



### MESSAGE FROM THE HOME OFFICE

## Change Is In the Air ... Now Put Some Dollars In Your Pocket



There's no denying the sense of change in the air around this time of year. The sun's illuminating it, the birds are chirping about it, even the flowers are reaching out to embrace it. Yep, we can all breathe a deep sigh of relief now that winter is over, and with temperatures rising so too are the spirits of many homeowners in our area. However, **one thing we don't want to rise is our customers' energy costs!**

Fortunately, Union Fuel has some bright ideas for how you can turn all that change in the air into dollars in your pocket. It starts, of course, as it should every year, with an annual air conditioner tune-up. Now, before you say it, hold on, I already know what you're thinking: *Hey, that puts money in your pocket, not mine!* However, the truth is that regular **preventive maintenance reduces your energy costs by up to 10%** and can help you avoid a number of costly repairs and replacements. (See article on page 2.)

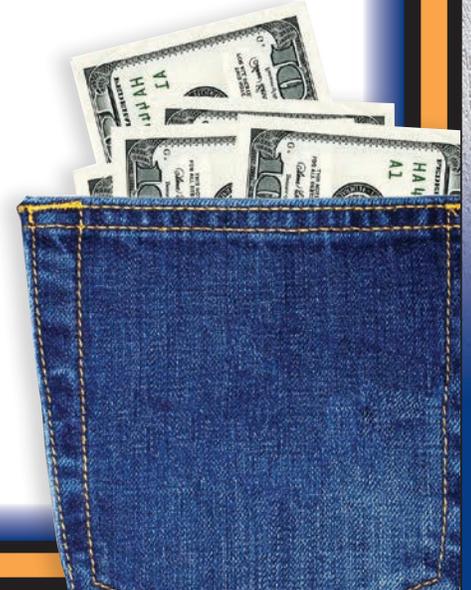
Maintenance isn't the only way we help our customers save money. We also offer a number of high-efficiency system upgrades that can reduce your energy expenses by up to 40%, and **smart thermostats that quickly pay for themselves in energy savings** and then put more dollars in your pocket every year that you spend less on fuel and electricity. Read more about smart thermostats on page 2 and turn to page 4 for our latest Carrier® Cool Cash offer, which can save you hundreds off a new, state-of-the-art home comfort system.

There are a number of ways to save valuable energy dollars, and many of them don't require you to spend a single cent. See if you can't get some bright ideas from this newsletter, and don't forget to **enter our contest on page 6. That alone can put a check for \$500 in your mailbox!**

As a member of the ServAssure Dealer Alliance, **Union Fuel works to ensure you're 100% satisfied with your home comfort system.** That means the work we do doesn't just put energy dollars in your pocket — it puts a smile on your face and peace of mind in your home. But don't just take my word for it. Call 610-253-6215 to see for yourself.

Sincerely,

*Thomas Braun*





## Tune-Ups Save You to the Tune Of...

Think about those really, really hot days — not order extra-ice-in-your-drink hot, but pour-half-the-drink-on-your-head hot. It's on days like those that you truly appreciate the cooling comfort of a well-maintained central air conditioning system.

...And if you haven't had your old air conditioner serviced in a while? Well, it should come as no surprise to hear that **the majority of cooling system breakdowns occur on those really, really hot days.**

That's one of the reasons why your **ServAssure dealer recommends all customers schedule preventive maintenance during the spring**, to save you the discomfort and potential danger of sweating out a summer scorcher. Some air conditioning repairs and part replacements can be expensive. Here are a few of the more common (and costly) expenses you can avoid with regularly scheduled preventive maintenance:

- Blower Motor Repair/Replacement
- Thermostat Relocation/Replacement
- Condensate Pump Replacement
- Refrigerant Recharge
- Burnt-Out Compressor

In addition to taking care of minor issues with these parts before a major problem occurs, **your annual air conditioning tune-up can improve your system's efficiency by as much as 10%, which could save you over \$100 a year in electricity costs.** That number alone can cover the cost of the tune-up. Add on the savings of avoiding costly part replacements, and the value of a spring tune-up becomes as clear as a sunny summer day. Schedule yours now, before that really, really hot weather arrives.

