

VINCENT'S NEWS

The 'Van-Go' Gallery



OWNER'S CORNER

61 Years of Excellence!

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Did you know...

Federal Tax Credits for certain energy efficiency improvements including furnaces, boilers, and air conditioners were available for 2019 and renewed for 2020?

See Form 5695 'Residential Energy Credits' or consult your tax preparer for eligibility.

THROUGH MY EYES

I am constantly amazed by the changes that have occurred in my lifetime. I'm very much a 'creature of habit', and so when I find a product I like, I tend to stick with it. As a result, when a manufacturer discontinues or changes a product, I'm irritated when it's not available anymore. And the older I get, the

more this has happened.

This is both in the big things - I was a Pontiac Bonneville man and I was disappointed when GM discontinued the line - and even in the small things such as personal care items. Thank goodness they still actually make bar soap and shaving cream - I don't think I'll ever get used to 'body wash' and 'shaving gel'!

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"Wherever you see a 'Vincent's Van Go' you know the job will be a work of art."



The phone book that I got this year is so skinny that even I can tear it in half!

Tax Credit & Utility Rebate Update

There are some great incentives available for upgrading your heating and cooling system, and your water heater with energy saving models. The incentives are both in the form of federal tax credits and with utility rebates. For the majority of clients that we serve, the rebates are from SEMCO Energy Gas company or from DTE Energy for electric only customers. *(DTE Gas and Consumers Energy customers also*

have similar programs that are not listed here.)

The chart on page 2 highlights some of the top incentives available but is only intended as a starting point.

The Federal Tax Credits are for 2019 and renewed for 2020. If you made an investment last year that qualifies, be certain to take advantage of the credit. Alternatively, consider taking advantage of these this year. Your actual tax credit may be

limited by a total combined credit limit of \$500 for all tax years after 2005.

Federal Tax Credit \$150 for furnace or boiler with an AFUE rating of 95% or higher. \$50 additional credit for "Furnaces with Advanced Main Air Circulating Fan". This would include 'ECM' or 'Variable' blower motors such as Amana model numbers containing either a 'V' or 'E'.

Note: some 80% AFUE

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Tax Credit & Rebate Update ... (Continued from Page 1)

models might qualify for this tax credit.

2020 SEMCO Energy Gas Rebate: Furnace: \$250 AFUE 94%+ / \$350 AFUE 96%+ / \$450 AFUE 98%+. Boiler: \$800 AFUE of 90%+. Boilers that we install that qualify are the wall hung Viessmann or Navien models. Cast Iron boilers such as the Weil McLain models do not provide the efficiency levels to qualify for a rebate or a tax credit.

Water Heaters

To qualify for a **Federal Tax Credit** a water heater must either be a model that has an electric heat pump or a Uniform Energy Factor (UEF) of .82 or a thermal efficiency of 90%+. Typically, this is a tankless water heater.

2020 SEMCO Energy Gas Rebate: A tankless natural gas water heater (with .81+ UEF rating) (with or without a boiler) qualifies for an additional **\$275** rebate. Very few tank type water heater models meet the minimum .64 UEF efficiency rating to qualify for the **\$100** water heater (tank) rebate.

Air Conditioners

It is hard to qualify for an air conditioner rebate or tax credit. This is because it has to be rated as an entire matched system, consisting of the condenser (the outside part), the evaporator coil (the part that attaches to the furnace) and the furnace or air handler that it is connected to. The equipment manufacturer has all three of these components tested as a

Equipment Installed	Tax Credit	Rebate
Gas Furnace AFUE 94%+, 96%+ , 98%+ - with 'Advanced Main Blower' -ECM or Variable - with replacement of standard thermostat with programmable or Wi-Fi enabled	\$150 \$50 N/A	\$250, \$350 , \$450 N/A + \$20 programmable or \$70 for Wi-Fi
Gas Boiler AFUE 90% (<i>not cast iron boilers</i>)	\$150	\$800
Gas Water Heater .82 UEF - Tankless .64 UEF - Tank (<i>few qualify</i>)	Up to \$300 N/A	\$275 \$100
Air Conditioner 15 SEER 16 -17 (+13 EER for Credit) 18 or Higher SEER <i>IMPORTANT: SEE QUALIFICATION NOTES</i>	N/A Up to \$300 (<i>same</i>)	\$150 DTE \$250 DTE \$400 DTE

Here is a select summary of 2019-2020 federal tax credits and rebates available for SEMCO Energy Gas customers and DTE Energy Electric customers.

matched system by AHRI (Air-Conditioning, Heating & Refrigeration Institute) to determine the efficiency rating. **Here are things to consider in order to qualify:**

- 1) Don't mix equipment brands.
Amana does not pay AHRI to rate its Amana air conditioners with Carrier furnaces – it rates them with Amana furnaces, and so on. AHRI does not have rating numbers for unmatched brands.
- 2) Replace the furnace and the air conditioner together.
Manufacturers do not rate new air conditioners with old furnaces. AHRI will probably not have a rating for a new air conditioner with an older furnace model. It is a good practice to replace the entire system at one time – just like replacing all four tires on a car together rather than one or two at a time.
- 3) The furnace needs to have a high efficiency 'ECM' or

'Variable' blower motor (as discussed above in the *Furnace & Boiler* section) in order to qualify for the AC tax credit.

