

# NADCA DUCTALES

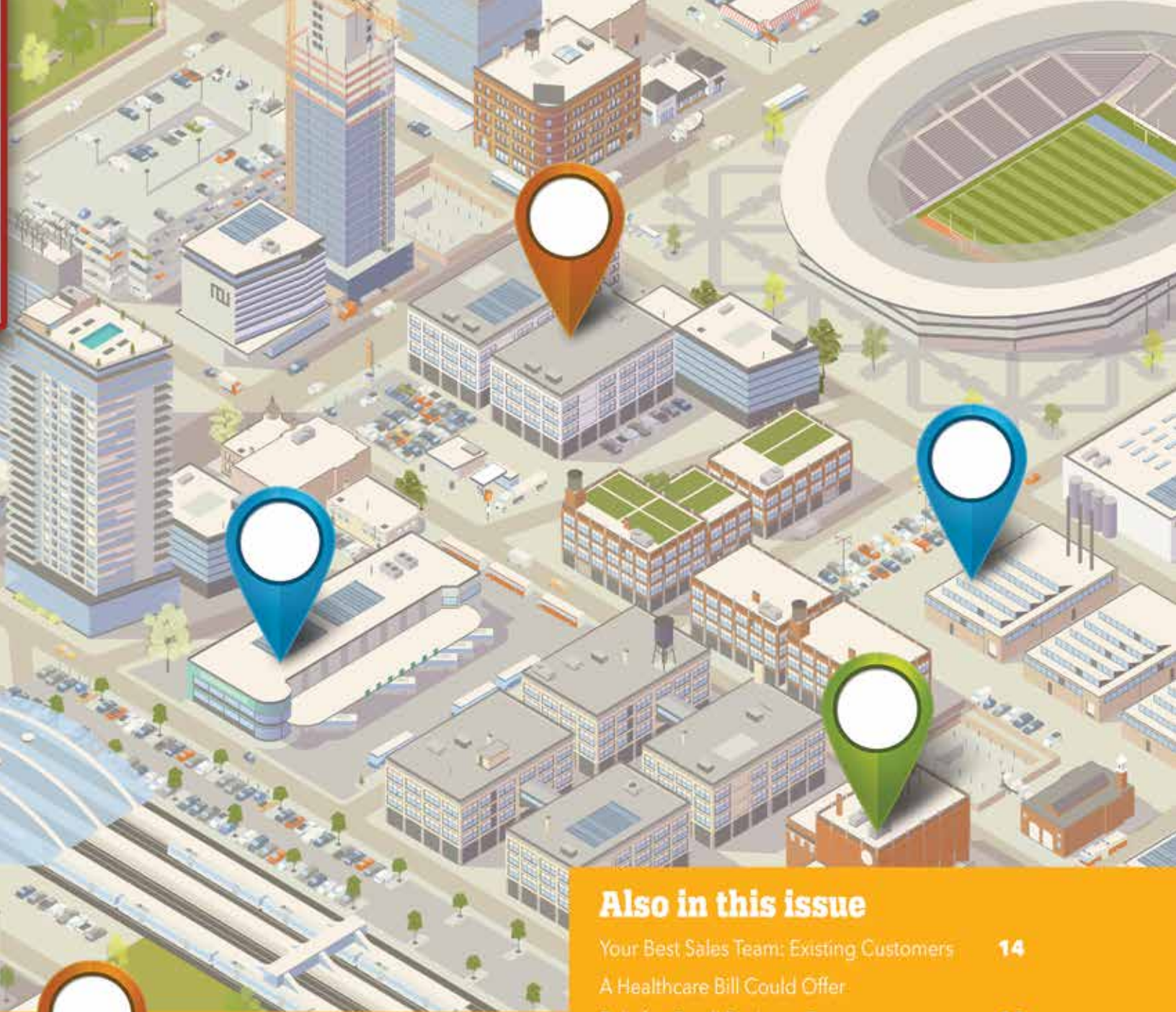
Vol. 28, No. 6 • November/December 2016

2016

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**Editor** Sarah Black

**Publisher** Jodi Araujo, CEM

## 2016 Buyer's Guide



**32** Alphabetical List of Vendors

**40** Vendors by Category



The HVAC Inspection, Cleaning and Restoration Association

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The National Air Duct Cleaners Association (NADCA) prints *DucTales* Magazine to provide its members and the HVAC system cleaning industry with a forum for the discussion of topics of interest. To that end, NADCA tries to include within *DucTales* a wide range of ideas and opinions. The ideas and opinions expressed by the authors who write articles for *DucTales*, however, are solely the views of the person expressing them, and do not necessarily represent the views, positions or policies of NADCA, its members, or its officers, directors or staff. NADCA is not responsible for claims made in advertisements. NADCA does not endorse any particular manufacturer or supplier of equipment, chemicals or related products, nor any particular model of equipment.

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Meeting Coordinator

**Holly Rose**  
Industry Relations  
Manager

## Full-Blown Election Mode

By Michael Vinick, NADCA President



You may think that I am referring to the U.S. Presidential election. No, I am referring to NADCA. Every year, we as members get the earned privilege of making a decision that can affect the industry where we choose to earn our livings. In turn, our board decisions directly affect our lives and financial well-being. We get to vote for the NADCA Board of Directors positions that have been vacated due to term expirations. I cannot stress enough that your vote and participation in this process is important. The Board of Directors candidates are chosen by the Leadership Committee from a pool of candidates derived from experiences with the membership. The committee is chaired by the current president and is made of up two at-large members and two additional current board members. The committee vets the candidates and takes into consideration their qualifications. Among these qualifications, the committee looks at the candidate's history of involvement with our association. The committee votes on the candidates and the slate is presented to the Board of Directors for approval.

Our association electronically emails the ballots to our membership. Each member company has a designated representative who receives the ballot. That member representative then has a chance to review the questions and answers that are asked

of each candidate. They can then cast their vote for the candidates of their choosing.

Unfortunately, our member participation has traditionally been weak. Last year our association only had 15 percent of our members participate in the election by voting. What do we have to do to convince ourselves that this is too important to ignore? Please vote!

Our board convened in Mt. Laurel, New Jersey on October 10 and 11 to review and implement the many initiatives we have going on. The board, our many committees and staff are in constant motion churning out incredible results to ensure that NADCA will be at great heights for many years to come. All committees reported on their progress.