## What You Might Not Know About Your Thermostat

At first glance, a thermostat seems like a very simple device ... and indeed, many of the older models are. However, as manual thermostats have evolved into programmable thermostats and now smart, Wi-Fi-enabled home comfort controls, the devices are capable of doing so much that sometimes homeowners don't even realize when they're not taking full advantage of them.

With this in mind, here are some pointers that can help you get the best comfort and efficiency out of your heating and cooling equipment.



- Per Energy.gov, **“You can save as much as 10% on heating and cooling by simply turning your thermostat back 7°-10°F for 8 hours a day from its normal setting.”**
- Different programmable thermostat models offer different levels of programmability. There are **7-day models** (7 different schedules), **5+2-day models** (one schedule for weekdays, one for weekends), and **5-1-1 models** (one schedule for weekdays, one for Saturdays, and one for Sundays).
- **Manually setting** the thermostat much lower or higher than the current indoor temperature won't change the temperature any faster. All it will do is waste energy.
- **Many of today's smart thermostats offer humidity control options** and weather updates. On days when it's more humid outside, set the humidity lower inside.
- **Smart thermostats can usually be synced with multiple smartphones or tablets.** If you choose to connect everyone in your household, be sure to set some energy-saving ground rules.
- If you want to use your smartphone to control more inside your home than just temperature, humidity and energy usage, **talk to your ServAssure dealer about the Carrier® Cōr™ Home Automation System.**
- Using the Cōr mobile app and compatible technology, you can **use your mobile device to lock or unlock doors, turn lights on and off, watch security camera footage, and receive alerts** when something out of the ordinary happens.
- While some thermostat manufacturers say that their devices can be installed by the homeowner, **it's always best to consult your ServAssure dealer** to ensure that your heating and cooling systems and zones are all properly synced.



If you'd like to find out more about the programmable thermostats, smart thermostats or home comfort controls available to you, call your ServAssure dealer today.

# Cold Enough For Ya?

In last spring's edition of *Maximum Comfort News*, we included an article titled "Can't Stand the Heat?" which addressed the common problems caused by over-sized heating systems — namely, too much heat and overly dry air. With what could be a very hot summer coming our way, we want to focus your attention on a similar issue that causes equally annoying problems. We're speaking, of course, about improperly sized air conditioners.

Sometimes, unscrupulous air-conditioning salespeople and contractors upsell unsuspecting homeowners to bigger, more powerful air conditioners than needed. They may try to justify the sale by saying something like, "It's better to err on the side of caution." What they won't tell you is that **improperly sized air conditioners tend to lead to a number of indoor air quality issues like humidity, mold and mildew.**

Here's how it happens: As the air entering your home passes over the cold surface of the cooling system's evaporator coil, water vapor condenses on that coil. However, that condensation won't be pumped or drained out until enough of it has formed. And if your air conditioner is too powerful, it won't stay on long enough for that to happen. Thus, the condensate will evaporate into your indoor air, making it feel dank and humid and creating the exact conditions in which mold and mildew thrive. **Plus, your energy costs will be higher, because all that start-and-stop drains electricity!**

There are a number of solutions for over-sized air conditioners — including smart thermostats, heat pumps and complete system upgrades — and a number of ways to help combat poor indoor air quality (see our list on page 4), but **the best strategy is to have your comfort systems sized and installed by a ServAssure dealer.** Our licensed technicians can help ensure you get the equipment with the right heating and cooling capacity for your space. This way, your home won't be too hot and dry in the winter or too cold and humid in the summer. Call today for a free consultation.



## The ServAssure Satisfaction Guarantee

- ★ **100% Complete Satisfaction or Your Money Back**
- ★ **ALL Parts, Labor and Materials Covered for Two Full Years**
- ★ **No Surprise Pricing** — All Services Performed at Quoted Flat-Rate Prices
- ★ **No Subcontractors** — All Services Performed by Our Team of Reputable, Reliable, Licensed Professionals
- ★ **No Mess** — Our Techs Keep Your Home Clean

For guaranteed satisfaction from a guaranteed-local home comfort business, make your ServAssure dealer the first and last company you call.

