



# Maximum Comfort News

[www.leggettinc.com](http://www.leggettinc.com)



## PRESIDENT'S MESSAGE

### Made in Your Hometown for Over 50 Years



Leggett Inc. manufactures comfort by assembling the most trusted and talented team of plumbers, electricians and comfort control specialists. We custom-make value by protecting your most valuable investment, your home or business, and we make it a better place by guaranteeing the best available service. We make all of this easy for you by answering your calls, text messages, and emails, and we do the best we can to coordinate logistics, as time is priceless in this day and age.

Speaking of time, it is a fact that most equipment failures happen at the worst possible time. It's also a fact that we can diagnose most equipment failures *before they happen*. Many of the equipment parts you depend on are covered under warranty for the first ten years, but only if your equipment receives yearly maintenance by factory-authorized technicians. That's why our maintenance programs are so important when it comes to protecting your comfort control investment and peace of mind.

Even with a maintenance program, no homeowner ever plans for a mechanical breakdown, so if and when one does happen, we will buy you time to decide if you want to repair or replace your equipment. While you weigh your options, we'll supply temporary repairs, portable heating and cooling units, or even standby power systems if needed. We also offer many easy-to-apply-for financing options that can help you defer payments for upgrades and repairs.

If you like the way we do business, please make us more successful by partnering in our success. Try us at your home or office, refer your friends or family to us, and give us a favorable review if you think we deserve one. Just go to [LeggettInc.com](http://LeggettInc.com) for details or give me a call. I'm always eager to speak with our customers, especially those who think we need improvement. Tell me how we can serve you better, and we will.

All of our customers play a part in our success, so thank you for counting on us. Without your patronage, we wouldn't be here today.

Sincerely yours,

*Ernie*

Ernie Leggett  
President

## Your Top 5 Home Comfort Tricks

5. Turn your water heater temperature down to 120°F to save energy and slow mineral buildup and corrosion in your pipes.
4. Hang blackout curtains behind your regular drapes for a better night's sleep and a good way to help cool your home on those really hot summer days.
3. Like redecorating? Rearrange your furniture so that it's not blocking any air conditioning vents.
2. Put together a blackout kit consisting of emergency supplies like a flashlight, bottled water, batteries and a can opener for stocked food ... or consider investing in a standby generator (see page 5).
1. Schedule your annual air conditioning tune-up now and sign up for a Preventative Maintenance program if you haven't already done so (details on page 5).





## Tune-Ups Save You to the Tune Of...

Think about those really, really hot days — not order extra-ice-in-your-drink hot, but pour-half-the-drink-on-your-head hot. It's on days like those that you truly appreciate the cooling comfort of a well-maintained central air conditioning system.

...And if you haven't had your old air conditioner serviced in a while? Well, it should come as no surprise to hear that **the majority of cooling system breakdowns occur on those really, really hot days.**

That's one of the reasons why your **ServAssure dealer recommends all customers schedule preventive maintenance during the spring**, to save you the discomfort and potential danger of sweating out a summer scorcher. The other reason — to save you money! Some air conditioning repairs can be expensive, especially in emergency circumstances. Take a look:

- Blower Motor Repair/Replacement ..... \$150-\$750**
- Thermostat Relocation/Replacement.... \$100-\$300**
- Condensate Pump Replacement..... \$40-\$110**
- Refrigerant Recharge..... Up to \$150**
- Burnt-Out Compressor ..... \$600-\$1,900**

In addition to taking care of minor issues with these parts before a major problem occurs, **your annual air conditioning tune-up can improve your system's efficiency by as much as 10%, which could save you over \$100 a year in electricity costs.** That number alone can cover the cost of the tune-up. Add on the savings of avoiding costly parts replacements, and the value of a spring tune-up becomes as clear as a sunny summer day. Schedule yours now, before that really, really hot weather arrives.

## What You Might Not Know About Your Thermostat

At first glance, a thermostat seems like a very simple device ... and indeed, many of the older models are. However, as manual thermostats have evolved into programmable thermostats and now smart, Wi-Fi-enabled home comfort controls, the devices are capable of doing so much that sometimes homeowners don't even realize when they're not taking full advantage of them.

