

KELLAM MECHANICAL'S HOMESense

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Smart and simple ways to enrich your home living.

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\$3.00

SEASONAL SHIFT

Why Would Anyone EVER Replace a Working Heating and Cooling System?

We've all heard, "If it ain't broke, don't fix it." Though it contains a certain amount of homespun charm, there are "fixes" that don't have anything to do with being broken. They're called **upgrades** and **improvements**.

You don't wait for termites to eat through your bedroom wall to get your home treated. And you don't need to wait for your cooling system to have a catastrophic failure to shop for a replacement. Why?

First, if it's **over 8 years old**, it is an energy hog. Second, air conditioners *always* go out at the worst time possible, so be sure to schedule a checkup before the summer swings into full gear.

Even if you don't need to buy a new unit, you'll be comfortable during the hot months knowing your unit isn't about to die.

If you do need to replace your unit, consider this fancy acronym: the **SEER rating**, which stands for Seasonal Energy Efficiency



Ratio. The **higher this number, the more energy efficient the unit is** which means the more money you will save on energy

bills. Try a unit with a 16 – 23 SEER rating. These units have a higher upfront cost, but will save you much more in the long run.

Give us a call and we'll come out to determine if your old system is costing you more money than you could save with a new, higher SEER unit.

MY WORD

By Scott Kellam

Hello Friends,
Consumer Alert: Freon Costs Skyrocket



That probably isn't much of a surprise since it seems like the only place prices are going (on just about everything!) is up. It's worth noting though because a small leak in your air conditioning system can quickly create an expensive problem. Just how bad could it be? Well, if you have an old, inefficient air conditioning system using a phased-out refrigerant, you could be hit with a 400% increase if your system gets a leak! Here's the scoop.

In recent years, the R-22 refrigerant (also known by as Freon) has been the subject of environmental concerns because of ozone-depletion. A phase-out has been underway for some time. In fact, as of 2010, manufacturers were no longer allowed to produce home comfort

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Your Quick Call Comfort Hotline:

757-430-0358

www.kellammechanical.com

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These Common Products Can Be Used for Cleaning

Vinegar and baking soda are as well-known for their cleaning qualities as they are for the benefits they bring to food. But they aren't the only common household items that can be used as cleansers.

► **Ketchup** can be used to remove tarnish from silver, copper and brass cookware and stainless steel sinks. Squeeze a bit onto a clean cloth, wipe, then wash with warm water and dry.

► **Got Alka-Seltzer?** Drop four tablets in your toilet bowl, leave for an hour, then brush to a sparkling clean.

► **Fabric softener sheets** can be used to dust furniture and television screens. They have an air freshener quality and also eliminate static.

► **Nail polish remover** can remove stains from laminate floors. Just add a few drops on a rag for spot cleaning.

► **WD-40** can be used to remove crayon marks from most surfaces. It is also good for removing adhesive residue on glass.

HEALTHWISE

Fight Fires With Safety Facts

Some things are too hot to handle, and home fires are one of them. They pose a very real threat to homeowners – yet, like many things, fire safety isn't thought about until it's too late. Since statistics show that over 3,500 Americans die each year in fires, that's a dangerous mentality.

So what can you do to keep your family safe in the event of a home fire?

As much as you may want to go in and snag your favorite Snuggie, leave it to the professionals.

Have an evacuation plan. No, this is not a "Hey, let's just meet somewhere outside in case of a fire" plan. Have a real plan, where you have contingencies for each room in case of a blocked exit. Every member of the family should be aware of the plan and know what to do in case of a fire.

Leave the possessions behind. We know that there are important items in your home that you would want to save, but is that so important that you would sacrifice your life for them? The number one priority in case of a fire is to get out of the house as safely and as quickly as possible.

Stay low to avoid the smoke. Also, never open a door that is hot to the touch. Use your hand to feel the doorknob or gap

between the door and door frame. If it is hot, use your secondary escape route.

Designate a meeting place.

Creating a specific place to meet after your escape is essential to a fire safety plan.

Everyone knows where to go and it will be easier to see who has made it out of the house safely.

Once out, stay out. Once you have made it to the meeting area, call 911. As much as you may want to go in and snag your favorite Snuggie, leave it to the professionals. The firemen are much better equipped to go into the house and save someone/something than you are.

Detectors save lives. Check your smoke detector at least once a month for dead batteries. Placing a smoke detector on every floor of your house dramatically increases your chances of survival.

POWER PLAN

Call Kellam Mechanical to schedule your whole home 19 point electrical safety inspection. Just \$99.00
757-430-0358

5 Easy Ways to Save Money on Gasoline

Your gas tank needle has slowly crept towards that dreaded “Empty” sign. You pull into the gas station and instantly your day has become miserable. We all hate seeing the dollar ticker increase as we wait for our gas tank to fill.

