

# VINCENT'S NEWS

The 'Van-Go' Gallery



*OWNER'S CORNER*

64 Years of Excellence!



Best Residential HVAC Company  
Best Plumbing Company

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**Did you know...**

...that adding humidity to your home during cold winter months will make you feel warmer? See the nearby article for details.

## THROUGH MY EYES

Recently I watched the Peter Jackson World War I movie *'They Shall Not Grow Old'* (2018). Peter Jackson is well known for the *'Lord of the Rings'* movie trilogy, the recent *'King Kong'* remake and others. But this movie was different because it consisted of actual archival movie footage that was painstakingly restored and enhanced. Jackson made it appear like a current-day film by first restoring it, then changing the frame rate to slow it down, and adding color to the original black and white footage.

It's a powerful tale, but my biggest takeaway from the movie wasn't the war - it was appreciation for the good dental care we have today. Movies normally feature Hollywood actors with perfect

*Continued Page 3*

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



Tom (left) and Jeyson are the lead techs on our Installation Team. They take great pride in what they do and strive to make sure that your expectations are met and that you're completely satisfied.

## How Controlling Humidity In Your Home Can Lower Your Utility Bills and Improve Your Health - Part 1

Did you know that the amount of humidity in your home will affect your heating & cooling bills and your health?

### How A Lack of Humidity Affects Your Heating Bill

In the cold winter months, dry air will make you feel colder. And unless you put a sweater on, the typical solution is to turn your thermostat up to feel warmer. A better solution is to add more

humidity to the air by upgrading your HVAC system with a whole home humidifier. When the air is less dry, you feel warmer at a lower temperature setting.

The reason? Two words: *'perspiration'* and *'evaporation'*. Without getting too technical, dry air acts like a sponge for moisture, and it will absorb it from wherever it can. In this case, it's from the perspiration on our skin. Our

*Continued Page 2*

## Controlling Humidity... (Continued from Pg.1)

bodies control heat by perspiration, and even if we don't feel sweaty, our skin still has moisture. And when moisture evaporates from our skin in winter months, we feel cold. This causes us to turn up the heat and use more energy than we might need otherwise.

You don't experience this effect when you have more humidity. This is because humid air in your house is already holding moisture. Back to our sponge analogy, a sponge filled with water has no capacity to absorb any more water. And without moisture evaporating off your skin, you feel warmer in the winter and won't feel the urge to turn the heat up. In fact, you may even feel warmer at a lower temperature setting.

### How Too Much or Too Little Humidity Increases Your Risk Of Getting Sick

For the maximum health benefit, strive to keep the

relative humidity (RH) level in your home between 40% to 50% RH. (Hint: A \$10-\$20 Digital Humidity Meter can help you monitor it.) The risk to your health increases the greater the humidity level is above or below that range.

Heating season is also flu season, and if the air in your home is too dry the protective mucous linings in your airways dry out and become thin. These mucous linings are part of your immune system and act as a shield to protect you from airborne germs and viruses. And when the air is too dry, you lose this protection. In addition, humidity helps reduce the distance airborne germs will travel. When a sick person coughs, germs travel further in dry air. Adding a whole home humidifier helps lower both risks.

At the other end of the

scale, high humidity levels - above 50% RH—are a perfect breeding ground for mold and dust mites. Both mold and dust mite fecal matter will cause allergic reactions and also weaken immune systems. While some people are more sensitive than others, prolonged exposure will eventually affect everyone.

**High humidity levels above 50% Relative Humidity are a perfect breeding ground for mold and dust mites.**

There are also different humidity related concerns in the summer. Regarding your energy bills, the same principle applies in the summer, but in reverse. We'll explore both next month, in Part 2. In the meantime, see the nearby insert for more info and a special offer.

- Daniel Squires

## What Our Clients Are Saying...

“VHP employees are and always have been very professional, courteous and knowledgeable in their field. Nathan exemplifies all of these characteristics, and we are very pleased with the service he performed on our A/C unit. He explained the Enhanced Service Plan and we were glad to enroll. VHP has been and continues to be an excellent company to conduct business with. “

- Jane Borntrager, Burtchville

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

teeth. In seeing the actual historical footage, it was shocking to learn how bad people's teeth were – even just a century ago. Almost every scene where soldiers smiled for the camera, black and rotting teeth were revealed. (Google “*They Shall Not Grow Old bad teeth*” and click on the image tab to see for yourself.)

