E.P. Homiek Sheet Metal & HVAC Supply
Quarterly Newsletter
FEBRUARY 2019

E.P. HOMIEK
Sheet Metal Fabrication & HVAC Supply
www.ephomiek.com

The Duct Man

HVAC Industry News You Can Use

Goodman

Increase Sales Through Financing

Goodman offers a variety of residential and commercial financing programs that enable HVAC contractors to close more sales, get paid faster, and increase customer satisfaction. Goodman financing can be used for any equipment installation project, not just Goodman products.

If you would like more information on Goodman's wide range of financing solutions, please contact E.P. Homiek Sales Manager Brian Terranova at (732) 610-8152.

$100 Gift Card

What type of plumbing valve appears in the center of the photo? Be the first to guess and win a $100 Gift Card to LONGHORN STEAKHOUSE

BE THE FIRST TO SUBMIT THE CORRECT ANSWER TO NEWS@EPHOMIEK.COM TO WIN!*

*Previous photo contest winners and E.P. Homiek employees and their families are not eligible

Why Choose ECM Motors?
Their Benefits and How They Work

The days of inefficient single-speed, on-off furnace blowers are gone. Many of today's units utilize multi-speed motors or variable speed blower motors, also known as ECMs (electronically commutated motors). ECMs are more energy efficient than multi-speed motors, require less maintenance, improve indoor air quality, and provide better humidity control. They cost more up front, but they pay for themselves after just a few years.

An electronically commutated motor adjusts its speed in response to changing conditions to maintain a programmed CFM. When a change in torque is sensed, the ECM ramps the RPM up or down to compensate. Different conditions will affect CFM. In cooling mode, a wet evaporator coil will increase static pressure, as will a dirty filter or duct issues. The ECM senses the change in static pressure and increases RPM. Conversely, when there is less moisture on the coil or the dirty filter is replaced, the ECM will decrease RPM. During heating, the ECM will deliver the necessary CFM to maintain temperature and will adjust RPM accordingly.

ECM variable speed blower motors are more energy efficient than PSC (permanent split capacitor) motors, saving about 25% per year on energy costs, and as much as 75% when set to continuous fan mode. The ECM's ramping capability means quieter operation in comparison to a PSC motor.

NO-WAIT CUSTOM DUCTWORK

Waiting days, or even weeks, for custom ductwork can result in costly job delays and dissatisfied customers.

E.P. Homiek's expert team of sheet metal technicians can provide 1-2 day turnaround on all residential and light commercial fabrications year round, as well as 1-2 hour emergency fabrication service. We offer free delivery, competitive pricing, and all work is guaranteed.

For more information, please call our Union location at 908-688-9104, or Lakewood at 732-364-7644.

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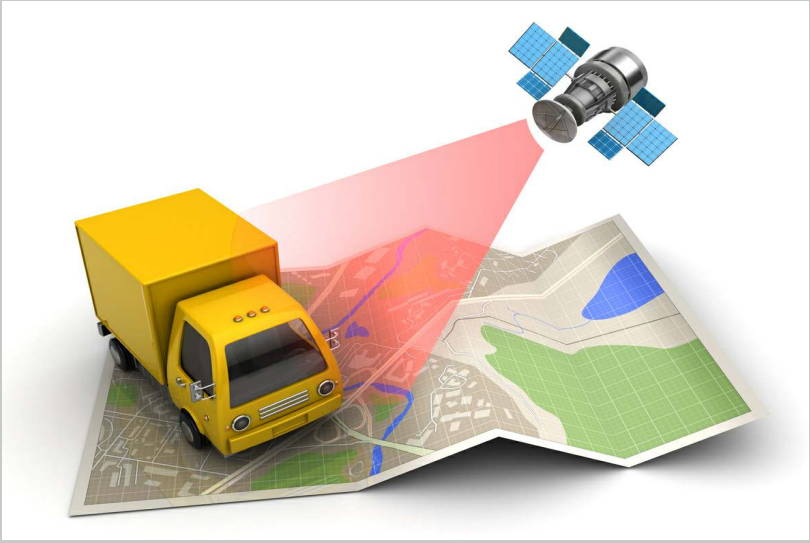
Fleet Tracking Benefits for HVAC Contractors

GPS fleet tracking systems are becoming more commonly used these days in the HVAC contracting business due to their significant benefits. Fleet tracking allows business owners to:

- Know the location of their vehicles
- Improve driver & public safety
- Optimize routing and dispatching
- Minimize wasted time
- Lower fuel costs up to 20% with fuel efficiency insights
- Track and simplify vehicle maintenance
- Improve productivity and customer service
- Monitor speed, driving safety, and idle time



When implementing fleet tracking, it's usually best to be honest and up-front with employees. Workers may have concerns about privacy, so you should implement transparent policies and procedures that set parameters for what is monitored, and when, in order to avoid unnecessary privacy infringement. Explain why you've chosen to use GPS tracking (they are operating an expensive company asset), how the system works, the data that will be collected, and benefits to both employer and employee.

GPS tracking systems have come way down in price and are suitable for fleets of all sizes. Costs vary depending on the size of your fleet and features needed. The devices can be purchased or rented, which vary in cost, and monthly subscriptions generally range between $20-$60 per vehicle.

Three Methods for Checking Airflow on Service Calls

We are all in the business of moving heat, and in order to move heat, you need to move air. In far too many cases, residential HVAC units are oversized and ductwork is undersized, resulting in poor air distribution. Improper airflow negatively affects suction and discharge pressure, superheat, sub-cooling and proper temperature rise across heating coils, which can lead to heat exchanger failure. Always check airflow on service calls and take necessary corrective actions. Here are several ways to do so:

Measure CFM - Use an airflow hood or anemometer to measure CFM. Start with the return, because if the system is not pulling enough air at the return, airflow will be restricted at the supply side as well. Of the three methods of checking airflow listed here, CFM is the most accurate, but the required tools are a bit more expensive.

Static pressure - Testing total external static pressure (TESP) is usually done using a digital manometer or magnehelic. Compare measurements to the manufacturer's blower performance chart; most are easily accessible online. The higher the static pressure, the lower the volume of air.

Blower Amperage - This requires using a digital multimeter to compare the blower amperage reading to the nameplate running load amperage (RLA). Amperage that is too low indicates a problem with static pressure, and therefore airflow. Measuring blower amperage doesn't give you precise airflow readings, but is a quick and easy method that points you in the right direction.