A few highlights were that our treasurer, Dan Stradford, reported on our fantastic financial health. We are continuing to look for ways to spend our money to benefit our members. We looked at our marketing initiatives and celebrated the new NADCA website. Please take the time to look at it and if you have any suggestions to improve the site, let us know. The website is a product that we invested our members' money for our benefit. The ease of consumers finding information about our industry and



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members' information is right on queue. Our new marketing initiative of providing our specification to engineers and architects has already begun to take great shape. We have had many positive responses to our staff who are working on this initiative. The understanding that we are strongly suggesting that NADCA members are who they should be specifying in their jobs to get the work done right. In time, this will be a game changer. Our white papers are well received and our rewrite of certification questions is complete. It was also reported that Fall Tech had an incredible meeting and record attendance this year. Hats off to Rick MacDonald for his leadership and his committee for their terrific job accomplishment. Great things are happening in committees; invest some of your time into NADCA and volunteer.

Something else that is too important to ignore is the annual meeting. We have somewhere around a 10 percent participation rate. If you are serious about being in the duct

cleaning industry I cannot stress enough to you that you need to make the investment and come to the annual meeting. The annual meeting is the once-a-year gathering place for the best and brightest in our industry. Our annual meeting is held in locations that help to instill the professionalism and quality of our association. Self-improvement and industry participation are important, and sometimes you have to spend the money even when it hurts. However, at Disney it will not hurt if you allow the magic to take over. Disney is well worth the investment. The excellence that Disney portrays is absolutely worthy of witnessing first-hand. What better way to experience it than with your peers at NADCA!

I always like to include a quote from my father in my president's message. Here are two more things that my father taught me about money: First, "you get what you pay for." Second, "you have to spend money to make money." ●

# NADCA Committee Assignments

## Annual Meeting Committee

Chair: Mark Zarzeczny  
 Immediate Past Chair: Michael Vinick

Karen Cowan	Kelly Dexter
Frank Forrest	Tommy Gwaltney
Peter Haugen	Jimmy Meyer
Matt Mongiello	MJ Palazzolo
Anthony Paterno	Keith Reynolds
Terri Reynolds	Ray Strozyk
Cindy White	

## By-Laws Policies Procedures Committee

Chair: Dan Stradford  
 Immediate Past Chair: Richard Lantz

Melinda Allen  
 Sharon Altenhoff

## Certification Committee

Chair: April Yungen

Chad Cowan	Tom Fehr
Rick MacDonald	Mike McDavid
Tim O'Connor	Todd St. Ores
Duane Whetzel	Cindy White

## Education & Safety Committee

Co-Chairs: Mike White  
 Rick MacDonald

Jeff Bagley	Mike Dexter
Frank Forrest	Ron Gray
Chet Goetz	Reece Howell
Richard Lantz	Jerry Lawrence
Andrew McLaughlin	Dominic Menta
Tim O'Connor	Robert Rizen
Kevin Uilkie	Tom Wengert

Subcommittee:

## White Paper Committee

Chair: Dan Stradford

Subcommittee:

## Fall Technical Conference

Co-Chair: Rick MacDonald  
 Co-Chair: Jimmy Meyer

Paul Covello	Perry Bagley
Mike Dexter	Frank Forrest
Richard Lantz	Mike McDavid
Kehau Mendes	Robert Rizen
Kevin Uilkie	Tom Wengert
Mike White	Vito Moscato

Subcommittee:

## CVI Training Task Force

## Ethics Committee

Chair: Dan Stradford  
 Immediate Past Chair: Richard Lantz

Melinda Allen	Kelly Dexter
George Grozan	Mike Wine
Michael O'Rourke	

## Finance Committee

Chair: Richard Lantz  
 Immediate Past Chair: Michael Vinick

John Line	John Muller
Dan Stradford	Al Sutton

## Industry & Public Relations Committee

Chair: Mark Zarzeczny  
 Immediate Past Chair: Richard Lantz

Dave Adams	Carlos Boothby
Daniel Bowman	Jim Castellano
Chad Cowan	Peter Haugen
Clayton Ivany	Dan L'Herbier
Jimmy Meyer	Scott Moritz
MJ Palazzolo	Billy Prewitt
Larry Stabb	Slade Stricklin
Travis Tassey	Stephen Worrall

Subcommittee:

## Anti-Fraud Task Force

Chair: Mark Zarzeczny

Hal Ayer	Jim Castellano
April Yungen	Kelly Dexter
Justin Viar	Stephen Worrall

Subcommittee:

## ACR Marketing Task Force

Chair: Mark Zarzeczny

Jim Castellano	MJ Palazzolo
James Shelley	Larry Stabb

Subcommittee:

## Website Update Task Force

Chair: Jimmy Meyer

Richard Lantz	Paul Hannah
Billy Prewitt	

Subcommittee:

## Ad Hoc Research Task Force

Dan Stradford Richard Lantz  
 Mike White

Subcommittee:

## EPA Website Update Task Force

Chair: Richard Lantz

Subcommittee:

## Editorial Committee

Chair: Richard Lantz

April Yungen  
 Dan Stradford

Subcommittee:

## Energy Research Study Task Force

Chair: Mike White

## International Affairs Committee

Interim Chair: Michael Vinick  
 Immediate Past Chair: Matt Mongiello

Julio Cesar Arencibia	Carlos Boothby
Nelson Constanza	Nicolas Charland
Javier Dominguez	Eric Gordon
Peter Haugen	Hugo Hernandez
Rick MacDonald	Al Sutton
Travis Tassey	Valeria Vega

## Membership Committee

Chair: Kevin Uilkie  
 Immediate Past Chair: Michael Vinick

Perry Covello	Gary Croshaw
Terry Durham	Peter Haugen
Andrew McLaughlin	Jimmy Meyer
Clint Orr	MJ Palazzolo
April Yungen	Mark Zarzeczny

Subcommittee:

## Regional Coordinators

Chair: Kevin Uilkie  
 U.S. Northwest - Vito Moscato  
 U.S. Southwest - Matt Kelly, Kehau Mendes  
 U.S. Northeast - Rick MacDonald, Nelson Constanza  
 U.S. Southeast - Tommy Gwaltney, Perry Bagley  
 Canada Region 9 - Gary Lapstra  
 Canada Region 9.5 - Nicolas Charland  
 Mid-East Region 10 - George Thomas  
 Australia Region 11 - Travis Tassey  
 Italy Region 12 - Andrea Casa  
 China Region 15  
 Central & S. America - Carlos Boothby, Richard Lantz

Subcommittee:

## 2000 Members in 2020 Task Force

Chair: Michael Vinick

Nelson Constanza	Tim Fico
MJ Palazzolo	

## Leadership Development Committee

Chair: Michael Vinick

Richard Lantz	John Line
Bill Spinnler	Dan Stradford

## Standards Committee

Chair: Richard Lantz  
 Immediate Past Chair: Bill Lundquist

Paul Burns	Charlie Cochrane
Brad Kuhlmann	Greg Long
Rick MacDonald	Mike McDavid
Byron Ware	

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## A Letter From the Chief Staff Executive

By Jodi Araujo, CEM

The confidence people have in their beliefs is not a measure of the quality of evidence but of the coherence of the story that the mind has managed to construct.

