

Give Your A/C a Leg Up During the Summer Season

It's heating up faster than you can say "not so bad without the humidity"...which means it's officially air conditioning season in Indiana! Your A/C works miracles every summer. But it can also run into a few challenges that make its job tougher than it needs to be. Those challenges make your equipment less efficient which increases your energy bill and could lead to some pretty hefty repairs. Here are a few of the most common A/C challenges that you'll want to keep an eye out for:

Windows and Doors

Many people open their doors and windows to let in some fresh air when the weather warms up. But then they forget to shut everything back up when it gets hot enough to turn on the A/C. Get in the habit of taking a quick lap around the house to make sure all those windows and doors are closed. That way, you'll lock in all of the cool air instead of releasing it outside.

Drafts

Even if you do close everything, cool air can still escape through your doors and windows if they're poorly sealed. When's the last time you applied a little caulk? Are you due for new weatherstripping? Taking both of those measures can help eliminate drafts and keep your cool air indoors where it belongs. Chimneys are another vulnerability, so make sure you've applied the damper.

Dirty Air Filters

A dirty air filter is packed with debris, which blocks the free flow of air into your home. That means your A/C unit has to work extra hard, resulting in a higher energy bill and extra stress on the unit. A restricted air filter can also cause your air conditioner to shut down completely. Have you changed your air filter lately? The guidelines on when to switch them out are informed by the type of filter you're using, the climate, and whether you have pets. Make sure you read up on your filter so you have an idea of when to check it—and then put that date on the calendar so you don't forget!

Temperature

The moment you walk inside during a hot day, everyone has the same instinct: crank your A/C unit as low as it can possibly go. But ask yourself whether you really need to do that. The Department of Energy recommends you set your thermostat to 78 degrees during the summer to strike a nice balance between comfort and savings. Add a couple fans to the mix, and you may be surprised at how cool your home seems.

Your HVAC system is one of life's simple pleasures, pumping out cool, refreshing air when you need it most. But make sure it's firing on all cylinders by closing your windows and doors, sealing drafts, and setting your thermostat just a little bit higher. And as always, if this seems like a lot, just give us a ring. Whether it's a new filter or a smart thermostat, we're always just a phone call away.



HVAC Equipment Price Increases

Like many other consumer goods in this country, heating and cooling equipment continues to get more expensive, seemingly by the day. Our industry has experienced price increases ranging from 20-30% in the last 18 months alone. Increased prices of raw materials such as steel, copper, and even wood, continue to affect manufacturing costs and the end cost to the consumer. Higher labor production and delivery costs further compound the problem.

New Efficiency Requirements will Drive Prices Even Higher.

2022 is the last year for the current efficiency ratings for air conditioners and heat pumps in the state of Indiana. Beginning January 1, 2023, the new efficiency minimum for air conditioners will move from 13 to 14 SEER. SEER (Seasonal Energy Efficiency Ratio) is the cooling efficiency rating for air conditioners and heat pumps. The higher the SEER rating, the less electricity a unit uses to produce an equal amount of cooling. Retail prices for 14 SEER air conditioners are \$400-\$700 higher than our current 13 SEER models.

Similarly, heat pump minimum cooling efficiency will move from 14 SEER to 15 SEER. The heating efficiency, HSPF (Heating Seasonal Performance Factor), will also move from the current minimum efficiency of 8.2 HSPF to the new minimum of 8.8 HSPF. Retail prices for 15 SEER heat pumps are \$1,400-\$2,000 higher than our current 14 SEER models.

Annual electricity savings to the consumer for the increase of one SEER point ranges from \$12-\$30, depending upon the capacity of the unit. As an example: If you pay \$700 more for a 14 SEER air conditioner in 2023 at the return of \$30/year in electrical savings, it will take 23 years to recoup your additional expenditure versus the purchase price of the 13 SEER unit in 2022. This certainly does not seem like a good return on investment.

NOW is the Time to Replace HVAC Equipment!

