



801-296-0477

## Tax Credits – Don't Miss The Deadline!

Time is running out to take advantage of the tax credits available when you purchase high-efficiency HVAC equipment. The tax credits were extended from last year through the American Taxpayer Relief Act of 2012, better known as the "fiscal cliff bill." These tax credits end December 31, 2013.

If your air conditioning and heating equipment is over ten years old, doesn't keep up with your needs, or your electric bills are too high, it may be time to look into purchasing a new comfort system. If you purchase qualifying high-efficiency equipment in 2013, you may be eligible for a tax credit of up to \$500.

Remember, the tax credits end December 31, so you can see it's a great time to replace that old, inefficient furnace with a new high-efficiency system that will enhance your holidays in comfort. Call **High Country HVAC** at **801-296-0477** to schedule a free in-home estimate.

## Winter Won't Wait ... Schedule A Tune-Up Today

"Never put off until tomorrow what you can do today," Ben Franklin wrote. Of course, he wasn't referring to your home comfort system, but his wise advice does apply to your furnace. After all, timely seasonal tune-ups keep your system operating at peak efficiency. Experience has shown that a system that runs well keeps your utility costs in line. Periodic tune-ups also allow us to detect any minor problems that, if left unattended, could develop into serious hazards in the future.

When we perform a tune-up, we'll check the system's electrical functions and ignition controls; test belts, filters, valve and drains; clean the blower motor and blower wheel; inspect and clean the flue; and check the burners and heat exchange. You can count on us to ensure your system will operate as efficiently and effectively as possible during the cold weather ahead.

Get a jump on cold winter weather by scheduling a home comfort system tune-up today. **High Country HVAC** will help get you — and your furnace — ready for the season ahead.

**High Country HVAC**  
"Raising Your Home Comfort to New HEIGHTS"



801-296-0477

www.highcountryhvac.com

Heating & AC Installation & Service  
Indoor Air Quality Solution  
Home Energy Audits  
Ductwork • Fireplaces



PRSR.T. STD.  
U.S. POSTAGE  
PAID  
THE NEWSLETTER  
COMPANY

High Country Heating & Air  
938 East Mary Margaret Drive  
Kaysville UT 84037

## Take advantage of these special savings!

### PLANNED SERVICE AGREEMENT

**\$159.99**

**Furnace and Air Conditioning**  
**1 year planned maintenance. Includes a FREE 1-inch filter.**

Offer good through 12/31/13 at High Country HVAC. Please present coupon at time of service or sale.  
Not valid with other offers. If you can't use this coupon, perhaps your neighbor can.

