

# Kellam Mechanical's **HOME** *sense*

*Smart & simple ways to enrich your home living.*

— IT'S ABOUT Time —

## Energy Efficiency: Don't "Duct" Your Responsibility

**Y**ou'd think twice about putting a new engine in an old car, right? But many households do not take this same approach when it comes to their heating and cooling systems. They purchase new, high-efficiency heating and cooling equipment and then attach it to a clunker of a duct system.

The equipment may heat and cool the home, but the system never performs at its full potential. The fact is, many forced air duct systems can reduce your system's efficiency by up to 20%.

The EPA's ENERGY STAR program recommends that you have your duct system checked – either during an equipment replacement or a service call. Ask us about this when you call to set up your next appointment. By fixing your ducts, you could save up to \$140 per year in energy costs.

**Do you have a clunker of a duct system?**



- 1. Do your filters get dirty quickly?**  
Are there dirt streaks showing at the corners and seams of duct connections?
- 2. Do you have rooms that just do not get much Air flow And never seem to feel comfortable?**
- 3. Do you have ducts in your Attic or crawl space?**

Any or all of these conditions may be attributable to poorly performing ducts. For contractors fixing your ductwork, here are a few of the recommendations the EPA offers:

- **Inspect the whole distribution system, including Attic And crawl spaces.**
- **Seal leaks And connections with mastic or metal tape. Don't use duct tape!**
- **Determine if additional air returns dampers or new zones are needed.**

Want to know more? Give us a call to perform a thorough check of your duct system during your Fall Tune-Up.

## MY WORD

By Scott Kellam



Hello Friends,  
May I also say, "Hello, Fall!"

Do you ever wonder how "Fall" got its name? As you might imagine, there's a logic behind it. Leaves fall in this season, and that's why people used to call it the "fall of the leaf." But then it got shortened to just one word.

Fall was once known as "harvest" because people gathered their crops. And its other

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Your Quick Call Comfort Hotline

☎ **757-430-0358**

🌐 [www.kellammechanical.com](http://www.kellammechanical.com)



# 7 Money Savers for FALL

— Home Health —

## Stormy Weather, CALM Home

**H**ampton Roads experiences frequent damaging storms causing power outages, so consider living life uninterrupted with a whole home generator. The inconvenience of power outages makes us cringe. As soon as the power fails the panic sets in.



"I have to grill that load of beef from the freezer to avoid waste. I hate cold showers! No a/c or heat! Burning candles to see at night is a fire hazard. The baby is hungry and I can't use the microwave to warm the bottle. I have to fight for the last bag of ice at the convenient store. NO MORE!"

Whole home generators are the answer. While the rest of the community is suffering from the inconvenience of lacking power, you could be sitting comfortably in your home eating hot meals and watching the football game. Ok, you

might be fighting the wife for the tv remote, but it is a good problem to have. Your new lifestyle is as follows: Power failure occurs.

Your automatic standby generator powers up. Power makes your family happy! You are now the favorite neighbor. Just remember, financing is available for generator installations, not for the block party.

Call **Kellam Mechanical** today for your whole home generator quote.

**1 Set bAck your thermostat.** Don't set the thermostat more than 5 degrees more than your normal setting when you're away because of the amount of energy you'll need to heat it back up. Call us to get a programmable



thermostat that'll adjust the temperature while you're away or sleeping.

**2 CleAn wArM Air registers, bAseboArD HeAters, And/or rADiAtors.**

Make sure that carpeting, furniture or draperies are not blocking them.

## WHSP!

What? Don't shush me! No, **W**hole **H**ome **S**urge **P**rotector. Oh!

Why? To protect your appliances and electronics from damaging power surges. Avoid huge loss from a fried frig, computer, dryer, tv, etc. Basically anything that plugs in can be protected with a **WHSP** with a \$10,000 warranty coverage. How do I schedule my installation?

Call **Kellam Mechanical** today at

— WeIRD Science —

## GrAndmA's Right!

**M**edical science is finally catching up with mothers and grandmothers in recognizing the healing properties of chicken soup. Several studies from re-

that the heat, the liquid and the antibiotic activity of garlic (a common ingredient) can erase symptoms and support the immune system.

