



**Ken  
Field**

*Owner of Slate  
Belt Energy  
Services*

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## Trust and Risk

It is always hard to find someone you can trust to repair anything you own. I find that many companies in my business (HVAC) employ sales techs today in place of service techs. If they see anything that isn't covered by warranty that needs replacement they will come up with a plan to convince you to consider replacement. They may embellish and exaggerate somewhat to get you around to seeing things their way. They may also inflate the actual cost of a repair to close the gap between repair and replacement. This is not done for your benefit if there is anything but base prices and pure factual information exchanged. In my opinion, there are only 2 reasons to replace a system no matter how old it is. One is a failed compressor and the other is an unrepairable refrigerant leak. If a system is over 20 years old and you are aware it is on borrowed time, you may want to repair it. If it is 30 years old, you are really gambling but it may have another couple years in it and you can chance it. The main thing to know is that the choice is yours. I gave a repair suggestion to a homeowner this week on a system that is over 30 years old. I made it clear that it is well beyond its prime and should just be replaced. They did not want to replace it but what they did want was a guarantee that what I needed to do would fix it and that there would be no other cost associated and it would be back to normal operation for the rest of the summer. Because of the problem I could not even get the system to operate until I repaired the first problem I found. I could not identify secondary problems until I made the system run. I did have to part ways without a repair because the assumption of risk should not be on me until the job is completed. I would stand behind my final repair but until I work through it there was no way to lock in a price and get to that point. I know exactly what will happen when someone else gets called there and I doubt the outcome will be as favorable as the one I had proposed. Most people's cars and other appliances are nowhere near as old as their air conditioner so I have trouble understanding why something as important as that is treated like a second rate appliance. I still think air conditioning is a luxury but most people think it is a necessity and yet they ignore it until it is dead as a doornail.

Ken Field is the owner of Slate Belt Energy and Field's Service, Inc. As a certified energy rater and contractor, he is qualified to assess every aspect of energy usage and prescribe solutions to save energy. He can be reached at 610-759-6306 or email [Ken@FieldsService.com](mailto:Ken@FieldsService.com)

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## Memorial Day in the 137th District

By State Rep Joe Emrick

On Memorial Day, I had the honor of serving as the keynote speaker at the American Legion Brown & Lynch Post 9's Memorial Day ceremony. It was a profound experience to speak alongside veterans and residents as we honored those who paid the ultimate price for our freedoms. We were all inspired to see the sea of American flags waving throughout the Northampton Memorial Shrine.

I am pictured with Brown & Lynch Post 9 Adjutant Edward Brace (left); Brown & Lynch Post 9 Commander Terri Kreckler (right); and Charles Volpe (middle), who is a 103-year-old World War II veteran and Brown & Lynch Post 9 member.

On Memorial Day, I attended the Nazareth Memorial Day parade and ceremony. It was a great opportunity to gather with community members, watch the parade and hear from retired U.S. Army Lt. Col. John J. McGeehan, who served from 1966 until 1995, and was part of the Green Beret unit, Delta Project, during the Vietnam War.

