

# 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."*

## OWNER'S CORNER

**60 Years of Excellence!**

## THROUGH MY EYES

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Recently I had the opportunity to see and hear the man who led not one, but two of the greatest corporate comebacks in business history. I am talking about Alan Mulally, who saved first Boeing Corporation and then Ford Motor from near bankruptcy.

He described how after leading a

turnaround at one iconic large corporation – Boeing - that he accepted the offer from Bill Ford to travel across the country to join the near-bankrupt Ford Motor Company as President and CEO.

Here is how Bryce G. Hoffman, author of "American Icon – Alan Mulally and the Fight to Save Ford Motor



Here I am with Alan Mulally, former President and CEO of Ford Motor Company, who led it back from near bankruptcy to profitability.

Company" sums it up: "At the end of 2008, Ford motor company was just months away from running

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## Did you know...

**...that your portable dehumidifier may be under a safety recall?**

**Check out the enclosed insert for more information.**

## Tools & Training That Help Us Do A Better Job For You – Part 1

ProPress System - For as long as I have been a plumber, soldering with a torch has been the preferred method to join copper pipes and fittings together. Now, with our new ProPress system tools and fittings, we have a faster and better way to do the

job without setting off your smoke alarm. Here are the benefits vs. soldering:  
 1) With the ProPress system there is no risk of starting a fire. Soldering copper pipes and fittings with a torch is a tricky job – especially when you have an open

flame around combustible material. The ProPress system doesn't require heat because it uses mechanical force to 'press' a specially made fitting containing an O-Ring to make a permanent seal.

**Continued Page 2**

## Water Heater Safety (Continued from Page 1)

- 2) With a ProPress, there is no residual bad after-taste in the water like there is with soldering. With soldering, the pipes need to be flushed for a while to get rid of any 'flux' that remains in the pipes.
- 3) A ProPress connection can look better, because the joints are perfect everytime without solder.
- 4) With a ProPress connection, there is less chance of having a bad joint that leaks vs. soldering.
- 5) A ProPress tool can work even if there is a little water in the pipe. Soldering with water in the pipe is essentially impossible because when heat is added, the water turns to steam and wrecks the solder joint before it cools off and seals.

As already mentioned, the ProPress system is also faster than soldering, however, this benefit is a tradeoff because a ProPress tool and fittings are so much more expensive. Still, considering all of the benefits listed above, our ProPress system is an

improvement because it lets our techs do a much better job for you.

**Micron Gauge** -Moisture left inside of an air conditioning system is a 'killer'. It can 'kill' system performance because moisture is considered a 'non-condensable' that throws off the refrigeration process. Also, over time, when moisture combines with refrigerant a chemical reaction takes place that creates an acid that can 'kill' the system compressor.

This is why it is critical to eliminate all moisture from an air conditioning system before adding the refrigerant to it.

Traditionally, using a vacuum pump has been standard procedure to eliminate moisture, and it can do a good job. When a system is put under a vacuum, the boiling point of water changes, and moisture literally 'boils off' and is thereby removed.

Unfortunately, unethical HVAC companies ignore the effect that moisture has on a system and don't even worry about it. Some companies don't use - or

even own - a vacuum pump,

Using a **Micron Gauge** in conjunction with a vacuum pump is an even better solution to rid the system of moisture. A standard vacuum pump gauge measures in terms of pressure. A Micron Gauge measures in terms of Microns, which are a more accurate unit of measure.

This allows us to be sure your system is thoroughly dry, void of non-condensables and leak free. At Vincent's Heating & Plumbing, using a Micron Gauge is standard procedure when we are setting up a new air conditioner to prepare it for many years of efficient service!

- Daniel Squires



## Through My Eyes (Continued from Page 1)

out of cash. With the auto industry careening toward ruin, Congress offered all three Detroit automakers a bailout. General Motors and Chrysler grabbed the taxpayer lifeline, but Ford decided to save itself.

Under the leadership of charismatic CEO Allen Mulally, Ford had already put together a bold plan to unify its divided global operations, transform its lackluster product lineup, and overcome a dysfunctional culture of infighting, backstabbing, and excuses. It was an extraordinary risk, but it was the only way the Ford family – America’s last great industrial dynasty - could hold onto their company.

Mulally and his team pulled

off one of the greatest comebacks in business history. As the rest of Detroit collapsed, Ford went from the brink of bankruptcy to being the most profitable automaker in the world.”

I don’t think there is a person in Michigan who wasn’t aware of how much trouble Ford and the other automakers were in and what a disaster it would have been for Michigan if the car companies had failed.

I had the chance to have my picture taken with him and shake his hand. As I did, I told him I was from Michigan and how much I appreciated what he did for our state.

Hearing him speak, and

then getting and reading the book about his time at Ford, “American Icon”, it took me back to those dark days during the financial crisis of 2008. I remember how tough it was to be in business then. But what I remember most of all is how appreciative I am for you and our other loyal customers for sticking with us and helping us make it through those hard months and years.

Thank you, on behalf of myself and the rest of the team here at Vincent’s Heating & Plumbing. It gave us the chance to survive those tough times and gives us the opportunity to continue to serve you.

– Daniel Squires

### What Our Clients Are Saying...

Very professional. Good explanation of work completed and additional repairs needed. I have been very impressed by the many years of service you have provided for our home. The repairmen are always through, very courteous and extremely capable. Thank you for all you help!

*Jan – Marysville*

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

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

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## Fresh Veggies Day (June 16th)

I W N E E P L U N L M S P F K C I R  
S L L O V T L E R J K T Q H S A N C  
X A O S I A J E T M Z E M L A B I D  
K T Z C X N B J X T C E B R X B H M  
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Carrot  
Artichoke  
Broccoli  
Lettuce  
Zucchini  
Onion  
Cucumber  
Kale  
Eggplant  
Celery  
Beets  
Cabbage

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## Humor Section



### CAR HUMOR...

Q: How many car salesmen does it take to change your light bulb?

**A: It depends on your credit, current lease terms, and willingness to take a balloon payment!**

When the musician got in a car accident, his guitar was destroyed.  
**The accident was a Fender bender.**

Q: Why does a chicken coop have two doors?

**A: Because if it had four doors, it would be a chicken sedan.**