Air conditioners and heat pumps are going to continue to get more expensive. Price will be impacted by higher production costs and by new minimum efficiency changes. Most air conditioners have a life expectancy of 15-20 years, and most heat pumps have a life expectancy of 12-15 years. If your equipment is aging, or if you know your system has a refrigerant leak, now is most likely the best time to consider equipment replacement.

Take Advantage of Rebates & Other Incentives.

Duke and AES (formerly IPL) do have rebates available on qualifying cooling equipment purchases. Appel Heating & Air Conditioning has also extended our Spring Pre-Season Sale for \$300 off any heat pump or air conditioner through May 31, 2022.

Get Ready for Flammable Refrigerants.

Another compelling reason to consider replacing your older model air conditioner or heat pump is that the EPA will be forcing the HVAC industry to switch to new, flammable

refrigerants, no later than January 1, 2025. The last time the industry was forced to switch refrigerants back in 2010, from Freon (R-22) to Puron (R-410A), equipment pricing and equipment problems escalated.

We, as an industry, have less experience with these new refrigerants. Manufacturers have to overcome the challenges of engineering equipment and parts to withstand higher pressures and to operate with the different chemical compositions found in the new refrigerants. Installation and service technicians must be trained to work with the new refrigerants, equipment, and parts. There is always a learning curve when an industry makes a significant change such as this. We will continue to post more information about the new refrigerants and how this will impact your life and your wallet.

HVAC Rebates and Tax Credits

You already know that the government and corporate America are moving towards more efficient forms of energy. Did you also know they'll pay you to do the same? Each year, the Federal Government offers tax credits on everything from energy-efficient furnaces, to blowers, to heat pumps. And to sweeten the deal, energy companies like CenterPoint and Duke offer rebates for many energy-efficient HVAC purchases.

So, spending a little money to upgrade your HVAC equipment could save you big time down the road. See below for a snapshot of potential savings. And be sure to save all of your documentation for tax season!

2022 DUKE REBATES

Central Air Conditioning

- 15 and 16 SEER with ECM: \$200
- ≥17 SEER with ECM: \$300

Air Source Heat Pump

- 15 and 16 SEER with ECM and Min. 8.2 HSPF: \$300
- ≥17 SEER with ECM and Min. 8.2 HSPF: \$400

Geothermal Heat Pump

- ≥19 EER with ECM: \$400

Smart Thermostat: +\$65 when purchased along with HVAC equipment listed above

Visit duke-energy.com for a complete listing and more details on eligibility.

2022 CENTERPOINT ENERGY REBATES

Gas Furnaces

- 95-96.99% AFUE: \$225

Gas Boilers

- 90% AFUE or higher: \$300

Visit midwest.centerpointenergy.com for a complete listing and more details on eligibility.

The Importance of Dehumidification

Anyone who's spent a summer in Indiana knows how damp and muggy things can get. Humidity occurs when there's a lot of moisture in the air, and that moisture can cause headaches in a few different ways. What's at stake when that humidity seeps into your home? Quite a lot, actually.

PROPERTY DAMAGE

Mold and mildew love moisture. When there's a lot of humidity in your home, it's an open invitation for these fungi to set up shop and multiply—especially in damp areas, like the bathroom. You might also see humidity take its toll on wood furniture, like warping dining room tables and chairs. And if the humidity persists for long enough, you could see water spotting and damage on your ceiling and walls.

HEALTH

Humidity can even take a toll on your health. For example, the mold and mildew mentioned above are both

allergens. That can lead to respiratory issues and be tough on residents with asthma and Chronic Obstructive Pulmonary Disease (COPD). Too much humidity also makes the air feel warmer than the actual, recorded temperature, causing your body temp to rise and leading to lethargy and light-headedness. The extra sweat you produce can lead to skin irritation, dry eyes, nose bleeds, and dehydration. In extreme cases, you might develop heat exhaustion or heat stroke which can be fatal. Excess moisture in the air isn't just bad for your home—it's bad for you, too.

