

Ah, (chooo!) Spring!

What an invigorating time of year. The weather is getting warmer, the grass is getting greener, and all the flowers are getting ready to bloom. I hope everyone had a safe holiday. I think we were pretty lucky with the snowfall this year. As usual, it could have very easily been worse.

This year there is so much information that we want to give to you, that we have gone back to the four page format for our newsletter. We hope you like the look and take the time to read through it. Maybe we can save you some money!

One of the most important articles inside is about the new federally mandated increase in SEER ratings for air conditioners. If you have a very old air conditioner, or if you have been thinking about replacing your air conditioner for any reason, please read the article on page 2.

We are also very excited to announce the addition of our new office manager, Donna. She will be scheduling your service calls as well as answering any questions you may have. If you have any questions or just want to say "Hi", please give her a call at 630-247-1720.

Another important article that we are pleased to inform you about, is our new REFERRAL PROGRAM. It's one more way of saying "**Thank You**" to all our loyal customers who kindly refer us to their friends and neighbors.

Also, there is an article relating to asthma and allergy relief. Unfortunately, childhood asthma is up over the last 10 years and the EPA believes it is due to the air inside your house being up to 100 times more polluted than the air outside. The good news is, there is plenty that can

be done to help. Read more on page 2.

We are very pleased to announce that we are now selling and installing Ruud furnaces and air conditioners. See the article on page 3.

As you will see, our newsletter is not just about your heating and cooling needs, but some helpful ideas to make your life a little better and easier. It has been our pleasure to bring this to you.

Now let's all get out there, and enjoy the summer!

Respectfully,

Larry Greenwich
"Mr. DuAll"

Quick Tips

To store romaine, red leaf, and escarole, you must send it into shock. Cut off one-eighth inch from the stem end. Plunge into 95 degree water for three to five minutes. Drain with the stems up for ten minutes. An hour in the crisper will make it crisp, and it will stay that way for a week or more.

Maintenance Savings Plan

It's just smart. Like a car, the heating and cooling system in your home needs to be tuned on a regular basis to keep things running smoothly and help you to avoid big repair bills.

Unfortunately, many people go season after season, thinking, "If it ain't broke, don't fix it." This can be costing you a small fortune. And not just in energy and repairs...

A system failure may be headed your way! Research shows that lack of maintenance is the #1 cause of a system failure. Do you have \$3000 to \$7000 saved for a new system? I promise, "saving money" by not getting a

tune-up can be very costly!

Save your system, your money and repair hassles with a Preventive Maintenance Agreement. Our PMA gives you two seasonal tune-ups for smooth, efficient running, plus a full system safety check to keep you healthy and safe. All for just \$105.00. You get the two tune-ups, plus Priority Service, 10% parts and labor discounts, free service reminders, and peace-of-mind. Call us now, at (630) 247-1720 to schedule your air conditioner clean and check and mention you want to save money with a preventative maintenance agreement. *We will take care of you.*

On the Lighter Side

For those interested in the etymology of various idioms and the occasional turn-of-phrase, here are several fun facts:

In Shakespeare's day, people slept on mattresses secured by ropes to bed frames. When pulled, the ropes tighten the mattress, making the bed firmer. Hence the saying, "Goodnight, sleep tight".

In Babylon, around 2000 B.C., it was customary for new father-in-laws to supply their new son-in-laws with a month's supply of mead following the wedding. Mead is a type of honey beer. Since the Babylonians follow a lunar calendar, the post-matrimonial month was therefore called "honey month," or what we today call the honeymoon.

In old England, ale was served in pints and quarts, so when a customer had maybe a bit too much to drink and became unruly, the bartender would shout that he (or she) should watch his pints and quarts and settle down. Which is where we get the phrase, "mind your p's and q's."

Asthma / Allergy Relief

There are 40 million allergy sufferers in the United States, who like most people, spend 90% of their time indoors. Many of those people with asthma / allergies rely on medications to relieve symptoms and control inflammation. Here are some things that can help lessen the possibility of attacks.

Use your air conditioner: Air conditioning lowers indoor humidity and can reduce your exposure to airborne pollen from trees, grasses and weeds and exposure to dust mites.

Clean your home: Clean your home at least once a week. Minimize dust that may aggravate nighttime symptoms with an easy room makeovers. Have pets bathed or groomed regularly to reduce the amount of dander in your surroundings.

Keep indoor air clean: Have a HVAC contractor check your air conditioner and furnace once a year. Change the filters in your furnace and air conditioner according to the manufacturer's instructions. Also consider installing a HEPA (High Efficiency Particulate Arrestance) filter which are used in hospitals because they are considered the best filters on the market today. The HEPA filter can capture 100% of all particulate sizes ranging from >100 microns down to 0.01 microns. According to the EPA, "As a result of today's energy efficient, tight or closed building construction, the air in our homes and workplace is more polluted than the worst exterior air. Up to 100 times more polluted."

