

Bel-O Sales and Service's

# HOMESense

Smart & simple ways to enrich your home living.

## — IT'S ABOUT TIME —

### Energy Efficiency: Don't "Duct" Your Responsibility

You'd think twice about putting a new engine in an old car, right? But many households do not take this same approach when it comes to their heating and cooling systems. They purchase new, high-efficiency heating and cooling equipment and then attach it to a clunker of a duct system.

The equipment may heat and cool the home, but the system never performs at its full potential. The fact is, many forced air duct systems can reduce your system's efficiency by up to 20%.

The EPA's ENERGY STAR program recommends that you have your duct system checked – either during an equipment replacement or a service call. Ask us about this when you call to set up your next appointment. By fixing your ducts, you could save up to \$140 per year in energy costs.

**Do you have a clunker of a duct system?**



- 1. Do your filters get dirty quickly?**  
Are there dirt streaks showing at the corners and seams of duct connections?
- 2. Do you have rooms that just do not get much air flow and never seem to feel comfortable?**
- 3. Do you have ducts in your attic or crawl space?**

Any or all of these conditions may be attributable to poorly performing ducts. For contractors fixing your ductwork, here are a few of the recommendations the EPA offers:

- **Inspect the whole distribution system, including attic and crawl spaces.**
- **Seal leaks and connections with mastic or metal tape. Don't use duct tape!**
- **Determine if additional air returns dampers or new zones are needed.**

Want to know more? Give us a call to perform a thorough check of your duct system during your Fall Tune-Up.

### MY WORD

BY JIM LUGGE



Hello Friends,  
May I also say, "Hello, Fall!"

Do you ever wonder how "Fall" got its name? As you might imagine, there's a logic behind it. Leaves fall in this season, and that's why people used to call it the "fall of the leaf." But then it got shortened to just one word.

Fall was once known as "harvest" because people gathered their crops. And its other

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Your Quick Call  
Comfort Hotline:

618-235-6626  
www.beloman.com



— HOME HEALTH —

## Lower Energy Bills

**W**ith cooler weather on the way, now's the time for homeowners to plan for home improvement projects before the chill of Winter sets in. And, since heating and cooling account for 44% of the average home's total energy use, it makes sense to find energy efficient solutions.

One way is to replace old and leaky windows with energy efficient models.

How do you know if a window is energy efficient? Look for the ENERGY STAR® label to ensure that a window meets government standards for energy efficiency. Replacing inefficient single pane windows with ENERGY STAR® qualified windows could save up to 15% on your energy bills.

Here are a few more points to consider:

### Drain Surgery

Got a slow drain? Call us. We'll get it fixed. You'll get a **\$25 discount**. Remember, pipes can burst if they aren't maintained, or wear down faucets and appliances if clogged. But we can take care of it all.

Call **Bel-O Sales and Service** today at **235-6626**.

This offer expires on 12/31/12.

### Choose windows made from recycled or renewable materials.

For example, windows are available that are made from a highly sustainable composite material that blends the best attributes of thermoplastics and wood fibers.

### High-quality windows made from sustainable materials

are built to provide long-term performance and minimize the long-term impact to the environment. Windows made from composite materials can be a good option for homeowners who like the look and strength of wood windows but want the low-maintenance features of vinyl.

**Shop by performance, not price.** Shop for quality windows that enhance the beauty of your home based on long-term value, not price. Saving money now could mean another replacement project a few years down the road.

**For more information, visit [www.energystar.gov](http://www.energystar.gov).**

— DOLLARS —  
MAKE SENSE

# 7 Money Savers for Fall

**1 Set back your thermostat.** Don't set the thermostat more than 5 degrees cooler than the 'normal' rating when you're away because of the amount of energy you'll need to heat it back up. Call us to get a programmable



thermostat that'll adjust the temperature while you're away or sleeping.

### 2 Clean warm air registers, baseboard heaters, and/or radiators.

Make sure that carpeting, furniture or draperies are not blocking them.

— WEIRD SCIENCE —

## Grandma's Right!

**M**edical science is finally catching up with mothers and grandmothers in recognizing the healing properties of chicken soup. Several studies from respected institutions are finding

that the heat, the liquid and the antibiotic activity of garlic (a common ingredient) can erase symptoms and support the immune system.