QUALITY OF LIFE

A humid home can smell a little bit musty and unpleasant. You might also experience a general discomfort because the air is thick and can make you feel fatigued. It's tougher for you to cool down in a humid home, so you might

find yourself running hot or having trouble sleeping. But when you manage humidity, you set yourself up for a more comfortable and satisfying day-to-day.

DEHUMIDIFYING YOUR HOME

Humidity can definitely wreak havoc on your home and your life. But here's the good news: You can manage each of these concerns by installing a whole-house dehumidifier, which can help protect your personal property, your health, and your overall quality of life. Reach out to Appel today for more information!

Summer is a Great Time to Help Our Furry Friends

Calling all animal lovers! Our furry friends—and the Humane Society for Hamilton County—need your help. And this summer is the perfect time to get involved. Do you have some extra time to foster a pet? Have you always wanted to adopt? Are you able to volunteer your time as a dog walker?

Our four-legged friends have so much love to give. If you find yourself with some extra time this season, reach out to the Humane Society to see how you can be an advocate for some animals who really need one.

Visit hamiltonhumane.com for details on how you can get involved!



4 Reasons to Get a Maintenance Plan for Your HVAC System

Your car, your teeth, and your laptop all need regular maintenance. So, it comes as no surprise that your HVAC system does too. That's why so many people sign up for HVAC maintenance contracts, like Appel's Platinum Maintenance Plan. Here are four top reasons why maintenance contracts are quickly becoming the new HVAC standard:

1. Regular maintenance optimizes your heating and cooling system.

Do you have a dirty or faulty evaporator coil? That alone could mean your HVAC system is working 30% harder than it needs to be. But regular maintenance can optimize your HVAC unit, increase efficiency, and save you money on your energy bill.

2. Regular maintenance can prevent costly repairs.

Little issues, as you know, can quickly snowball into big ones. When it comes to your HVAC system, it's important to nip these things in the bud. Our Platinum Maintenance Plan includes two visits per year, which is enough to stay on top of everything and keep those tiny hiccups from spiraling.

3. You save money with exclusive discounts.

When you buy a maintenance plan, you're essentially buying in bulk. That means you'll get a discounted rate on each visit. With our Platinum Maintenance Plan, you'll also get a 15% discount on each repair, \$15 off diagnostic charges, and no overtime repair charges.

4. You receive VIP treatment and priority scheduling.

Maintenance plans can unlock a higher level of service and perks. For example, with our Platinum Maintenance Plan, you get personalized service when scheduling the visits—we call you. And if you have an issue that needs help immediately, you'll be moved to the front of our list.

When you sign up for a maintenance contract, you're making an investment. And like any good investment, you pay a little more up front to gain a lot down the line. These maintenance plans can optimize your HVAC system, prevent costly repairs, and grant you access to a VIP tier of service. Reach out today for more about our Platinum Maintenance Plan.

Mark Your Calendars

Sunny days and mild nights...we're ready to get out of the house and spend some time with friends and family outside! Below are just a few of the outdoor events we're really looking forward to this summer:

CarmelFest – July 3-4

Come celebrate Independence Day in front of Carmel's City Hall! This vibrant outdoor festival includes fireworks, food vendors, and live performances and has become a favorite event of Hoosiers far and wide.

Click [here](#) to learn more.

Midtown Plaza – Various Dates

Whether it's an outdoor movie or a community talent show, Midtown Plaza is always always hosting something fun. Check out their website for a list of upcoming events. But even when there's nothing scheduled, this is a great family-friendly place to gather, featuring ping-pong tables, billiards, cornhole boards, and much more.

Click [here](#) to learn more.

