



Since 1913

# BUHRMASTER BULLETIN

FALL 2010

(518) 382-0260

WWW.BUHRMASTER.COM

## President's Letter

# Stop Ignoring Your Heating System!



Autumn greetings from Buhrmaster! One of our most important responsibilities is **helping you control the cost of your home comfort.**

Sometimes that requires us to challenge your thinking about spending and saving.

For instance, some people believe the best way to save money is not to spend any until you absolutely have to. **If you are trying to save money by running your current heating system until it quits, please take a few minutes to read this letter** and question your approach.

With an older system, efficiency might be 55 percent or lower, which means there is tremendous potential to reduce fuel consumption. If a heating system is performing at 55 percent and using 800 gallons a year, only 440 gallons are actually creating heat for the home, with the rest being wasted due to poor system efficiency. By upgrading to a system with 88 percent efficiency, the same home would use only 500 gallons – a reduction of 300 gallons per year.

Instead of wasting hundreds of gallons of fuel every year, you could buy a new heating system with the money you'd save. The new system would pay for itself in just a few years, and your savings would continue long after you passed the break-even point. What's more, you'd enjoy **the satisfaction of using energy wisely and minimizing waste.**

If you'd like to **find out what your older heating system is really costing you – and what you could save** – please give us a call. We'll be happy to perform an efficiency test and explain your options.

Sincerely,

Jim Buhrmaster



## Better Performance with Better Fuel

The Oilheat that you buy from Buhrmaster is no ordinary fuel. We take an extra step to ensure its quality when we **treat it with Surrephyre 3000 additive from Innospec.**

Surrephyre 3000 stabilizes the oil, which reduces sediment and results in cleaner filters and nozzles. It's a "behind the scenes" difference that escapes the customer's eye, but if you ask any one of our technicians, they'll let you know how much more efficient a heating system is when Surrephyre 3000 is used.

# Debunking Home Heating Myths

Here are three “myths” about home heating – and the real information that debunks them.

**Myth:** If I set the thermostat very high, the house will heat up more quickly.

**Fact:** Setting the thermostat to a temperature higher than the desired one does not speed up the heating process. The thermostat only sets the target temperature; it does not otherwise affect the system operation.

**Myth:** When upgrading to a new heating system, bigger is better.

**Fact:** For maximum comfort and efficiency, a heating system should be sized to match the home’s heat load precisely – and should never be oversized. When system capacity is properly matched to the space being heated, the system runs in normal cycles with even temperatures and no overheating.

**Myth:** When I go away on vacation, I should turn the heat off completely.

**Fact:** Turning off your heat in winter can lead to serious property damage. If there is risk of cold temperatures while you are away, set your thermostat at 55° to keep enough heat in the home to prevent pipes from freezing in a sudden cold snap.

Whenever you have questions about your home heating, please call **Buhrmaster!** We’re always happy to answer your questions.

# Indoor Air Quality Can Affect Your Family’s Health... and More



Winter’s coming! Time to close the windows and the doors ... and time to install that indoor air quality equipment. Why?

The quality of the air we breathe indoors is every bit as important as the air we breathe outside. **The Environmental Protection Agency ranks indoor air pollution among the top five environmental risks to public health.**

**One of the reasons we see an increase in indoor air pollution is today’s tightly sealed and insulated homes.** Yes, these homes are energy efficient, but they also keep unwanted things inside your four walls – like pollen, dust, mold, formaldehyde from furniture, and other allergens.

You can maintain a healthier home with indoor air quality equipment from Buhrmaster. We have a variety of solutions, including **UV air treatment products** and **whole house air cleaners.**

**We also install humidifiers.** During the winter, dry indoor air makes people more susceptible to winter colds and the flu, and causes damage to your home’s wood floors, frame and furnishings. Dry air also makes our bodies feel cooler – causing you to raise the thermostat, and therefore use more energy. By maintaining the proper level of humidity indoors, you can have a healthier, safer and more comfortable home ... while lowering your energy bills!

