening questions recommended by CDC to make certain that we weren't sending our techs into a situation in which they could be exposed to the Coronavirus which in turn could be spread to other clients and to the tech's family,

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



Here is 'T3' with the filter material laid out from a single Aprilaire MERV-13 filter to be cut into mask inserts that we are giving away. Filter surface area - over 28 sq.ft as shown - is the key to good air-flow in high efficiency filters. (See article below.)

## Maybe the 'Preppers' Were on to Something

Before Coronavirus - B.C.? - I was too casual about preparations for emergencies. The 'preppers' weren't. I've had a wakeup call.

Assuming we get a break from this Coronavirus emergency, I intend to be ready for when it comes back in the fall with other flus and viruses. On my list is (big surprise) toilet paper, several bottles of hand sanitizer, disinfectant wipes, cans

of Lysol spray disinfectant, boxes of nitrile gloves, and a supply of N95 masks. (I will keep my cloth masks with MERV-13 filter inserts - see above article - but I want to have backups.) And I'm sure that I'm not alone with having a list.

On a Coronavirus 'hierarchy of needs' these are first level essentials. Next on the list of needs should be preparing your home.

Here are some essentials to protect your health in your home to consider:

**1) Humidification** - as detailed in the April Vincent's News, the right amount of humidity is a key to creating a healthy zone in your home. Keeping the air in your home at 45-50% relative humidity is critical to control the spread of viruses - and the Coronavirus - because

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## 'Preppers' (Continued from Page 1)

higher humidity levels reduce the distance a virus will travel in the air as it is contained in the water droplets that are expelled in a cough or sneeze. Since that article, many more reports that underscore the importance of humidification have come out. On your preparation checklist having a good whole home humidifier installed – or if you have one to make certain it is maintained and working – is essential.

**2) Filtration** – good filtration in your HVAC system is a must. This does not mean replacing your 1” wide filter with one that promises a high MERV rating. Your furnace is not made to handle the air flow restriction that such a filter will cause. We call these ‘furnace-killers’ because of the damage it does to your furnace – let alone the reduced heating and cooling performance. Reduced airflow will burn out blower motors and cause furnace heater exchangers to wear out, crack and create a risk of carbon monoxide poisoning. The secret to getting good airflow with a

high MERV rated filter is having enough surface area to offset the added restriction. For example, an Aprilaire media filter has over 28 square feet of surface area versus roughly 4 square feet for a pleated 1” filter. (See photo) More filter surface area is like opening all the gates and exits at Comerica park at the end of a Detroit Tigers game to relieve congestion. Upgrading your furnace filtration should be on your ‘essentials’ checklist. If you already have a 4” filter, using a cheap ‘knockoff’ replacement media that doesn’t fit well defeats the effectiveness of your filter and increases your risk.

**3) Ventilation** – this is the ‘V’ in HVAC. In the past, ventilation has taken a back seat, mainly due to the focus on energy efficiency. This is because adding fresh air to your house can increase the amount of energy used to heat and cool your house. Recently, however, ventilation has started to make a comeback due to unintended negative consequences in

homes that are built ‘too tight’. Houses that don’t ‘breathe’ have all kinds of indoor air quality problems caused by high humidity and chemicals that out gas from man-made products that pollute our air. This leads to problems with mold, dust mites, and chemical sensitivities. It’s no wonder that the EPA states that air inside a home is 5 to 10 times more polluted than outside air. EPA’s solution: ventilation. Diluting indoor air by adding ventilation to your home’s heating and cooling system should also be on your ‘essentials’ list. As someone observed “Dilution is the solution for indoor air pollution”.

We typically spend 90% of our time inside. With this quarantine, that percentage has been higher and especially in our homes. Having healthy air where we spend our time should be high on the list of essential preparations. We can help you create a Healthy Zone in your home.

- Daniel Squires

## What Our Clients Are Saying...

“Great business. They always come on schedule and do what they say they will do. Technicians are always friendly and knowledgeable, good model for any business!”

*Dennis Haan - Marysville*

## Through My Eyes (Continued from Page 1)

- friends and co-workers
- Strict compliance to 'social distancing'.
  - Mandatory use of nitrile gloves, shoe covers, disinfectant sprays & wipes.
  - Having our technicians take their temperature with a thermometer before their day starts and reporting it to us.

We had already been using shoe covers for decades, and our plumbers had already been in the practice of wearing nitrile gloves and using disinfectant wipes. As a result, these measures were relatively easy to deploy to the HVAC side of the business, although we did have to scramble to increase our supply of these products as they immediately became very scarce.

At first, we were compliant with CDC guidelines to not use masks. Most of the scientific evidence is that the Coronavirus is only airborne as it is propelled in the moisture from an infected persons cough or sneeze, after which it falls to the ground or other surfaces. Therefore, we were confident that the above measures would be enough. I

was glad this was so, because while our techs are equipped with respirators, we did not have a supply of N95 masks.

As the crisis grew more severe, we felt that wearing masks would provide a greater measure of safety and peace of mind for both our clients and our techs. Therefore, we had a supply of cloth masks with a 'kangaroo pouch' made. To improve the effectiveness of the masks we inserted MERV-13 filter material in the 'pouch'. The filter material contains no fiberglass and is rated to capture virus-sized particles, so this greatly boosts a cloth mask's effectiveness. We provided these improved cloth masks for all of our techs and their families. Within a week of doing this, CDC issued a recommendation for everyone to wear masks. *(For more information on how to make such a mask and to get free MERV-13 material visit [VHPinc.com/masks](http://VHPinc.com/masks).)*

Using the above precautions, we continued providing all of our services. That changed with

Governor Whitmer's 'stay at home' order. Although plumbing and HVAC services are considered part of the 'critical infrastructure' and therefore essential, we were no longer allowed to perform maintenance and other 'non-urgent' services. Why making sure someone's heating system is operating safely is not considered 'essential' is a mystery to me, but we complied with the order and postponed our April VHP Club visits. Hopefully by the time you read this, these restrictions will have begun to ease.

### So what about the future?

Many experts are concerned that this virus will be seasonal. From my perspective, our safety protocols are part of the 'new normal'. For our society – including our economy – to survive we must find ways to work and to be safe. I am confident that the measures that we have instituted accomplish that goal. We are still here to take care of your service needs – we have just adapted to ensure your safety and to give you peace of mind. - **Daniel Squires**

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## Word Search: Indoor Air Quality

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H E P A F I L T E R K S H L D D N V I D G W  
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UV Light

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Ventilation

Duct Cleaning

HEPA Filter

VOCs

Mildew

Duct Sealing

Safety

Make Up Air

Humidifier

Ozone Generator

Pollen

Maintenance

[www.vhpinc.com](http://www.vhpinc.com)

## Humor Section



*The Most Reasons to be  
Your Best Choice*

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At 7:45 am there was already a long line in front of the grocery store for 8:00 am 'seniors only' shopping.

A young guy came from the parking lot and tried to cut in at the front of the line, but an old lady beat him back into the parking lot with her cane.

The young guy returned and tried to force his way in again.

An old man blocked his way, punched him in the gut, then kicked him to the ground and rolled him away.

As the young guy approached the line for the third time he said, "Look, if you don't let me unlock the door, none of you are going to get in!"