– Daniel Kahneman

As you read this, the U.S. election season has come and gone, but as I write this, the presidency remains undecided. This election has been one of the most divisive and thought-provoking of my lifetime. From corporate tax rates to oil company subsidies, to foreign policy, trade agreements and ISIS, we live in a world of *things* and *thoughts* and *experiences* that form who we are and what we believe as we enter the voting booth. For those on the right, fighting for Second Amendment rights, and those on the left focused on social issues and women's rights, when the polls close, we all have to live with the decision of the American voters as a whole.

With the lean of the Supreme Court upon us and in the hands of our newly appointed President, the landscape of American law may change. Party-line voting will undoubtedly play a significant role in the outcome, but with the changing political and social landscape in this country, issue-driven voting is what America needs right now. Find your focus. Identify the one issue that weighs heavily and truly on the future of our country, and vote. And because we all know better and have fantastic political manners, we won't talk about which lever we pulled in that voting booth last month, and we won't ask our friends either!

Now that the presidential election is behind us, it's time to turn your

focus to NADCA and what you, the members, want for the future of your organization. A successful candidate not only presents a compelling self-narrative, but also constructs a narrative about our industry – its origins, problems and future. President Ronald Reagan's 1984 "Morning in America" campaign theme is perhaps the most famous and successful American narrative in recent memory about emerging from darkness into a new era of prosperity and optimism.

Over the past four years, you've had a strong and cohesive group of volunteer board members who took this once-stagnant association through a management transition, a refocused strategic plan for growth and education and into four years of record breaking retention rates (we again reached a 95 percent renewal rate!). The dynamic skillset of these 10 individuals is where we find their strength. We've got financial experts, technically savvy industry leaders, brilliant writers and leaders, all of whom give tremendous time to the association – time that is taken away from their businesses. This takes dedication and sacrifice, and we have a new slate of candidates who are ready to take on this role and all of the work that comes along with association board service.

Our bylaws require that we present 1.25 names for each open seat on the board. This year, we have

two incumbents and three new candidates vying for four open seats. Your board slate will be sent during the second week of January so you'll need to be sure to check your email\* and post your vote. We will again use a third-party electronic ballot system to ensure integrity of the ballot and vote collection process. As per our bylaws, the voting term will last for only one week, so you must take action when you receive your email notification. At the conclusion of that one-week voting period, the polls will close and votes will be tallied.

Candidates selected by majority vote will be notified and officially installed at the General Business Meeting on March 21 at the Disney Contemporary Resort. ●

*\*Note: If you are not listed as the voting member for your company, please log in to your account and make any necessary changes to email contact information. We want to be sure that the ballot is sent directly to the voting member, as this online voting system will not allow access from an email that has been forwarded or modified in any way. One vote per regular member company.*

**"Elections belong to the people. It's their decision. If they decide to turn their back on the fire and burn their behinds, then they will just have to sit on their blisters."**

– Abraham Lincoln

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## An Amazing Year in Review

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By Kristy Cohen, NADCA Executive Director

As the year comes to a close, it's good to take a look back at what we've accomplished and a look forward to where we will go from here. For NADCA, 2016 was a very productive year and 2017 is slated to be even better.

This year our association invested significant time and resources to several new initiatives designed to promote our members and the air duct cleaning industry.

### Marketing the NADCA General Specification

NADCA added a full-time staff person to specifically market the NADCA General Specification to engineers, architects and specifiers to increase the number of bid specifications that are specifying NADCA membership and ASCS certification. This is a long-term investment that will bring high dividends in the way of increased business for NADCA members.

### Breathing Clean Campaign for Residential Consumers

NADCA developed the Breathing Clean Campaign to educate consumers on the importance of proper air duct cleaning and using NADCA members. The campaign

provides exciting new collateral that NADCA members can use to help educate and attract customers in the residential marketplace. It also supports the work of NADCA's Anti-Fraud Task Force to educate consumers on avoiding blow and go scammers.

### New NADCA Website

NADCA has a new website and if you haven't checked it out, you should. The website is designed to provide consumer education on the importance of proper air duct cleaning by NADCA members and also gives members and industry professionals tools they can use to support their business. The new website is mobile friendly with new SEO and keyword tagging to help promote our members and our industry.

### NADCA White Paper

NADCA's latest White Paper on Restoring Energy Efficiency through HVAC Air Distribution System Cleaning has generated significant interest in how cleaning reduces HVAC energy consumption. We continue to collect field testing results to help validate the paper's findings and demonstrate the benefits of HVAC air distribution system cleaning.

### Increased Visibility & Marketing

NADCA took full advantage of social media best practices to increase the visibility of our industry and membership and as a result has seen a 69% increase in website referrals coming from social media. Our articles and press release placements on topics including clean indoor air, allergies and dirty ducts and HVAC checklists have generated well over 5,000 articles across 50 states.

Of course, these are just a few of the highlights from 2016, but they illustrate NADCA's continued commitment to supporting our members' success and delivering return on investment for your annual membership dues.

### A Look Ahead

So what do we have to look forward to in 2017?

Well, for starters, you won't want to miss our 28th Annual Meeting & Exposition being held March 20-22, 2017 at the Contemporary Disney Resort in Lake Buena Vista, Florida. This is the networking event of the year for the air duct cleaning industry. Attendees will have the opportunity to hear from the world-renowned Disney Institute on Disney's approach

to quality service. Conference sessions will cover both business and industry topics including digital marketing, attracting new clients, coil cleaning, coatings, duct sealing and more.

You'll also want to be sure to check out the industry's best hands-on training at our 2017 Fall Technical Conference being held in St. Louis. The event includes training for technicians at all levels delivered by experienced instructors who are willing to share tips and techniques for successful cleaning in accordance with NADCA standards.

NADCA will also be offering new webinars for 2017 including a marketing and communications webinar series to provide you with easy-to-tackle digital marketing tips for promoting your business to potential customers.

Be sure to follow NADCA on Facebook and LinkedIn and check out the monthly Air Conveyance e-newsletter for updates and announcements.