*\*Ask your dealer for details\**



## Want more information?

*Simply complete the form below and send it back to us.*

Name (first, middle initial, last)

Address

City

State

ZIP

Phone

Email Address

Please enter me in your contest to win a check for \$500

*Please see entry rules.*

## I'd like more information on:

*(check all applicable)*

- Smart Thermostats
- Indoor Air Quality Solutions
- Air Conditioning Tune-Ups
- Service Plans
- Cooling System Upgrades
- Carrier® Heating and Cooling Equipment
- Other: \_\_\_\_\_

# Mildews & Don'ts

Before the humid summer air puts your air conditioner to the test, spring presents a number of indoor air quality (IAQ) challenges, especially for those with seasonal allergies. Fortunately, your ServAssure dealer is here to help you keep out common indoor air pollutants like mildew, pollen, mold, fungi, bacteria, viruses, dust, mites and chemicals. For starters, follow this checklist of IAQ do's and don'ts.



## DO

- ✓ Vacuum two or more times per week
- ✓ Dust regularly, especially around vents
- ✓ Change your air conditioner filter once a month
- ✓ Brush your pets' fur, daily if necessary
- ✓ Put a floor mat at every door to your home
- ✓ Institute a shoes-off-at-all-times policy
- ✓ Install a carbon monoxide detector
- ✓ Have water leaks repaired
- ✓ Call your ServAssure dealer for an annual air conditioner tune-up
- ✓ Ask about our IAQ products and services

## DON'T

- ✗ Allow smoking inside
- ✗ Open windows on humid days and nights
- ✗ Install carpets
- ✗ Use air fresheners
- ✗ Leave your refrigerator or stove open
- ✗ Try to remove lead paint or asbestos without professional assistance
- ✗ Idle cars, lawnmowers or other engines in the garage
- ✗ Over-water houseplants
- ✗ Let trash accumulate
- ✗ Use harsh or solvent-based air cleaners



## A Local Business You Can Believe In

These days, there are so many companies out there that try to pass themselves off as local businesses. From big supermarket chains with "locally sourced" produce to big retail chains with exposed ceilings designed to resemble those inside local warehouses, it seems every mega-corporation is trying to cash in on our neighbors' noble goal to shop local. This includes a number of big heating and cooling companies.

Many of these companies claim to be "locally based" or "locally managed." They may even try to sell you on their "neighborhood values" or "personal service." But do a little digging and you'll soon discover that they're anything but local. Whether their parent company's headquarters is in another town, another state or another country, they're just another big business that offers big promises, but won't tell you about the big headaches and bigger disappointments that come with those empty promises.

These so-called small businesses might lure you in with low-cost offers, but those almost always lead to high-priced repairs or replacements. And that's because these companies are more interested in generating large one-time sales than attracting and maintaining long-term customers.

If you're looking for truly personalized service from local people, like you, who you can truly count on to stick to their word, then stick with your ServAssure dealer. **Only we offer The ServAssure Satisfaction Guarantee.**

Ahhh . . . COOL

**10 YEAR**  
PARTS  
WARRANTY\*

**REBATES up to**  
**\$1,650\***  
on a qualified home  
comfort system  
by Carrier®

Update your home comfort system for rebate savings now  
and energy cost savings for years to come!

Ask about additional  
utility company rebates

turn to the experts

\* Up to \$1,650 Carrier Cool Cash rebate effective March 1st through June 30th, 2017. System must be installed by July 15th 2017. Rebate amounts vary depending on equipment purchased. Some restrictions may apply. Warranty period is five years if not registered in 90 days. Jurisdictions where warranty restrictions are not allowed automatically receive a 10-year parts warranty. See warranty certificate at carrier.com. Call for complete details.



## The Just-In-Case List

From oppressive heat waves to brownouts and blackouts, summer can put a number of obstacles between you and your comfort. But at Union Fuel, it's our job to help ensure you're prepared for anything home-comfort-related. That's why we've put together this handy list of protocols for common summer scenarios.

### **Just In Case Your Central Air Conditioning Won't Start:**

Union is here to take care of any maintenance or repair issues, but before you call us there are a few things you can do on your own. First, check the electrical panel for a tripped breaker or blown fuse. If that's not the issue, make sure the thermostat is set to cool and that its temperature is at least 3° lower than ambient room temperature. Next, check the power switch on the air conditioner's outdoor compressor.

