



The Duct Man

HVAC Industry News You Can Use

ATTENTION EARLY BIRDS: HVACR License Renewal Course on Saturday, May 18, 2019

E.P. Homiek Sheet Metal & HVAC Supply is holding a **New Jersey HVACR Continuing Education (CE) Course** on Saturday, May 18, 2019 at our Lakewood location. This class fulfills the 5-hour CE requirement for Licensed Master HVACR Contractors renewing for their second biennial renewal of July 1, 2020 to June 30, 2022. Fee is \$185.00.

Instructor Scott Bishop, Master HVACR Contractor and Licensed Master Plumber, is an approved CE Sponsor for the N.J. State Board of Examiners of HVACR Contractors. Topics will include one hour of code (board required), habits of safety, duct sizing, ASHRAE 221P, ASHRAE 62.2 residential ventilation, supervision, filters, and new refrigerants.

Call (732) 364-7644 or (908) 688-9104 ,or stop in to any EPH location to register. Food and refreshments will be served.

WIN a \$100 Gift Card

Can you name the specific type of fan that appears in the photo below? The first to guess will 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

HVAC Customers Demand Diagnostic Problem-Solvers

There are interesting changes going on in the HVAC industry. **Today's customers are more knowledgeable than ever, thanks to the internet, and there is increasing demand for contractors to take a more diagnostic and problem-solving approach.** More savvy HVAC contractors are embracing these forward-looking opportunities.

Diagnostic troubleshooting is different from typical service repair or replacement. It requires a greater understanding of HVAC, heat loads, air balancing, thermo dynamics and psychrometrics. Many customers

are getting tired of the typical fix-and-run HVAC contractor that does little to no testing or collecting of data and only guesses at the

problems. The difference between most contractors who don't set themselves apart, frankly, is price. Customers are willing to pay more for contractors who can solve long-standing HVAC issues and will reward them through referrals.

Having a diagnostic technician within your company and knowing where to apply the service are the key ingredients to getting started. While it's true that diagnostic HVAC contractors require more intricate test equipment and training, the rewards far outweigh the costs. **Diagnostic troubleshooting can be highly profitable** because it creates real value for the customer, and there is far less competition with other contractors.





Ignore the Controversy and Seal Up that Leaky Ductwork

The State of New Jersey requires duct leakage testing by a third-party inspector on all new homes, and many municipalities require an air balancing report to receive a Certificate of Occupancy. When it comes to duct leakage in existing homes, however, the vast majority have never been tested. This despite the fact that HVAC studies have shown that most residential duct systems leak like a sieve, with 30-40% of the air traveling through ducts lost. To put this into a clear perspective, that would mean a ton of cooling lost in a 3-ton system.

One might think the widely-accepted remedy to duct leakage would be sealing up ductwork, but there is actually some controversy. There are some who claim that sealing ductwork increases static pressure and decreases CFM, or that leaking return ductwork is beneficial for keeping evaporator coils from freezing due to low airflow, or FPM. In other words, don't seal ductwork.

This thinking is simply wrong. If fixing one issue creates another, then you should fix the secondary problem as well. Either way you look at it, your system is not functioning as it should and you're losing comfort and money. The purpose of an HVAC system is to move heat, not waste it. If sealing duct leaks and other repairs (crushed or open ductwork, closed or broken dampers, undersized returns, etc.) cause an increase in static pressure, affecting overall CFM, other measures should be taken to correct the static pressure problem. This is what separates good contractors from all the others.



NO-WAIT CUSTOM DUCTWORK by E.P. HOMIEK



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.