

KELLAM MECHANICAL'S HOMESense

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Smart and simple ways to enrich your home living

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SEASONAL SHIFT

Keep Your Family Safe This Winter

It stands to reason. Over-the-counter medications that you select on your own don't tend to do the job nearly as well as prescriptions you get from your doctor that are based on his or her diagnosis.

By the same token, off-the-shelf carbon monoxide (CO) detection isn't nearly as effective as the professional diagnosis you get from a home comfort expert. And just as the wrong medicine at the wrong time can yield really wrong results... so can inferior and inadequate CO detection.



Hospital emergency rooms see about 50,000 visits a year just due to CO poisoning. So there's no question this is a problem. But what's the solution?

The "retail" grade detectors aren't always able to give "early warning" signs – but typically kick in with alarm bells when the air situation reaches distress level. That's why your home needs the attention of a professional grade CO detector that can warn you

immediately when CO poisoning starts to seep into your home's air.

A model that many home comfort specialists are recommending is the CO-Experts Low Level CO "Health" Monitor. These monitors give warnings at various levels as the detection of carbon monoxide increases in severity. Homeowners

have the option to silence the warnings if the levels are not deemed serious enough for action, but you'd also become sensitive to the potential for problems. Models like these are fully self monitored. They know when their sensor accuracy is off or life span is capping, and they'll

let you know too. They also provide data recall, even so much as a timeline of CO exposure, when the incidents peaked, the time that elapsed since the last occurrence, and duration of exposure.

Basically, a professional grade CO monitor gives you a professional way to help keep your family breathing safely. We'll be glad to tell you more. Just give us a call.

MY WORD

By Scott Kellam

Hello Friends,

I'm glad to see you again within the pages of a newsletter that will give you helpful information for running your household.



Please enjoy the articles inside. Just think of this as a simple reminder of the commitment this company has to our customers. We want to stay in touch and let you know, once again, we're here when you need us.

With the change of the seasons, as always, we have a change in activities. In many ways, the fall is a time for "newness" – new school years, new clothes, new sports seasons, even new TV schedules. Yet, oddly, one of the classic definitions of "autumn" is "a period of maturity verging on decline."

No, I'm not talking about anyone I know (including myself). But it doesn't take much of a stretch for me, as your home comfort specialist, to let you know that home comfort systems do not last forever. As the years add up, the repairs and utility

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Your Quick Call Comfort Hotline:

757-430-0358

www.kellammechanical.com

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Don't Lose the Air You've Paid to Heat or Cool

Your ducts are used by your heating and cooling system to distribute comfortable air throughout your home. But according to the EPA, in typical houses, about 20% of the air that moves through the duct system is lost due to leaks, holes and poorly connected ducts.

Duct sealing is a practical solution for these losses – which can lead to higher utility bills and can make it difficult to keep the house comfortable.

When your duct system is properly sealed, here are some ways you can benefit:

- **Comfort** – You'll be less likely to experience common problems, such as rooms that are too cool or too warm.
- **Indoor Air Quality** – Reduces the opportunities for pollutants to enter your home. Also reduces the risk of a "backdraft" of combustion gases coming into your living area from gas appliances.
- **Save Money** – Sealed ducts can improve the efficiency of your heating and cooling system, lowering energy bills. Just give us a call if you would like us to conduct a Duct Review on your home.

HEALTHWISE

Reducing Air Pollution

If most people were asked to do a quick word association about air pollution, chances are strong words like "city" and "traffic" would be among the first to come to mind. However, while large cities with heavy traffic are certainly susceptible to air pollution, city dwellers and drivers aren't the lone culprits when it comes to causing air pollution.

According to the Environmental Protection Agency (EPA), what we do inside our homes, regardless of where we live, can be polluting the air both indoors and out. To do your part, consider the following tips for reducing air pollution:

- **Recycle.** One of the easiest ways to help reduce air pollution is to participate in your community's recycling program. Recycling helps reduce air pollution by reducing production emissions. Plus, recycling helps to conserve valuable – and expensive (as you've probably noticed on your utility bills!) – energy.
- **Inspect your appliances regularly.** Inspecting heating and cooling systems (filters, in particular), can help reduce the emissions of harmful gases into the air both inside and outside your home. Have a professional (like us!) check your home comfort system in the Spring and in the Fall. If your system isn't operating efficiently, it

could be costing you significant amounts of energy dollars.

- **Proper storage and disposal of common household items.** Many items around the house can be very harmful to the environment if not disposed of or stored properly. One easy thing you can do to help the environment is to make sure your paints, pesticides and solvents are stored in airtight containers.

- **Look at things in terms of your physical health.** If you or your loved ones are struggling to adjust to a more air-friendly lifestyle, perhaps the context of personal health can help put things in a better, and more effective, perspective. Exposure to air pollution can aggravate asthma, lead to potential lung damage, cause coughing or shortness of breath and could result in premature death for people with existing heart or lung diseases.

Since these issues affect over 50 million Americans, chances are air pollution is affecting someone you know and care about.

"Quotable"

*Autumn is a second spring
when every leaf is a flower.*

—Albert Camus

What we do inside our homes, regardless of where we live, can be polluting the air both indoors and out.