With this in mind, here are some pointers that can help you get the best comfort and efficiency out of your heating and cooling equipment.



- Per Energy.gov, **“You can save as much as 10% on heating and cooling by simply turning your thermostat back 7°-10°F for 8 hours a day from its normal setting.”**
- Different programmable thermostat models offer different levels of programmability. There are **7-day models** (7 different schedules), **5+2-day models** (one schedule for weekdays, one for weekends), and **5-1-1 models** (one schedule for weekdays, one for Saturdays, and one for Sundays).
- **Manually setting** the thermostat much lower or higher than the current indoor temperature won't change the temperature any faster. All it will do is waste energy.
- **Many of today's smart thermostats offer humidity control options** and weather updates. On days when it's more humid outside, set the humidity lower inside.
- **Smart thermostats can usually be synced with multiple smartphones or tablets.** If you choose to connect everyone in your household, be sure to set some energy-saving ground rules.
- If you want to use your smartphone to control more inside your home than just temperature, humidity and energy usage, **talk to your ServAssure dealer about the Carrier C<sup>o</sup>r™ Home Automation System.**
- Using the C<sup>o</sup>r mobile app and compatible technology, you can **use your mobile device to lock or unlock doors, turn lights on and off, watch security camera footage, and receive alerts** when something out of the ordinary happens.
- While some thermostat manufacturers say that their devices can be installed by the homeowner, **it's always best to consult your ServAssure dealer** to ensure that your heating and cooling systems and zones are all properly synced.



If you'd like to find out more about the programmable thermostats, smart thermostats or home comfort controls available to you, call your ServAssure dealer today.

# Cold Enough For Ya?

In last spring's edition of *Maximum Comfort News*, we included an article titled "Can't Stand the Heat?" which addressed the common problems caused by over-sized heating systems — namely, too much heat and overly dry air. With what could be a very hot summer coming our way, we want to focus your attention on a similar issue that causes equally annoying problems. We're speaking, of course, about improperly sized air conditioners.

Sometimes, unscrupulous air-conditioning salespeople and contractors upsell unsuspecting homeowners to bigger, more powerful air conditioners than needed. They may try to justify the sale by saying something like, "It's better to err on the side of caution." What they won't tell you is that **improperly sized air conditioners tend to lead to a number of indoor air quality issues like humidity, mold and mildew.**

Here's how it happens: As the air entering your home passes over the cold surface of the cooling system's evaporator coil, water vapor condenses on that coil. However, that condensation won't be pumped or drained out until enough of it has formed. And if your air conditioner is too powerful, it won't stay on long enough for that to happen. Thus, the condensate will evaporate into your indoor air, making it feel dank and humid and creating the exact conditions in which mold and mildew thrive. **Plus, your energy costs will be higher, because all that start-and-stop drains electricity!**

There are a number of solutions for over-sized air conditioners — including smart thermostats, heat pumps and complete system upgrades — and a number of ways to help combat poor indoor air quality (see our list on page 4), but **the best strategy is to have your comfort systems sized and installed by a ServAssure dealer.** Our licensed technicians can help ensure you get the equipment with the right heating and cooling capacity for your space. This way, your home won't be too hot and dry in the winter or too cold and humid in the summer. Call today for a free consultation.



## The ServAssure Satisfaction Guarantee

- \* **100% Complete Satisfaction or Your Money Back**
- \* **ALL Parts, Labor and Materials Covered for Two Full Years**
- \* **No Surprise Pricing** — All Services Performed at Quoted Flat-Rate Prices
- \* **No Subcontractors** — All Services Performed by Our Team of Reputable, Reliable, Licensed Professionals
- \* **No Mess** — Our Techs Keep Your Home Clean

For guaranteed satisfaction from a guaranteed-local home comfort business, make your ServAssure dealer the first and last company you call.



