

### **Even a heating company owner agrees with alternative heating**

We purchased a pellet stove from a local company, who sells Quadra-Fire products. The stove we purchased was the Classic Bay 1200.

Prior to deciding to purchase the stove, my husband, Rob decided to contact a local furnace repair and replacement company. The company is E.H. Roberts.

To Rob's surprise, the owner of the company showed up to view our current furnace and offer options for repair or replacement.

During the visit, my husband explained to him that it seemed like our furnace was at least 20 years old, in which the man agreed. He told Rob how a component of our furnace "had gone" and that was why we were paying so much for our gas.

He said that at least 50% of our heating cost was going out the exhaust chimney because the broken component was what kept the heat in the house. It was flying out the chimney.

He asked Rob if we had any other furnace quotes. At the time, we hadn't.

Rob did tell him that we were looking at the possibility of replacing the natural gas furnace for a corn-fed furnace or stove.

The owner agreed 100% with Rob about the purchase of an alternative heating furnace as he was also getting ready to buy one for his own home.

He told my husband that if he had one of the furnace units on hand, he would tear apart the unit and learn how the unit was built. He wants to build them himself and offer them to homeowners who are looking to save money over natural gas.

Cathryn Hennes  
ENG 301  
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He said he wouldn't persuade my husband to purchase a new furnace. The new furnace could save us up to 50% of the natural gas cost we were paying at the time, but the alternative heating furnace would save us even more than 50% over the natural gas cost.

It was nice to hear that someone who does maintenance and replacement of furnaces realizes the market for alternative heating.