

VINCENT'S NEWS

The 'Van-Go' Gallery

OWNER'S CORNER

61 Years of Excellence!

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Did you know...

...that R & R Fireworks is putting on their biggest firework show ever to celebrate their 10th Anniversary Saturday, August 7 at Lightfoot Fields in Port Huron? Find out why you can have FREE parking in the nearby article.

THROUGH MY EYES

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

Wow! We won! To be declared as both the best local Residential HVAC company AND the best Plumbing company by the community is truly an honor!

I was pleased that we were a top three finalist in two categories, and I was hoping that we might

prevail in at least one. Now I am thrilled to announce that we have been chosen as the best plumbing company in both categories.

I want to thank you! First for giving us the opportunity to serve you and the chance to earn your future business. Second,



4 Things You Can Do to Maximize Your Comfort in Summer Heat –Pt 3

In Part 2, last month, I described how important your filter is in maximizing your comfort by maintaining good system air flow. Top on the list of **"Filter Do's & Don'ts"** is to **make certain your filter isn't dirty**. This month I continue this theme of keeping your air conditioning system clean: number three of the four things you can do to maximize your comfort in summer heat is to have your air conditioner maintained annually.

There are a lot of important things that we do on a yearly maintenance visit for your cooling system that have to do with electrical safety, avoiding potential repairs, and maximizing your system's life. But regarding your system's performance, keeping your electric bill down – and keeping you healthy – the most important tasks we perform have to do with cleaning.

The three main areas that need to be kept clean are the outside condenser, the

evaporator coil, and the condensate drain.

1) The outside condenser. Technically an air conditioner works by taking the heat from inside your house and transferring it outside your house to be released into the atmosphere. Air flow, which we discussed a lot in Part 2, also plays a critical role in this process in the outside condenser. This is because the transfer of heat occurs as the outside air surrounding the unit is pulled

Continued Page 2

4 Things You Can Do... (Continued from Pg.1)

through the unit's fins - or coil - by the condenser fan. That is why the air blowing out from the top of your unit is so much hotter than outside air.

Condenser air flow is affected when cottonwood, grass clippings, dust and dirt start clogging the condenser fins thereby reducing - and even blocking - the heat transfer process just described. As a result, your air conditioner performance goes down because your system has to work harder. This raises your electric bill and decreases your system's ability to cool and dehumidify the air in your house.

At least once a year, your condenser should be professionally cleaned to keep your system delivering maximum comfort and efficiency. As a homeowner, you should also periodically try to get any debris off the fins, but it must be done the right way. The wrong way is to spray the condenser with water from a hose and drive the debris deeper into the fins. It may look clean afterward, but it can make the problem worse. To avoid this, spray the fins on an angle with an air compressor or a garden hose from the top down to get the debris off the

unit instead of pushing it in deeper.

2) The evaporator coil. This is the hidden part of the system typically above the furnace or air handler inside the house. This is the component that captures the heat from inside your house to be transferred outside. It is also where dehumidification takes place, as moisture is released from the air as it gives up its heat energy. Like the outside condenser, the evaporator coil also has fins that will accumulate debris as the furnace fan blows the air through it.

The debris can be dirt and dust - especially if your filter is inadequate, or if dirty or dusty air can 'blow by' a poor-fitting filter - which builds up on the evaporator coil. The debris can also be 'biological'. Consider: the dark, wet surface of an evaporator coil is a perfect breeding ground for 'stuff' to grow - and any debris compounds the problem.

This not only has a negative impact on air flow - with all the problems described above - but it can also be hazardous to your health and affect allergies because the air passing

through it is contaminated. Keeping the evaporator coil clean is a vital part of an annual cooling maintenance visit. And because it is hidden, cleaning the coil is difficult and typically not something a homeowner is equipped to do.

3) The condensate drain. All the water - 'condensate' - that is released from the air as it dries out has to be gotten rid of. This is the purpose of the condensate drain. The condensate also contains the 'biological' buildup described above - a 'slimey gunk' - that will eventually clog the drain pan, the condensate drain and even condensate pumps. When this happens, condensate will overflow and cause water damage to your furnace and surrounding areas. Cleaning the condensate drain and the related components is a critical part of yearly maintenance to help avoid repairs and preserve your equipment.

Do you forget to have your air conditioner serviced yearly? You can solve this by joining our money-saving VHP Club, where we keep track of when you need service. See the enclosed insert for details.

