

VINCENT'S NEWS

The 'Van-Go' Gallery



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

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OWNER'S CORNER

THROUGH MY EYES

Growing up I loved sitting on cast iron radiators to get warmed up on a cold winter day after playing outside in the snow. A hot radiator was perfect for drying out wet mittens, hats and scarves. If you have never lived in a house heated by a boiler, you probably can't appreciate how comfortable they are. Historically, a boiler was the premier way to heat a house, and in Europe it still is. However, the United States took a different path and forced air furnaces became the default way to heat a home. In part this was because sheet metal ductwork and forced air furnaces were so much less expensive than cast iron radiators and boilers to install.



Vincent's customers Gary and Judy Allen of St Clair Twp. with their new wall hung Viessmann boiler.

The U.S. boiler industry responded and one way it chose to compete with forced air was to substitute

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Did you know...

...that SEMCO Energy Gas customers are eligible for a \$50 rebate for a furnace or boiler 'tune-up'? Call for details.



ARE ANNUAL FURNACE INSPECTIONS BY A PROFESSIONAL REALLY NECESSARY?

CONSIDER:

- **The Centers for Disease Control (CDC) urges:** *"Do have your heating system, water heater and any other gas, oil, or coal burning appliances serviced by a qualified technician every year."* ¹

- **The Consumer Product Safety Commission (CPSC) advises:** *"Consumers should not service their own appliances, but have a qualified plumber, heating contractor or gas company technician perform an inspection*

every year." ²

- **The U.S. Fire Administration has issued this urgent warning:** *"The importance of proper maintenance cannot be overstated.* Both furnaces and

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Annual Furnace Maintenance (Continued from Page 1)

chimneys should be professionally inspected annually and cleaned as necessary.”³

• **The Consumer Product Safety Commission (CPSC) also warns:**

“Each year, more than 400 Americans die from unintentional CO poisoning, more than 20,000 visit the emergency room and more than 4,000 are hospitalized due to CO poisoning. Fatality is highest among Americans 65 and older. Recommended Strategies to prevent CO poisoning from your home appliances include having your heating system, water heater and any other gas, oil, or coal burning appliances serviced by a

qualified technician every year and installing a battery-operated CO detector in your home.”⁴

• **In every furnace ‘owner’s manual’,** annual furnace maintenance is required. (You can see this for yourself in your furnace papers).

So what do you think? You have an appliance in your home that combines a highly flammable and explosive gas to make a fire - again, in your home - that as a byproduct creates an odorless deadly gas - carbon monoxide - that is separated from the air you breathe by a 1/16-inch metal sleeve that gradually wears out as it heats up and cools down on every heating cycle - the heat

exchanger. **What could possibly go wrong?**

The real question:

Is it worth the risk to not make certain that everything in your furnace or boiler is operating as it should every year?

- Daniel Squires

¹ <https://www.cdc.gov/co/guidelines.htm>
² Source: NEWS from CPSC Releases: #01-069 Jan. 18, 2001 and #97-191 Sept. 22, 1997 U.S. Consumer Product Safety Commission - Office of Information and Public Affairs
³ Source: Topical Fire Research Series Volume 6, Issue 3 Nov. 2006: Heating Fires in Residential Buildings, U.S. Fire Administration – FEMA, U.S. Dept of Homeland Security
⁴ Source: Carbon Monoxide Poisoning Fact Sheet, April 27, 2009, CDC Centers for Disease Control and Prevention

What Our Clients Are Saying...

Dave the estimator, Tom and the installation crew, Michael with the "Satisfaction Review," and your office staff are all first class people who clearly want to give the best service possible. They are a pleasure to do business with. Each step of the way they were happy to answer all of our questions and listen to each point we brought up. Not many outfits treat their customers so well. A very nice, completely professional experience.

Peter— Port Huron



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Through My Eyes (Continued from Page 1)

copper fin-tube baseboard for the big, expensive cast iron radiators to keep costs down. From my childhood memories I was saddened by this. But from my memories as a service tech having to lift and carry cast iron radiators the change didn't break my heart! :)

One area where the forced air furnace industry in the U.S. has maintained its competitive advantage over boilers has been in the area of energy efficiency. U.S. manufacturers have built high efficiency boilers, but we stopped recommending them after observing premature failures and major service issues. Until I found a high efficiency boiler that was more durable I concluded that our customers would be better served with medium efficiency cast iron boilers. I finally found just such a high efficiency boiler to recommend at the end of summer - but it came from a surprising source.

Earlier I referenced that it was only in the United States that forced air heating became the default standard - the rest of the industrialized world continued to heat primarily with boilers. And because energy prices in Europe have always been so much

more expensive than in the U.S. they were forced to develop energy efficient boiler technology that didn't have the issues I was concerned with.

I first learned of this two years ago when our service tech Marvin came to us from his native Germany. He had married a local girl and immigrated to the United States and joined our team. When I shared my concerns about high efficiency boilers with him, he assured me that they didn't have the issues that I was concerned with in Germany.

So I was prepared to listen when our sales rep approached us with a premium high efficiency boiler product line that did not have the issues that concerned me. And how was this done? - with German engineering. The German made Viessmann boilers have a successful track record of close to 30 years of comfort and performance and - most important for me - durability.

One hundred years old this year, Viessmann is the largest boiler manufacturer in the world with distribution in 74 countries. It manufactures more boilers world-wide in 10 days than the combined

total of all boilers that are made in the United States in a year.

When I asked Marvin about these boilers he was excited. He was very experienced with Viessmann boilers, having serviced and installed hundreds of them while still in Germany. He had only good to say about Viessmann and said that its high efficiency boilers would be a terrific option to include in our lineup along with our American made, medium-efficiency cast iron boiler products.

So at the end of August we became a Viessmann dealer and Marvin and I flew to Providence, Rhode Island to visit the Viessmann Group U.S. distribution center and to attend training. Although it is a new product for us, we have an immediate advantage by having Marvin's extensive prior experience. So now whether our customers choose a well-built, American made medium efficiency cast iron boiler or a durable German engineered high efficiency boiler, I have confidence that either choice will meet the standard that "wherever you see a Vincent Van Go, the job will be a work of art!"

- Daniel Squires

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Word Search: Birthday of John Montague November 3, 1718 (Inventor of the Sandwich)

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

Panini
Muffuletta
Reuben
Po' Boy
Grilled Cheese
Cuban
Submarine
Patty Melt
Club
French Dip

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Humor Section



A golfer's ball lands right on top of an anthill. Rather than move the ball, the golfer decides to hit it where it lays. He gives a mighty swing - and completely whiffs. Dirt and ants go flying, but the ball stays totally still. He lines up another shot...and gets the same result: everything moves but the ball.

Two ants survive the ordeal. The first dazed ant says to the other, "Whoa! What are we going to do?"

The second ant replies, "I don't know about you, but I'm going to get on the ball!"

A young family with several kids moves into a big, two-story colonial. A few days later a neighbor is outside watering her flowers and says hi to five-year-old Tommy riding his bike. The neighbor asks, "So how do you like your new house?"

"It's great," Tommy says. "I have my very own room, my brother Alex has his own room, and Jamie has her own room, too! But poor Mom - she still has to share with Dad."