



# J.A. Smith



**Heating & Air Conditioning, Inc.**

**360 Patricia Drive**

**Warminster, Pa. 18974**

**(215) 956-9400 Fax (215)672-5116**

**E-mail [info@Jasmithheating.com](mailto:info@Jasmithheating.com) [www.Jasmithheating.com](http://www.Jasmithheating.com)**

**Intelligencer's "Best of Bucks Mont" past 1<sup>st</sup> Place HVAC Contractor**

**Montgomery Newspapers 2007 Reader's Choice 1<sup>st</sup> Place Air Conditioning Contractor**

March 26, 2008

Dear Valued Customer:

While this past winter was not particularly cold many of our customers have been impacted by skyrocketing oil and propane prices. Many are feeling frustrated not knowing what (if anything) they can do about it. Still more of our senior customers on a fixed income are worried about how they are going to pay their fuel bills.

We also have been watching the situation and have been trying to come up with creative solutions to help our customers. One idea that has been around for over 30 years should be reexamined, Hybrid or Dual Fuel Heat Pumps.

A Hybrid or Dual Fuel Heat Pump works in conjunction with an oil, gas or propane furnace to use the right fuel at the right time.

- Heat pumps are the most efficient and lowest operating cost heating system bar none but they do not provide optimal comfort in very cold weather.
- Fossil fuel furnaces such as oil, gas, and propane provide better comfort in very cold weather but are extremely inefficient in temperatures over 30 degrees. Since about 70% of our heating hours are above 30 degrees the cost is enormous.

Why not combine both of these machines and use the best fuel for the current temperature?? That can be done and its call a "Hybrid or Dual Fuel Heat Pump".

The attached bar graph compares an average 1800-2000 sq ft house with a 15 year old, 10 Seer air conditioner and 80% efficient oil furnace versus a new standard efficiency 13 Seer heat pump supplemented by an 80% efficient oil furnace. The older system costs over \$4,000.00 a year to operate. The hybrid reduces the operating cost over \$1,400.00 a year. We attached only the bar graph as to not bore you with too much paperwork but a full 5 page report is available for free from our office by mail, fax, or email. Please call today for your copy!

The summary is that if you replace the old system with a hybrid and new furnace for about \$6,665.00 and financed that amount on a 10 year loan at 8%, you would end up with an extra \$60.00 in your wallet at the end of the month after paying the loan payment. Positive cash flow from day #1. It really does cost you more to do nothing. A lot more! This return from this system is equal to getting a 25.1% interest rate at the bank!

**Sincerely,**

**Jeffrey A. Smith**  
**President**



# J.A. Smith



**Heating & Air Conditioning, Inc.**

**360 Patricia Drive**

**Warminster, Pa. 18974**

**(215) 956-9400 Fax (215)672-5116**

**E-mail [info@Jasmithheating.com](mailto:info@Jasmithheating.com) [www.Jasmithheating.com](http://www.Jasmithheating.com)**

**Intelligencer's "Best of Bucks Mont" past 1<sup>st</sup> Place HVAC Contractor**

**Montgomery Newspapers 2007 Reader's Choice 1<sup>st</sup> Place Air Conditioning Contractor**

## Savings Coupon

### Limited Time Offer!!

**Save \$500.00 on an energy saving  
Hybrid Heat Pump installation from J.A. Smith**

Save money! Even if you take a loan to pay for it, this system will save more money than it takes to make the loan payment. Positive cash flow from day #1!

Be Green! A heat pump is an earth friendly machine that gets 75% of its heat from solar energy that heats the air. A totally renewable energy resource!  
As opposed to any wood, oil, gas, or propane heater, this heat is non-polluting, does not create greenhouse gases, and does not deplete the ozone layer.

Be Patriotic! Tell OPEC where to go! Cut your oil consumption so drastically that you may only need to fill your oil tank every two or three years.

**Call today for your free estimate and savings projection.**

*Offer valid from 4/1/08 to 5/15/08*

*Coupon has no cash value.*

*Is only valid on full system replacements including a heat pump, fan bearing indoor unit, with refrigeration coil.*