## Want more information?

*Simply complete the form below and send it back to us.*

Name (first, middle initial, last)

Address

City

State

ZIP

Phone

Email Address

Please enter me in your contest to win a check for \$500

*Please see entry rules.*

## I'd like more information on:

*(check all applicable)*

- Smart Thermostats
- Indoor Air Quality Solutions
- Air Conditioning Tune-Ups
- Service Plans
- Cooling System Upgrades
- Carrier® Heating and Cooling Equipment
- Other: \_\_\_\_\_

# Mildews & Don'ts

Before the humid summer air puts your air conditioner to the test, spring presents a number of indoor air quality (IAQ) challenges, especially for those with seasonal allergies. Fortunately, your ServAssure dealer is here to help you keep out common indoor air pollutants like mildew, pollen, mold, fungi, bacteria, viruses, dust, mites and chemicals. For starters, follow this checklist of IAQ do's and don'ts.



## DO

- ✓ Vacuum two or more times per week
- ✓ Dust regularly, especially around vents
- ✓ Change your air conditioner filter once a month
- ✓ Brush your pets' fur, daily if necessary
- ✓ Put a floor mat at every door to your home
- ✓ Institute a shoes-off-at-all-times policy
- ✓ Install a carbon monoxide detector
- ✓ Have water leaks repaired
- ✓ Call your ServAssure dealer for an annual air conditioner tune-up
- ✓ Ask about our IAQ products and services

## DON'T

- ✗ Allow smoking inside
- ✗ Open windows on humid days and nights
- ✗ Install carpets
- ✗ Use air fresheners
- ✗ Leave your refrigerator or stove open
- ✗ Try to remove lead paint or asbestos without professional assistance
- ✗ Idle cars, lawnmowers or other engines in the garage
- ✗ Over-water houseplants
- ✗ Let trash accumulate
- ✗ Use harsh or solvent-based air cleaners



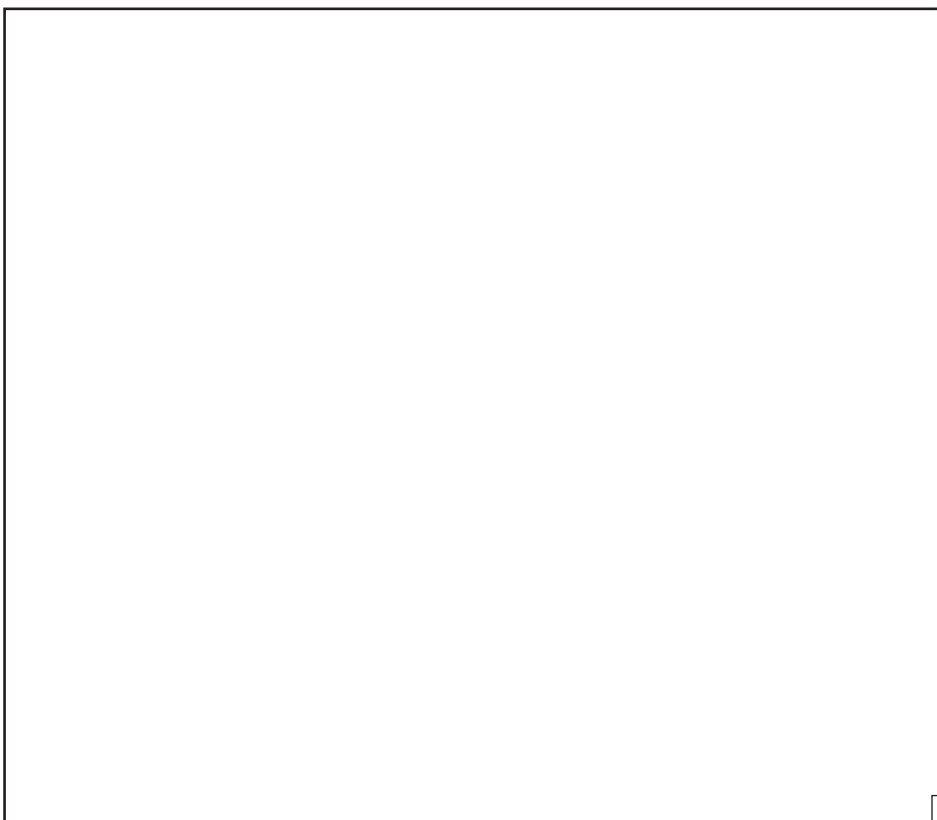
## A Local Business You Can Believe In

These days, there are so many companies out there that try to pass themselves off as local businesses. From big supermarket chains with "locally sourced" produce to big retail chains with exposed ceilings designed to resemble those inside local warehouses, it seems every mega-corporation is trying to cash in on our neighbors' noble goal to shop local. This includes a number of big heating and cooling companies.

