

# The Duct Man

HVAC Industry News You Can Use



## UPCOMING WORKSHOP: Crown Boiler University



E.P. Homiek Sheet Metal Fabrication & HVAC Supply will be hosting a CROWN BOILER UNIVERSITY seminar at 5:00 p.m.

on February 28, 2017, at our Union, NJ location.

Join Crown Boiler Regional Sales Representative Bill Genes for a comprehensive workshop on service and installation of Crown Boilers. This event is free, and food and beverages will be served. Please call 908-688-9104 before 2/24/17 to register.



## EPH Hosts Goodman Financing Seminar Popular event draws full house, positive reviews

E.P. Homiek Sheet Metal Fabrication & HVAC Supply extends our thanks to Goodman Area Sales Representative **Matt Binko** for an outstanding presentation

on Goodman's consumer financing programs. The seminar took place on January 16, 2017, before a packed audience of forty HVAC contractors at the Clarion Hotel and Conference Center in Toms River, NJ.



During the program Mr. Binko outlined the various residential and commercial financing programs offered by Goodman, explained how financing can be used as an effective tool to close more sales, get paid faster, and increase customer satisfaction, and engaged audience members with a lively Q&A session following his main presentation.

We'd also like to thank the many contractors in attendance, who were overwhelmingly positive in their response to the program. Charles Cressy of North Star in Ocean, NJ, described the presentation as, "one of the best I've attended. Very educational and the speakers kept the attendees involved. Good food, too." Kudos to all for an informative evening and resounding success!

## MYSTERY TOOL

Guess what this is to win a \$100 gift card to Longhorn Steakhouse



Send your answer to [news@ephomiek.com](mailto:news@ephomiek.com) First correct answer wins!\*

\*E.P. Homiek employees not eligible

Congratulations to our last Mystery Tool winner, Georgios Emexezidis of Mammoth Air in Jackson, NJ, who was the first to guess apple corer/slicer/peeler.



## FINANCING AS AN EFFECTIVE MARKETING TOOL

### Contractor Benefits:

- Sell better-quality, higher-efficiency equipment
- Increase average sales ticket
- Instant approvals on your phone or tablet
- Payment within 24-48 hours of completion

### Customer Benefits:

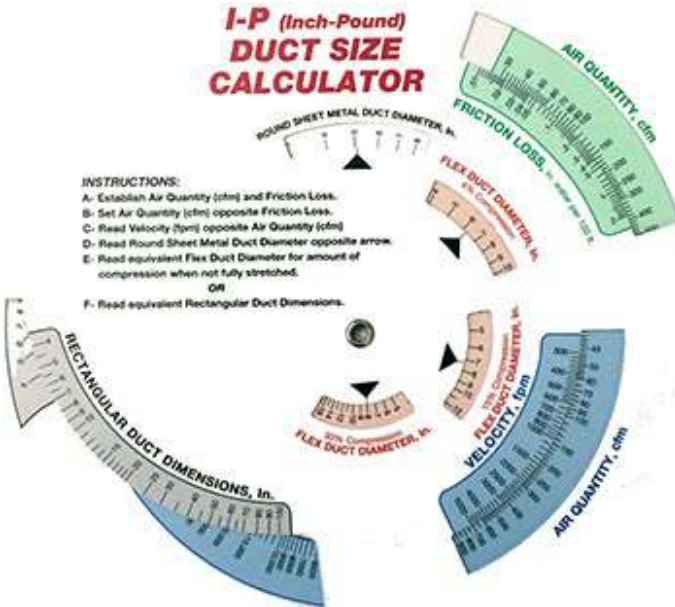
- Buy better-quality, higher-efficiency equipment
- Offset purchase price & monthly payments with energy savings
- Finance extended warranties, accessories, and maintenance programs



## New Duct Sizing Calculator Now Available

ASHRAE's new tool is more accurate for sizing flex duct

ASHRAE and the Air Distribution Institute (ADI) has released a new duct sizing calculator that will allow designers of HVAC air distribution systems to more accurately approximate duct sizes and calculate equivalent sizing of sheet metal duct vs. flex duct.



Three new fields indicating sizing of flexible duct under varying degrees of compression - 4 percent, 15 percent, and 30 percent - are ideal for designing installations in

which optimal installation is not possible to give a more accurate design-to-installed performance correlation.

## TURN BACK THAT THERMOSTAT!



According to the U.S. Department of Energy, you can save as much as 10% a year on heating and cooling by turning back your thermostat by 7 to 10 degrees for 8 hours each day. This is a big deal here in New Jersey, where residents spend about \$3,065 per year on energy (with 52% of that on heating and cooling, on average), and homes are about 20% larger than the average U.S. home.

## PLASMA CUTTING BASICS: What is Plasma, and How Does Plasma Cutting Work?

Plasma cutting is an offshoot of plasma arc welding developed in the 1960s as a highly efficient, clean and accurate way to cut metal. It is widely used throughout the world today in a variety of industries and arts, including ductwork fabrication.



So what, exactly, is plasma? Along with solid, liquid and gas, plasma is one of the four fundamental states of matter in physics. It is defined as a superheated ionized gas that can occur under specific conditions in which a gas is subjected to heat or a strong electromagnetic field. Plasma is the most abundant form of visible of matter in the universe, occurring naturally in lightning, stars, and static electricity. Examples of man-made plasma include neon signs, fluorescent lights, and plasma TVs.

Plasma, or arc, cutting is a process that employs plasma to cut through any type of conductive material including stainless steel, aluminum, brass and copper. The plasma is formed by applying an electrical arc to a constricted jet of compressed gas (usually air), creating an electrically-conductive channel of plasma. The extreme heat of the plasma melts through the workpiece, and the high velocity of the gas flow blows away the molten metal, producing a clean cut, or kerf.

Plasma cutting is fast, precise, and relatively low cost, and can be used on metals up to one inch thick. It is ideal for use in sheet metal fabrication shops like E.P. Homiek Sheet Metal Fabrication & HVAC Supply, and is commonly used the automotive industry, industrial construction, and in salvage and scrapping.