

# 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."*

**INSIDE THIS ISSUE:**

<i>Through My Eyes</i>	1
<i>Humidification—P1</i>	1
<i>Letter From a Customer</i>	2
<i>Word Search</i>	4
<i>Humor</i>	4

**Did You Know...**

**...that minerals in the water will diminish the amount of humidity your humidifier puts out? Be sure to change the humidifier pad (or panel) annually when your furnace maintenance is done.**

OWNER'S CORNER

**THROUGH MY EYES**

Recently I got the chance to visit the factory where Amana heating and cooling equipment is made. This was a trip that our Amana supplier sponsors to thank their most valuable dealers. It is also a chance for them to provide a glimpse of everything that goes into the manufacturing process - so dealers

can appreciate all the effort to create such high quality products. They also invited our Inventory Control Specialist, Patty, who accompanied me. In the early part of October, Patty and I were flown to Houston. We made 3 factory

stops when we were there. We went to 2 older facilities and a huge, *Continued Page 3*



For security reasons Amana would not allow photos inside its new facility, so Patty and I had to be satisfied with having a picture taken of us on the outside of the huge, new Amana factory.

**Why Cold and Flu Season is in the Colder Months- Why We Need Humidification - Part 1**

Have you ever wondered why cold and flu season is in the colder months? Is it that germs and viruses like colder weather? Actually germs and viruses are always present pretty much in the same amount all year round. So why do we get more colds and the flu during the winter?

A big factor has to do with the quality of air that we breathe. During the cold months we spend more time indoors and this has a big impact on our health. The EPA (Environmental Protection Agency) has stated that the indoor air that we breathe can be up to one-hundred times more polluted than outside air. [As a

side note, the EPA also declares that the number one preferred method of solving indoor air pollution is through proper ventilation - that is to exchange indoor air with outside air. But this is a topic I will come back to in a future column.]

The time that we spend indoors also means that *Continued Page 2*

## Humidification (Continued from Page 1)

we come in contact with more people who are sick. And so while there are no more germs or viruses during certain times of the year than others our exposure to both airborne germs and those we pick up by direct contact might be greater during the months when we are enclosed. But still, we come into contact with people who are sick year around, but with few exceptions, people tend to contract more viruses in those colder months. So why is that?

Returning to the quality of air we breath, there is another factor besides pollution that we need to consider that will provide a clue to solve this puzzle: air is dryer in the winter months.

Without getting too technical, as the temperature drops and air gets colder it is less able to hold water vapor or humidity and it dries out. As a result, during cold months we are exposed to much dryer air - both outside and inside as house air is exchanged with outside air. All this exposure to dry air affects our sinuses and the normal mucous -

the 'snot' - that lines our sinuses.

Essentially, mucous will function to intercept the germs that we are exposed to. By normal sinus drainage and as we swallow, our mucous and anything it carries - the germs - ends up in our stomachs where it can't survive the acid there. However, in the colder months as we breathe dryer air, our mucous 'thins out' and germs and viruses that normally 'flush' out of our system don't and we can end up getting sick.

In addition dry air is less dense and the germs expelled by the force of a cough or sneeze from a sick person are propelled further in dry air thereby increasing the risk of infection to others.

This is one of the most important reasons to consider adding mechanical humidification to your home. More humid air helps shield you from being exposed to germs from sick people around you by making the air

denser. Plus, even if you are exposed, your natural defenses provide better protection when your sinuses aren't dried out.

The easiest and most complete way to do that is to add a humidifier to a forced air heating system to ensure that the humidity is added equally to the entire home. (If you have hot water heat - a boiler system - there is a different way to add humidity that will be covered in this series.)

