

The Long Hot Summer!

If I heard "Hot enough for you" once, I heard it a hundred times. Not that I'm complaining, mind you. This has been an unusually hot summer and those of you who had their air conditioners checked early on really appreciated getting through the heat without any problems. I remember hearing some people ask "do you think we're ever going to need our air conditioner?" back when it was cool till late spring. That sure changed in a hurry. I know there was a brief period where we were just swamped with calls and just could not get to everyone. If you were one of those people, we again apologize. That has never happened before. We are usually very prompt at getting to people.

So much has been said already regarding the catastrophe that was Katrina. Our hearts go out to all those displaced families. It's nice to see so many people from all walks of life, all over this country opening their homes and hearts to those in need. I know there are children and families right here in our communities. We welcome them.

DuAll Heating & Cooling had a booth this year at the Business Expo tent at the Bolingbrook Jubilee. We saw about 500 people come through and gave away lots of keys chains, Frisbees, t-shirts etc. We also gave away a **\$100 Meijer gift card** to Dawn Carrara of Bolingbrook as the grand prize in our raffle. We also offered special deals and financing. It was a lot of fun.

We also were part of the Bolingbrook Pathways parade again for a second year. We tossed out about 900 mini flyers. This year's parade had a record amount of participants. Next year we are thinking of actually decorating our trailer as well as doing the mini flyer toss.

I'd like to thank all the people who

filled out our survey after having equipment installed. It helps us know that we are doing things right and giving our customers good value.

One question that keeps coming up is regarding the new 13 SEER change-over. I am going to reprint the article we had in the last issue regarding this. Please take the time to read it as it may very well concern you.

I am very happy to say that Donna has been doing an excellent job and that she will be staying on indefinitely. She has been a great help in getting people scheduled and sometimes even talked some people through a problem. She helped at the Expo and in the parade as well as writing some of the articles in this newsletter.

Our referral program has been a great benefit to a lot of our customers over the summer so we will again include the referral coupon and a small article explaining how the program works.

After this long hot summer, I would bet that a lot of our customers have learned the benefit of having your equipment serviced early in the season. Please remember that it is never too early to think about winter warmth. And if you want to save even more money, think about our Maintenance Savings Plan.

On a lighter note, now that the Bears have lost their number one quarterback for the second year in a row, it should be interesting to see how they handle the season. Hopefully better than those Cubbies! As for me, I'm betting on the Bolingbrook Raiders playing Naperville Central Red hawks for the state title. That would be fun!

Halloween is just around the corner and before you know it, we'll all be enjoying a little yuletide cheer. Happy New Year!

Respectfully,

Larry Greenwich

Quick Tips

To remove grease from clothes: empty a can of coke into a load of greasy clothes, add detergent, and run through a regular cycle. The Coca-Cola will help loosen grease stains. It will also clean road haze from your car windshield.

Food for Thought

Each year the average American throws away \$300 worth of spoiled fruits and vegetables. According to food scientists, most of us don't know how to properly store the different types of produce we buy and for how long. For example, did you know that lettuce should keep up to 3 weeks if properly washed and wrapped? To help you keep your produce from going to waste—and keep your grocery budget in line—follow these rules for cleaning and storage:

Avocados. Don't refrigerate until after fully ripened. Premature chilling will cause the insides to brown. Instead, ripen at room temperature. Afterward you can refrigerate to preserve them longer. They should keep from 1 to 2 weeks.

Bananas. Don't store near other fruits and vegetables, especially citrus fruits, because bananas produce ethylene gas, which can spoil other produce. Also, don't refrigerate, as chilling turns their skin black. Simply store at room temperature, and they should keep from 1 to 2 weeks.

Berries. Spread them out in a single layer in perforated plastic bags (be sure not to crowd them); then, refrigerate. Most varieties will not last longer than a week to 10 days, as mold develops easily. To minimize spoilage, don't wash them until you are ready to eat them.

Tomatoes. Don't refrigerate. Chilling causes a chemical reaction in tomatoes (continued page 3)

2002 by the Bush Administration. After a lengthy legal battle, the higher efficiency prevailed! Congress established the last standard, 10 SEER, in 1987. After 17 years it's high time for an upgrade.

What the new 13 SEER standard means to the consumer, both good and bad:

The good news is that with the new standard in place, air conditioning will be up to 30% cheaper to run (as long as the cost of electricity doesn't go up. Yeah, right!)

Then, there is the bad news. The physical size of the units are bigger and the cost of the equipment is also **considerably** higher. In order to maintain the 13 SEER rating and to comply with the manufacturers recommendations, the evaporator coil (inside unit) should be changed at the same time as the condenser coil (outside unit) and in a lot of cases, the copper line set also will need to be changed. These things all add to the cost of replacement. Combined with the additional cost of 13 SEER condensing unit, a 3-ton replacement could be as much as \$1500.00 MORE than the 10 SEER unit. With our relatively short cooling season, it will take a long time to recoup the additional cost through operational savings. What the new standard says, is that after January 23, 2006, manufacturers will no longer be allowed to produce anything lower than 13 SEER. There will still be some pieces of lower SEER equipment available, but that will probably go away in a hurry. Call DuAll Heating and Cooling now, at 630-247-1720, for a free in-home estimate.