HEPA air cleaners are efficient enough to capture many molds and bacteria. But the micro-organisms remain alive, continuing to grow and

reproduce directly on the filtration media. HEPA used in conjunction with UV lights can significantly reduce the amount of viable airborne micro-organisms found in HVAC units. UV light technology, literally sterilizes microorganisms. Because UV light is absorbed by proteins in microorganisms, it inactivates their DNA and prevents the microorganisms from reproducing. In this manner, the technology sterilizes molds, germs, viruses, bacteria, fungi and spores from the air. These airborne contaminants, known as bioaerosols, can cause a variety of illnesses including **cold viruses, staph, strep, influenza, measles, chicken pox and many, many more.**

Healthy Sleep Habits for Children

- Sticking to regular bedtime, even on weekends, will establish a comfortable routine for your child.
- Quiet activities, such as reading or taking a bath, will help your child "wind down" before bedtime.
- Bedtime will be more fun if you allow your child to choose their favorite pajamas to wear or stuffed animal to sleep with.
- Your praise will reinforce good behavior at bedtime.

What's a "SEER" and why should I care?

SEER is an acronym for Seasonal Energy Efficiency Ratio which is the rating used for air conditioning equipment.

The new standard for residential air conditioning units will be a minimum of 13 SEER, effective January 23, 2006. In 2001, the 13 SEER standard was proposed by the Clinton Administration but weakened to 12 SEER in 2002 by the Bush Administration. After a lengthy legal battle, the higher efficiency prevailed! Congress estab-

lished 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!) Also, according to DOE, 4.2 quadrillion Btu, or quads of energy, will be saved between 2006 and 2030 by a SEER 13 standard. 4.2 quads of energy is the equivalent to the annual energy use of 26 million U.S. households, which has a net savings of approximately \$1 billion to the consumer by 2020.

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. With the average life of 18 years for an air conditioner, you may want to think about replacing your old system. Call DuAll Heating and Cooling now, at 630-247-1720, for a free in-home estimate.

How does your Garden Grow?

Winter may still be in full swing, but Spring is right around the corner and 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—Fertilize spring-flowering bulbs such as daffodils, hyacinths and tulips to prolong the blooming period. Fertilizing young trees and shrubs will encourage growth. And don't forget your lawn.

Prepare flower beds—Till the soil and remove dead plant material—and that goes for winter mulch too. **Control weeds**—Get your weeds under control before they control you! In Spring they're right about to put down deep roots or go to seed. Apply "Pre-emergent" weed control according to label. Mulches can help too.

Control pest and disease—Keep insets from feasting on all your hard work. There are control products for almost every problem you may encounter.

Plant seeds and bulbs—Now is a good time for planting perennials, including Shasta Daisies, Lupine Primrose, Columbine, Poppies, and many others.

Another good option is in ornamental grasses—perennials that thrive in nearly any soil and look great next to colorful annuals. Annuals like impatiens and begonias grow

just about anywhere, require little maintenance and bloom all season.

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.

If this is your first year for gardening, don't be overwhelmed. Start slow. As you watch it grow, your enthusiasm will grow right along with it!

Why should I replace a perfectly good furnace?

Plain and simple, MONEY. The point is, although it may work just fine, it is wasting a lot of your hard earned money. Right up the chimney. Truth is, a new high efficiency furnace can pay for itself in as little as seven years. Natural gas has more than doubled in price since December of 1999. Your old furnace that was rated at 50-65% efficiency, may be heating closer to 40-50%. Compare that to a new 92% furnace, and you can easily see how much you could be saving. Almost half of your home heating costs!

How healthy is your blood pressure?

Blood pressure is reported as two numbers, systolic and diastolic pressure. Systolic pressure is the force in your arteries when your heart beats, and diastolic pressure is the force when your heart is at rest. These numbers appear, or are referred to, as one above the other.

A blood pressure of 120/80 or lower is considered normal and means when your heart is beating, the force is 120 millimeters of mercury (mm Hg); when your heart is at rest, the force is 80 mm Hg. High blood pressure is 140/90 or higher, and increases your risk of coronary heart disease and stroke. High blood pressure is most common in people who are older than 35, African American, obese or heavy drinkers.



**A 100-
Year
Tradition**

tion of Reliability

More than 100 years ago, Edwin Ruud, a Norwegian mechanical engineer, came to America and developed the first successful automatic water heater. That early success marked the beginning of a tradition of innovation and value that led to the introduction of RUUD heating and air conditioning equipment in the 1950s.

Since then, the RUUD Air Conditioning Division has grown into one of North America's largest manufacturers of quality cooling and heating products for residential and light commercial use.

Today, RUUD, *the sister company of Rheem*, operates two manufacturing facilities in Arkansas and Georgia - both employing highly trained workers and state-of-the-art equipment. Over the years, the product lines have expanded, changed, and improved significantly as new design techniques and better manufacturing technologies have become available.

What remains unchanged throughout our history, however, is our commitment to producing the most reliable, long-lasting, efficient equipment you can buy.



*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.

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!

What's in a Name?

Names are a dime a dozen. Or sometimes they aren't. Sometimes they're very unusual. So it's important to choose your baby's name wisely. Remember: They will use the name more as an adult than as a child, so it's important to choose one that they don't grow out of. Write down the name to see how it matches your surname. Does it look odd? Does it blend well? These are important questions to ask yourself. And when drawing up a list of middle names, make sure that the initials, when strung together, don't result in weird spellings. And, more important than ever, come up with plain middle names, just in case your child doesn't like their first name. That way they can always switch to their middle name instead of having to officially change their first name.

DuAll
Heating & Cooling
"Your Comfort Solution"
(630)247-1720

Referral Coupon

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

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

Given by _____