**To learn more about our exceptional indoor air quality equipment, give Buhrmaster a call at (518) 382-0260.**



# Don't Fall for Utility Half-Truths



National Grid and other gas utilities are advertising extensively to convince homeowners to convert to natural gas heat. They make converting sound easy and inexpensive, and they portray natural gas as a low-cost fuel that is good for the environment.



## We'd like to set the record straight.

Natural gas has no significant advantages when compared to Oilheat. Converting fuels can be very expensive, and you probably wouldn't save anything on fuel in the future. You also wouldn't be helping the environment.

Here are some facts that the utilities don't mention in their ads...

- **Converting to gas heat can cost \$10,000 or more.** In addition to a new boiler or furnace, you might need to install a gas line, a chimney liner, piping and wiring, and an excess flow valve to guard against fire or explosion. You might also need to remove your oil tank.
- **Oilheat has been less expensive than natural gas** in New York State in 12 of the last 18 years.
- Natural gas prices could soar if the federal government restricts the controversial drilling method known as "hydrofracturing." Between 60% and 80% of new gas wells require hydrofracturing to operate cost-effectively, and the Environmental Protection Agency is reviewing the procedure in light of many **complaints about drinking water contamination and health hazards.**

- Traditional Oilheat is being replaced by ultra-low sulfur heating oil, which reduces sulfur content by 99%. A blend of ultra-low sulfur Oilheat and biofuel (12% or more) produces **lower carbon dioxide emissions than natural gas.**

If you are looking to save money on heating, **the most cost-effective move is to upgrade to a high-efficiency Oilheat system**, according to the Consumer Energy Council of America. We install systems from top manufacturers such as Weil-McLain and Thermo Pride that can reduce fuel consumption by 30%.

As a Buhmaster customer **you've already made the best choice for your home comfort.** A utility like National Grid can never match the friendly, responsive service we provide. We're a **local company that has been continuously owned and operated by the Buhmaster family since 1913.** We value your business, and you can count on us to come right over if you have a heat emergency – even in the middle of the night or on a holiday. You'd never get service like that from a gas company!





**Hard Water?  
We'll Test  
It for Free**

Does your water leave deposits or discoloration on faucets, sinks or appliances? Do you have trouble getting dishes as clean as you like? Your home might have **"hard water,"** which means the water has a high content of minerals such as calcium.

Buhrmaster is the Capital District's water quality expert, and we'll be happy to test your water at no charge. We can even perform the test in conjunction with your heating system tune-up. If the test shows that your water is hard, we can help with advanced water-softening solutions that are not hard on your budget. **Please call us today for your free water hardness test!**



# **Last Call**


## **for Tune-ups!**

Heating season is right around the corner, and it's time to prepare your equipment for **a winter of reliable, efficient heating.** Your system needs to be tuned every year to ensure that it is clean and the fuel-oxygen mix is set for maximum efficiency. A tune-up generally improves efficiency by up to 5 percent, which saves 40 gallons of oil in a home that uses 800 gallons a year.

When we tune the system, we also perform an inspection, which saves you aggravation and money. Your Buhrmaster technician can nip small problems in the bud, before they turn into big problems that knock out your heat and require an expensive repair. **Please call our office today to schedule your tune-up.**



## **Have You Visited Our New Website?**



If you have not seen our website lately, please pay a visit to [www.buhrmaster.com](http://www.buhrmaster.com) and check out our new interactive features. We've added a pay online page where you can pay your bills by credit card at your convenience. We've also added online enrollment for our Master Plan service contracts.

We're always looking for new ways to add convenience to your home comfort services, and we hope you appreciate these new features. If you have any questions, please give us a call!



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**ENERGY GROUP**  
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*Buhrmaster Energy Group*  
421 Sacandaga Rd., P.O. Box 2120  
Scotia, NY 12302-0120

**(518) 382-0260**  
[www.buhrmaster.com](http://www.buhrmaster.com)