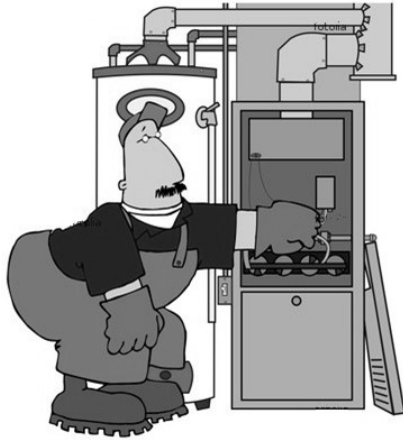


John Vansant
Air Conditioning - Heating - Refrigeration
913.645.4231 816.246.9487



Dear Friends,
My best wishes to you for 2011!

I thought I would take a few moments to update you on current happenings within the heating and air conditioning industry.

Increasing Government Regulation

Emerging government regulations in the heating, ventilation, and air conditioning (HVAC) industry seem intent on creating a utopian world where our homes have no “impact” on the environment and use no energy.

The actual impact of new laws may erode the standard of living that we all have become accustomed to. Lawmakers continue to push for more draconian environmental and energy laws, which may ultimately limit options for the HVAC consumer.

Regional Energy Standards

One current topic of discussion in the HVAC industry regards regional energy standards.

What are regional energy standards and how might they impact the consumer?

The federal government would divide our country into “zones” (most of Missouri and Kansas would be placed in the “North” zone).

Without violating federal law, people living in the north zone would be allowed to purchase and install only ultra high efficiency (complex and expensive) heating equipment. As a concession however, north zoners would reportedly be allowed to install “standard” efficiency cooling equipment.

The reverse would be true for the “south” zones (i.e. Florida). This could pose hardship for those not needing or wanting ultra high efficiency equipment.

Refrigerant 22

Some of you may recall that beginning in 2010, the federal government banned the manufacture and import of A/C and heat pump units containing Refrigerant 22 (R- 22 has been the predominant refrigerant used in the air conditioning industry for 50+ years).

This meant that if you needed a new A/C unit in 2010 you were compelled to purchase a complete A/C system which used Honeywell’s patented refrigerant 410a. Finally, some clever folks have read between the lines and are now legally manufacturing new R- 22 units and shipping them without refrigerant.

The refrigerant, of course, is shipped separately.

For some, this is good news! This means that if you have an R-22 unit that fails, you now have the option of replacing only the failed unit, rather than the entire system!

This saves you money and is typically much less expensive than a complete system replacement.

And, not to worry about the fed’s cutting you off from R-22. There are currently several innovative companies offering drop- in replacement refrigerants for R-22.

Tax Credit

In 2010, some folks took advantage of the tax credit offered by the federal government for installing high efficiency HVAC equipment.

This tax credit proved to be helpful for some, but not really cost effective for others. As of this writing, the tax credit has been extended for 2011 but credit amounts have been substantially reduced.

High Efficiency Equipment

High efficiency is the buzzword surrounding heating and air conditioning equipment. Although theoretically possible to use high efficiency equipment for all applications, this is not always practical.

All high efficiency equipment is not created (nor applied) equally. Just because a furnace or air conditioner has been given a high "AFUE" or "SEER" rating, this doesn't mean that this equipment will deliver its' rated efficiency under a full range of operating conditions.

To achieve rated efficiency under all operating conditions, this equipment must be applied correctly, installed correctly, and actively managed by a "master" computer.

In 2010 many people had "high efficiency" equipment installed that did not meet any of these criteria.

In many instances, high efficiency equipment that is not *installed correctly* and actively managed, may deliver lower efficiencies than correctly installed and applied "standard" efficiency systems.

In summary, to get what you pay for with modern high efficiency equipment, it must be applied and installed correctly and it *must* have an active management system. These systems will not typically be provided by the lowest bidder.

*For more information, see footnote.

Currently there is a great deal of information available to consumers pertaining to heating, ventilation, and air conditioning. Some of this information is good, some is incomplete, and some is misleading or incorrect. In order to provide you with the most accurate information, I strive to stay abreast of current technology and developing trends. HVAC technology continues to evolve at breakneck speed. As with all technology, the new replaces the old, with this comes advantages and some disadvantages.

My goal is to provide my customers all the advantages of new technology while minimizing the disadvantages. I intend to accomplish this by continuing my education, listening to you, identifying your needs and applying new technology in a means that best meets your wants and needs. You are the best customers in the world!

I want to thank you for continuing to allow me to serve you and for allowing me to work in a field that I love. As always, feel free to call with questions or if I can help you with your indoor comfort needs.

John V.



*Footnote:

For those of you familiar with automotive technology, you know that our automobiles originally comprised multiple, stand alone, independently operating mechanical systems. These systems then joined together to work as one. Current automobile technology consists of multiple slave (or 'dumb') systems driven or directed