- Daniel Squires

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

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

Through My Eyes (Continued from Pg.1)

because the votes had to come from people who were pleased with our services – and that is you and our other customers!

This is also a well-deserved ‘pat on the back’ for the entire team – from the office staff that answers your phone calls and performs all the other behind the scenes tasks needed to keep things flowing, to our service technicians, plumbers, and installers that come to your home and deliver the services we provide. They all work extremely hard to satisfy you and all our other customers and deserve this recognition. I want to publicly thank each of them!

So, when I consider this prestigious award- actually 2 of them! - the reality is that this recognition belongs to the people who made this happen: our team that delivered the service and our loyal customers who gave us the opportunity and voted for us!

I have a tangible way to show my gratitude to you and the rest of the community. Let me

explain:

This is the 10th anniversary for the firework show that R & R Fireworks on Lapeer Rd, Port Huron, has put on every year to give-back to the community – except last year due to COVID. My first time seeing the show was in 2019 at Lightfoot Fields in Port Huron Township, and I was blown away that we would have such an amazing show in this area. Not only was it as big of a fireworks show as I have ever seen – and I have seen the show at Disneyworld – but there were awesome pyrotechnics, and it was all timed to music! And now, after a year off from COVID, R & R Fireworks plans to put on their biggest show ever.

Every year there are many volunteers that help them put it on to keep it **free to the public**. However, in 2019 they ran into a snag. The event had become so big that they needed to cover extra costs for the Sheriff department, to have EMS on standby, and lighting for the parking that was added. To pay for this, in 2019 for the first time

they charged for parking to cover these costs. And this is where we come in.

To show our gratitude to the community, this year Vincent’s Heating & Plumbing is picking up these extra costs, so parking is free!

The show is at dusk Saturday, August 7 at Lightfoot Fields – at the foot of Beach Rd in Port Huron Township. I hope you can join R & R Fireworks as they celebrate their 10 Year Anniversary – and us as we celebrate our new title as ‘Best of the Best’ residential HVAC and Plumbing company in the Blue Water Area!

– Daniel Squires

IS THE AIR IN YOUR HOME MAKING YOU SICK?

An AirAdvice analysis of the air in your home measures the level of *particles, chemicals, carbon dioxide, relative humidity, carbon monoxide*, and more - you can know what you are breathing! **High levels of any of these items are dangerous and bad for your health.** Regularly \$99, we'll include it on any regular maintenance call for no added charge. Ask for an Air Analysis when you set up a maintenance visit.

What Our Clients Are Saying...

“Excellent service! Marvin and the other techs that came out did a wonderful job on all of the services that my wife and I had requested. Vincent's added A/C to our current furnace, as well as some needed plumbing repairs and updates. A fantastic experience!”

- Ken Richardson, Port Huron

Lakes of the United States

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ATTENTION VHP CLUB MEMBERS:

If your annual Club visit schedule has been affected by COVID I want to thank you for your patience and understanding!

- Daniel Squires

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The Most Reasons to be Your Best Choice

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Humor Section

A doctor, a teacher and a comedian attend a legacy planning seminar.

As the seminar winds down the speaker asks, "When you're in your casket and your friends and family are talking about you, what would you hope they would say?"

The doctor stands up and says, "I'd like them to say he was a great doctor and a wonderful family man."

The other attendees nod and clap politely.

Next, the teacher rises and says, "I'd like people to say he was a great husband and educator who made a huge difference in the lives of the children he taught."

This is followed with more nodding and clapping.

When the turn comes for the comedian, he stands and says, "I'd like them to say 'Look, he's moving!'"



6 Reasons Why You Shouldn't Neglect Your Heating & Cooling System:

Your furnace & AC system are marvelous pieces of engineering, but just like your car, it needs regular maintenance to ensure it is safe, performing well, and will give you years of service. That's why the equipment manufacturer urges you to have it professionally serviced yearly in your equipment owner's manual.