We look forward to another exciting year ahead! ●



**This year our**

**association invested**

**significant time**

**and resources in**

**several new initiatives**

# In Brief

## Virginia Institute Welcomes Indoor Air Quality Expert to Launch Lecture Series

Virginia Tech Carilion Research Institute (VTCRI) hosted Director of the NIH's National Institute of Environmental Health Sciences Linda Birnbaum when it opened its Distinguished Public Lecture Series in October. In her position, Birnbaum leads the country's top agency in evaluating environmental toxicology and its effects on public health. ●

## Delaware Schools Evacuated After Mold Issues

A water main break over the summer left Pulaski Elementary school in Wilmington, Delaware, dealing with mold remediation issues. However, several months into the school year, some parts of the school continue to be affected by spores, prompting officials to evacuate the school. Board members were considering temporarily closing the school until the entire building could be cleaned. ●

## New Cleaning Technology for Thicker Coils

Effectively cleaning coils thicker than 4 inches without damaging the coils has previously been a challenge. Inventor Arthur Dwight, co-owner of North Carolina-based Carolina Filters Inc., says that after 20 years of research and testing, he finally landed on a technique that is effective and manages to save customers from incurring an expense to replace large coils. The Coil Flow Max's process is patent-pending and currently available in the Southeast U.S. ●

## Northern Michigan Company Wins Award for Clean Air

McLaren Northern Michigan officials announced they have received the 2016 National Air Filtration Association Clean Air Award. The award is given to a facility that takes steps to significantly improve the quality of its indoor air by increasing the level or efficiency of its HVAC air filtration system in 10 specific categories. "McLaren Northern Michigan strives to provide the cleanest environment for our patients, colleagues and visitors," stated Greg Potter, director of facilities at McLaren Northern Michigan. "We are honored that our efforts have been recognized." ●



## Industry Calendar

### NADCA Events

**NADCA 28<sup>th</sup> Annual Meeting**  
March 20-22, 2017  
Lake Buena Vista, FL

**NADCA Fall Technical Conference**  
Sept. 14-16, 2017  
St. Louis, MO

### Related Industry Events

**2017 AHR Expo**  
Jan. 30-Feb. 1, 2017  
Las Vegas, NV

**IAQA 20<sup>th</sup> Annual Meeting**  
Jan. 30-Feb. 1, 2017  
Las Vegas, NV



# Comfort Institute Partners with Service Roundtable to Offer Training and Support for HVAC Businesses

Comfort Institute and Service Roundtable announced a strategic partnership between the two organizations. The partnership, announced during an annual gathering of Comfort Institute members, provides HVAC contractors with a one-stop-shop for all business support needs including training, marketing support, industry-related discounts and professional networking. Based upon the partnership, all Comfort Institute members will now have the option to receive membership in the Service Roundtable, compliments of Comfort Institute.

"Both organizations have a long history of serving HVAC and home performance businesses," said Liz Patrick, Service Roundtable's Vice President of Strategic Alliances. "While Comfort Institute has focused primarily on being the training experts in Home and Duct Performance and implementing best practices, Service Roundtable has been providing the same community with incredible partnership reward opportunities and marketing and business tools to accelerate contractor growth. Together, we offer a full spectrum of professional assistance that is second to none in the industry."

"This partnership makes joining Comfort Institute a simple choice when HVAC contractors want to



look at the whole house as a system. Most importantly, it allows them to provide real comfort solutions to the homeowner," said Bryan Barnes, Sr. Director of Business Development for Comfort Institute.

Together with Service Roundtable offerings, Comfort Institute members now receive a variety of support services including:

- Regional technology training
- Risk-free lead generation platform to drive exclusive and qualified leads
- Professionally designed and customizable business templates
- Online discussion group for professional experience sharing and discourse, recapped daily via email
- Quarterly cash rebates on hundreds of business-related products and services

The Comfort Institute/Service Roundtable partnership was announced at the Success Summit, an annual gathering of Comfort Institute members and AeroSeal dealers. Along with the new partnership announcement, Comfort Institute unveiled its Digital Lead Generation Platform, a web-based solution designed to help its members generate leads and close more sales. The platform provides participants with an enhanced website, pay-per-click advertising and ongoing platform management.

"The Digital Lead Generation Platform is the best risk-free method there is for driving exclusive and qualified leads to the business owner," said Barnes. "We were thrilled to reveal our new lead generation platform and believe it is time that lead generation programs like this drive the brand of the dealer, and not a third party." ●

# YOUR BEST SALES TEAM: EXISTING CUSTOMERS



By Brad Brenner

Something that most HVAC business owners agree upon: the most effective sales tool is a happy customer. You can publish all the ads you want, send your crack sales manager to as many homes as he has time to visit or send out as many postcard mailers as you can – the fact remains that dollar for dollar, your most effective and cost effective means of securing your next customer is through a credible referral.

After talking to and working with dozens of HVAC service providers, I've come up with a list of top tips used successfully to maximize the number and quality of referrals they get.

## Increase Your Visibility

Your truck should include at least two or three yard signs that you can stake

in the ground while doing a job. If someone sees their neighbor using your services, it must mean you're a good bet.

## Increase Your Visibility #2

Did you get your truck decaled? Does it have your phone number clearly marked? Is the truck clean? Good. Now park it in front of your customer's house and save your money on billboards. If your truck winds up getting parked in front of a number of houses, you're on a roll.

## Do You Use Door Hangers?

Make sure it specifies a neighborhood, a street name or an address where you have one or more happy customers. The more specific

you can be, the more apt neighbors are to pay attention. Door hangers are great places to include customer testimonials. While working on a home, take an extra hour or so to deliver door hangers to other homes in the vicinity. Let everyone know that you just made one of their neighbors very happy.

## Own a Neighborhood

Once you have a happy customer in one location, focus your marketing attention to others in that same area. Advertise in the local neighborhood paper, give a talk at the neighborhood's association meeting. Focus your next direct mail campaign to other homes in the same zip code. The U.S. Post Office offers a service that allows you to easily mail to specific routes. This can save time and marketing dollars – and the more you can regionalize your

message, the more likely you are to get results.

## Get Your Customer on Board

After completing a good job, ask your customer if he or she would mind if you told his or her neighbors what you did for them. Few if anyone will say no – and then the sky is the limit. They might also agree to be a reference. Now, focus your marketing efforts on the houses in the same neighborhood. Door-to-door contacting will allow you to use your new referral.

## Referrals

When sending out an invoice for a successful job, include a rebate offer for referrals. \$100 bucks for a successful job lead is a no brainer.