Many of these companies claim to be "locally based" or "locally managed." They may even try to sell you on their "neighborhood values" or "personal service." But do a little digging and you'll soon discover that they're anything but local. Whether their parent company's headquarters is in another town, another state or another country, they're just another big business that offers big promises, but won't tell you about the big headaches and bigger disappointments that come with those empty promises.

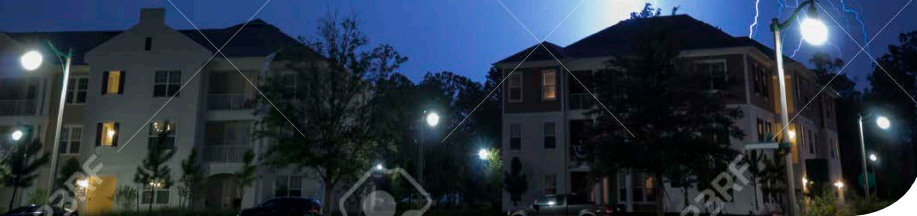
These so-called small businesses might lure you in with low-cost offers, but those almost always lead to high-priced repairs or replacements. And that's because these companies are more interested in generating large one-time sales than attracting and maintaining long-term customers.

If you're looking for truly personalized service from local people, like you, who you can truly count on to stick to their word, then stick with your ServAssure dealer. **Only we offer The ServAssure Satisfaction Guarantee.**



# The Unhooked Home vs. The Hooked-Up Home

In a weather-related blackout, a standby generator can make all the difference in the world. Let's assume the power went out on a Saturday at 8 PM. Here is a hypothetical, but all-too-familiar, way that scenario could play out for two neighboring homes...



## The Unhooked Home *(without standby generator)*

## The Hooked-Up Home *(with standby generator)*

Saturday  
8:00 PM

Lights out! Time to find a flashlight. Hopefully, you have some extra batteries lying around.

As soon as the electricity goes out, your generator's automatic transfer switch restores power to your home.

9:00 PM

"How do the neighbors still have power?" you grumble while trying to find a deck of cards by flashlight. Go fish!

Power's still out at the neighbors', but you're enjoying a movie and a bowl of popcorn — TV, DVD player and microwave all working just fine.

10:00 PM

Hungry and thirsty, you shine your way to the kitchen, but hesitate to open the fridge, knowing that'll let the cold air out. You settle for a granola bar and glass of tap water instead.

Popcorn making you thirsty? Grab a cold drink from the fridge. The refrigerator's still refrigerating. "Can you grab some ice?" you hear from the other room. No problem — the freezer's still freezing too.

11:30 PM

Bedtime — well, at least this should be easy! Actually, it's kind of hot in here. "To open a window or not to open a window?"

You read by lamplight and fall asleep to the sound of your central air conditioner quietly whirring.

Sunday  
8:00 AM

"Honey, call Leggett! It looks like we're going to need a plumber"

While the kids are enjoying their cereal and cartoons, you check on the basement. Just as you suspected, the rainwater's coming up — good thing you have juice for those flood pumps!

"With what? My phone's dead!"

10:00 AM

The power's back on — now to assess the damages!

**717-737-4562**

"Hello, Leggett? You wouldn't believe the night we had!"

The power's back on! Your generator automatically switches off and you're back on the grid. "Did we lose power last night?" one of your kids asks.

"Not really," you reply.

REMINDER...

It's that time of year again!

# TUNE UP TIME!

Wouldn't you like to  
**reduce your energy bills  
and save money?**

Call for Special Pricing  
up to  
**\$100 in SAVINGS**  
on your Precision A/C  
Tune Up!

Offer good through 4/30/17

**Leggett Inc.**

**717-737-4562**

Turn to the Experts Today

**717-737-4562**

[www.leggettinc.com](http://www.leggettinc.com)

For those of you who are not part of our Preventative Maintenance Program, schedule your AC System annual tune-up now, during our off-season, and receive our expert maintenance service at a special discount

rate. Call today for details! Ask about our Maintenance Program to find out how you can receive a greater discount as well as priority service and 10% savings on repairs.