- 4) The last consideration is the evaporator coil. In some situations, the coil needed to achieve the desired efficiency may be too tall to fit in the space available – that is, there is not enough height between the top of the furnace and the ceiling to install a qualifying coil.

In this instance a shorter coil may be all that will fit, but will disqualify the system from achieving the desired AHRI matched system efficiency rating. In the bigger scheme of things, typically it is more cost effective to forego the tax credit or utility rebate, than to perform any costly duct or system modifications needed to make the coil fit.

Let us know if we can help you with an energy efficiency upgrade. - Daniel Squires

Through My Eyes (Continued from Page 1)

And while I know that the Internet has dramatically changed things in business, I was still shocked by how skinny this year's published phone book – the 'yellow pages' – is. Did you even get one in the mail? It's so small that you might have missed it or assumed it was junk mail!

Of course, the white pages section of the phone book that listed everybody's phone number and address was doomed with the invention of cell phones. Between so many people abandoning their land line or going to voice-over-internet-phones and the privacy laws the white pages had to disappear.

But the yellow pages? – the advertising section? That has shrunk to almost nothing. But at least for this year, you can still find Vincent's Heating & Plumbing in it. Why? Because there are more than a few 'creatures of habit' like me out there that still use the phone book. I know this because every

year we audit the results of the phone book and I know that people – and customers like you – are still using it.

Another amazing change that I have witnessed in my lifetime – still on the subject of advertising – is the reliance that people place on Internet reviews. Overall, I think this is a good thing, because it encourages businesses to 'do right' by their customers. Businesses that provide poor service or treat customers unfairly can't hide because such practices are trumpeted world-wide through the web for all to see.

If review platforms were only for customers that left honest reviews it would even be that much more of a reliable system. Unfortunately, as you might imagine, there are some people that try to 'game' the system with fraudulent reviews: jealous companies that leave bad reviews to pull a competitor down, companies that purchase

good reviews to raise a bad score, and even some unethical review platforms that manipulate review results in order to extort companies into subscribing to their services.

When you look at a review, you should keep this in mind. But there is one way for you to have a high level of confidence when you look at a review to know that you can rely on it: a high quantity of reviews and a matching high score. This is because the more reviews there are, the less impact that 'games' or 'tricks' can be a factor.

In this regard I am grateful to you and our other clients of Vincent's Heating & Plumbing. As of this writing in mid-February we have a 4.8 Star rating out of 445 Google reviews. We strive to satisfy our clients on every service call. If you have taken the time to leave us a review, thank you! - Daniel Squires

Heating & Air Conditioning
Amana[®]
LASTS AND LASTS AND LASTS.®

Vincent's Heating & Plumbing is proud to install Amana equipment, made in the USA.

What Our Clients Are Saying...

"Great Service! Your service man was great and we really appreciate your service men putting on the "BEAUTIFUL" Booties over their shoes when they enter our home!! That is great and very thoughtful! Thanks"

- John & Marlys Grasl—Kimball

Vincent's Heating & Plumbing, Inc.

2650 Oak St.
Port Huron, MI 48060

Daniel Squires, President
David Squires, Vice President

Phone: 810-985-7103
E-mail: sales@vhpinc.com
Website: www.vhpinc.com

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Stuff You Won't Find Anymore

R M P Q B A T R M D V J Z S S H Q S
I U B T O Y S R U S A N W A D K G O
R A M O C O W K L R M I R T O F V N
A N I R U P N O T S L A R U O R C Y
T B O R D E R S B O O K S R F U A W
A B V O G U X Z H D U X H N L I I A
A N O Y O S M A N A P V U C A T T L
S E N I L R I A T S E W H T R O N K
E V A H S A M R U B C C F O E P O M
H T U O M Y L P P Y O C T Q N I P A
B U R G E R C H E F K V X L E A L N
A M E R I C A N M O T O R S G X I F

American Motors
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Jarts
Northwest Airlines
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Humor Section



*The Most Reasons to be
Your Best Choice*

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Two Liners

- I broke my finger last week. On the other hand, I'm okay.
- You don't need a parachute to go skydiving. You need a parachute to go skydiving twice.
- Parallel lines have so much in common. It's a shame they'll never meet.
- Someone stole my Microsoft Office and they're gonna pay. You have my Word.
- Apparently, someone in London gets stabbed every 52 seconds. Poor guy!
- My wife accused me of being immature. I told her to get out of my fort.
- Working in a mirror factory is something I can totally see myself doing.

Source: <https://www.boredpanda.com/funniest-two-line-jokes/>