## Social Networking

Social network sites like Facebook or Twitter are made for referral marketing. Ask your happy customer to tweet about their experience. Ask to have your picture taken with the family outside their home or in front of your truck. Then send a digital copy of the picture to your customer

and suggest they post something on Facebook about their great experience. Once posted on the site, it goes out to their friends, family members and neighbors, and you've just enlisted the help of the best sales team you can hope for – at any price. ●

*Brad Brenner is the principal of Brenner Associates Marketing Communications, a full-service agency delivering proven marketing strategies to HVAC and mechanical contracting businesses nationwide.*



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# A Healthcare Bill Could Offer Relief to Small Business Owners

By Allison Sobczak



Life may soon get a bit easier for small business owners. A bipartisan bill, the Small Business Health Care Relief Act, could potentially cut down the cost of healthcare, according to Forbes. Relief has been a long time coming: Healthcare costs have been owners' No. 1 issue for three decades now.

The goal of the new bill is to allow small business owners to offer assistance to employees who purchase health insurance on their own, known as QSEHRAs, or "qualified small employer health reimbursement arrangements."

"If signed into law, this new bill would let employers avoid the penalties they were subjected to with previous HRAs, and it would exempt QSEHRAs from certain requirements that apply to group health plans," according to Forbes. HRAs, or Health Reimbursement Arrangements, used to allow employers to "reimburse employees tax-free in an effort to help pay premiums and out-of-pocket medical expenses." However, stand-alone HRAs were recently prohibited by the IRS.

"In 2013, the U.S. Treasury stated that by signing up for these types of arrangements, small business owners could be subject to penalties that were up to 18 times more than an equivalent applicable large employer would have to pay for not offering coverage at all," Forbes reports. The Small Business Health Care Relief Act aims to eliminate these regulations employers got caught in with HRAs. Basically, any employer who has less than 50 full-time equivalent employees and who doesn't offer any group health plans is eligible for QSEHRAs to be used for qualified pre-tax health expenses.

If employers offer QSEHRAs to their employees, the plan must:

- Be provided on the same terms to all eligible employees
- Be funded solely by the employer without salary reduction contributions
- Provide payment or reimbursement for employees' and their family members' medical expenses

only after the employee provides proof of coverage

- Limit annual payments and reimbursements to specified dollar amounts

This bill would be helpful to small business owners who are being "penalized under the ACA for offering HRAs with reimbursements on individual plans to their employees," according to Forbes. The alternative is for employers to offer employer-sponsored group coverage; but this system isn't perfect either. Due to rising health insurance, the number of small business owners who can actually afford group insurance has decreased from 42 percent in 2004 to 29 percent in 2015, according to NFIB.

Kevin Kuhlman, NFIB Legislative Affairs Director, said there are about 250 associations nationwide currently advocating for the bill. ●

*This article is provided by a partnership with the National Federation of Independent Business. Read more at [nfib.com](http://nfib.com).*

# Where Your Vote Counts


## Take part in NADCA's elections

With so much on your plate, making time to vote in your association's election can seem like an impossible – and potentially fruitless – task. Even if you manage to devote time to learning about the different candidates, their qualifications and their views, and follow through with setting time aside to cast a vote, you may not feel like your vote will be a deciding factor.

However, you'd be wrong.

Participating in association elections is especially important because each vote is precious. While this year's U.S. presidential election logged millions of votes, NADCA's elections will log only 1,200 votes at most, as only members have the ability to cast a vote. That means that a single vote really could be a deciding factor in the overall election.

Why does this matter? As a member organization, NADCA relies on members to help shape and guide the organization in the direction needed to meet its goals. As the industry changes, so do members' needs, and the association's leadership – who are only voted in by members – should be a reflection of the diversity and changes occurring in the industry. Young up-and-comers have an opportunity to be part of deciding who leads the



**NADCA Elections: What you Need to Know**

<b>WHAT</b>	Four regular director seats on NADCA's board
<b>WHEN</b>	Early January
<b>HOW</b>	Ballots are sent via email to designated voting members. Each company can vote only once.

association, while those with specific interests may appreciate having the opportunity to elect a board officer who shares their interests and goals. But none of this can happen if you

don't participate. Keep an eye out for the ballot coming your way in January, and be sure your voice is heard! ●

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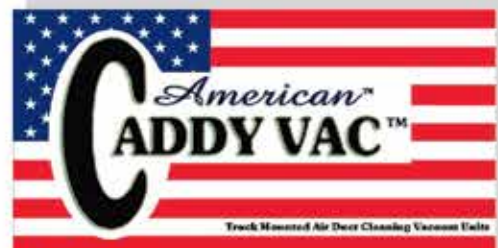
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# 2016 Safety Awards

The National Air Duct Cleaners Association (NADCA) created the Safety Awards Program to recognize companies that have sustained superior employee safety and health program results. Companies able to demonstrate excellent safety records will be honored with a Safety Award from NADCA.

To submit a Safety Awards application, a company must maintain an OSHA #300A Log in accordance with record keeping requirements under the Occupational Safety and Health Act of 1970. All companies participating in the NADCA Safety Awards Program, regardless of size, must maintain an OSHA #300A Log. For more information about OSHA #300A Log requirements, contact your regional OSHA Office, State Plan Office or visit [osha.gov](http://osha.gov).

## Awards Program Criteria

- The company must be a member of NADCA.
- The company must provide a copy of the completed OSHA #300A Log, regardless of size.
- Applicants must pay the \$150 application fee.
- Completed applications must be received by NADCA no later than Feb. 1, 2017. No applications will be processed after this deadline.

## Do The Math!

This is the formula used to calculate non-fatal occupational injury and illness incidence rate

$$\frac{\text{Total Recordable Cases} \times 200,000}{\text{Employee Hours Worked}}$$

Total recordable cases refer to those figures derived from the OSHA #300A Log.

## Clarification of Definitions & Calculations

- Employee hours are those accrued in operations and job sites.
- Information provided must include office and supervisory personnel on all shifts for the company or unit involved.
- Statistics are to include only employees on the company payroll, not those of independent contractors, guests, customers, etc.
- Employee hours should be calculated from payroll or time clock records. When this is not possible, they may be estimated by multiplying the total employee days worked for the period covered by the number of hours worked per day. If the number of hours worked per day varies between departments, separate estimates should be made for each department and the results added.
- The total number of employee days for a period is the sum of the number of employees at work on each day of the period.
- In calculating employee hours of exposure for employees who live on company property, only those hours during which employees were actually on duty shall be counted.
- For executives, traveling salesman, etc., whose working hours are not defined, an average of eight hours a day shall be assumed in computing employee hours.
- Do not include any non-work time, even though paid, such as vacation, sick leave, holidays, etc.