But in less than 100 years, two factors have made an incredible difference: adding fluoride to our municipal water systems and regular dentist visits. After learning that people whose water had naturally high fluoride had less tooth decay, cities began to add it. In 1945 Grand Rapids began fluoridating its water and soon experienced a 60% drop in tooth decay. Years later, Windsor, Ontario did the study in reverse: after first removing fluoride from the water, five years later the city council voted it back in after tooth decay in children increased 51%. Wondering about the safeness of this practice, I went to the NIH National Cancer Institute website. I was relieved to find that they have no studies that link fluoridation to cancer. No wonder the CDC considers fluoridation of water one of the greatest achievements in public health.

The other factor is regular dental checkups. Dental decay was such an enormous public health issue during World War I that the U.S. Army declared it a national security risk. This led to the introduction of tooth powder (now toothpaste) and daily brushings. And when insurance plans began paying for two cleanings a year, a new, healthy habit emerged that encouraged us to take better care of our teeth and dental health.

I'm a big believer in prevention and seeing

‘They Shall Not Grow Old’ validated my every 6-month dental visit.

Another area where prevention is important is in having our heating, cooling & water heating equipment serviced annually. The biggest reason is for your health and safety. It's too easy to take our gas burning equipment for granted, but they pose a potential safety risk: they create a fire in your home using an explosive gas that as a natural byproduct creates poisonous gas (what could possibly go wrong?). An annual inspection guards against these risks. These appliances also consume the most energy in our homes, and it's important to make certain that they continue to operate efficiently by keeping them clean and tuned up to help you avoid overpaying the gas and electric companies. Regular service can also save time and money by addressing problems that can shorten equipment lifespan and lead to inconvenient and costly breakdowns.

Here's the difference between our teeth and our HVAC equipment: in the morning we look in the mirror and are reminded about the condition of our teeth. In contrast, our HVAC equipment is ‘out of sight, out of mind’ and so we can take it for granted and forget it.

Fortunately, for our Enhanced Service Plan clients, we take responsibility for keeping track of when your equipment needs service, along with all the other money saving and extended service benefits the plan provides. If you would like more information on how you can enjoy these value added services and benefits, see the nearby insert.

– Daniel Squires

**Heating & Air Conditioning**  
**Amana**<sup>®</sup>  
**LASTS AND LASTS AND LASTS.®**

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

## European Cities 3 - Prague to Zurich

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

[VHPinc.com/gallery](http://VHPinc.com/gallery)

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

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*The Most Reasons to be  
Your Best Choice*

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## Humor Section



I'm renovating my house. The first floor is going great, but the second floor is another story.

I ordered a chicken and an egg from Amazon. I'll let you know what comes first.

Now that's good news!

*"The LORD makes firm the steps of the one who delights in him; though he may stumble, he will not fall, for the LORD upholds him with his hand."*

*Psalm 37:23-24*



## Humidifiers & Dehumidifiers Are The Tools You Need To Control Humidity In Your Home

Keeping Your Home In The  
Optimum Humidity Range For  
Comfort & Health Year Round  
Requires Both Humidification  
and Dehumidification



### PROTECT YOUR FAMILY'S HEALTH

By keeping your sinuses and airways moist, you reduce the potential for bacteria and viruses to enter your body. Aprilaire humidifiers are proven most effective at providing optimum levels of humidity.

### PROVIDE TOTAL COMFORT

Aprilaire whole-home humidifiers & dehumidifiers provide maximum year round comfort throughout your entire home. Say goodbye to dry skin and that unnecessary chill during dry winter months and that hot, sticky feeling in during the humid summer months!