Here are 6 potential consequences when your HVAC equipment is neglected:

- 1) **Loss of system performance.** A system that gets dirty and plugs up won't perform well. A dirty system will have to work harder to keep you comfortable. This results in higher gas and electric bills. And while you may not notice the diminished performance in mild weather, it may not be able to keep you comfortable in extreme heat and extreme cold temperatures. System cleaning is an important part of yearly maintenance.
- 2) **More frequent equipment breakdowns and repair costs.** Continuing from reason one, when a system works harder it puts more stress on the parts. This will cause premature failure of the parts in your system. That's why manufacturers will not cover parts under warranty that fail when the system is not maintained. *Hint: keep service records of yearly maintenance to protect your manufacturer's equipment warranty. We keep this record for VHP Club members.*
- 3) **Years of equipment life can be lost.** The life of the furnace heat exchanger or the AC compressor will be shortened due to the stress and excess heat when your equipment has to work harder. Typically, this results in early equipment replacement.
- 4) **Equipment failures can result in lost work hours and inconvenience.** How much is your time worth to pay for service calls that may have been avoided with regular maintenance?
- 5) **When equipment fails in extreme weather, it can be dangerous, and your home can be put at risk.** Every winter we face dangerous, below zero temperatures. This puts even more stress on equipment that can cause it to fail. This can lead to property damage and compromise your personal safety.
- 6) **Neglected equipment can be unsafe.** Your furnace uses an explosive gas to create a fire to make heat, and as a byproduct creates deadly carbon monoxide gas. What could possibly go wrong? - a lot of things that need to be checked yearly to avoid putting you and your family in danger!



Before this AC condenser was serviced it was putting stress on the system and had decreased performance. The difference system maintenance makes is amazing!

**How Do You End Heating & Cooling System Neglect?
Turn Over for the Easy Solution**

VincentsHeatingPlumbing.com (810) 985-7103



...continued from front side.

How To Avoid The Consequences Of Heating & Cooling System Neglect

The best way to avoid the issues listed on the previous page is a maintenance agreement. This is a program that makes certain your system gets the attention that it needs like clockwork without you having to worry about anything. It's a way to put taking care of your system on auto-pilot because we keep track of when maintenance is due, automatically schedule it, and then notify you when a tech can come.

Our VHP Club program does that and much more because in addition to taking care of the scheduling and providing annual maintenance VHP Club members also enjoy these benefits:

- **Priority Service:** VHP Club members get preferential treatment over non-Club members - typically **same-day service** - even in sub-zero, freezing temperatures or in extreme heat when demand for service is high.
- **Protection for Your Family & Home:** Having annual safety and maintenance visits performed by a professional will keep you and your family safe. Regular maintenance can also head-off potential problems that in time might put your family at risk. This gives you peace of mind.
- **Save Money:** Regular maintenance can save energy and thereby lower your utility bills. Also, as a VHP Club member, you get discounts on repairs and maintenance items (like filters), reduced emergency service charges, and even an annual \$40 cashier's certificate toward an eventual replacement. Your VHP Club membership fees can be less than that of a repair or replacement caused by neglect – and that doesn't include the inconvenience or the cost of your lost time.
- **Longer Equipment Life:** Regular maintenance helps your system work less hard, thereby avoiding the factors that add extra stress and shorten the life of your HVAC equipment.

"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*

Don't Wait - Start Giving Your HVAC Equipment the Care it Needs Today!

Call (810) 985-7103 to set up having your furnace or AC - or both - maintained. The cost is \$179 per piece of equipment - but **by joining the VHP Club you will enjoy an instant 25% savings and only pay \$135 per unit.** Your ongoing VHP Club fee is only \$11.25 per month for each piece of equipment covered. The fee is also payable in advance: \$135 (\$11.25 x 12) per unit.

You are immediately eligible for all the benefits, including **priority service** and **discounts:** 10% off repairs for covered equipment, 10% off maintenance items like filters, humidifier pads, etc., \$20 off emergency service fees, plus **the cost of your annual maintenance visits are covered by your VHP Club fee!** In addition, every year you get three \$40 Loyalty Pays certificates including a non-expiring \$40 cashier's certificate to offset the cost of replacing your HVAC system. *(Example: 10 years of these certificates will save you \$400 (10 x \$40) off the replacement price!)* Then, about 11 months later, you will receive a letter reminding you of your upcoming maintenance visit with a scheduled date and time. Call to confirm the visit or reschedule it. We continue reminding you until we hear from you to make certain we give your system the care it needs!

No Long-Term Contracts - You May Cancel At Any Time!

CALL TO GET STARTED TODAY - ASK FOR THE 'VHP CLUB BUNDLE'

CALL (810) 985-7103 Office Hours 7am-6pm Monday-Friday, 8am-2pm Saturday

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