



# HARTMAN

## HEATING & AIR CONDITIONING

COMMERCIAL & RESIDENTIAL

24 HOUR  
EMERGENCY  
Service

SPRING / SUMMER 2009

# Energy-Saving Tips For You, Our Customer

## INCREASE THE EFFICIENCY OF YOUR AIR CONDITIONER THIS SUMMER

- ◆ Set the air conditioner thermostat at 75 degrees Fahrenheit or higher - 78 degrees is more economical.
- ◆ Use a programmable thermostat that can automatically raise the thermostat setting at least 5 degrees when no one is home. To adjust the thermostat manually, lower the setting a few degrees at a time rather than all at once. It's more economical - and comfortable - to raise the thermostat setting rather than turn off the air conditioner.
- ◆ Before buying an air conditioning unit or system, find out its Seasonal Energy Efficiency Rating (SEER). For the best savings, look for an air conditioner with the highest SEER, typically 15 or higher.
- ◆ Consider replacing old, inefficient air conditioning equipment with a high-efficiency heat pump or air conditioning unit. Heat pumps cool during the summer and provide heat during fall and winter.
- ◆ Trim bushes or plants near the outdoor air conditioning unit so air can circulate.
- ◆ Make sure the clothes dryer vent does not blow on the outdoor air conditioning unit.
- ◆ Keep storm windows closed when the air conditioning is operating.

### PREFERRED CLIENT OFFER

Refer a friend or neighbor to  
us and receive \$100 if they have  
equipment installed!!!

WASATCH FRONT: 801-505-9475  
PARK CITY: 435-571-0505  
WWW.HARTMANHEATING.COM

# Changing Your FILTERS:

## AN ESSENTIAL PART OF KEEPING YOUR AIR CONDITIONER IN TIP-TOP SHAPE THIS SUMMER

One of the best ways to keep your air conditioning working effectively is regular maintenance and preventative measures. The most important part of this maintenance is making sure your filter is fit for its job. A clean filter not only keeps the air your family breathes free of pollutants and odors, but what keeps all your cooling system's parts working effectively—from the ductwork to the refrigerant.

To ensure your filter is doing its very best job, clean it regularly or replace it. Neglecting this simple task can lead to more expensive problems than dirty air. The longer you wait to clean or replace your filter, the dirtier it gets, and the dirtier your filter gets, the harder and longer all other parts have to work to cool your home. This overworking of your cooling system will lead to a much shorter lifespan and you will need to invest even more in repairs and replacements.

How long your filter will take to get blocked depends on the brand you use. Most filters are 1 ½ to 2 sq. ft. for each ton of capacity and screen out particles 3 to 10 microns in size. Look at the MERV (Minimum Efficiency Reporting Value) to see the rating of how efficient the filter is on a scale of 1 to 16. The higher the rating, the more efficient the filter is at removing dust particles, animal dander, mold, etc., and the better it protects the rest of your air conditioner's parts. Hartman regularly installs MERV 16 filters. Ask how you can have one installed.

To change your filter, find the arrow located on the side or face of the new filter that indicates the correct airflow direction and put in place. Make sure you get a perfect seal—it should fit tightly to ensure unfiltered air doesn't damage the equipment. Hartman Heating carries a full line of air filtration products, however if you call in advance, we will be glad to ensure we have yours in stock!

## HEAT PUMP BALANCE POINT

If we have installed an energy efficient heat pump system in your home or building, the current Economic Balance Point based on the utility cost of gas and electricity is 35 degrees.

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VISIT OUR WEBSITE FOR ADDITIONAL TIPS AND HINTS  
PRINT NEWSLETTER MAILINGS OR RECEIVE OUR

# Offers

Invest in our energy saving preventative maintenance plan and we will discount it with 10% off!! (If scheduled before June 10th)

Pre-season A/C Tune Up – Schedule before June 10th for only \$88 (\$148 value)

Gas Fuel Hybrid Heat Pump/Air Conditioner – \$1,100 off if installed before June 20th

Photovoltaic solar-powered attic exhaust fan installed for \$665

Pre-season Humidifier Clearance Sale – Install May through August and take \$50 off regular price

12 MONTHS, NO INTEREST ON ENERGY SAVING COMFORT SYSTEMS

What can a homeowner do to maintain the A/C unit and keep it running efficiently?

Keep grass, leaves and any other objects away from the condensing unit located outside.

Change your filters regularly, as needed.

Keep an eye on thermostat levels and call Hartman Heating and Air Conditioning if you notice any shifting.

Call Hartman Heating to do a tune-up every spring.

Install a solar-powered attic fan to remove excess heat from the attic and reduce the cooling load while improving comfort...call for details.

WANTS, OR TO BE REMOVED FROM OUR ECO-FRIENDLY E-NEWSLETTER!

