



Warm Thoughts



Cool Ideas

the **lee thompson co.**

Cooling, Heating & Cleaning the Air You Breathe

fall 2021

Personally Speaking

Enjoy autumn, prepare for winter

Dear Friends,

It's never too soon to start thinking about how you can stay warm during bouts of cold weather here in Houston.

With that in mind, please talk with us now if you're thinking about replacing your old electric heat pump or gas furnace. A new, high-efficiency system could cut your heating expenses significantly, while at the same time eliminating costly repairs and keeping your home affordably warm.

Give us a call or email us to request a no-obligation estimate on a new home comfort system. Special financing is available.



If your heat pump or furnace has been keeping you comfortable, then all you need to do is set up your annual tune-up appointment. We highly recommend that you invest in our **Home Comfort Plan**. This service agreement includes the cost of two tune-ups each year — one heating, one cooling — as well as valuable repair coverage.

Please give us a call or reach out to us through our website and we'll be glad to assist you. We look forward to helping you stay warm and safe.

Warmly,

Scott Thompson, President

Snapshot

Jerry Montemayor, our new residential comfort consultant, started with us on June 1 and hit the ground running.

"After I made my first equipment sale, it was a domino effect," he says.

"People really want to feel as comfortable as they can be.

Having a new, technologically advanced heating and cooling system fills that need."

Jerry has been in the home comfort business for seven years.

"I started as a service technician and then moved into a sales-technician position," says Jerry, who is adept at everything from heating, cooling and electrical to plumbing.

Jerry moved to the Houston area to be closer to his family and was happy to find a good match with us.

"I like the feel of working for a family-owned company. It's a very friendly environment," he says.

Away from work, Jerry is a fitness buff, working out at the gym as often as he can. For a different type of workout, he enjoys walking his dog.



WIN a Home Office Upgrade

Still working from home? Here's your chance to create the home office you've always dreamed of. Whether it's a new desk or computer, the latest software, better lighting or improved organization, you get to choose!

Read this newsletter, then visit **LeeThompsonAC.com** and click on the contest link to answer the questions.

All entries received by **1/19/22** with the correct answers will be entered into a drawing.

No purchase necessary. A purchase will not increase chance of winning. See website for details.

Create your dream office by winning this \$1,500 prize!



Congratulations to Amy Rossi, who won a NordicTrack fitness bike in our Spring contest!

Find Your Path to Comfort & Savings

You can easily lose your way trying to keep your home comfortable at an affordable cost. Here is some advice to help you stay on the right path to both comfort and savings.

Avoid going in circles with indoor air

These days, we recognize the value of breathing in healthy indoor air more than ever. Improving your indoor air quality (IAQ) is a big part of keeping your home comfortable, energy-efficient and healthy too.

Today, there are air purifying systems that use the latest technology to destroy airborne viruses, mold and bacteria. Air purifiers reduce household odors as well.

Air cleaning systems will also remove dust and other particles from your home that can trigger allergic reactions and cause respiratory ailments.



Additional IAQ solutions include humidifiers that add moisture to the air in your home directly through your duct system. This keeps indoor humidity at comfortable and healthy levels. Plus, ventilators can be used to bring in fresh outdoor air while expelling stale, unhealthy air, all without affecting indoor temperatures.

Want to breathe easier and keep your home healthier? Contact us today and we'll be glad to help get you started.



Don't get lost in hot and cold spots

One of the most common signs of poor airflow is the presence of hot and cold spots in your home. Here are some of the causes:

- **An old or poorly maintained heating system.** As heating systems age, performance can drop off dramatically. That's why it's so important to get professional heating maintenance throughout your equipment's life – and to replace it when you notice signs of old age, such as the need for frequent repairs.
- **Blower fan problems.** A blower fan in your furnace forces air through your ductwork to

deliver heat to your living space. But blower fans have motors, and motors can weaken or eventually break down. If your blower fan becomes sluggish, poor airflow can result.

- **Leaky, poorly installed or undersized ductwork.** Your ducts deliver heated air from your furnace or heat pump to your living space. But in many homes, as much as 30% of the heated air could be getting lost along the way as a result of faulty ductwork.



➤ Blocked vents/registers.

Furniture, drapes and other items can restrict the heated air coming out of your vents. This will disrupt airflow, decrease heating efficiency and make your system work extra hard to keep your home warm. The solution, of course, is to keep your heating vents clear whenever possible.

Contact us for more advice about solving airflow problems in your home.



Keep your heating system in sight

If you get regular maintenance done on your gas furnace or heat pump, your heating system should be ready to handle anything winter brings our way. But even though your heater may be out of sight, don't let it be out of mind.

During the heating season, change or clean the air filter in your furnace or heat pump a few times. A clogged filter will severely lower heating efficiency and can even result in a shutdown.