## Award Confirmation Determinations

Confirmation of the NADCA Safety Award shall be made by the NADCA Safety Committee using standardized formulas developed by the National Safety & Health Council. The Committee will use data submitted by applicants to determine if an applicant's record of non-fatal occupational injury and illness incidence rate is less than or equal to industry averages.

For the purposes of this program, industry average shall be that of the

SIC code "services to buildings." The final number using the formula below must equal eight (8) or less. If the final number is more than eight (8), the company will not be eligible for a NADCA Safety Award.

The NADCA Safety Awards are presented in recognition of a company's safety and health program results and achievements during the previous calendar year (January 1 to December 31). All applications and accompanying required documentation will be held in confidence by NADCA. The Incidence Rate is determined by using the formula included here. The NADCA Safety Committee shall determine award status. Decisions of the committee are final. ●





# NADCA Safety Award Application

## Application Information

Complete all sections below.

Company Name: \_\_\_\_\_

President or Senior Officer: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Yearly Average Number of Employees: \_\_\_\_\_

Contact Person / Safety Director: \_\_\_\_\_

## Injury and Illness Records

Complete the information below for the period spanning 1/1/2016 to 12/31/2016.

1. Average number of employees:	_____
2. Total employee hours worked:	_____
3. Total recordable cases: (from OSHA #300A Log, Lines G, H, I, J)	_____
4. Total number of lost-time injury and illness cases involving days from work: (from OSHA #300A Log, Line H)	_____
5. Total number of lost-time days: (from OSHA #300A Log, Line K)	_____
6. $\frac{\text{Total Recordable Cases (from Line 3 above)} \times 200,000}{\text{Employee Hours Worked (Line 2 above)}}$ * This number but not be more than 8	_____

## Payment Information

Application Fee: \$150

Check Enclosed

Visa

MasterCard

American Express

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

/

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Amount authorized to charge: \$ \_\_\_\_\_

**Return your completed application to NADCA by Feb. 1, 2017, at:**

NADCA

1120 Route 73, Suite 200

Mt. Laurel, NJ 08054

Fax: 856.439.0525

## Important!

A photocopy of your company OSHA #300A Log must accompany this application. Applications without the OSHA #300A Log will not be accepted under any circumstances.



The HVAC Inspection, Cleaning and Restoration Association

28<sup>th</sup> Annual

MEETING & EXPOSITION  
SCHEDULE AT A GLANCE

**Monday, March 20, 2017**

- 7 am-8 pm Registration
- 7 am-2 pm Golf Outing (optional activity)
- 7 am-8 am Breakfast (Pre-Conference Training attendees only)
- 8 am-5 pm Pre-Conference Training
- 5 pm-9 pm Grand Opening of Exhibit Hall\* & Welcome Reception

**Tuesday, March 21, 2017**

- 6:30 am-4:30 pm Registration
- 6:30 am-8 am Breakfast Open in Exhibit Hall\*
- 7 am-10:30 am Air Systems Cleaning Specialist (ASCS) Certification Exam English / Spanish
- 7 am-10:30 am Certified Ventilation Inspector (CVI) Certification Exam
- 8:00 am-9:45 am General Business Meeting
- 9:45 am-10 am Morning Break
- 10 am-11:30 am Keynote Address: Disney's Approach to Quality Service

- 11:30 am-2 pm Exhibit Hall Open with Lunch\*
- 2:15 pm-3:15 pm Commercial Dryer Vent Cleaning
- 3:30 pm-4:30 pm Microbial Remediation in Air Duct Cleaning Projects (2 CECs)

**Wednesday, March 22, 2017**

- 7 am-4 pm Registration
- 7 am-8 am Breakfast Open in Exhibit Hall
- 8 am-8:45 am **Concurrent Session**  
Breaking the Glass Ceiling on Your Company's Growth  
*Presenter: Cliff Budnick, In-O-Vate*
- IAQ Issues in the Emerging Legal Cannabis Growing Industry  
*Presenter: Greg Long, IAQA*
- 9 am-9:45 am **Concurrent Session**  
Digital Marketing Communication to Promote Your Business  
*Presenter: Jon Kinsella, Red Chair Communications*
- Coatings in HVAC Systems  
*Presenter: TBD*
- 9:45 am-10 am Morning Break

\*Note: Must be age 18+ to enter Exhibit Hall.

9:45 am-10:45 am Exhibitor Meeting

10 am-10:45 am **Concurrent Session**  
 Panel Discussion: Service Agreements: How to Successfully Use Them in Your Business  
*Panelists: TBD*

Cleaning Coils Better & More Efficiently  
*Presenter: TBD*

11 am-11:45 am **Concurrent Session**  
 Insurance: Prudently Preparing for a Disaster in Your Business  
*Presenter: TBD*

Attract New Clients—A Winning Formula for Marketing & Sales  
*Presenter: Arlene Pedersen*

11:30 am-1:30 pm Exhibit Hall Open with Lunch\*

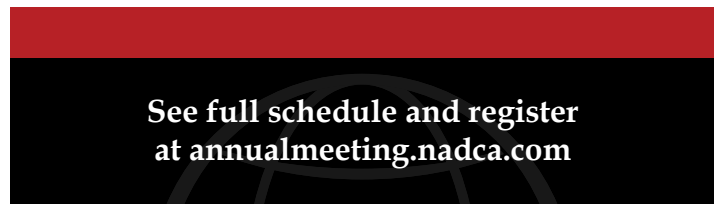
12:30 pm-1:30 pm International Forum Meeting

12:30 pm-1:30 pm "Are You a Leader?" Volunteer Meeting

1:45 pm-2:45 pm Duct Pressure Testing & Duct Leakage (2 CECs)

3 pm-4 pm Duct Sealing & Changes in Building Codes (2 CECs)

7 pm-10 pm NADCA Member Party In Honor of Hall of Fame Inductees



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#### Well Camera

FB-WIC580

- 12" high-resolution LCD color monitor w / built in hard disk 160G;
- Camera heads options:
  - Panoramic camera head w / 170° angle;
  - 4-Picture Camera Head w / 170° angle;
  - Pan Tilt 360° / 180° camera;
- Working depth and length of the cable: 0-2,000m with meter Counter



\$5,590

#### Duct Inspection Camera & Cleaning Equipment

FB-DiR

- 10.4" High Resolution Color Control Station with Built in 500G hard drive & Videos Recording
- Operating Stroke: 20 meters for standard ; can be extended to 100meters
- Caterpillar driving/Obstacle crossing >45mm/Climbing Capacity >40°
- Travel Speed: 0-12m/min (stepless speed regulation)/360° rotating
- 520TVL Color Camera Head w/500G Hard drive & Video recording
- Rang of Cleaning: height 180mm-600mm (with lateral rolling brush or rotating brush)° width(no limit), with dimension of Φ550mm or above
- Rear & Front 420TVL Color Camera Head/ 360° rotation horizontally & 180° pitching rotation



#### Auto Pipe Descaling Terahertz Ring

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- Integrating Terahertz, laser and nano technology to penetrate in the pipe wall, enter the liquid and dissolve the rusts and soften it to the mud
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- Zero radiation and maintenance fee with absolutely physical environmental technology
- Our customers - Best, Mitsui Chemicals, IncoSteel, .....



