

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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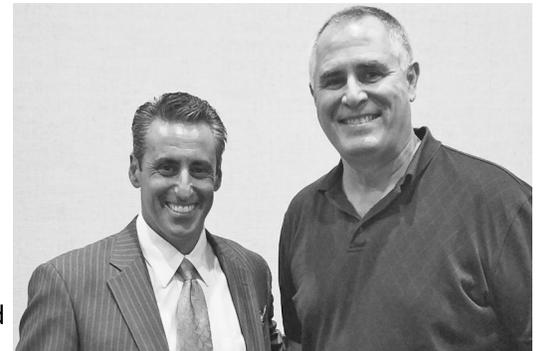
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OWNER'S CORNER

THROUGH MY EYES

When we were first married, Karen and I used to get out to see a lot of movies. When the Academy Awards came around, many times we had seen most if not all the movies up for the best picture award. Whether it is a habit that we got out of over the years as we raised our family - or because our interests have changed from what Hollywood is offering - we don't see

that many movies in the theater and we don't watch the Oscars anymore. As a result, I had never even heard of the biographic Disney movie "Million Dollar Arm" until I recently attended a conference. One of the main speakers that I heard was JB Bernstein, a sports agent and the person



Here I am with JB Bernstein, the sports agent on whose story Disney based the movie "Million Dollar Arm." - Daniel Squires

whose real life experience the movie was based on. And it was such an interesting tale that Disney made a

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Did you know...

... that Vincent's Heating & Plumbing offers you the option to receive a text message to your smart phone instead of a phone call to let you know that the tech is on the way? Just let the office know your preference and provide the number to text you at.

An Air Conditioner's #1 Job - Part 3

As detailed in the previous installments, removing humidity is an air conditioner's #1 job. To understand why it is removing humidity instead of cooling look up the May 2017 issue - it is online at www.VHPinc.com/gallery.

Last month we focused on the importance of having the right sized air conditioner. This month

I want to begin to focus on how poor airflow can prevent an air conditioner from doing its #1 job.

An air conditioner needs airflow to work. When the thermostat calls for cooling, the furnace fan comes on and blows air across the part of the air conditioner attached to the ductwork. This is where the heat transfer takes place: heat and

moisture are removed from the air as it passes across the cold surface of the coil above the furnace or air handler. This creates cool, dry air to be distributed to the house.

The distribution system is your HVAC ductwork and registers. Having properly designed ductwork is the primary factor in determining

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Air Conditioner's #1 Job (Cont'd from Pg. 1)

whether it provides good airflow or poor airflow. Good airflow means that the air conditioner has the right amount of air moving across the coil for it to do its job and that the air is evenly distributed throughout the house.

If the amount of air moving across the coil is restricted, air conditioner performance is reduced which increases your electric bill. (It's like when you take a shallow breath - you probably won't have enough air to blow a candle out - and so you have to work harder to do the job.) If the ductwork cannot divide the air up evenly between the various rooms, you'll have uncomfortable areas in your house.

A common design problem we find is undersized return air ductwork - the ductwork that brings the air back to the furnace. Imagine how it would affect your performance if you ran a race but had to breathe through a straw. This is the effect undersized return air ductwork has for your system. Another common problem is bad registers - the grills at the

ductwork openings. Wood registers may look better but they are notorious for reducing airflow. Older registers that have been painted over are also restrictive.

Another common design problem are ductwork fittings that try to make the air turn sharp-corners. I say 'try to make air turn' because air doesn't turn very well - instead it causes the equivalent of an 'air-traffic jam' on an interstate: in the resulting turbulence the air is throttled to just a trickle in the ductwork. Thankfully in a real traffic jam it eventually clears up - not so in a poorly designed duct system and system efficiency and performance are always reduced.

In addition to improper sizing, other ductwork issues are leaky ducts, uninsulated ducts, ducts that have come apart or collapsed, rooms where the supply and return ductwork are not matched, and so on.

