

Business

Sharon, Pa.
Sunday, March 7, 2004

The Herald B-5

Tankless heaters have a long life and cut down on utility bills

Dear Jim: We run out of hot water many mornings. I know a tankless water heater costs more to install than a standard one, but will a small tankless model really provide enough hot water for endless showers? — Lynn E.

Dear Lynn: A gas or electric tankless water heater cannot only provide enough hot water for 20 consecutive showers in the morning, but it does this more efficiently than a standard tank-type water heater. An average-size family should notice \$50 to \$100 annual savings on its utility bills.

Some tankless water heaters can cost twice as much as a standard water heater, but the savings will pay back the higher cost. Since there is no tank to rust out, tankless water heaters have a very long life. They can also be repaired when a part wears out as opposed to a standard one that must be replaced every 10 or 15 years when the tank rusts out and leaks.

A lower-cost option is to install just a tiny point-of-use tankless water heater in the water pipe at the main shower or bathroom faucet. The electric ones are easiest to install in a bathroom. Some models operate on standard 110 volts, but the more powerful models use 220 volts. Some have digital controls that monitor the temperature up to 120 times per second.

Unlike older tankless water heaters, new ones with solid-state controls maintain a steady hot water temperature. This is accomplished by using variable gas burners or multiple-step electric heating elements that vary the heat output depending on how much hot water is being used at the time.

It is important to understand how a tankless water heater works to determine if one is your best choice. When someone opens a hot water faucet, the tankless water heater senses this and starts the gas burner or the electric heating elements. This heats the water as it flows through.

Gas models provide the greatest amount of hot water, up to six gallons per minute (gpm). If you try to simultaneously take three showers, run the clothes washer and dishwasher, you may exceed the instantaneous hot water output of the tankless water heater, so the water temperature may drop.

The majority of the utility bills savings with a tankless model results from the elimination of the big tank of hot water and its losses. During summer, the heat loss through a standard water heater tank wall is a double cost because it makes your air conditioner run harder to cool your house.

Tankless water heaters (even powerful whole-house models) take up little space (about 2 cubic feet) and are often mounted on a wall or in a closet.

Many of the gas models are direct-vent designs that do not require a chimney. They are ideal for switching from electric to gas (propane) heat.

Write for, or instantly download, www.dulley.com Update Bulletin 678 — buyer's guide to 16 manufacturers (80 models) of gas and electric tankless water heaters, features, sizing chart and prices. Include \$3 and a self-addressed envelope to: James Dulley, The (Sharon, Pa.) Herald, 6906 Royalgreen Drive, Cincinnati, OH 45244.

Starcott Media Service

SHARON

Reinhardt's turns 100

Just like area, the agency has changed

By Michael Roknick
Herald Business Editor

For most businesses, having two digits change on their anniversary date is a milestone, but in Reinhardt's Agency Inc.'s case, three digits are changing.

Long a fixture in downtown Sharon, the insurance and real estate agency is celebrating its 100th birthday this year. Run by the father-and-son team of Michael and Ryan Tyson, the two are carrying on the heritage of the family business.

It was the elder Tyson's father, the late Cecil Tyson, who broke into the business by selling his interest in seven local Isaly Dairy stores. He used the proceeds to buy Reinhardt's in 1955 from George F. Reinhardt, whose father, Otto Reinhardt, founded the business in 1904.

Once located on South Dock Street, the agency moved to East State Street in 1968 to make room for The Herald's expansion. Michael Tyson joined his father in the business in 1967 and bought the agency from his dad in 1974.

He moved the agency in 1984 to a multi-tenant plaza he built on South Water Avenue, where the agency continues to have its office.

Before joining his father in 1998, Ryan worked for Westfield Insurance Co. and then was a furniture company representative.

Initially started as an insurance agency, the business branched out into selling real estate in the mid-1950s. Both sides of the business have always operated as independent agencies, the senior Tyson said. Like the area it serves, the agency has undergone changes since he began working at the business, he recalled.



Reinhardt's in Sharon is run by Ryan Tyson, left, and his father, Mike. The insurance and real estate agency has been in business since 1904.

"Sharon was still going strong at that time with Sharon Steel, Westinghouse and General American," Tyson said. "We had a lot of blue-collar clients — that's what this community was back then."

Although Tyson is the broker for the real estate side of the business which sells homes and commercial property, it's insurance that runs through his blood.

As he began to get experience under his belt in insurance he remembers it was at about the same time that calculators first began to be used, rather than manually adding figures with pencil and paper.

Like most agencies, comput-

ers have made the 14 workers far more productive.

"It used to take us 20 to 30 minutes to write an auto insurance policy," he said. "Now, with a computer it's just a push of the button. We're able to handle 20 times the volume of business with the same number of people."

Over the years, Tyson has seen a more sophisticated consumer when it comes to insurance.

"Before, you had a consumer with a house and a car," he said. "Now you have a consumer with a home, a second home, two or three cars and a boat."

Still, he finds that consumers

frequently require better information on the type of product they need.

"The most often asked questions we get are: 'Do I have too much insurance?' and 'Do I have enough?'" he said.

