

The Duct Man

www.ephomiek.com

HVAC Contractor News You Can Use

Replacing HVAC Equipment Without Addressing Undersized Ductwork Can Be a Very Costly Mistake

One thing that every HVAC service technician should know is that duct system sizing should never be determined by rule of thumb or educated guess. Proper duct sizing boils down to a science – specifically, physics – and requires precise data for accurate calculations.



And despite the inclination of some contractors to accommodate budget limitations by failing to modify an existing system when replacing and upsizing equipment, airflow physics are indifferent to financial constraints. Simply put, an HVAC system with inadequately-sized ductwork will not perform properly.

Case in point, an E.P. Homiek customer shared an anecdote about a call from an angry homeowner who recently hired another HVAC company to replace two 1.5-ton air conditioning units with two new 3-ton units. In theory, the airflow on each zone could have increased from approximately 600 CFM to 1,200 CFM had size deficiencies with the home's duct system been addressed, but the contractor had made only the bare minimum of modifications to the ductwork.

Not surprisingly, the expensive new system was severely underperforming, and the homeowner's repeated complaints fell on deaf ears. In frustration, they finally reached out to our customer's HVAC company for a second opinion.

When the new tech arrived, it was immediately apparent that the performance problems were due to an undersized duct system. Static pressure readings on supply and return ducts were both extremely high, airflow was a fraction of what it should have been, and the fan was basically starved of air.

Continued on page 2

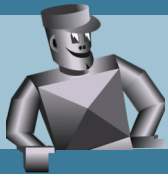


Troy Xifo Promoted to Branch Manager of EPH Union

E.P. Homiek Sheet Metal & HVAC Supply is pleased to announce that Troy Xifo has been promoted to Branch Manager of our busy Union, NJ location.

Troy joined E.P. Homiek in 2020 as Outside Sales Representative after serving five years in that position at Ferguson. He has years of supply house experience and extensive knowledge of HVAC systems, parts, and equipment. He is known by our customers for consistently delivering premium service and is trusted and respected by all.

Please join us in congratulating Troy on his promotion. We look forward to his leadership of our Union branch team.



Continued from Page 1: Undersized Ductwork is a Costly Mistake



According to the homeowner, the previous HVAC company had led her to believe that installing two new, larger units would solve all of her cooling problems, but instead, the problems had become even worse. The system was noisy, highly inefficient, and incapable of sufficiently cooling the home.

Some may argue that the homeowner might not have been telling the truth, that perhaps she had been given the facts, but still insisted on having the new equipment installed without upgrading the ductwork, as is sometimes the case.

But even if that's true, magical thinking on the homeowner's part hardly absolves the contractor of blame. Any contractor worth their salt would have predicted these problems, and they should have turned down the job. Or, at the very least, added a caveat in the contract clearly stating that the existing ductwork was undersized and would hinder system performance unless modified. That said, the integrity of this particular HVAC contractor seems highly questionable.

In the end, the homeowner hired the second HVAC company to change out much of the existing ductwork in the attic and crawlspace to accommodate the larger air conditioning units and replace several lengths of improperly-installed flex duct with metal duct. Afterward, they performed an air balance to verify proper air distribution throughout the system. Though the customer was left very satisfied with the work and her system's much-improved performance, she was still very angry with the equipment installer. Last we heard, she was seeking action against the previous contractor to recover her expenses.



EPH PROVIDES NO-WAIT CUSTOM DUCT FABRICATION

Waiting days, or even weeks, for custom ductwork can result in costly job delays and disgruntled customers. We provide:

- ▶ 1-2 day turnaround on all residential & light commercial
- ▶ 1-2 hour emergency service
- ▶ Free delivery
- ▶ Competitive prices
- ▶ Guarantee on all work
- ▶ Two convenient one-stop locations for custom ductwork and HVAC supply