One bowl of soup provides water, electrolytes, calories, and ample nutrients. There's no actual "cure" for the common

## Is Cleaning Your Home Dangerous to Your Health?



need to know about how to use the product safely, including how much should be used and on what materials/surfaces it should be applied.

**Cautions:** Health warnings for people and pets are provided in precautionary statements. A common one: "Causes eye irritation. Avoid contact with eyes." This is followed

by first-aid procedures in case of exposure.

**Bottom Line:** While scrubbing tubs, mopping floors and wiping counters has its risks, following a few precautions can help you be clean – and be safe!

### Who Says You Can't Have It All?

For discounts on repairs, longer equipment life, energy savings and priority service, join the club. The Comfort Club. Our Maintenance Agreement program comes with system Tune-Ups twice a year – plus priority perks for comfort and savings year-round.

Call **Bel-O Sales and Service** at **235-6626** and find out more.

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**T**oday's household cleaning products are convenient but can also pose risks that range from eye irritation or accidental swallowing to flare ups of allergies and asthma from airborne residue. So, how can you reduce your chances of injury?

**Instructions for Use:** The label tells you everything you

## Chore Checklist for Fall

**T**he Summer heat has subsided, so now's the time for tending to

household chores.

Start by checking the following areas:



• **Garden:** This is just the right season for planting perennials, trees and shrubs. Prune non-flowering shrubs and trim back tree limbs near your roof.

• **Preparation:** Prepare for Winter by giving your heating system a Tune-Up. Also, check caulking and weather stripping

around doors and exterior windows. Clean out gutters and downspouts, and make sure outside water pipes are drained and protected from freezing.

- **Garage:** Make a clean sweep of the place. Get rid of unused items and organize tools, outdoor gear and yard equipment. Also, remove anything that's likely to freeze, such as paint.
- **Tax tips:** If you're self-employed, set up a tax-deferred retirement plan; if you participate in a 401(k), fund it to the maximum allowed. Use your remaining funds by setting up your medical appointments.

**3 Get a heating Tune-Up!** This can save money, spot a danger, and make you more comfortable. What else could you want? Call us today.

**4 Have your ductwork checked for leaks.** If you've got split or leaky ductwork, this can save you a bundle! You should keep all the warm air you're paying for! Call us to help.

**5 Change your return air filters.** This is so simple, we're going to be mad at you if you don't do it monthly! Or call us with your filter size and we'll provide one with a Tune-Up.

**6 Consider storm windows or more efficient windows.** Although sometimes expensive, these can pay for themselves.

**7 Lower your dishwasher and washing machine temperatures.** They use hot water from your house supply and drain it in a hurry! That's much more costly in cold weather.

cold, but promising new drugs exist for the treatment of influenza (trade names: Tamiflu and Relenza), but if you have the common cold, you'll just have to tough it out... and eat some of Grandma's soup!



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**FALL**  
2012

## MY WORD

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name, of course, is Autumn. There's not a clear logic behind that name's meaning. I guess it just sounded good.

In any case, I'm glad to see this new season because it gives some relief to the Summer heat and it also gives me a chance to catch up with friends like you.

I hope to see you for a preseason Tune-Up soon. If you haven't called our office to schedule yours, let us hear from you.

Yours sincerely,

Jim Lugg

P.S. Be sure to take a look at the discounts in this newsletter. If you can't use them, share them with someone who can. Thanks.

## BELOMAN Referral Rewards

Fill in your name and address, then give this to a *NEW* customer who needs our services. When they present this card, we'll give them an on-the-spot discount and send you a BEL-O MAN Cool Cash Reward or a

Gas Gift Card as a thank you for your referral

Your Name: \_\_\_\_\_

Your Street Address: \_\_\_\_\_

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**Air Conditioning · Plumbing**  
**Pest Solutions · Heating**  
**Kitchen & Bath Remodeling**  
**618-235-6626**

BELOMAN Cool Cash may be used for purchase of services or products



— NEXT TEXT —

**T**ired of guests seeing scratches on your furniture? Try this tip: Rub a walnut over any small scratches, dings, or dents you see. This helps disguise small signs of age, wear, and tear – and gives you a fast fix for more attractive furniture.

