

The Duct Man



Humidification: What Your Customers Should Know



Honeywell HE100 TrueEase Evaporative Humidifier

The versatile design of the HE100 allows for straightforward installation on just about any residential system, even townhouses and condos. Pads are easily accessible for simplified maintenance. The unit can be used with either hot or cold water supply, but hot water delivers better results.

Call E.P. Homiek at 732-364-7644 or 908-688-9104 for more information and pricing.

Winter is on it's way and indoor air is getting drier. Now is the prime time for customers to start thinking about putting moisture back into the air with a whole-house humidification system. Educate your customers on some of the benefits a properly sized and maintained humidification system can provide:

- **Humidified air feels warmer.** With properly regulated RH, 67 degrees feels like 70, enabling customers to lower the thermostat and save energy.
- **Dry mucous membranes provide an ideal breeding ground for viruses and bacteria.** Humidification significantly decreases susceptibility to illness.
- **Humidification helps alleviate asthma and allergy symptoms** caused by dry air.
- **Skin, the body's largest organ,** is less prone to drying, cracking, peeling and itching with proper humidification.
- **Humidified air helps to discharge static electricity,** eliminating the frequent electric shocks we experience in the wintertime.
- **Dry air can damage cabinets, wood floors, furniture, paint, plaster, electronics and artwork.**

Custom Duct Fabrication: Quickness is Key

Having to wait 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, 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.





BENEFITS OF AIR BALANCING

Good for your customers, good for your business

Air balancing is one of the most important services a contractor can provide on both new and existing HVAC systems. Though air balancing has long been recognized in commercial and industrial arenas as an essential way to achieve peak system performance, there is a general lack of awareness in the residential market. Since it is not uncommon to find systems that are 30-50% low on airflow, and only about 5% of existing systems operate above 90% of their rated capacity, there is vast opportunity for HVAC contractors to provide this valuable service.

HVAC technicians should get in the habit of checking system airflow on every service call and providing clients with information on the advantages of a properly balanced system. Issues commonly uncovered during the air balancing process are duct leakage on both supply and return sides, and an inadequately-sized return system. With proper air balancing, customers can expect consistent temperatures from room to room, cleaner air, better humidity control, improved system performance, and substantial energy savings.



The simplest way to measure system airflow is to test total external static pressure, compare to manufacturer specifications, then measure CFM at all supply and return grilles and registers. Next, assess how much air is moving through the furnace or air handler and how much is being delivered to and returned from the living space. Based on readings, contractors can make the appropriate recommendations for corrective measures that can include duct sealing, adding properly-sized ductwork and returns, repairing ductwork kinks, broken dampers, and obstructions, correcting insulation issues, cleaning evaporator coils, modifying filtration setup, and fan speed adjustment. Customers may find some repairs to be too disruptive or financially infeasible, so contractors should be able to provide guidance as to which measures would be most beneficial given the limitations.



E.P. Homiek has added **First Co.** air handlers and **National Comfort Products** thru-the-wall condensing units to the roster of vendor lines we carry.



Please [visit our website to view a complete list of manufacturers.](#)