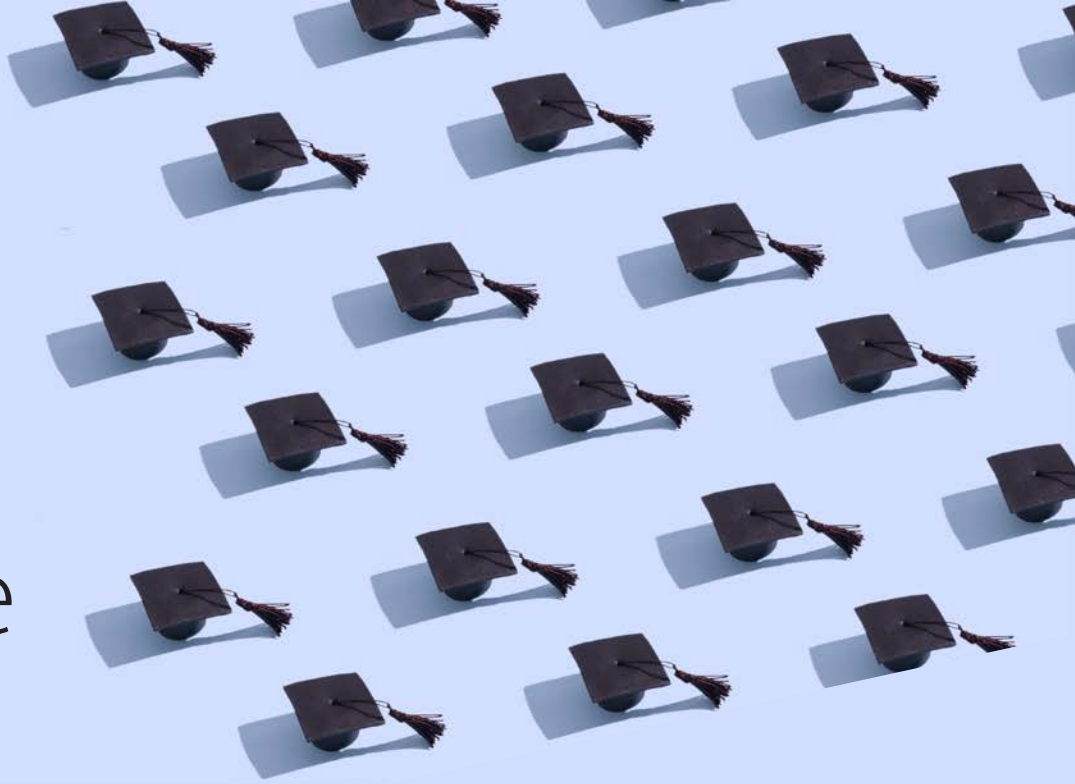
Outdoor Concerts – Summer Wednesdays

Did you know Civic Square puts on an outdoor concert series all summer long? And best of all, it's FREE. Grab a blanket or lawn chairs and a picnic dinner, head over with the family, and watch a little music on the hillside.

Click [here](#) to learn more.



Trade School: A Smart Alternative to College



These days it seems everyone, from teachers to parents to guidance counselors, are pushing the idea of college on students. While there are certainly benefits to earning a college degree, this kind of environment and learning style isn't for everyone. And that's okay! There are many paths you can take to a rewarding career, and attending a trade school offers one alternative with many benefits—especially if you're looking to get into the HVAC field.

Affordability

The cost of a college education has increased exponentially over the last few decades. And most people have to pay for it by taking on debt. The average student loan debt in the US is about \$40,000, which can lead to a crippling monthly expense in your early career. Those payments affect your ability to save money and to get a home loan. Trade school, however, is much more affordable. The cost of each certification varies, but an HVAC certificate is typically between \$1,200 and \$15,000. This means you can start on your career path with less debt and more financial flexibility.

Competitive Pay

Depending on which field they go into, college graduates can certainly make a good amount of money, especially if they go on to get higher degrees, like a Masters or PhD. But those jobs—and the high salaries that come with them—are far from guaranteed. Some people take on incredible amounts of debt only to find out that when they graduate, their field is completely oversaturated. HVAC, on the other hand, offers competitive pay, a living wage, and promising job prospects. In fact, the Bureau of Labor Statistics projects that HVAC technicians will be in high demand through at least 2026.

A Dynamic Environment

Some people are perfectly cut out to work a desk job. But it's important to ask yourself if this kind of work matches up well with your personality. How would you feel about going into an office every day? How would you feel about sitting

down for the majority of your 8 hour shift? How would you feel about interacting with the same people over and over? A job in the trades—like HVAC—gets you out and about. You're always driving to new locations, meeting new people, and rising to new challenges. Many people are energized by that environment. Are you one of them?