### LENNOX FALL PROMOTION

**UP TO \$2,800 IN REBATES\***  
**AND TAX CREDITS\*\***

**with the purchase of a qualifying LENNOX® Home Comfort System.**

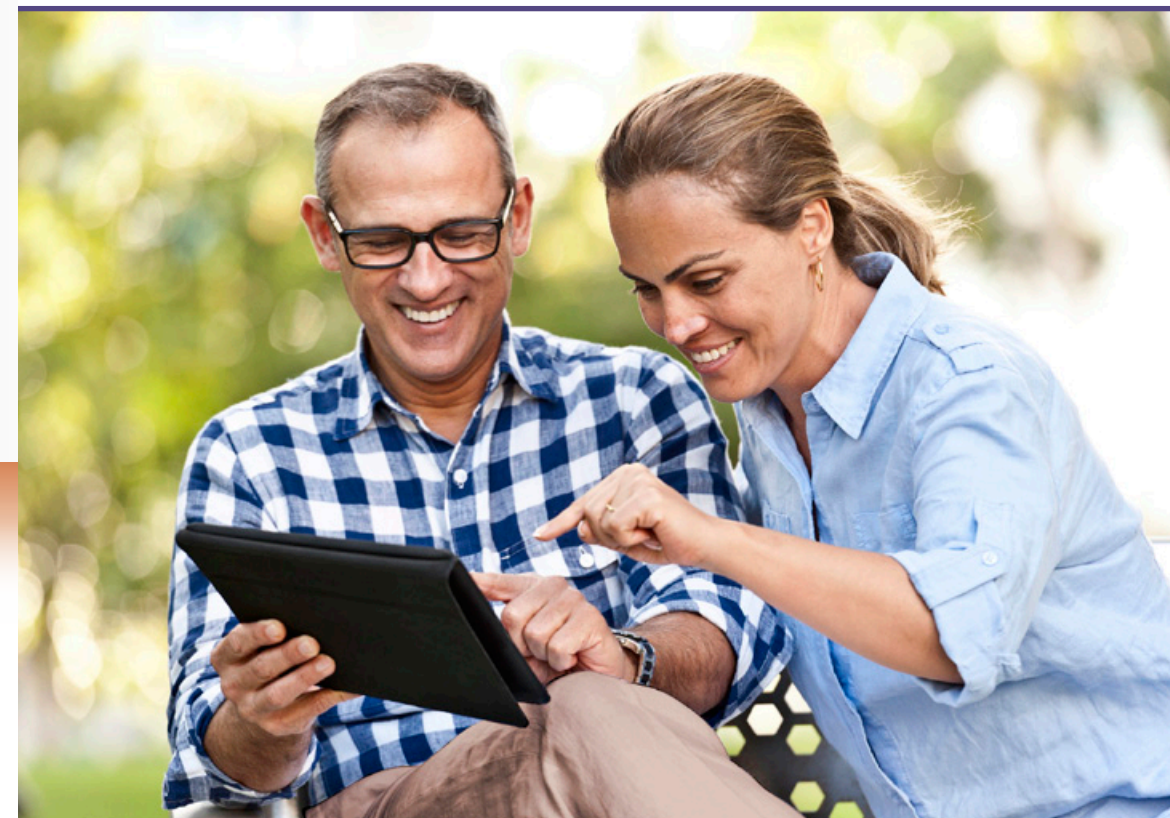
**OR SPECIAL FINANCING AVAILABLE\***

**Offer expires November 29, 2013.**

\*Offer is valid only with the purchase of qualifying Lennox products. System rebate offers range from \$300-\$2,000.  
See dealer for details. \*\*Visit [www.energystar.gov](http://www.energystar.gov) for more information on the tax credit guidelines.  
© 2013 Lennox Industries, Inc. Lennox dealers include independently owned and operated businesses.

# Changing SEASONS

A QUARTERLY PUBLICATION FOR THE CUSTOMERS OF HIGH COUNTRY HVAC, INC.



Fall 2013



801-296-0477

www.highcountryhvac.com

Please recycle.  
© 2013 The Newsletter Company 1-800-828-7198

See back for  
Special Savings

## Smart Seasonal Shopping

Have you heard the saying, "It's all in the timing?" Well, amazing seasonal discounts are available if you plan ahead and correctly time your purchases. You might not know there are predictably ideal times to buy items such as televisions, furniture and cars throughout the year. Fundamental to the concept of seasonal buying is that prices change — often dramatically, when it's time to clear out the old and make way for the new. That's why

Continued on page 2



timing your purchases works — you'll rack up huge savings if you repeatedly buy on price dips throughout the year.

Seasonality is often based on supply and demand: Prices decrease when supply is high and demand is low. That's why you can get better deals on gas grills in September and hot tubs in January. While some items are best purchased during particular calendar seasons, other deals, notably on electronics, are seasonal in a different way — dependent on the timing of new product launches.

Here's a list of some common items and the best times to purchase them:

- 🕒 **Appliances:** September and October are the best months to buy big appliances, since it's when new models start coming out.
- 🕒 **Gas Grills:** As we drift into the cold off-season, stores start to discount their inventory, making September (and then again January through March) a good time to purchase.
- 🕒 **Cars:** New models usually come out at the end of the summer, so car lots will start clearing out 2013 models around this time. Buy at the end of the calendar year for extra savings.
- 🕒 **Lawnmowers:** Stores make room for winter gear in September, which means summer staples like lawnmowers will be on sale.
- 🕒 **Televisions & Other Electronics:** Hit the sales during Black Friday and Cyber Monday in November for the best deals.
- 🕒 **Pools:** It may seem a long way off, but if you buy a pool in December, you can get a great discount on next summer's fun.
- 🕒 **Furniture:** Most furniture companies release new products in February and August, so plan your purchase in January or July. 🏠



**It's a great time of year to buy many end-of-season items, such as patio furniture and grills.**

## Rest Easier With A Carbon Monoxide Detector

Carbon Monoxide (CO) is the leading cause of death by accidental poisoning. Because it's odorless and colorless, it can be difficult to detect. Early warning signs of CO poisoning can resemble symptoms of the flu or a cold. Higher levels of poisoning cause dizziness, nausea, severe headaches and mental confusion.