## Energy Myths

### MYTH #1:

Cranking the temperature way down will cool your house faster. Thermostats just don't work that way. Your air conditioner delivers air at the same rate. In fact, you're more likely to waste energy by overshooting the comfortable temperature or forgetting to set the thermostat back to a comfortable level once it's where you want it. Just set the thermostat to the temperature you actually want.



### MYTH #2:

You can save energy by closing the registers in unused rooms. Closing all the registers in the unused half of the house can potentially cost you more due to increased pressure in the duct system. The more airflow the equipment has, the more efficient it will operate.

### MYTH #3:

Electronics and appliances don't use energy when they're turned off. This doesn't apply to most home electronics these days. Many devices, like cell phone chargers, TVs, ceiling fans, microwaves and others use what is called "standby power." How can we combat this? Unplug any power transformers, like cell phone chargers, when you're not using them. Also, set up electronics on a surge protecting power strip so that you can turn off a whole row of devices by turning off the power strip.

### MYTH #4:

It uses more energy to turn a computer off and on every day than to just leave it on all the time, and it wears the computer out faster, too. While this myth used to be true, it does not hold true for modern computers. You will always save more energy by turning off a device when you're not using it.

### MYTH #5:

It saves energy if you turn your air conditioner completely off while you're away. Wrong. The most inefficient time to run an air conditioner is during the hottest time of the day. Leaving the A/C off all day then turning it on in late afternoon when you come home not only operates it with the highest power consumption, this overloads the power grid and your A/C unit may not be able to bring the house down to a comfortable temperature for 12 or more hours. We recommend setting the A/C temperature up 5-8 degrees when you're away for short periods.

Note: Energy savings could be undermined by consumer behavior. People who buy energy-efficient items for their homes could sabotage their efforts to save power—often by using the appliances more heavily, studies have shown. By doing something virtuous, you're given license to do something indulgent somewhere else. People who install efficient lights lose 5-12% of the expected energy savings by leaving them on longer.

Don't run bathroom exhaust for longer than necessary. In fewer than two hours, a bathroom exhaust fan can remove the entire air inside your home causing you to reheat or re-cool the make-up air. In our desert environment when we shower, the humidity produced is actually good for our indoor air. As long as your shower and bathroom don't experience moisture or mold problems, run the exhaust fan as little as possible.

# Exciting News for 2009

## The Stimulus Bill and What It Means for the Heating and Cooling Industry

Have you been considering replacing your furnace or air conditioner lately, but just don't have the means of making that kind of investment? Well, it just got a lot less expensive to update your home's heating and cooling system. On February 17, President Barack Obama signed into law The American Recovery and Reinvestment Act of 2009, also known as the stimulus bill. There are many significant changes to the tax credits for energy efficient home improvements that will affect us for the better. With the new stimulus package, you can save 30% on that new furnace or air conditioner that you've been needing—up from only a 10% tax credit. This 30% is applicable to all related tax credits, even those that were only for a specific dollar amount in the past (i.e. \$300 for a CAC). What's more, the maximum credit went from \$500 to \$1,500. That's triple what it use to be!

## Questar Gas Also Offering Incentives

Questar Gas is offering a \$300 cash rebate for the purchase and installation of high-efficiency gas furnaces and other appliances for your home. This equipment would reduce your energy usage and result in a significant decrease in your monthly bill, saving you even more money in the long run.

## Getting the Most for Your Money

Now is the time to invest in that new furnace or air conditioner you've been talking about. The federal tax credits provided under the stimulus bill combined with Questar's rebate will give you an up-front total of \$1,800 in savings, not to mention what you will save on your monthly bills with a more energy-efficient system. Now that's worth investing in!

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## A Message from Paul Hartman

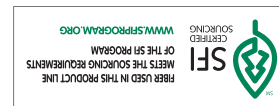
"With the available rebates and tax credits, your out-of-pocket investment of a 95% most-efficient furnace is less than the cost of an 80% least-efficient furnace! Yes, that's right! And with the energy saved, your entire investment can be paid back in 3-4 years! Let's do the math: purchase a \$2,800 furnace, get \$1,300 back in rebates and tax credits, save \$400 per year in utilities—3.7 year payback! If you leave this money in a savings or investment plan, you're losing big time. You can even finance this at a typical high interest rate and save money. But... we can help there too—we'll finance at one year, no interest! Call me now and I personally will visit your home or business to provide you with a no-obligation free energy saving indoor air quality comfort evaluation!"

Paul Hartman  
President, Hartman Heating

If you have not joined our energy-saving preventing maintenance plan, please call now to get on our client list. We will take care of the scheduling and maintenance to keep your heating and cooling system operating at its maximum efficiency while preventing costly breakdowns!



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