Offering a variety of insurance companies such as Erie Insurance Co., Selective Insurance Co. and Encompass Insurance Co., Reinhardt's has a full complement of products, such as life insurance, commercial, property and casualty along with homeowners and auto.

"We've found our niche," Tyson said.

On the Internet: www.reinhardt.com



Valerie Arms watches her 5-year-old grandson T.J. swim in the current of an Endless Pool at her Lansdowne, Pa. home. The pool's recirculating current gives swimmers the aquatic version of a treadmill.

Aquatic treadmills streaming in popularity with boomers

LANDSDOWNE, Pa. (AP) — In the back of her two-story brick colonial, in a small patio-sized add-on, Valerie Arms adjusts a valve on her miniature indoor pool and watches a churning current shoot out like a small stream.

With mounds of snow sitting just outside her windows, Arms maneuvers into the 91-degree current, positions herself under a skylight, and starts to backstroke in place, part of a swimming routine that helps her arthritis.

"It has tremendously improved my quality of life," the English professor said. "Somebody just this week asked me if I've seen my chiropractor, who

is kind of a friend because I saw him so much, but I haven't seen him this year."

Call them swim-in-place pools or aquatic treadmills or Endless Pools (a brand name), their manufacturers call them increasingly popular, with sales rising and interest increasing from Baby Boomers whose creaky knees can no longer take a pounding.

Avid swimmers, people seeking a healthier lifestyle and those who need medical rehabilitation are seeing the pools' \$20,000 baseline price as a worthy investment.

"It's amazing what it's done for me," said Anne Banse, 70, who suffers from arthritis, has

two artificial knees and recently had back surgery. Before the surgery she swam 20 minutes five times a week.

"I get in there, the water is heated to 85, and I just come out ready to start the day," said Banse, who lives near Philadelphia. "It was so tremendously the right thing to do."

The pools are roughly 8 feet by 15 feet and 3 to 5 feet deep. The top models shoot out a wide, deep and steady stream of water that turns the oversized bathtub into a lap lane that never ends.

Aquatics expert Tom Griffiths, who wrote about swim-in-place pools in his book "The Complete Swimming Pool Ref-

erence," said swimming in the "wet treadmills" is great exercise because there's no stress on hips, knees or ankles.

"I just think it's a great idea," said Griffiths, the director of aquatics at Penn State University. "There's a lot more people swimming for fitness today, and usually to swim for fitness you need a long lap pool, and this puts a lap pool in a very small space."

Pool owners rave that they can swim year-round, that the pools require minimal maintenance and that flip turns aren't required every 25 yards. The pools can be put anywhere — from basements to garages to

See TREADMILLS, page B-7

ON THE MOVE

Taylor named to YSU post as director of budget

YOUNGSTOWN — Jeffrey S. Taylor of Greenville has been named director of budget planning and resource analysis at Youngstown State University.

Taylor will be in charge of preparing the university's annual budgets and conducting financial projections and analyses. He previously worked at Thiel College in Greenville as executive director of finance/controller and then associate vice president for finance. He also is a former controller at Seton Hill College in Greensburg, Pa.

Taylor holds a bachelor's in accounting from Indiana University of Pennsylvania and a master's in business administration from Robert Morris University. He also is a certified public accountant.

Mohr is named assistant dean at GCC

GROVE CITY — Grove City College professor of electrical engineering Dr. Tim Mohr has been named assistant dean for the Albert A. Hopeman School of Science and Engineering.

Mohr joined the GCC faculty in 1993 as assistant professor of electrical engineering, was promoted last year to full professor and has chaired the department of electrical engineering since 2000.

Mohr holds bachelor's, master's and doctorate degrees in electrical engineering from Montana State University and spent five years working in the design of radar guidance systems. He and his wife, Becky, have four daughters and one son and live in Grove City.

Meyer named asst. alumni relations head at Geneva

BEAVER FALLS — Dan Meyer, Volant, has been hired as assistant alumni relations director at Geneva College in Beaver Falls.

He will assist the college's national efforts to serve and engage its 17,660 alumni.

Meyer graduated in 1995 from Geneva with a bachelor's degree in communications with an emphasis in public relations.

The certified DISC personality consultant formerly was a corporate business representative for Kinko's Inc. and a corporate trainer and store expansion supervisor for Chick-Fil-A Corp.

He and his wife, Lauri, have two daughters.

On the move features news about careers.

ARMED FORCES

■ **Pfc. Mark A. Argenziano**, son of Cynthia and Mark A. Argenziano, West Middlesex, completed the Combat Engineer Officer Course at Marine Corps Engineer School, Marine Corps Base, Camp Lejeune, N.C.

The 2003 graduate of West Middlesex High School joined the Marine Corps in July 2003.

■ The following completed basic military training at Lackland Air Force Base, San Antonio, Texas:

Airman Paul F. Sinkuc, son of Joseph Sinkuc, Baldwin Avenue, Sharon,

He is a 2003 graduate of Sharon High School.

Airman Susan E. Turek, daughter of James and Jane Turek, Macrae Drive, Grove City.

She is a 2003 graduate of Grove City High School.

Airman 1st Class Daniel M. Hawks Jr., grandson of Blanche Hawks, Methodist Road, Greenville.

He is a 2001 graduate of Greenville High School.

The Herald carries armed forces in a column published regularly.