CO is released into homes as a result of incomplete combustion of any flame-fueled device, including gas stoves and furnaces, fireplaces, space heaters and water heaters. Improperly vented or poorly maintained appliances are often the culprits for CO leaks.

To ensure your family's safety, if you have any gas appliances, install a CO detector. Like a smoke detector, they are easy to install. CO detectors should be placed at least five feet above the floor, on every level of your home. 🏠



Carbon Monoxide detectors are an important safety tool for your home.

**Tip** If your furnace or A/C is more than 10 years old, you may be spending up to 25% more on your home utility bills.

## LENNOX HOME COMFORT SYSTEMS Your Answer For Winter Heating Woes

If the thought of going through another winter with an old furnace leaves you cold, this may be the perfect time to update your heating system. With an Annual Fuel Utilization Efficiency (AFUE) rating of up to 96 percent, Lennox's Elite Series EL296E high-efficiency gas furnace with Power Saver™ technology can offer substantial energy savings.

The EL296E's two-stage heating allows it to run at a lower, more efficient output most of the time, switching to a higher output during extreme heating demand. And thanks to its Power Saver motor, the EL296E provides more consistent temperatures, more even airflow and quieter operation while still using energy efficiently.

Ask us today about the Lennox EL296E furnace, and we'll help get you prepared for a more comfortable winter. 🏠



When it's time for replacement, consider the Lennox EL296E high-efficiency furnace.

## Question & Answer



### What can I expect during a typical system service appointment?

Regular maintenance of your home comfort system is as important as changing the oil in your car on a regular basis. Our tune-up service includes a thorough inspection of your system, which allows us to detect and correct minor problems before they develop into serious hazards. We'll also check the appropriate safety controls to make sure nothing has deteriorated during the off-season.

There are also a few things you can do to keep comfortable:

- ▶ When the furnace comes on, listen for unusual sounds, which may mean professional attention is needed.
- ▶ Air filters should be replaced at the start of each season and checked monthly.
- ▶ Be sure your programmable thermostat is set for your heating preferences.

It's important to have your heating system well maintained so it will operate at peak efficiency. Call us — we'll make sure your furnace is ready to keep you warm all season long. 🏠

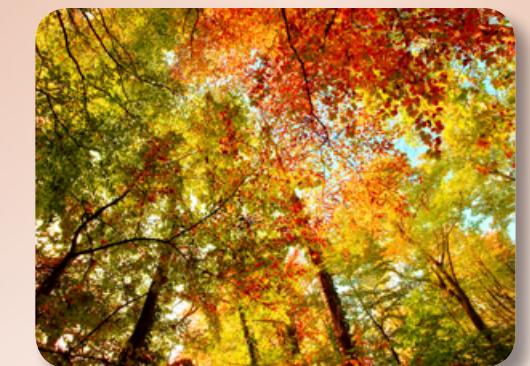
# Earth & Atmosphere

## Fall Into Color

Why do leaves change color? Like most things in nature, it comes down to chemistry. During the spring and summer, leaves act as the food factory for a tree. Photosynthesis is the process that allows a plant or tree to convert the sun's energy into carbohydrates needed for nourishment and growth.

Chlorophyll is one of the primary pigments involved in photosynthesis. It's what gives leaves their green color throughout the growing season. Leaves also have carotenoids, an accessory pigment which produces yellows, golds, oranges and reds. These carotenoid colors are always present in a leaf, but for most of the year they're masked by the predominance of the green chlorophyll. In the fall, as daylight gets shorter and shorter, trees respond by stopping the production of chlorophyll.

As chlorophyll breaks down, the green color disappears and the distinctive colors of autumn rise to the occasion. The end result? A glorious and exuberant display for all to enjoy. 🍁



Some research shows that autumn leaves may very well protect trees from damaging sunlight and insects.