



MAKING THE WORLD A COOLER PLACE

OPTIMUM Air

h e a t i n g & c o o l i n g

Thanks to you WE RECEIVE AWARDS—AGAIN!

The Bryant Annual Pacific Region Dealer Meeting was held in Langley on March 12, 2007. Dealers attended workshops where we were brought up to date on technical issues, new models of equipment, and our Bryant Spring Promotion (see page 4). We are encouraged by the support and backing offered by Bryant—something we don't always get with other equipment lines. And we are very pleased to announce Optimum Air was the recipient of several awards! We were recognized for our high standard of customer satisfaction, our success with our Bryant 2006 Bonus Promotions held in the spring and fall, and our Merit of Distinction as a Bryant Factory Authorized Dealer for having met rigorous standards of excellence in customer service and technical expertise for another year. We sincerely thank you all for your support!

FEDERAL GOVERNMENT ANNOUNCES ecoENERGY RETROFIT PROGRAM

Retrofit Your Home and Qualify for a Grant!

Thinking of ways to make your home more energy efficient? Here's what you can do to reduce your energy consumption and receive grants through ecoENERGY Retrofit.

Natural Resources Canada (NRCan) is offering a new residential energy efficiency assessment service to owners of single family homes including detached, semi-detached and low-rise multi-unit residential buildings (MURBs) that are no more than three storeys high. Under the ecoENERGY Retrofit program, property owners can qualify for federal grants by improving the energy efficiency of their homes, and reducing their home's impact on the environment. *Con't page 2...*

*Come see us at the
Home Show!
April 13—15, 2007
at McArthur Island Sports
Centre*

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Let us live so that when we come to die even the undertaker will be sorry.

Mark Twain

The human race is a race of cowards; and I am not only marching in that procession but carrying a banner. Mark Twain

Any fool can make things bigger, more complex, and more violent. It takes a touch of genius-and a lot of courage-to move in the opposite direction.

Albert Einstein



Retrofit **Retrofit Your Home and Qualify for a Grant!** Qualify for a

NRCAN-licensed energy advisors conduct a detailed on-site assessment of your home's energy use from the attic down to the basement. They then provide you with a personalized written report, including a checklist of recommended retrofits to improve the energy efficiency of your home or MURB and, in some cases, to reduce water consumption. The report also shows the grant amounts for each eligible upgrade that you can receive by carrying out these energy saving improvements. On the following web site, you will find a list of improvements covered under ecoENERGY Retrofit – Homes and the corresponding grant amounts. The maximum grant you can receive for a home or MURB is \$5,000. Details can be found at www.nrcan.gc.ca; we highly recommend this website. *Please note that there is a cost to the homeowner to have the energy advisor come into the home The initial visit is \$300 or less, the cost of 2nd visit will be additional; please check the website for more information.*

If a car was a furnace...

- it would run for you 10 hours a day, 7 days a week, 365 days a year for about 20 years

If a furnace was a car...

- it would have 900 km a day put on it (90 KPH)
- it would have 27,000 km a month put on it
- it would have 324,000 km a year for 20 years put on it
- it would have 6,480,000 km put on it in it's life span

Of course, a \$35,000 car couldn't do that, not even close— but our furnace will..... it will be ready to work for you 24 hours a day, 365 days a year for about 20 years, and will cost around \$4000 (high efficiency furnace).

We spend in the order of \$400 a month to own a vehicle and \$200—\$300 per month to operate it. Service is frequent and demanded by the manufacturers/dealer at an average cost of \$100 per service. A high efficiency furnace will cost us about \$20 a month to own and, on average, will cost about \$100 a month or \$3.30 per day to operate. Most of us are happy to complain about servicing our furnace once a year at about \$100, although regular service pays for itself over the long run as a result of precision tuning and preventative maintenance. We often neglect filter changes which should be done every 4—6 weeks for throw away filters, cost about \$6 a month and keep our air and home clean.

It might just be time to clean and wax our furnace every Sunday instead of our car—easily a better deal all the way around!

~Randy Nowicki

~Sales, Installation, & Furnace Polisher



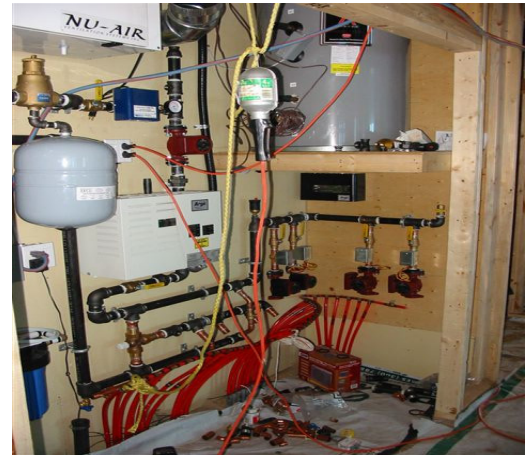
Coming together is a beginning. Keeping together is progress. Working together is success. Henry Ford

Retrofit Quality **HEATING A STRAW BALE HOUSE** for a Grant!me and Qualify for a Grant!