Swimming Pool System



Steam Boiler Pipe



Water Pipe



Before

After

#### Portable Duct/Pipe Inspection Camera

FB-PIC3188SD-65/100/130

- 7" LCD Color Control Station w/ SD Recording
- 1" Metal Waterproof Color Camera Head (Built in 512HZ Transmitter for option)
- 65FT/100FT/130FT Cable & Reel (Meter Counter for option)
- Heavy Duty Waterproof Case



\$550

#### Mid/Long Range Pipe Inspection Camera

FB-PIC3388MT/3288T/3488T

- 200FT/300FT/400FT Cable & Reel w/Meter Counter
- 1 1/2" Self Levelling Waterproof Color Camera Head
- Stainless Steel Spring Kit with or without Built in 512HZ Transmitter
- 10" LCD Color Control Station w/USB & SD Recording
- Heavy Duty Waterproof Case



#### Chimney Camera

FB-CIC3068

- 10" LCD Color Monitor w/USB & SD Recording
- Pan Tilt 360°/180° Camera Head
- 18 LED lights
- 20M/30M/40M/50M Cable & Reel





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# Committee Spotlight

## NADCA Working for You

NADCA committee members have been working hard to provide members with tools they can use to be successful and get the most out of their NADCA membership.

## Certification Committee

NADCA's Certification Committee, led by Chair April Yungen is responsible for oversight of NADCA's certification programs. In 2016, the committee oversaw the development of NADCA's newly updated Certified Ventilation Inspector (CVI) certification.

## What is the CVI Certification?

Certified Ventilation Inspector (CVI) certified individuals are qualified to perform inspections of commercial HVAC systems. The CVI certification enhances one's professional development and is also a world-wide credential recognizing a person's knowledge and skills related to HVAC system hygiene and inspection. In order to become CVI certified you must hold a current, active ASCS certification.

CVI Certification can benefit you professionally in many ways, including:

- Increased compensation
- Enhanced career marketability
- Increased recognition to employers, customers and industry peers

- Attracting more customers
- Expanding your ability to offer inspection services

CVI certified individuals have demonstrated proficiency and advanced knowledge of the following:

### Understand HVAC Systems and Components

- ✓ HVAC systems
- ✓ HVAC components
- ✓ Duct types
- ✓ Filtration systems
- ✓ Airflow, pressure and temperature
- ✓ Mechanical drawings
- ✓ Cleaning & restoration of HVAC systems

### Industry Standards and Guidelines

- ✓ Duct construction standards and guidelines

### Risk Management

- ✓ IAQ standards and guidelines
- ✓ HVAC maintenance and cleanliness standards
- ✓ Knowledge of building codes
- ✓ Fire and safety standards

### HVAC and Indoor Air Quality

- ✓ Pollutants within HVAC systems
- ✓ How HVAC systems distributes pollutants

- ✓ How HVAC systems impact indoor air quality

## Performing an Inspection

- ✓ Pre-inspection tasks
- ✓ Inspection tasks
- ✓ Post-inspection tasks
- ✓ Environmental engineering controls
- ✓ Liability issues relating to HVAC inspections
- ✓ Environmental health and safety for the inspector

## How to Become Certified

NADCA offers a CVI Certification Training Course at the Annual Meeting. The training course is designed to be an advanced track course for ASCS certified individuals who wish to expand their knowledge of HVAC systems and components; HVAC system impact on indoor air quality and performing system inspections. The course is a great resource for preparing to become CVI certified. Individuals can also elect to purchase CVI resource materials to self-study. Individuals must pass the CVI exam which is a multiple choice exam offered at both testing centers and the NADCA Annual Meeting.

If you're an ASCS looking for the next step in your professional development, visit [nadca.com](http://nadca.com) for more information about becoming CVI certified. ●