Many of you are already partnered with Leggett Inc. for prepaid Preventative Maintenance of your heating, cooling, and standby generators. Thank you for your patronage.

## Many More Uses of a Mitsubishi® Ductless Mini-Split

Following up on the article in our fall newsletter, here are a few more of the many uses our customers find for ductless mini-split heat pumps and air conditioners.

**Improving Indoor Air Quality:** These systems can correct humidity problems, and because they don't use ducts, they don't provide space for dust and pollen to accumulate.

**Supplementing Over-Sized Central Systems:**

Switch over to your ductless system on milder winter or summer days when the full power of your central system is overkill.



**Filling Gaps in Comfort:** A new room, renovated basement or garage, or home extension might not be set up for optimal heating and cooling. Mini-splits fix that.



**Don't put off your comfort until next summer. A Mitsubishi® Ductless Mini-Split quickly pays for itself in energy savings and immediately pays dividends in comfort. Call today to get all the details: 717-737-4562.**



**WHAT'S INSIDE**

- Your Top 5 Home Comfort Tricks
- Tune-Ups Save You to the Tune of ...
- What You Might Not Know About Your Thermostat
- Cold Enough For Ya?
- The ServAssure Satisfaction Guarantee
- Mildews & Don'ts
- A Local Business You Can Believe In
- Carrier Cool Cash
- The Unhooked Home vs. The Hooked-Up Home
- Tune-Up Time!
- Many More Uses of a Mitsubishi® Ductless Mini-Split
- New Contest!
- Coupon Corner



Family Owned For 51 Years

1989 Hummel Avenue  
 Camp Hill, PA 17011

(717) 737-4562

Visit: [www.leggettinc.com](http://www.leggettinc.com)

LIC. # PA9401



**NEW CONTEST!**  
**WIN A CHECK**  
**FOR \$500**

Thinking about a new aboveground pool? Looking to throw a Memorial Day or 4th of July BBQ that'll go down in your town's history books? We have something to help cover the cost: a check for \$500. Yes, you read that right. We're giving away another check for \$500 to one lucky winner who will be chosen at random from our pool of contestants.

To enter for your chance to win, simply send your Name, Street Address, Phone Number and Email Address to [info@leggettinc.com](mailto:info@leggettinc.com) with "Spring Newsletter Contest" in the subject field of your email. You may also mail the entry form on page 3. All fields must be completed in full for entry form to be considered eligible. No purchase necessary to enter and win. Winner will be selected by random drawing at contest end May 31, 2017, from among all eligible entries received. Contest is open to individuals 19 years and older. Void where prohibited by law. Subject to all federal, state and local laws and regulations.

*The winner of the \$500 check featured in the Fall 2016 issue is Carol Ann Nordheimer. Congratulations, Carol Ann!*

**LEGGETT**  
 A FULL SERVICE COMPANY SINCE 1966  
**COUPON CORNER**

**\$51 Off**  
**a Plumbing**  
**Service Call**



Exclusions Apply\*

\*Offer good through April 30, 2017. May not be used for prior purchases or combined with any other coupon or offer. Must present original coupon at time of service. Not to be used for any Preventative Maintenance Service.

**\$51 Off**  
**an Electrical**  
**Service Call**



Exclusions Apply\*

\*Offer good through April 30, 2017. May not be used for prior purchases or combined with any other coupon or offer. Must present original coupon at time of service. Not to be used for any Preventative Maintenance Service.

**\$51 Off**  
**an Air Conditioning**  
**Service Call**



Exclusions Apply\*

\*Offer good through April 30, 2017. May not be used for prior purchases or combined with any other coupon or offer. Must present original coupon at time of service. Not to be used for any Preventative Maintenance Service.

**\$51 Off**  
**an Air Quality**  
**Product**  
**Installation**



Exclusions Apply\*

\*Offer good through April 30, 2017. May not be used for prior purchases or combined with any other coupon or offer. Must present original coupon at time of service. Not to be used for any Preventative Maintenance Service.