Air filters are located either behind the return-air vent or in the ductwork near the heat pump's air handler or the furnace's blower fan. Some filters are designed to be discarded and replaced periodically. Some have a plastic frame. If yours does, you can clean and reuse it. Ultimately, you should always refer to the manufacturer's instructions and be sure to turn off the furnace or heat pump before you do anything with the filter.



Navigate your way to safety

- **Keep the area around your heating equipment** as clean and clutter-free as possible. Never store anything flammable near your heating system.
- **If you ever smell gas, leave your home right away.** Report the problem from another location as soon as possible.
- **Install carbon monoxide (CO) detectors** in your home, following the manufacturer's instructions about location and maintenance. You should have functional smoke detectors too.
- **Make sure your outdoor vents remain clear** of debris so that combustion gases don't back up into your home.



Repair or replace: which way should you go?

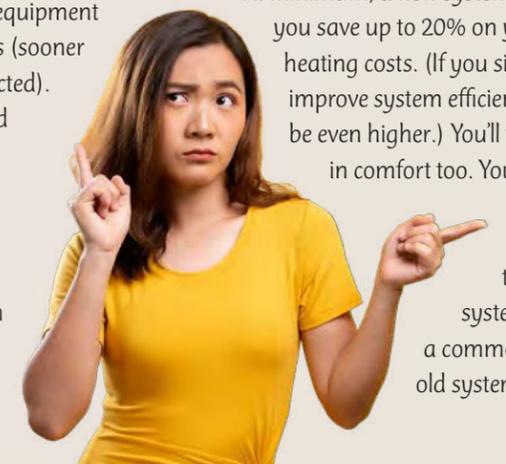
If your boiler or furnace is at least 15 years old, consider replacing your heating system soon; the performance and reliability of heating equipment typically deteriorates after 15 years (sooner if maintenance has been neglected).

And just like computers and smartphones, heating equipment becomes outdated over time.

With better technology, a new high-efficiency heating oil system can often pay for itself within a relatively short period of time with the money you save each year on heating costs. After that,

you can start adding up all of your energy savings!

At minimum, a new system should help you save up to 20% on your annual heating costs. (If you significantly improve system efficiency, savings can be even higher.) You'll feel the difference in comfort too. You'll also save on repairs because you'll minimize the potential of a system breakdown, a common problem with old systems.



Every breath you take

A/C License:
#TACLA2337C

Are you concerned about the air that you breathe at home? Unlike the big box stores, we have trained and experienced indoor-air-quality (IAQ) technicians who can help you determine what you need for your home, then expertly install it.

One of our products, the **Air Scrubber by Aerus**, installs directly into residential or commercial HVAC systems to remove surface and airborne contaminants. These includes odors, dust, pet dander and other allergens that float through your HVAC system's ductwork.



Get a \$100 discount on your IAQ purchase when you mention this article!

The system uses proprietary **ActivePure®** technology and has been tested in independent labs and proven effective on bacteria, viruses, mold and fungi – both on surfaces and in the air.

Please contact us today to get started on purifying the air in your home – and save \$100 off your purchase too!

the **lee** thompson CO.



Call Us: **713-688-6900**
Visit Us: **LeeThompsonAC.com**

We're hiring

Right now, we're hiring service technicians for the commercial and residential fields, as well as an HVAC* install technician. Your talents will be deeply appreciated at the Lee Thompson Co. We offer **top wages and benefits**, along with training and a clear path to achieving your maximum potential.



With home-comfort-equipment technology advancing at an incredible rate, the demand for smart, tech-savvy people isn't going to slow down. Unlike with many other vocations, there's little chance of these jobs being outsourced, sent offshore or automated.

So, if you know anyone looking for a career in HVAC – including yourself – please reach out to us to see what the HVAC world and the Lee Thompson Co. have to offer.

To get started, please visit our website and click the Contact/Join Our Team links.

*HVAC stands for heating, ventilation and air conditioning.

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Ask the expert

Q: Are air cleaners and air purifiers the same thing?

A: No. While these two units are both designed to make your indoor air healthier to breathe, they go about it in different ways. Generally speaking, air-cleaning units use a high-efficiency HEPA filter to clean all of the air that passes through the ductwork. The filter captures fine particles like dust, pollen and pet dander.

While air purifiers also remove tiny particles from your indoor

air via a high-efficiency filter, these units also commonly incorporate an ultraviolet (UV) light system that will **quickly kill germs, mold and mildew, and, in some cases, bacteria and viruses.**

Both air cleaners and air purifiers also help prolong the life of your heating and cooling systems by preventing the buildup of dust and other debris inside your equipment.

If you're interested in adding an air cleaner or air purifier to your home, please contact us for more information.



Justin Alonzo
Service Manager