

Furnaces can burn money needlessly

In our parents' or grandparents' homes it was possible for a furnace to stay on the job for 30 years or more. Those were the days of plentiful, cheap energy. It was less expensive

to let the furnace burn away inefficiently than to replace it. Times have changed. With today's energy costs, you might consider replacing your furnace even when it's

fairly new and in good condition. The reason is that newer, higher efficiency models can give you fuel savings that quickly pay out the cost of the new furnace.

If you have reason to think your furnace may be due for replacement, it's well to have a few guidelines in mind.

1. **Learn a little about the new technology.** If you haven't bought a furnace in recent years, you'll find they've changed dramatically. Today's high efficiency furnaces, for instance, don't even need chimneys. It's worth your while to learn something about today's furnaces so that you can ask a dealer the right questions, and understand his recommendations.

For information contact The Ministry of Energy, Mines and Resources, Canada, or call 1-800-387-1300 toll free.

2. **Don't overbuy.** Most of us have a tendency to think that big is better, but it's a serious mistake to buy a furnace that's too big for your house. Not only are you spending more than is necessary, but you'll waste fuel, because furnaces work most efficiently when they work hard.

Many furnace manufacturers, such as ICG, offer three efficiency levels—standard, mid, and high. A high-efficiency furnace burns far less fuel than the standard, but also costs more to buy. This cost has to be balanced off against the fuel saving to determine whether

it's good value for you. Your dealer should be able to accurately estimate potential fuel savings available in your particular house.

3. **Choose the furnace that suits your geography.** The winters of Canada vary in severity from mild on the west coast to ferocious on parts of the prairies and in northern Ontario and Quebec. The availability and cost of different energy forms also differs from area to area. If you live where winters are very cold energy cost is an important factor. You'll probably choose a high efficiency gas or oil furnace. If your winter is comparatively mild you may be able to use a less expensive standard or mid-efficiency furnace. Or you may choose to enjoy the convenience of a heat pump, which gives you both heating and air conditioning.

4. **Know your dealer.** The quality of the people who sell and install your furnace is as important as that of the furnace itself. You want conscientious recommendations based on a thorough understanding of your needs. The dealer should take measurements of your house, study heat loss and gain factors, and make the recommendation that will be the most economical for you in the long run. If you don't get this kind of attention, don't buy from that dealer.

For all your home comfort solutions contact your local ICG Heating and Air Conditioning Dealer, or, for your nearest dealer, call 1-800-387-1300.

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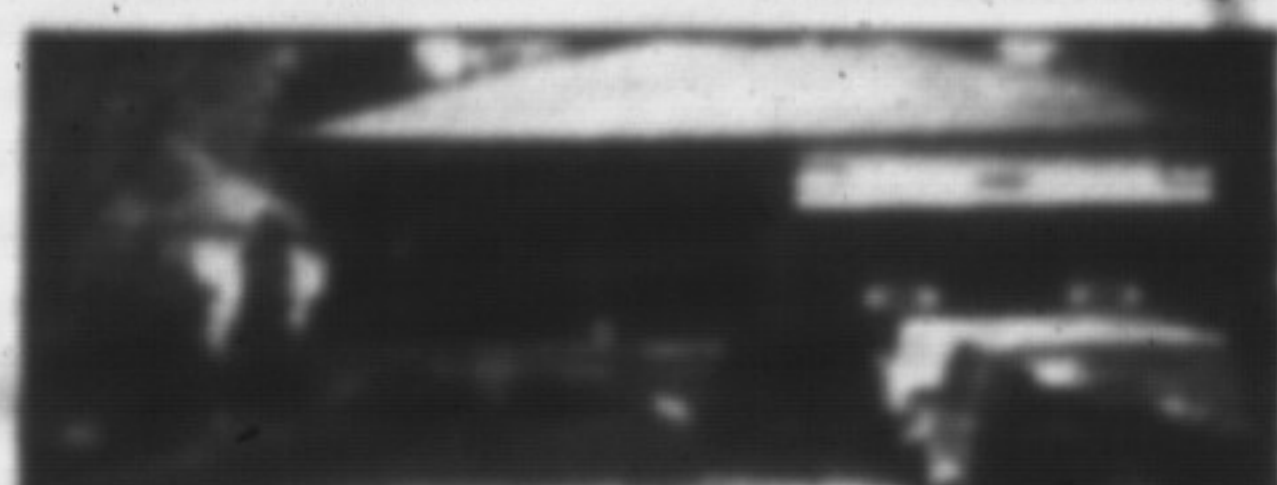
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