

The Duct Man

E.P. HOMIEK UPCOMING COURSES AND SEMINARS

December 6, 2017

Goodman Financing 101
Rio Rodizio Restaurant, Union NJ

January 10, 2018

Residential & Light Commercial
Airflow Balancing Seminar
E.P. Homiek - Union NJ

February 21, 2018

Ductwork Sizing Workshop - North
E.P. Homiek - Union NJ

March 21, 2018

Ductwork Sizing Workshop - South
E.P. Homiek - Lakewood NJ

Pre-registration required for all events



Exposed: HVAC Ductwork Takes Center Stage in Modern Interior Design

Exposed spiral ductwork as a design element has been on the rise for more than a decade and shows no sign of slowing down. Once seen primarily in restaurants, offices, and other open-concept commercial spaces, exposed ductwork is gaining popularity in the residential market as well, playing an integral part in today's interior design. The streamlined, utilitarian appearance of exposed spiral duct, both painted and unpainted, lends itself to a variety of styles that include industrial, contemporary, minimalist, modern/rustic, and more. It is an ideal choice for homes and buildings where space is at a premium.

Beyond its appealing aesthetic, exposed ductwork offers numerous benefits over traditional, concealed, rectangular duct systems. First, air leakage is virtually eliminated in spiral duct, resulting in less wasted energy and better indoor air quality. Air flows more evenly and efficiently, with minimal breakout noise. Running ductwork within a conditioned space, rather than through an attic or crawl space, is an effective energy-saver as well. Finally, installation of exposed spiral duct can cost as much as 50% less than traditional ductwork, with substantial savings on materials and ease of installation, just to name a few.

Whether destined to be hidden within walls or highlighted as an architectural feature in a high-end design, E.P. Homiek Sheet Metal Fabrication & HVAC supply is your premium source for custom-fabricated spiral ductwork, materials, and fittings. Please call E.P. Homiek at (908) 688-9104 (Union, NJ) or (732) 364-7644 today for more information on spiral ductwork for your next project.



WIN \$100



There are five basic types of compressors. Guess which type this is to win a \$100 gift card to Longhorn Steakhouse!



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

*E.P. Homiek employees and their families are not eligible

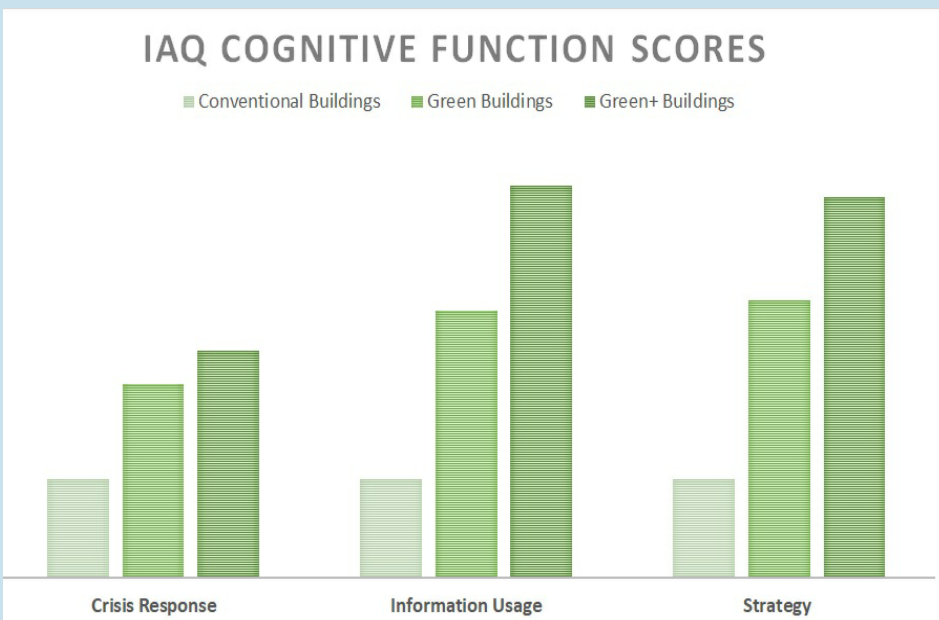


Harvard Study: Green Buildings Linked with Significantly Higher Cognitive Function Scores

It's fairly common knowledge among HVAC professionals that poor indoor air quality (IAQ) can cause a host of health problems such as eye, nose and throat irritation, headaches, skin irritation, fatigue, nosebleeds, etc. Need more proof? **Results of a recent study on the impact of IAQ on human cognitive function might surprise you.**

Researchers at the Harvard School of Public Health found that people working in buildings that are "green" and "green+" (green with enhanced ventilation) scored substantially higher in nine cognitive areas than those working in conventional buildings.

On average, cognitive scores were 61% higher in green buildings and 101% higher in green+ buildings. The most significant improvements occurred in Crisis Response (green buildings: 97% higher; green+ buildings: 131% higher), Information Usage (green: 172% higher; green+: 299% higher) and Strategy (green: 183% higher; green+: 288% higher).



Four Guidelines Technicians Should Live By on Service Calls

There are three ultimate goals on any HVAC service call: fix the problem, satisfy the customer, and gain their repeat business.



Here are four things HVAC technicians can do toward achieving those goals.

Respect your customers. Be attentive and forthcoming to their questions and concerns. Explain issues and solutions thoroughly in understandable terms. Throwing around trade lingo can be perceived as condescending or intimidating to some. Be well groomed and dress professionally - a sloppy appearance insinuates sloppy work, and vice versa.

Respect your customers' property. Work neatly, and clean up when you're done. Wear shoe covers. Don't enter a room, yard, or

other area without first asking permission. Extra points: leave your work area cleaner than you found it.

Take steps to encourage repeat business. Attach stickers with your contact information to customer equipment. Leave a flyer listing all of your services. Offer rewards for referrals such as discounts, coupons or gift cards. Offer a free spring or fall check-up, then call to schedule the appointment when the time rolls around.

Take the opportunity to make a sale. Ask customers if they'd like to discuss any other problems or comfort issues like hot or cold spots, noise, dust, damp basement or bathroom, etc. Explain what can be done to resolve them and how much it will cost. Pay attention, however, to responses and body language. Don't push customers who seem unreceptive or uncomfortable to avoid the risk of losing their business in the future.