**Just In Case a Heat Wave Hits:** Stay inside as much as possible; stay hydrated by drinking plenty of (non-caffeinated, non-alcoholic) fluids; wear loose-fitting, lightweight clothing; avoid strenuous exercise; and look out for signs of heat exhaustion (flushed skin, headaches, nausea, dizziness, weakness and extreme fatigue).

**Just In Case You Lose Power:** Blackouts and brownouts are all too common during summer heat waves, so it's smart to have a safety kit and some other key items set aside: flashlights, batteries, bottled water, a can opener, battery-powered portable fans, a first aid kit and more. Go to [ready.gov](http://ready.gov) for a full list of power outage preparation tips or visit [UnionFuel.com](http://UnionFuel.com) to find out about our backup power solutions.

**Remember:** if anything goes wrong with your heating and cooling equipment, Union Fuel is only a phone call away. Just call 610-253-6215 and we'll be there for you.

## Conditioned for Quality

Union Fuel's **commitment to quality** extends beyond the high-quality services we provide and high-quality systems we install to the quality of the very air you breathe.

When performing preventive maintenance on your central air conditioning system, **we clean the unit's condenser coil, condensate drain and blower motor. This helps remove pollen, dust and other particulates that negatively impact your indoor air quality (IAQ).** We also test the condensate pump, which helps control the humidity inside your home. (Read more about the mechanics of this process on page 3.)

Lastly, to help ensure your home and its comfort systems are "conditioned for quality," we can complement your heating and cooling equipment with a number of IAQ products, including **whole-house air cleaners, humidifiers, fresh air ventilators and UV lights.**

If you're looking to breathe easier this spring and sweat less this summer, **call Union Fuel at 610-253-6215 to request a free IAQ evaluation.**





### WHAT'S INSIDE

- Tune-Ups Save You to the Tune of ...
- What You Might Not Know About Your Thermostat
- Cold Enough For Ya?
- The ServAssure Satisfaction Guarantee
- Mildews & Don'ts
- A Local Business You Can Believe In
- Carrier® Cool Cash
- The Just-In-Case List
- Conditioned for Quality
- New Contest!
- A Memorial Day Salute

## UnionFuel Company

The comfortable choice . . . since 1887

700 Bushkill Drive  
Easton, PA 18042

(610) 253-6215  
info@unionfuel.com

Visit: [www.unionfuel.com](http://www.unionfuel.com)

PA LIC.# PA9437  
NJ REG.# 13VH01427600

Come join us  
on Facebook!



Become  
a Fan –  
Search for  
"Union Fuel  
Company"

## NEW CONTEST! **WIN A CHECK FOR \$500**

Thinking about a new aboveground pool? Looking to throw a Memorial Day or 4th of July BBQ that'll go down in your town's history books? We have something to help cover the cost: a check for \$500. Yes, you read that right. We're giving away another check for \$500 to one lucky winner who will be chosen at random from our pool of contestants.

To enter for your chance to win, simply send your Name, Street Address, Phone Number and Email Address to [info@unionfuel.com](mailto:info@unionfuel.com) with "Spring Newsletter Contest" in the subject field of your email. You may also mail the entry form on page 3. All fields must be completed in full for entry form to be considered eligible. No purchase necessary to enter and win. Winner will be selected by random drawing at contest end May 31, 2017, from among all eligible entries received. Contest is open to individuals 19 years and older. Void where prohibited by law. Subject to all federal, state and local laws and regulations.

*The winner of the \$500 check featured in the Fall 2016 issue is Carol Ann Nordheimer. Congratulations, Carol Ann!*

## A Memorial Day Salute

Every Memorial Day, Union Fuel pays tribute to those brave soldiers who courageously and selflessly put their lives on the line to defend our country. These individuals are our friends, neighbors and family members, and it's their heroics that make our way of life possible. So, when you're out there barbecuing this May 29, be sure to take some time out to reflect on the sacrifices made by all of our nation's Armed Forces. Support the troops!

