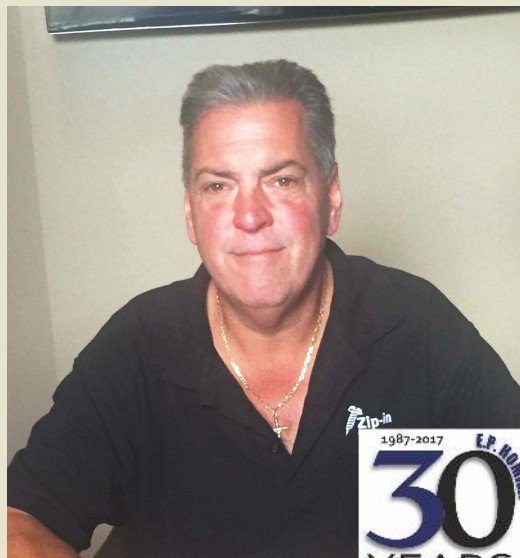


# The Duct Man

HVAC Industry News You Can Use



## E.P. HOMIEK CELEBRATES 30<sup>th</sup> YEAR



When Ed Homiek first started his sheet metal fabrication business in September 1987, he'd already gained a reputation in the local HVAC industry as personable and energetic. Thirty years later, as the owner of E.P. Homiek Sheet Metal Fabrication & HVAC Supply, Ed is still known for his accessibility to customers and hands-on management style.

Ed Homiek learned to fabricate ductwork in the mid-1980s working for his older brother John at HAB Heating & Cooling in Brick, NJ. When other HVAC mechanics began asking if he could make ductwork for them, Ed was glad to oblige, first working out of the back of his brother's shop, then securing a small loan from his cousin Wayne Friedland, owner of Epic Mechanical in Neptune, NJ, to set up a bare-bones operation in a rented 40-foot trailer. In 1992, he moved his fabrication shop to a repurposed chicken coop in Toms River, NJ, and hired a few employees including Mark Biagi, who still works at E.P. Homiek as Inside Sales and Counter Manager.

By 1997, the business had

outgrown the coop and was relocated to E.P. Homiek's current headquarters at 1352 Route 9 in Lakewood. With a larger shop, more equipment and growing staff, business increased rapidly, and Ed began exploring the possibility of adding HVAC supply to his operation to further meet his customers' needs. In 2002, E.P. Homiek broke ground on a new 22,000 square-foot full-line supply house behind the sheet metal shop and opened its doors in February 2003. A second location opened in May 2014 at 945 Brighton Street in Union, NJ.

E.P. Homiek Sheet Metal Fabrication & HVAC Supply still guarantees a one- to two-day turnaround on all residential and light commercial ductwork, one- to two-hour emergency service, and free delivery. Featured product lines include Goodman, Honeywell, Bryant, Bradford White, Crown Boiler, Daikin, Weil-McLain, Sea Breeze, Generac, Fantec, ZM, A.O. Smith, Hart & Cooley, Malco, Mueller, and many more. Employing a staff of 37, we are a family-run business, with son Eric Homiek, 33, serving as Vice President, niece and Controller Beth Homiek-Musico overseeing financial and administrative operations, and a number of other family members working in various positions throughout the company.

To show our deep appreciation for our customers on our 30<sup>th</sup> anniversary, we are giving away a \$500 American Express gift card in our Duct Man Customer Appreciation Contest.

### E.P. Homiek 30<sup>th</sup> Anniversary

## Customer Appreciation Contest Win \$500!

1. What eight-letter word found in this newsletter is also associated with spooled audio tape?
2. What animal is mentioned in this issue?
3. Find the word that describes a game piece that can only move on the diagonal, then name the word that immediately precedes it in this newsletter.
4. Name the five New Jersey towns mentioned in this newsletter.

Submit correct answers to [news@ephomiek.com](mailto:news@ephomiek.com) to be entered into a drawing to win a \$500.00 American Express Gift Card. Entrants must have made a purchase at E.P. Homiek during the last 12 months to be eligible (owners and current employees only). E.P. Homiek employees and their families are not eligible. Grand prize winner will be drawn on September 7, 2017 from correct answers.





## E.P. Homiek is Your #1 Source for Friedrich Ductless Split Systems

Friedrich is a leading manufacturer of single-zone and multi-zone ductless split systems that come in a wide variety of wall-mounted, ceiling cassette, and concealed configurations. Ductless split systems are a versatile alternative to traditional systems, providing superior energy efficiency, flexibility, on-demand comfort control, and quiet operation.



Friedrich split systems are available in single-zone cooling-only models, single-zone heat pumps that cool and heat, and multi-zone heat pumps that individually cool and heat multiple rooms.

Friedrich also offers dehumidifiers, air purifiers, spot coolers, window units, and more.

Please stop by or contact E.P. Homiek Sheet Metal Fabrication & HVAC Supply for all your Friedrich equipment needs.



## MARK YOUR CALENDAR: HVAC-R License Renewal Course Saturday, October 21<sup>st</sup>

E.P. Homiek is once again hosting an N.J. HVACR Continuing Education (CE) Course on Saturday, October 21, 2017 at American Legion



Post 35 at 3 Bond Dr., Union NJ. This class fulfills the 5-hour CE requirement for Licensed Master HVACR Contractors renewing for their second biennial renewal of July 1, 2018 to June 30, 2020.

Instructor Scott Bishop is an approved CE Sponsor for the N.J. State Board of Examiners of HVACR Contractors. Topics will include HVACR regulations and propane (board required), along with HVACR codes, safety, HVACR calculations, and condensate update. Call (732) 364-7644 or (908) 688-9104 to register, or stop in at an EPH location. Fee is \$175 per person and food and refreshments will be served.

## Air Balancing Provides New Opportunities for HVAC Contractors

Airflow testing and balancing has long been recognized in large commercial and industrial markets as one of the best ways to achieve peak system performance, and it's high time small commercial and residential HVAC contractors realize it's potential value for both their customers and their business. Low airflow is an extremely common problem, and there is ample opportunity for HVAC contractors providing airflow testing and air balancing on new and existing systems. Customers whose main concerns include inconsistent temperatures from room to room, poor indoor air quality, uncomfortable humidity, and high utility bills are most likely to appreciate the benefits of air balancing.

Corrective measures contractors can apply based on airflow test results can include duct sealing, repairing ductwork kinks, broken dampers, and obstructions, correcting insulation issues, cleaning evaporator coils, modifying filtration, adjusting fan speed, and correcting ductwork and return sizing issues. These measures vary in expense and level of disruption, so contractors should be able to provide appropriate guidance to the customer as to which measures are most beneficial given the their specific needs and limitations.



E.P. Homiek Sheet Metal Fabrication & HVAC Supply will be hosting an air balancing training seminar in early 2018 covering the purpose of air balancing, how to measure static pressure, using a balancing hood, performing an airflow traverse, setting fan airflow, and air testing and balancing procedures. Details will be announced soon.