One bowl of soup provides

with a number of tests. There's

## Brush Up On Home HeALth

### 3 Get AheAting Tune-Up!

This prevent costly failures, reduce your energy bills and make you more comfortable. What else could you want?

### 4 Have your ductwork inspected for LeAKs.

If you've got split or leaky ductwork, this can save you a bundle! You should keep all the warm air you're paying for!

### 5 ChAnge your return Air fiLters.

You will be thrilled that this one simple act will save you 302 kilowatts annually on your electric meter! Give us a call with your disposable filter size and we will provide you with new ones!

**6 Open the shAdes.** Let the sunshine in during the day to provide some warmth so your heat system is not working so hard. Close them back up in the evening for privacy.

### 7 Lower your dish-wAsher And wAshing mAchine temperAtures.

They use hot water from your house supply and drain it in a hurry! That's much more costly in cold weather.

cold, but promising new drugs exist for the treatment of influenza (trade names: Tamiflu and Relenza), but if you have the common cold, you'll just have to tough it out... and eat some of



You'd be amazed how many people assume "bigger is better" with a new heating and cooling system. But if the equipment is oversized, it will cycle off and on more frequently, reducing the life expectancy and increasing energy consumption. When it's undersized, the inefficiency and wear

on its components can also lead to an early equipment failure. Plus...

All the materials that surround your interior space are called the home "envelope", which affects the comfort and cost to operate your home. Reduce energy costs by installing the right insulation and by using effective air duct and window sealing techniques.

More energy savings come with

a newer, high efficiency heating system. Call Kellam Mechanical today!



- 30% Energy Savings
- \$30 off diagnostic fee
- 15% off repairs
- Never an overtime charge
- Reduced failure rates
- Extends equipment life

Call **Kellam Mechanical** today at **757-430-0358** to ask how to get your **\$90** rebate from Va. Power with your heat pump maintenance.

## Chore CheckList for FALL

The Summer heat has subsided, so now's the time for tending to household chores.

Start by checking the following areas:

- **GArden:** This is just the right season for planting perennials, trees and shrubs. Prune non-flowering shrubs

and trim back tree limbs near your roof.

- **PrepArAtion:** Prepare for Winter by giving your heating system a Tune-Up. Also, check



around doors and exterior windows. Change smoke detector batteries. Clean out gutters and downspouts, and make sure outside water pipes are drained and protected from freezing.

- **GArAge:** Make a clean sweep of the place. Get rid of unused items and organize tools, outdoor gear and yard equipment. Also, remove anything that's likely to freeze, such as paint.

**TAX tips:** If you're self-employed, set up a tax-deferred retirement plan; if you participate in a 401(k), fund it to the maximum allowed. Use your remaining funds by setting up

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**FALL 2012**

## my WoRD

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name, of course, is Autumn. There's not a clear logic behind that name's meaning. I guess it just sounded good.

In any case, I'm glad to see this new season because it gives some relief to the Summer heat and it also gives me a chance to catch up with friends like you.

I hope to see you for a preseason Tune-Up soon. If you haven't called our office to schedule yours, let us hear from you.

Yours sincerely,



Scott Kellam

P.S. Be sure to take a look at the discounts in this newsletter. If you can't use them, share them with someone who can. Thanks.

## PRE SEASON GAS SAFETY INSPECTION

Did you know that carbon monoxide poisoning symptoms mirror those of the flu? Get ahead of the winter season and prepare your family for a warm, cozy and safe environment inside your home. Schedule a Kellam Mechanical technician to perform safety inspection on your gas piping to your stove, furnace, dryer, boiler, fireplace and water heater. Maintaining you gas appliances can save your life from accidental carbon monoxide poisoning!

**ONLY \$69.00**

\*Limited to the first 45 callers \*Offer ends 10/31/12

Call **Kellam Mechanical** at **757-430-0358** or  
[www.kellammechanical.com](http://www.kellammechanical.com)

*Know someone who needs a gas safety inspection?*

*Tell 'em Kellam*

— n e X T T e X T —

**T**ired of guests seeing scratches on your furniture? Try this tip: Rub a walnut over any small scratches, dings, or dents you see.

This helps disguise small signs of age, wear, and tear – and gives you a fast fix for more