So how big of a problem is poor airflow from duct design? The National Comfort Institute states that the typical ductwork

system in the U.S. only delivers 57% of the attached heating and cooling equipment's rated capacity. This means that if your furnace is rated to deliver 100,000 BTUs that only 57,000 BTUs are actually being delivered to where it is intended. The rest is lost along the way to all those issues listed above. Studies have proven that correcting ductwork not only increases comfort but can actually save more energy than just replacing the furnace or air conditioner.

These are actually problems that can be diagnosed and solved to give you more comfort - and save energy. Vincent's Heating & Plumbing technicians have been trained to look for airflow problems and have the tools and diagnostic equipment needed to diagnose and solve these issues. Give us a call if you suspect you have an airflow issue.

Bad ductwork designs aren't the only thing that can cause poor airflow that affects an air conditioners #1 job. Next month we'll look at the other factors - and what you can do to prevent them. - *Daniel Squires*

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

Through My Eyes (Continued from Page 1)

movie out of it starring Jon Hamm – who does kind of look like JB Bernstein – and Alan Arkin.

In his presentation JB Bernstein shared his story. It was fascinating and so I rented and watched it.

Without providing any spoilers, here is the basic story that he shared with us that the movie portrays:

At a time in his professional life when he was struggling he tried to come up with a way to get some traction in his career. He thought about how Yao Ming, who played for the NBA Houston Rockets, was discovered in China and became a big (literally at 7'6"!) celebrity.

So he came up with great idea to have a contest to find the Yao Ming of baseball in the country of India. He reasoned that although the people of India don't play baseball, they do play the game of cricket which also involves throwing a ball that is hit with a bat. He became convinced that with a population of over a billion people he could surely find someone with an arm that could throw a 100mph pitch that he could teach the game of baseball to. And that's where the fun begins and where I will leave

off so I don't spoil the movie.

I really admired the way that he thought outside-the-box to solve his problem. Those kind of thinking skills are similar to the sort of analytical thinking that our technicians have to employ when they are solving a no-heat or no-cool service call. In the case of JB Bernstein, essentially he had an employment problem: he couldn't get clients in the US so he created a new source for them overseas.

Businesses in the skilled trades – such as HVAC, plumbing, electrical, etc. – are facing a similar predicament: there is a dire shortage of available workers today. And like JB Bernstein, it may take some real out-of-the-box thinking for these businesses to solve this dilemma. Part of the solution has to be educating people about the opportunities available. Today it is common for young people entering the workforce to totally ignore going into the trades.

You can imagine then, how ironic it is for me to read the stories about unemployed or underemployed college graduates. This doubly so

considering that a person that chooses to pursue a skilled trade can in many situations avoid the student loan debt of pursuing a college degree that doesn't guarantee a job. Many employers – Vincent's Heating & Plumbing included – provide training both on the job and in classroom for employees as they pursue their trade. There are also college degree programs for HVAC.

So who is a good candidate for a skilled trade job? They must possess analytical thinking skills as I mentioned above, and a mechanical aptitude. Good communication skills are also a plus. And from my experience as an employer a good work ethic is imperative along with all the other accompanying virtues such as showing up on time, honesty, loyalty, and so on.

If you know of a young person that is choosing where they want to go in life and what they want to do, encourage them to consider a career in the trades. You could be doing them a real service.

– Daniel Squires

What Our Clients Are Saying...

The Tech showed up to our house right on time. He was very friendly and introduced himself and gave a very detailed run down of what he would doing. He made sure that we voiced any and all concerns we may have, answered all of our questions. Very satisfied with the service we received.

AJ — Port Huron

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Skilled Trades Word Search

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Humor Section



Why did the construction worker dip his finger in blue ink?

To get a blue print.

Do you want to hear a construction joke?

Oh sorry I'm still working on it.

How do construction workers party?

They raise the roof.

source: <http://www.jokes4us.com/>