Home Safety Alert: Falls Are Leading Cause of Home Injury

Everyone trips and stumbles from time to time. But a simple moment of “not watching where you’re going” can have serious consequences. According to the Home Safety Council, falls at home cause more than 5 million injuries each year – and even account for nearly 6,000 deaths.

The Council recommends that you take a look at several areas, including:

- **Stairs and Steps** – For better protection, have handrails installed on both sides, and make sure they extend from the top to the bottom of the stairs. Use safety gates at the top and bottom with small children in the home. Also, keep the stairs clear of toys, laundry, books or other clutter. Finally, if any steps are broken, have them repaired.
- **Lighting** – Lighting helps us watch where we’re going, see hazards ahead and make adjustments. Make sure you have adequate lighting at entrances, on your porch and walkways and at the top and bottom of the stairs. Also, place nightlights in the bedroom, hall and bathroom to prevent stumbling in the dark during unplanned visits to the bathroom or tending to snack attacks in the kitchen.
- **Reduce Slips** – A big injury can start with a small slip, and that can start with a small rug. Secure small rugs by taping them to the floor (or don’t use them at all). Place a mat or non-slip strips in the tub and shower and add grab bars. Also, use a bath mat with a non-skid bottom on the bathroom floor.
- **Other Good Practices** – If you have a two-story (or more) home, place window guards on upstairs windows to keep children from falling out. Put ladders away after using them – but not upright. Store them on their sides. And don’t forget one of the simplest “fall prevention” practices you can adopt: wipe up spills when they happen.

DID YOU KNOW?

- Hippo milk is pink.
- Children laugh about 400 times a day, while adults laugh on average only 15 times a day.
- The average American eats at McDonalds more than 1,800 times in their life.
- Nearly 10% of American households dress their pets in Halloween costumes.
- In 1895 Hampshire police handed out the first ever speeding ticket, fining a man for doing 6mph!



Managing Medicines

With the many different medicines out there, looking into your medicine cabinet can be confusing and complicated. It’s hard to keep track of who in the family is taking what and the dangers of drug reactions, interactions and side effects. Even worse is the fact that serious drug reactions are increasing, according to a recent analysis reported to the Food and Drug Administration.

Now there’s a free online tool to help stay informed about the family’s medicines: MedNotes.

- **Manage medications profiles** for yourself and your family.
- **Get instant access to in-depth medical information**, drug comparisons, FDA alerts, drug interactions, plus food, allergy and medical condition interactions.
- **Choose to be notified** when new FDA alerts are issued and when new medications become available for your existing conditions.
- **Print health and medication records.**

MedNotes can be a valuable tool for your health management, and a potentially life-saving information source. To create your personalized MedNotes medication profile or for more information, please visit: www.drugs.com/mednotes.

MY WORD (...from page 1)

bills add on additional expenses to your household.

Plus, with the cost of energy reaching unparalleled levels, energy-efficiency is an even greater concern. So, if your system is still in pretty good shape, please remember that a preseason tune-up can go a long way toward getting it ready for the heavy-hitting winter ahead.

But if your system is saying "enough already," let us hear from you, and we'll give you our best offer on your best option.

Looking forward to visiting you in your home soon.

Sincerely,



Scott Kellam

P.S. Don't forget to check out the great discounts on services you'll find in the coupons on the back. If you aren't able to use them, feel free to pass them on to friends. After all, your friends are our friends, and we'd love to help them out too!

HomePoints

In cold weather, keep drapes and shades open on sunny days and close them at night.

Q: Why invest in Kellam Mechanical's USA?

A: Because our energy savings program for your system maintenance pays for itself!

- *30% Energy savings
- *15% Off repairs
- *5 Year guarantee on replaced parts
- *No overtime charges
- *Reduced failure rates
- *Extends equipment life



Call today and ask how you can get \$50.00 back for your October gas furnace cleaning.

Know someone who loves energy savings? *Tell 'em Kellam*

Why Not Use the Earth to Heat and Cool Your Home?

Your Kellam Mechanical geothermal system now costs less to install and operate than a conventional system!

- 30% federal tax credits – No limit
- +Up to \$2,000 Virginia DMME rebate (limited time)
- + Up to 80% energy savings
- +25 Year system life expectancy
-
- = **SMART AND AFFORDABLE!**

Know some one who loves saving money? *Tell 'em Kellam*

PRE SEASON GAS SAFETY INSPECTION

Did you know that carbon monoxide poisoning symptoms mirror those of the flu? Get ahead of the winter season and prepare your family for a warm, cozy and safe environment inside your home. Schedule a Kellam Mechanical technician to perform safety inspection on your gas piping to your stove, furnace, dryer, boiler, fireplace and water heater. Maintaining you gas appliances can save your life from accidental carbon monoxide poisoning!

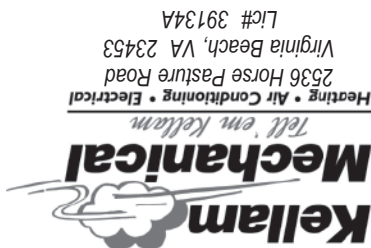
ONLY \$69.00

*Limited to the first 45 callers *Offer ends 10/31/11

Call **Kellam Mechanical** at 757-430-0358 or www.kellammechanical.com

Know someone who needs a gas safety inspection? *Tell 'em Kellam*

It's time to get comfortable.



If your mailing address is not correct, please call us!

HOMESENSE