While college is a great path for a lot of people, at the end of the day, it's just one path. Ask yourself if a career in the trades is right for you. And if you're specifically interested in HVAC, reach out to Appel today. We're hiring!

Join the Appel Team!

NOW HIRING FOR:

- Experienced Service Technicians
- Lead Installers

Are you looking to revamp your career in HVAC? Because life is pretty good over here at Appel. We've created a positive work environment, built a friendly team, and offer competitive pay and benefits—because we know a happy employee means a happy customer. And we've been in the business of creating happy customers since 1948. If you're a qualified Service Tech or Lead Installer who's ready to go above and beyond, send your resume to hvac1945@gmail.com.

Prep Your Porch for Summer Hosting

You've heard of winterizing your deck. But now it's time to "summerize" it! Here are a few ways to get your outdoor areas ready for hosting during the warmer summer months:

- **Pressure-Wash Your Deck or Porch** – You'll be amazed at how a good cleaning can make these spaces feel brand new (and it's so satisfying to watch the grime come off strip by strip). Wooden decks and porches can be more sensitive, though, so make sure to put the washer on a gentle setting when tackling those areas.
- **Clean Your Grill** – Especially if your grill has been unused throughout the winter season, you'll want to give it a good scrub before firing it up for the first time. It's easiest to clean when it's hot, so turn it on, close the lid, and let it come up to full temp. Then grab your wire brush and scrape away all the debris.
- **Grab Some Bug Candles** – Mosquitos are a ubiquitous—and obnoxious—part of Indiana summers. Make sure to stock up on several citronella candles to last you through the season. Maybe even fill a few decorative buckets with an assortment of bug sprays and place them around your outdoor entertaining area. Your guests will thank you!
- **Decorate With String Lights** – String lights are all the rage, and it's easy to see why. They're a fairly inexpensive way to bring instant charm and festiveness to your deck once the sun goes down. Opt for solar-powered strings to save a bit of energy while you're at it!
- **Pack a Cooler or Two** – With a fresh stash of beverages near to hand, your guests will appreciate not having to leave the party to grab another cold one. Bonus: it also minimizes the foot traffic heading in and out of your house. Don't forget the ice!



23 Years on Angi's Good Side

When you're searching for service professionals, Angi's is the go-to resource...because Angi knows service. That's why we're thrilled to announce we've won their "Super Service Award" for the 23rd year in a row! That's a streak that dates all the way back to the last century, and it's one that we'll work tirelessly to continue. When it's customer service you need, Appel is here to deliver. Whether it's the dog days of summer, or the dead of another harsh winter, we're always just a phone call away.

Don't Kill the Bees!

Bees are a vital part of our ecosystem, helping to spread the pollen that makes our plants and flowers grow. If you have a bee problem at home, please don't kill them. Instead, try creating a smell that causes the bees to react and migrate. You can do this by burning a little cardboard, then wafting the smoke over the hive. You can achieve a similar effect with citronella candles or cinnamon. And if all else fails, call a beekeeper and explain that you'd like to safely transport the bees away from your home. The bees will thank you. And so will the planet.



\$250 Off
any new whole-house
dehumidifier

Valid May 18 - June 17, 2022
Cannot be combined with any other coupon,
Platinum Plan discount, or special offer. Please
present coupon
at time of service.

Appel Heating & Air Conditioning
www.appelheat.com

\$300 Off
any new whole-house air
conditioner

Valid May 18 - June 17, 2022
Cannot be combined with any other coupon,
Platinum Plan discount, or special offer. Please
present coupon
at time of service.

Appel Heating & Air Conditioning
www.appelheat.com

\$50 Off
any repair service call for your
heating or cooling system

Valid May 18 - June 17, 2022
Cannot be applied to diagnostic fee. Cannot be
combined with any other coupon, Platinum Plan
discount, or special offer. Please present coupon at
time of service.

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