

# The Duct Man

HVAC Industry News You Can Use

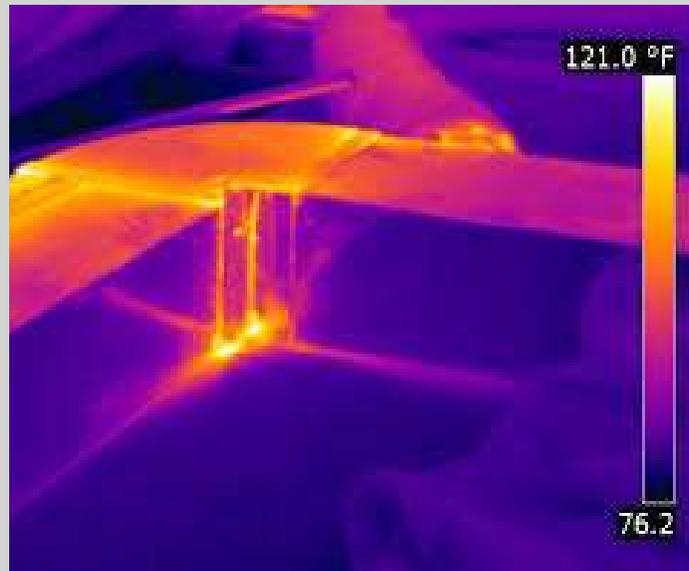
To Our Valued Customers,

We at E.P. Homiek Sheet Metal & HVAC Supply would like to express our deep appreciation for your business. Your continued trust and loyalty are the key to our success.

Ed Homiek and Staff



## Thermal Imaging Cameras Provide Income Opportunities for Contractors



Temperature is an excellent indicator for how HVAC systems are performing. Excessive heat is often a primary sign of trouble, making thermal imagers invaluable tools for diagnosing and solving HVAC issues. Thermal imagers capture and display thermal radiation, or heat, as colorful electronic images, making hot and cold spots easily identifiable.

Thermal imagers (also called thermal cameras or infrared cameras) allow technicians to spot leaks in ductwork, diffusers and connections, reveal high temperatures on furnaces and boilers, and identify condensate issues. It's also effective in identifying areas of poor insulation, air infiltration through doors and windows, plumbing leaks, overheating motors and electrical connections, and various equipment issues. Not only is thermal imaging a strong visual tool used to document where repairs or changes are needed, it shows customers when their problems have been fixed.

Thermal camera prices have come down considerably over the past few years, putting the technology within reach of most HVAC companies. About a dozen manufacturers currently produce thermal imagers for the U.S. market, with Fluke and Flir leading the pack. Prices range from a few hundred dollars to several thousand, depending on features. A few manufacturers offer professional-grade thermal imaging attachments for iPhone and Android.



Return on investment (ROI) for thermal cameras depends on how they are used, but they have been proven to increase productivity by quickly identifying temperature extremes, and providing potential customers with thermal imagery is a highly effective sales tool, as seeing is believing. Many HVAC contractors use thermal imaging as part of a separate home energy auditing service.

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



## Cooling Efficiency and Dehumidification Go Hand-in-Hand

Excessive humidity in a home can cause a variety of issues. Too much moisture in the air can make the air feel heavy and sticky, which in turn requires more heating or cooling to feel comfortable. It can also promote growth of mold, mildew and dust mites, and ruin furniture, clothing, electronics, and other household items.

In addition to proper ventilation, particularly in kitchens and bathrooms, a good solution is a portable or whole-house dehumidifier. Because **dehumidified air feels cooler**, thermostats can be set to higher temperatures during cooling season. One can expect to **save 5-7% on utility bills for every two degrees a thermostat is raised**.

Common signs of excessive humidity in a home include:

- Must or mildew odors
- Condensation on windows, walls or ceilings
- Cracking/flaking paint or peeling wallpaper
- Consistently damp areas
- The need to lower the thermostat or run A/C more frequently to feel comfortable



Choosing between a whole-house and portable dehumidifier depends on individual needs. Benefits of whole-house units include humidity control throughout the home, less noise, and are up to four times more energy efficient than portable units. They are more expensive on initial purchase, but quickly pay for themselves in energy savings. Portable dehumidifiers are less expensive to purchase, but they are loud, less efficient, require frequent emptying, and can only dehumidify limited areas. Portable units are a good option for dehumidifying damp basements or small living spaces, but for larger areas, whole-house units are usually the better choice.

### Featured Product Line: SEA BREEZE

Sea Breeze is a leading manufacturer of single-zone and multi-zone mini split air conditioning and heat pump systems in a variety of configurations. Ductless mini-split systems are versatile alternatives to traditional central, window and wall air conditioning, providing customers with superior energy efficiency, flexibility, on-demand comfort control, and quiet operation. Sea Breeze also offers dehumidifiers, generators, spot coolers, window units, and more. Please stop by or contact E.P. Homiek Sheet Metal & HVAC Supply for all your mini-split needs.



### E.P. HOMIEK PROVIDES NO-WAIT CUSTOM DUCTWORK

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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.