

Kellam Mechanical's
HOME *sense*
Smart & simple ways to enrich your home living.



— IT'S ABOUT TIME —

Spending Less Can Cost You More

How can you spend less money and NOT save on dollar bills? Well, it makes sense when you're shopping for higher priced purchases that may require maintenance or operating costs. There are **three things** to remember when considering big ticket buys:

1. Purchase

Price – Impulse buyers stop here, and it can cost them big! This sometimes appears to be a good measure of comparison-shopping, but it can be a deception that causes you to spend more on...

2. Maintenance Costs –

Comparing warranties, reliability and repair costs is the smartest way to evaluate this component. Ask specifically what's covered in warranties. Companies can offer different – and confusing – warranties.



3. Operating Costs – This usually means “ongoing” costs of using the item. Fuel consumption, power usage and more come into this category. Many products offer “Operating Costs” as a separate label to help consumers buy wisely.

In our industry, all three of these components are extremely important in judging a “good buy” versus what could be a cheap rip-off.

By concentrating on the efficiency of the system, you can end up saving a lot over the lifetime of

the system.

All products must meet minimum efficiency standards set by the Department of Energy. But many products beat the standard, use even less energy and cost less to run. This can save you a small fortune over time.

Bottom Line: If your heating and cooling system is more than 8 years old, call us for a free energy survey. We'll tell you – in dollars and cents – how much you CAN SAVE!

MY WORD

BY SCOTT KELLAM



Hello Friend,
I can't say that I'm really

sorry all those gray days of winter are getting behind us. One reason the change in the seasons always gets my attention is because it has an impact on how I serve my customers. Spring, for instance, gives me the big warning flag that summer's coming. As you know, when it does, business heats up tremendously.

I hope you've already called for your pre-season tune-up on

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Your Quick Call Comfort Hotline.

757-430-0358

www.kellammechanical.com



— THE FIVE —

5 Places to Hide Valuables

There's no such thing as foolproof protection against burglars. That's why securing your valuables – even within your home – is important. A burglar entering your home already knows the obvious hiding places – under a mattress or rug, behind pictures and in or under dresser drawers. So, how can you keep your valuables secure? Besides a safe, other hiding options may provide just as much protection.

The master bedroom is one of the first places a burglar may look. But he might skip the kitchen and bathrooms, so we'll focus there:

Food Storage Containers – The cookie jar is too obvious, but you could hide valuables in other food jars, boxes and bags – even, in

some cases, if the food is still there.

Plastic Bags – For instance, place valuables inside a plastic bag or wrap it in foil, stash it in a bag of flour and store it at the back of a shelf.

Freezer – If your jewelry isn't harmed by freezing, place the wrapped valuables in an ice cream container or bag of frozen vegetables.

Bathroom Cupboards – Place valuables within personal hygiene items or cleaning supplies stored in bathroom cupboards. But avoid the medicine cabinet. Too many burglars have drug habits or will look for prescription medicines to sell on the street.

Diversion Safes – Small, non-locking safes that are made to look like various household items can conceal valuables while appearing as a soup can or water bottle.

Get Your Garden in Gear

With spring in the air, the time is right to plan your garden. And if you don't have a garden, maybe you should get one. Landscaping improves the value and appearance of your home, and gardening itself is as rewarding as a



home improvement project can get. So, where do you begin?

Fertilize – Spring is the right time to take care of this important chore. Fertilize to prolong the blooming period in outside and inside plants.

ALLERGEN ANNIHILATOR!

Spring means itchy allergy eyes and sneezing. Fight symptoms with the same technology used in hospitals, day cares and nursing homes to keep your family healthy. The **UV Photomax** reduces harmful contaminants such as viruses, bacteria, ragweed, mold, and dust mites. Call **Kellam Mechanical** today to improve your air quality.

757-430-0358

— REAL GOOD FOOD —

Eat Right, Breathe Better?

You've heard about food allergies, but did you also know that some foods can help with allergies of the airborne type?

For example, **Omega-3 fatty**

properties. Look for these in cold-water fish, walnuts and flaxseed. Try two servings of the fish weekly year-round, bumping up to three servings during allergy season.

Fruits high in Vitamin C are edible antihistamines and

Make Your Savings Automatic



savings automatic by installing a **programmable thermostat**. This is especially helpful when you're away (think Spring Break!).

By using a **programmable thermostat**, your heating or air conditioning is adjusted according

to a pre-set schedule. As a result, you don't operate the equipment

as much when you sleep or when you're not there. And that means automatic savings – now that's comfort!

So, give us a call and we'll show you how to get your automatic savings started today.

GO, GO GADGET THERMOSTAT!

Gadget lovers! Introducing the futuristic **Ecobee Programmable Wi-f Thermostat**. Comfort any home or business remotely via your smart device with free Ecobee apps and updates. It learns your comfort patterns all while saving you an average of 26% on energy bills! Call **Kellam Mechanical** for installation at **757-430-0358**.

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Prepare flower beds – Till the soil and remove dead plant material; and that goes for winter mulch too.

Take care of your lawn – Thick lawn growth looks great and also helps control weeds. If it's thinning, reseed. And get the fertilizer out.

Prune – Prune branches, evergreens and young trees; but prune spring flowering shrubs after they bloom.

Plant seeds and bulbs – Now is a good time for planting perennials, ornamental grasses and annuals.

Tend to your roses – Proper pruning encourages new growth, while feeding them now will help ensure good flowering. Use a rose food with a systemic insecticide to control the bug problem.

Remember houseplants – If you haven't got enough to do so far, remember to prune and fertilize your houseplants.

pieces of Vitamin C-enriched fruit in your diet daily.

Black tea contains flavonoids, an antioxidant from water-soluble plant substances that can relieve your

Cooling and heating your home is a significant investment – typically, 44% of your utility bill goes just to keep your indoor climate comfortable.

Here's an idea: You can save as much as 10% a year on your heating and cooling bills by adjusting your thermostat just a few degrees at night. Or you can make this

What Do Lenders Know About You ... That You May Not?



If you're seeking a loan to purchase a house or car, or signing up for a credit card, your credit report will determine

whether or not your request will be accepted – and at what interest rate you can borrow. By

report, you can check to make sure the information lenders see is accurate.

According to the Fair Credit Reporting Act, you may be able to obtain a credit report for free.

The law requires each of the nationwide consumer reporting companies to provide you with a free copy of your credit report, at your request, once every 12 months. They've set up one central website, toll-free telephone number and mailing address through which you can order your free annual report. Visit

My WORD

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your air conditioning system. If not, please do so as we'll have plenty of time to check it out thoroughly. Calling in mid-season can cause delays and wasted energy dollars for you. We want to make sure it's ready for the heavy load – from day one until the end of the season.

In the meantime, I hope you'll take this opportunity to get

outdoors, spend time with family and enjoy this bright and sunny season.



Scott Kellam

P.S. Be sure to check out the discounts in this newsletter. If you can't use them, pass them on to someone who can. Thanks.

— Quick TIP —

Cut the amount of sugar and calories per serving by expanding your frosting. It's simple: When you buy a container of frosting, whip it with your mixer for a few minutes. You can actually double the volume of frosting. That means frosting more cakes or cupcakes for the same price.



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Heating • Air Conditioning • Electrical

2536 Horse Pasture Road • Virginia Beach, VA 23453

Lic# 39134A 77430058757-430-0358

www.kellammechanical.com