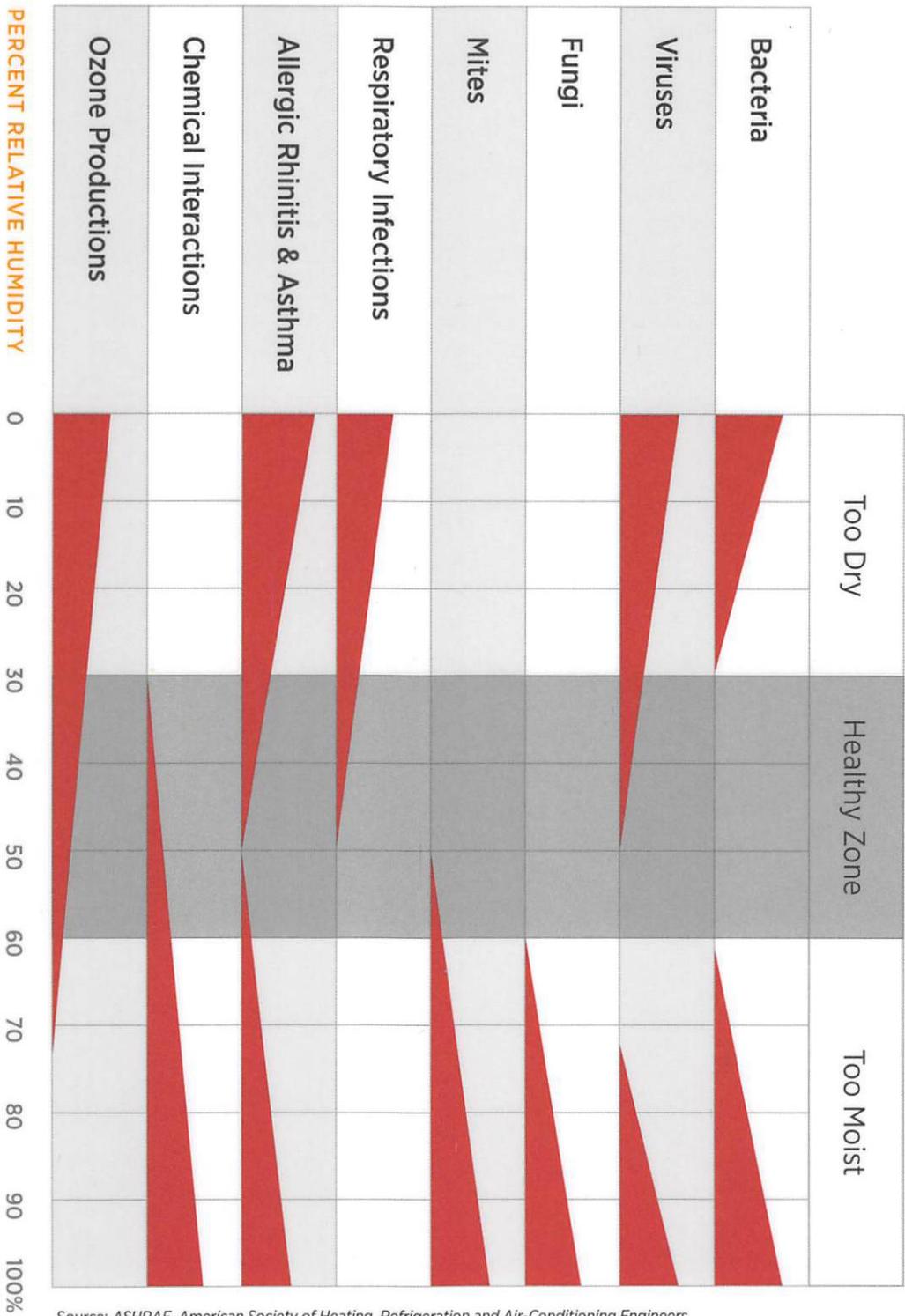
## Fall Promotion: Save Up To \$300!

- Save \$100 When You Have Us Install An Aprilaire Humidifier
- Save \$100 When You Have Us Install An Aprilaire Dehumidifier
- OR SAVE \$300 WHEN YOU INVEST IN BOTH!

Call 810-985-7103 and Ask For Vincent's Heating & Plumbing's  
Aprilaire Fall Promotion - Expires 12/31/2023

# Optimum Relative Humidity Range for Human Comfort & Health

A decrease in bar height indicates a decrease in effect for each of the items.



Source: ASHRAE, American Society of Heating, Refrigeration and Air-Conditioning Engineers

**Vincent's Heating & Plumbing's Aprilaire Fall Promotion**  
**Save Up To \$300! See Reverse Side For Details**

**- 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:***

<b><i>EXCLUSIVE ACCESS TO EXTENDED SERVICE HOURS</i></b>	Year-round access to Extended Service Hours (daily until 10 pm) for emergencies - not available to the general public.
<b><i>PRIORITY SERVICE</i></b>	Priority access to service during normal working hours - same day or no later than next business day guaranteed.
<b><i>ANNUAL CHECK UP</i></b>	In 12 months we'll return for a 'wellness visit' to make certain your equipment is operating safely and delivering maximum performance. <b><u><i>The annual check up is a \$199.20 value if purchased separately!</i></u></b>
<b><i>'NO NEGLECT' CHECK UP VISIT REMINDERS</i></b>	VHP takes responsibility for setting up your annual check up when its due so you don't have to!
<b><u><i>DISCOUNT SAVINGS</i></u></b>	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
<b><i>PEACE OF MIND</i></b>	You'll rest easier knowing that the most important system to keep your family safe and comfortable is getting the attention it requires.
<b><i>AS LOW AS 37¢ PER DAY</i></b>	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> )
<b><i>RISK FREE - NO LONG TERM COMMITMENT</i></b>	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.

October 2023

E F L G U F A Q P P Z U E I H D V D O M  
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