The optimum relative humidity range for human comfort and health - the 'healthy zone' - is between 30% and 60%. Less than that is too dry and more than that is too moist. Because of other factors - mold and dust mites also thrive in the upper end of that range - you should try to target keeping your house at around 40% relative humidity. Besides being healthier, the right amount of humidity will also help you be more comfortable and save energy. More on that next month. - Daniel Squires

### **Read What Our Clients Are Saying...**

I was very happy with our overall experience with VHP. I called at 8am and our furnace was fixed by 11am. Michael was prompt, courteous, and very nice. No up-selling and no pressure, either. We will be needing a full replacement sooner than later (which we already knew) and we'll definitely be calling VHP to request Michael when the time comes.

*Melissa—Smiths Creek*

## Through My Eyes (Continued from Page 1)

brand new factory that is just being completed. All the existing manufacturing operations - including the 2 older ones we saw - are in the process of being moved and consolidated into one single, enormous facility. This is for the purpose of achieving greater efficiencies toward controlling costs and improving manufacturing capacity by 30%.

It was a very impressive trip—especially to see the process of how furnaces and air conditioners are made. The power and precision of the equipment that makes the furnace heat exchangers and the AC coils is amazing. There is an incredible amount of effort that goes into quality control during the entire process from beginning to end. Every step in the assembly process is controlled so that each component that goes into a product is the exact needed part. Amana's goal is zero mistakes. This is a big part of the reason that Amana offers the strongest equipment warranties in the industry.

And while I appreciated the manufacturing process the thing that impressed me the most was the new Amana facility - especially for its size. The building is so big that the perimeter of the exterior walls is over 2 miles. To put this into perspective, the building has so much floor space that 74 football fields - or 11 U.S. Navy super carriers could easily fit in the building. Products are already being manufactured and stored there. There was a large area where there were rows and rows of equipment stacked almost to the 40-foot ceiling - it kind of reminded me of the warehouse scene near the end of 'Raiders of the Lost Ark' where the Ark of the Covenant was squirreled away. I imagine that a person working there will be able to stay pretty fit with all the walking that they will have to do!

Other features are how well lit the new factory is - by bright LED lights - and the thoughtful

consideration that was taken for the workers. Included in the design are break rooms that are like peaceful gardens so workers have a nice retreat to escape to at lunch or on break.

Finally, it is refreshing that in this day and age when many companies are abandoning the United States and relocating their production overseas that Amana has chosen to invest in America. When the new Houston facility is fully up and running it will employ over 5,000 American workers. Rather than chase after cheaper labor, Amana has chosen to seek cost savings to remain competitive through achieving greater efficiencies by having all operations under one roof.

High quality equipment from an equally high quality manufacturer helps us reach our goal to make certain that we satisfy you every time you give us the opportunity to serve you.

*-Daniel Squires*

***A*** Heating & Air Conditioning  
***Amana***<sup>®</sup>  
**LASTS AND LASTS AND LASTS.**<sup>®</sup>

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

Vincent's Heating & Plumbing

2650 Oak St.  
Port Huron, MI 48060

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

www.vhpinc.com

*The Most Reasons to be Your Best Choice*

**SUBSCRIBE**

If you know someone who would like to receive this newsletter, email their information to [news@vhpinc.com](mailto:news@vhpinc.com) or give us a call.

**UNSUBSCRIBE**

If you would like your name to be removed from our newsletter mailing list please email "stop" to [news@vhpinc.com](mailto:news@vhpinc.com) or give us a call.

# Word Search: Election

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

Ballot  
Democracy  
Majority  
Swing State  
Campaign  
Hanging Chad  
Polls  
Candidate  
Incumbent  
Popular Vote

## Humor Section



**What do you get when you cross a turkey with a banjo?**

*A turkey that can pluck itself!*

**What did the mother turkey say to her disobedient children?**

*"If your father could see you now, he'd turn over in his gravy!"*

**Why did the police arrest the turkey?**

*They suspected it of fowl play*

**What kind of tan did pilgrims get at the beach?**

*Puritan.*

source: <http://www.jokes4us.com/holidayjokes/thanksgivingjokes.html>