How does your Garden Grow?

In order to have your garden area ready for planting next spring, you need to start preparing the soil as soon as fall

harvest is finished. Listed below are some things to do this autumn that will have your garden in great shape for next spring.

- If planning a new garden space, turn and till the planned site.
- If you have compost, spread it over your garden and till it under. If you don't have compost, spread peat moss and till it under.
- Pull up dead plants, and place them on your compost heap (if you don't have a compost heap, start one, using a little peat moss and the garden refuse).
- Install, repair, or replace bean polls, trellises or fences.
- Have existing tools sharpened/ repaired/painted.
- On a calendar for the following year, fill in dates for when to till, plant, fertilize and replant..
- If you plan on starting some plants before putting them in your garden, purchase or build "cold boxes" for this purpose.

By using these tips, next year's gardening will be easier and more organized. You will also find these preparations rejuvenate your soil, and help it produce stronger plants.

On the Lighter Side

How do you part your hair? How you part your hair can actually tell a lot about your personality. So the next time you go out, take a quick look in the mirror, if you believe in the following:

- If you part your hair to the extreme left, then you probably want to look assertive and intelligent.
- If you part your hair to the right, that could indicate you are gentle and caring.
- If you part your hair in the center, it means you are trustworthy.

This was not a scientific study. It is based on the manner in which several U.S. presidents parted their hair.

Food for Thought

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which leads to loss of flavor. Tomatoes should last 1 to 3 weeks if kept uncovered in a bowl away from heat.

Lettuce. Soak the leaves in cold water then spin in a salad spinner. Wrap in paper towels, loosely place in a plastic bag and refrigerate. Leaves will stay fresh up to 3 weeks.

Install a programmable thermostat

Programmable thermostats can make a big difference in energy consumption. Programmable thermostats deliver maximum comfort, efficiency and savings. Programmable thermostats are used to achieve the temperatures you want throughout your home based on occupancy. For example, if you are going away, you can set the whole house at an energy-saving temperature to avoid cooling or heating an empty house until you return. If you have programmable thermostats, you can program them to have your living areas comfortable when you arrive. home.

Peoples warns of heating bill jump

Average 5-month cost put at \$1,475

Peoples Energy Corp. is warning that unless the weather is unexpectedly mild, home heating bills this winter are expected to be 39 percent higher than last year, which would drive the average cost of heating a home from November through March to \$1,475.

But Peoples' estimate is a good deal lower than that of the Energy Department, which said last week that heating bills in the Midwest could rise 71 percent.. Several factors are expected to push natural gas prices to record highs this winter.

Demand in the U.S. has increased in (continued on page 4)



*DuAll Heating and Cooling is a family owned business based in Bolingbrook, Illinois. We are licensed, bonded and insured. We service all types of furnaces, air conditioners, boilers, water heaters and sump pumps. We currently install **Ruud, Westinghouse and Goodman** Heating and Air conditioning equipment. These companies offer our customers the most value and best warranties. Indoor air quality is a very serious issue and we are constantly learning new ways to improve our customer's living space. Our customers reside in Naperville, Bolingbrook, Woodridge, Lisle, Downers Grove, Lemont, Plainfield and other surrounding communities. Our philosophy is quite simple: We treat our customers as we would like to be treated. We are respectful, courteous, and above all, honest. DuAll is a member of the Bolingbrook Chamber of Commerce.*

Peoples warns of heating bill jump

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recent years, while supply has been static. The nation has only limited ability to import natural gas from other areas, such as the Middle East, where it is cheap and abundant. This summer was hot, and natural gas is increasingly used to generate electricity when air conditioning use is greatest. That means there is less gas for utilities to store in underground reservoirs for use in the winter, when gas prices are the highest. And Hurricane Katrina blew the price of natural gas higher, as the storm caused interruptions in supply and shortages in production. The Gulf of Mexico produces about 25 percent of the natural gas used in the U.S. and is home to one of the few ports that can accept imports of liquefied natural gas.

DuAll Heating & Cooling Referral Program

We are very pleased to announce our new referral program. We came up with this particular program as a way of saying "Thank-You" to our customers when they refer us to their friends, neighbors and relatives. The program is VERY simple to use. Simply cut out the coupon below and put your name on it. When the person you gave the coupon to calls us for service or new equipment, we will credit your account \$10 and the person giving us the coupon will also get either \$10 or \$100 off, depending on what they need. That's it!

DuAll Referral Coupon *Heating & Cooling* 630/247-1720

A gift of a \$10.00 discount for a friend or relative as a new customer for a service call **OR** \$100.00 discount on a new furnace and/or air conditioner installation.

The person giving this certificate will also receive a discount of \$10.00 off their next service call.

Given by _____