We recently completed installation of a radiant heating and ventilation system for a straw bale house, located just outside Kamloops. As there is no natural gas service available to the area, propane heat is costly, and wood heat not an option because of allergy concerns, our customer chose radiant in-floor heating as a complement to the straw bale home. Optimum Air installed an electric boiler system which will supply both heat for the very well insulated home and for hot water usage. The ceiling of the home is rated at R40 and the 18 inch thick walls are rated at R40—R100 (difficult to measure due to the straw bales not having consistent density). This amount of insulation allows the home to keep a very constant temperature (heat and cool) inside and will take days to noticeably affect the temperature if no mechanical help was given. Fresh air is brought into the home with a Heat Recovery Ventilator (HRV), which allows the fresh air coming into the home to recapture the heat from the stale air while it is being exhausted. Within the next few months, we will be installing a solar system which will cut the heating (home and water) costs by 50%. Both we and the customers are very pleased with the way the system works!

Customer Quote:

“..we don't have to have air conditioning which was another factor in deciding to go straw bale.. and the big thing about the heat was that it wouldn't bring in and kick up a lot of dust into the air, and be a noisy distraction. The radiant heat floors together with the straw bale walls create a wonderful ambiance, a separate, comfortable and welcoming- feeling environment. We really love it and would hate to go back to any other kind of heat or structure.”



LET US KNOW :

if you'd rather not receive this newsletter in the future. **Please.** We know what it's like to receive mail we don't want! You can easily contact us through our website or call **851-6981**—leave your name and message if outside business hours.

HIGHER QUALITY, LOWER COST & HYBRID TECHNOLOGY ?



For a limited time, when you choose a Bryant high-efficiency heating / cooling system, we'll give you a rebate of up to \$1100 on qualifying units and systems. Please call for details!

851-6981



Air Conditioner/Heat Pump Maintenance & Service

We all know that we can pay our auto mechanics a little now for routine service, or pay them a lot later for a major repair. The same idea holds true for your air conditioner or heat pump. If you don't service your air conditioner or heat pump regularly, you might well find yourself uncomfortable and broke.

An air conditioner/heat pump is a very tough piece of equipment. It is engineered to withstand all sorts of abuse and keep on running. This is great in most respects, but it can lead to complacency about maintenance. Like a car, air conditioners/heat pumps need regular tune-ups to run properly. Without regular maintenance an air conditioner/heat pump loses about 5% of its original efficiency for each year of operation. This means that the 12 SEER unit that you bought just a few years ago may be functioning like a 9 SEER unit today! The good news is that you can recover most of that lost efficiency through regular maintenance. Studies show that with regular tune-ups a unit will maintain up to 95% of its original efficiency. This means that the cost of an annual tune-up is recovered very quickly in savings on your monthly electric bill and reduced repair costs. A properly serviced unit will also do a better job of dehumidifying your home. The service check should include cleaning the condensing unit coils, checking the amp draw of the compressor, oiling the fan motors, checking that belts are well adjusted, and checking the system operating pressures and temperatures against the manufacturers specifications. One of the most important items to check is the coolant level (refrigerant) in the air conditioner/heat pump. A system that is only 10% low on coolant will cost about 20% more to operate! The Air Conditioning Contractors of America (ACCA) recommends that coolant levels be checked every year. If your unit is low on coolant, and more must be added, there are new laws governing its use. If your unit contains the refrigerant R22, also known as Freon (now being phased out) which is a chlorofluorocarbon (CFC) that will damage the Earth's protective ozone layer if released into the atmosphere, the laws governing CFC's do not allow your air conditioner contractor to add R22 to a leaky system. They are first required to find and fix the leak in the system. Please don't ask them to violate this law as they may lose their license if they are caught doing this.

There are some things in addition to yearly tune-ups that you can do to help ensure a high level of comfort and proper system operation. First, buy good filters and change them regularly. Next, keep bushes and other materials away from the outside unit of your air conditioner. Another good idea is to avoid closing supply air outlets in your house. In almost all cases, closing supply outlets is harmful to the operation of the overall system.

All equipment, even the most reliable, needs routine maintenance. Complicated equipment like today's air conditioners/heat pumps benefit in many ways from annual service. They recover much of their lost efficiency, they are less likely to suffer a major break down, they have a longer life span, they increase your comfort, and they operate for less money.

GOOD ONES:

The optimist proclaims that we live in the best of all possible worlds; and the pessimist fears this is true. ~James Branch Cabell, *The Silver Stallion*, 1926

There is no sadder sight than a young pessimist. Always borrow money from a pessimist, he doesn't expect to get it back!

~Mark Twain



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WE'RE ON THE WEB!
optair.ca