So, enjoy these quick tips that will help you save money the next time you fill up:

Combine trips.

Every time you start your car, you’re using a lot of gas. To avoid starting your car several times a day, just combine your errands.

Premium isn’t always best.

Avoid paying for “premium” and “high-octane” gas unless your car requires it. For most cars, the cheapest gas will work just as efficiently.

Keep your trunk clean. Remember that 11th grade physics

course that you never paid attention in? Well, here’s a quick refresher: the heavier an object is, the more energy it will take to move. While having your prized cinderblock collection in your trunk at all times “just in case” may seem like a great idea, you’d be better off taking it out. The



lighter the car, the more fuel efficient it will be.

Seek out the cheapest prices. While this may sound pretty simple, we sometimes

choose convenience over logic. Gas stations often change their prices around noon, so try to fill up in the morning if possible.

There’s an app for that.

Applications like GasBuddy or www.GasPriceWatch.com search your location for the cheapest gas around.



Go Green

We’ve all heard the term “going green,” but have you ever actually wondered what it takes to go green? Help save the environment with these easy tips:

- **Install a programmable thermostat** to control your energy expenses. The Department of Energy reports that programming your thermostat saves homeowners approximately \$180.00 annually so it certainly pays for itself!

- **Schedule your heating and cooling maintenance.** It also will pay for itself since Energy Star reports that annual maintenance provides increased efficiency performance, saving 30% on energy bills. That’s \$330.00 back in your pocket based on average homeowner’s heating and cooling costs of \$1,100.00 annually.

- **Increase the efficiency of your water heater.** We love hot water, and now you can reduce your carbon emissions and energy bills by 25% if you set your water temperature to 120°. Save even more by installing a tankless water heater.

- **Replace your current lights with compact fluorescents.** Buying compact fluorescents may be more expensive; however, they pay for themselves in less than two years. Compact fluorescents last longer than normal light bulbs, and can significantly reduce your energy costs.

DID YOU KNOW?

- The average coach airline meal costs the airline \$4.00. The average first class meal: \$50.
- In 30 minutes, the average body gives off enough combined heat to bring a half gallon of water to boil.
- An earthquake on Dec. 16, 1811 caused parts of the Mississippi River to flow backwards.
- The symbol on the ‘pound’ key (#) is called an octothorpe.
- In Ancient Egypt, some people paid their taxes in honey.

MY WORD (...from page 1)

equipment that uses Freon.

While older systems can continue to be serviced, this year homeowners will be particularly affected by an uncertain refrigerant market. Why?

Manufacturers are limited by the EPA to

producing 45% less Freon than they did

last year. It's simple supply-and-demand – with less refrigerant available, costs increase.

Kellam Mechanical NATE and EPA refrigerant certified technicians can determine if a new, energy-efficient system would make more sense.

Sincerely,

Scott Kellam

P.S. Hope you'll use the offers in this newsletter for helpful savings – or share them with a friend!

HomePoints

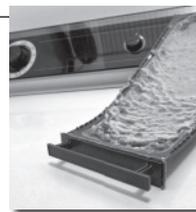
System maintenance combined with thermostat settings and recommended insulation can cut your energy use for heating and cooling by 20%-50%.

WELCOME

Kellam Mechanical welcomes **Adam Cook** as the new Service Manager to the service and maintenance departments. Adam previously held a position as comfort consultant with the company since 2007 allowing him to build many strong relationships with our valued customers. Adam has worked closely with the installation department while providing experience in optimizing comfort for Homeowners so this transition will be natural. Congratulations, Adam on your new role.



DRYER VENT HAZARD!



Can't see the lint buildup in your dryer vent? It doesn't mean it isn't there! According to the National Fire Protection Agency dryer vent lint causes 15,000 fires annually. Prevent a fire! Call **Kellam Mechanical** today to schedule a technician to properly clean your dryer vent. For the month of April get your dryer vent cleaned for ½ price with the purchase of a heating and cooling maintenance.

Kellam Mechanical, Inc. at
757-430-0358

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REBATE REACTION!

Up to

\$1,400.00

back on a new made in the USA heating and cooling system! Quality and affordability delivered right to your doorstep.

Call Kellam Mechanical today to get your qualifying system on the schedule for installation!

757-430-0358
www.kellammechanical.com

Or

For as low as
\$59.00

a month you can be comforted by a new made in the USA heating and cooling system!

Call Kellam Mechanical today to get on the financing plan!

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It's time to get comfortable.

Tell 'em Kellam

It's time to get comfortable.

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