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HOME COMFORT NEWS

Spring 2017

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TACLB 002620C

GET THAT SYSTEM READY FOR THE HOT DAYS OF SUMMER!

up to **\$2,200**

**IN CARRIER® COOL CASH
AND XCEL REBATES**

Financing
Options
Available



Cannot be combined with other offers or discounts or be applied to previous purchases. Financing terms vary depending on option selection. WAC. Manufacturer rebates from \$0-\$1,350 depending on system purchased. Utility rebates up to \$850 based on availability at time of purchase and system purchased. Visit xcelenergy.com for details. Some restrictions apply. Ask for complete details. Offer ends 5/31/2017.



GARY'S

HEATING AND
AIR CONDITIONING, INC.

SHOOTIN' STRAIGHT SINCE '78

HOME COMFORT NEWS SPRING 2017

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\$ REFERRAL REWARDS

Give our name to someone who invests with Gary's and we'll give you a cash reward!

- ▶ Platinum Plus System \$250
- ▶ Other Complete System \$150
- ▶ Single Equipment \$75
- ▶ Service Call \$25



Time to schedule your
Spring Air Conditioning
System Maintenance.
CALL TODAY!

A WORD FROM OUR OWNERS



In February Gary's Heating and Air was honored to receive the Better Business Bureau's 2017 Torch Award for Ethics. In 1978 I started this company and from the beginning ethics, integrity, honesty, and quality were my cornerstones. Since then the company has grown and each team member has contributed to the ethics culture of the business.

It is very important to Paula and I to take a moment to thank our team for the outstanding job they do building trust and value in our community.

Without their efforts and dedication the company culture would be much different. Paula and I can set the example but it is up to the managers, technicians, installers, and CSRs to intentionally conduct themselves in a manner that highlights the values of our company. I couldn't be more proud of their conduct and performance. Each of our team members cares about every client and that is reflected in the flood of thank you notes we receive every month. We know that without their efforts and commitment to the company cornerstones we would not have received this recognition. Our team stays committed in the cold of winter and the blazing heat of summer to the comfort and safety of our community.

Paula and I are humbled for this recognition from the BBB and proud of our team for their hard work, dedication, and commitment to ethics.

\$50 OFF
DUCT CLEANING
expires 6-1-17

- Does your family suffer from allergies or asthma?
- Do you notice dust shortly after cleaning?
- Have you ever wondered about what might be in your ductwork?
- Do you want to improve the quality of the air in your home?

Ask about our no cost, no obligation ductwork assessment today!



Worry-Free Maintenance for your Home's Comfort System

Your heating and cooling system is a vital part of your home comfort, yet it is often taken for granted. Much like your automobile, it needs regular maintenance to provide you with maximum comfort, efficiency, and reliability. Gary's makes it convenient and affordable with our **Preferred Club Membership**. Plus, with membership enjoy these additional benefits:

- **Priority 24-Hour Service**
- **Semi-Annual Safety & Performance Inspections**
- **Savings on Service & Emergency Calls**
- **Savings on Repairs & Replacements**
- **Savings on IAQ Products & Accessories**
- **Inflation Protection**



A WORD ON ATTIC INSULATION

Attic insulation is the low cost- high yield home improvement that can pay for itself very quickly. Since attic insulation works year round it is never a bad time to look at upgrading the insulation in your homes attic. Most homes have inadequate insulation amounts; this leads to an increase in utility costs, decrease in comfort, and increase in the wear on your system.

Having proper amounts of insulations will lead to:

BETTER COMFORT: Homes with inadequate levels of insulation tend to have significant temperature fluctuations, especially in adverse conditions immediately after the system shuts off. With the proper level of insulation, heat transfer is disrupted, which keeps the living area warmer in the winter and cooler in the summer.

REDUCED UTILITY COSTS: Most homes built before the early 2000s do not have adequate levels of insulation according to the Department of Energy. Adding enough attic insulation to meet Energy Star standards can save up to 30% on annual heating and cooling operating costs. Payback on an attic re-blow can be in as little as two years.

LOWER HVAC REPAIR COSTS: HVAC preventative maintenance is important, but adding attic insulation will reduce the indoor load, which can help prevent premature stress and wear on vital equipment components. In the same way your car lasts longer with fewer miles driven, furnaces and air conditioners that accumulate fewer run-time hours last longer and break down less frequently.

WHAT DOES THIS MEAN?



This mark, when displayed by a contractor, indicates that company's dedication to protecting the safety and well-being of you and your family. While it is rare that employees of home service contractors are involved in crimes against homeowners, it can and does happen.

How often have you opened your door to a service repairman only to feel extremely uncomfortable once he's inside your house?

It's not something many people think about until it's too late, but anyone who might feel uncomfortable at home alone with a service technician deserves to be safe from harm, including:

- women at home alone or with small children during the day
- elderly homeowners
- disabled individuals
- anyone else who is concerned about their personal safety and the security of their home and their belongings

At Gary's, ALL team members wear the "SEAL OF SAFETY" so rest assured, the person who comes in your home has been drug tested and background checked for your safety!

5 THINGS TO GET YOUR AC READY FOR SUMMER

1. Change filters
2. Clean area around condensing unit where weeds and debris gather
3. Wash outdoor unit with hose
4. Wash filter grills and return air grills
5. Have a professional tune up your system and schedule regular maintenance



Mitchell Stevens- Installation Manager

your duct. If you have a good filter it will stop some of the large particulate but not everything. The smaller things still pass through and get caught in one of the other filters you have in your home. The other filters that you have in your home are the most expensive--- they are your indoor coil and your lungs.

There are several things that you can do to stop this and also save yourself money. You can install an air cleaner instead of a filter. Air cleaners can stop up to 98% of all air born particulates in your home. Another thing you can do is have a trained professional perform a duct tightness test. Leaky air ducts not only allow dirt, dust and other icky stuff to be sucked into your system and blown into your home; they also cost you a lot of money in wasted utility costs. You should have no holes in your duct and all of the joints should be sealed with a UL181 sealant.

GARY'S IS NOW OFFERING DUCT CLEANING!

I am very excited to tell you about the next thing that can help you with your indoor air quality. Gary's is now offering Duct Cleaning. The machine that we use has a brush that knocks the dirt, dust and other air born particulates off the liner of the duct. Then that junk is sucked up by a very strong vacuum and put in a HEPA bag. We also have a tool that sprays an antibacterial solution into you duct to help with anything that may be left air born in your system. If you have any questions please give me a call.



VISIT US ONLINE AT
[WWW.GARYS.COM!](http://WWW.GARYS.COM)



OUR JAN. AND FEB. BULLDOG!



Gabe - Installer

Gabe is one of our newest team members and we are so lucky to have him! He comes with a wealth of HVAC knowledge. He is always positive and loves to make his client's happy.



Spencer - Installer

Spencer is AWESOME! He has been with Gary's for many years and does installing, maintenance and repair. He is always ready to go where he is needed and works hard to keep our clients happy.

ASK A PROFESSIONAL

In my 12 years of doing heating and air I have been asked many times, "How does all this dirt get into my house and system?" Today I am going to answer this question. I am also going to shed some light on a few other issues that relate.

Take a minute and imagine that your duct system is like a big vacuum. It's taking all the dirt, dust, and other air born particles in your home sucking them into your system running it through the system then blowing them out into your home again. When that air is blowing through your duct system, dust and dirt naturally gets caught on some of

WATERMELON SALAD RECIPE



- 1/2 watermelon cubed
- 1 quart strawberries sliced
- 1/2 red onion diced
- 1 cup cilantro chopped
- juice from one lime
- drizzle olive oil
- Mix and chill