## New ASCSs

**Eric Allison**  
**Alpine Specialty**  
**Cleaning Inc.**  
 Mountlake Terrace, WA

**Steve Anderson**  
**SERVPRO of Santa Rosa**  
**County**  
 Navarre, FL

**Robert Borgnine**  
**National Air Quality Services**  
 Woodbridge, CT

**Michael Chabot**  
**Ventcon, Inc.**  
 Allen Park, MI

**Tim Ciszewski**  
**Hands On Cleaning LLC**  
 Hatley, WI

**Kent Cole**  
**Blackmon Mooring of Austin,**  
**Inc. (dba Blackmon Mooring)**  
 Round Rock, TX

**Joseph Coleman**  
**SoCal Indoor Air**  
**Services, Inc.**  
 Irvine, CA

**Cedric Corneau**  
**Pro Sag Mecanique**  
 Chicoutimi, QC CAN

**Georgio Costouros**  
**Modern PURAIR® Edmonton**  
 Edmonton, AB CAN

**Amanda Cummings**  
**Quality Air Care Cleaning**  
 East Hampton, NY

**Findlay Dinger**  
**Dryfast Systems**  
 Orlando, FL

**Josh Diogo**  
**Air Ducts Done Right, Inc.**  
 Darien, IL

**Anthony Eriks**  
**Americlean, Inc.**  
 Merrillville, IN

**David Gallina**  
**Ventcon, Inc.**  
 Allen Park, MI

**Vernon Greene**  
**Safety King, Inc.**  
 Shelby Township, MI

**Joseph Haas**  
**Servpro of Madison/**  
**Goodlettsville**  
 Madison, TN

**William Harris**  
**Real Change Systems Inc**  
 Jefferson, MD

**Donetta Held**  
**Crisis Cleaning, Inc.**  
 Solsberry, IN

**Richard Held**  
**Crisis Cleaning, Inc.**  
 Solsberry, IN

**Greg Henderson**  
**A Breath of Clean**  
 Summerfield, NC

**James Jones**  
**ServPro of Naperville**  
 Naperville, IL

**John Kelly**  
**Quality Air Care Cleaning**  
 East Hampton, NY

**Aubrey Kimbrough**  
**Servpro of Madison/**  
**Goodlettsville**  
 Madison, TN

**Juan Leon**  
**Tri-Dim Filter Corporation**  
 Lincoln Park, NJ

**Mariano Llorian**  
**Advantaclean Ft. Lauderdale**  
 Miami Lakes, FL

**Ryan Long**  
**Parker Young**  
 Norcross, GA

**Jack Marcos**  
**Better Air Quality**  
 Middle Island, NY

**Blaine Menard**  
**Blackmon Mooring of**  
**Oklahoma City, Inc.**  
 Oklahoma City, OK

**Joshua Murray**  
**Weather Engineers &**  
**Envirovac, Inc.**  
 Jacksonville, FL

**Benjie Nall**  
**Clean Concepts, Inc.**  
 Montgomery, AL

**Brian Panico**  
**Manasota Duct Works**  
 Bradenton, FL

**David Parker**  
**AdvantaClean**  
 Mantua, NJ

**Bradley Parks**  
**Duraclean**  
 Macon, GA

**Jeffery Pride**  
**Great Lakes Heating and**  
**Air Conditioning**  
 South Bend, IN USA

**German Reyes**  
**Eco Green Air**  
 Van Nuys, CA

**Gil Rukchin**  
**Eco Green Air**  
 Van Nuys, CA

**Denise Sain**  
**Connecticut Steam**  
**Cleaning Inc.**  
 South Windsor, CT

**Chris Sandifer**  
**Carolina Filters, Inc.**  
 Sumter, SC

**Andre Seibles**  
**Carolina Filters, Inc.**  
 Sumter, SC

**Michael Sheridan**  
**Enviro-Cleaning**  
**Concepts LLC**  
 Clifton Heights, PA

**Robert Steinmeyer**  
**Eco Green Air**  
 Van Nuys, CA

**Rodger Stewart**  
**Venture Disaster**  
**Recovery Division**  
 Charlotte, NC

**John Sutton**  
**Clean Air Connections**  
 Wenatchee, WA

**Laura Taylor**  
**Blackmon-Mooring Company**  
 Arlington, TX

**Nicholas Troy**  
**Safety King, Inc.**  
 Shelby Township, MI

**Frank Valencia**  
**Air Management Industries**  
 Rancho Cucamonga, CA

**Cory Vincelli**  
**ServPro of Wilson County**  
 Lebanon, TN

**Fatima Ware**  
**Pro Air Solutions**  
 Metamora, OH

**Keith Wick**  
**A1 Services /**  
**Home Pros Group**  
 Fort McMurray, AB CAN

**Richard Wrubel**  
**Puroclean Disaster Services**  
 Mims, FL

## New Members

**A Breath of Clean**  
Summerfield, NC

**AdvantaClean**  
Mantua, NJ

**Advantaclean Ft. Lauderdale**  
Miami Lakes, FL

**Advantaclean Ft. Lauderdale**  
Miami Lakes, FL

**All Pro Cleaning & Restoration**  
Elmsford, NY

**American International Alliance**  
Van Nuys, CA

**Broadly.com**  
Oakland, CA

**Clean Concepts, Inc.**  
Montgomery, AL

**Cool Air USA inc**  
Lauderhill, FL

**Crisis Cleaning, Inc.**  
Solsberry, IN

**Dryfast Systems**  
Orlando, FL

**Duraclean**  
Macon, GA

**Dynestic Technologies**  
Lima, PA

**Eco Green Air**  
Van Nuys, CA

**Enviro-Cleaning Concepts LLC**  
Clifton Heights, PA

**Great Lakes Heating and Air Conditioning**  
South Bend, IN

**Hands On Cleaning LLC**  
Hatley, WI

**Les Services Survac 1987 Inc.**  
Chicoutimi, QC CAN

**Manasota Duct Works**  
Bradenton, FL

**Modern PURAIR® Edmonton**  
Edmonton, AB CAN

**Parker Young**  
Norcross, GA

**Puroclean Disaster Services**  
Mims, FL

**Real Change Systems Inc**  
Jefferson, MD

**Serv Pro of Naperville**  
Naperville, IL

**SERVPRO of Santa Rosa County**  
Navarre, FL

**SKS HVAC Services**  
Waimanalo, HI

**Venture Disaster Recovery Division**  
Charlotte, NC

**New Affiliate**

**Matthew Fulghum**  
Jacksonville, FL

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- Unlimited earning potential
- Volume purchasing discounts
- Drop ship directly to customer
- Easy revenue stream
- 5-Year manufacturer's warranty

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AIR SYSTEMS

Learn more about our products or  
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or call us at

**1-800-724-8403**



## Be Featured in DucTales!



DucTales is seeking submissions from members and industry experts for publication in future issues of the magazine. Articles may be about

- An experience in the field
- How you've grown your business
- Tips for other business owners
- Practical tips, tricks and guides for other indoor air quality professionals
- Technology reviews
- Training opportunities
- ... and more!

For submission guidelines, deadlines and other information, please contact Sarah Black, DucTales Editor, at [sblack@ahredchair.com](mailto:sblack@ahredchair.com).

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The Viper **Microline**® can go right through!

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info@vacsysint.com  
www.vacsysint.com





# WHERE TECHNOLOGY MAKES THE DIFFERENCE A HELPING HAND FOR ALL YOUR DUCT CLEANING PROJECTS



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### Computerize Control System:

Integrated laptop control system  
Control, record and edit  
Easy to operate, sturdy, multifunctional

### Wolverine Robot is sturdy and build for hard work

Tools that can be used with the Wolverine  
BVS Axial Rotary Brush  
BVS Horizontal Rotary Brush  
BVS Lance Spraying System  
BVS Vacuum Brush  
BVS Whip System  
BVS Air Manifold  
Wide Traction System



## BVS ELITE 3

### Variable Speed Technology Tested and sold for the last 5 years

Variable CFM from 0 to 3,000  
Plug and play:  
50/60 hz 120-220 volts

### Indispensable neg-air/dust collector for:

Duct cleaning  
Mould abatement  
Asbestos abatement (DOP tested)  
Odour neutralising system  
Mould and bacteria  
UV decontamination  
Air scrubber



## BVS ELITE 5

### Variable Speed Technology Tested and sold since the last 5 years

Variable CFM from 0 to 5,000  
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50/60 hz 120-220 volts

Slow start: prevents breakers from over loading  
Modular: commercial and residential plenum  
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Tested DOP



**Airless Lance Spray System**  
Our spraying system can be use manually or with a robot



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Flexibility, Clarity, 50 feet, colour



**Flexible Duct**  
Unique construction, very light, 80% compressible



Our Brushing Systems can be used manually or with a robot



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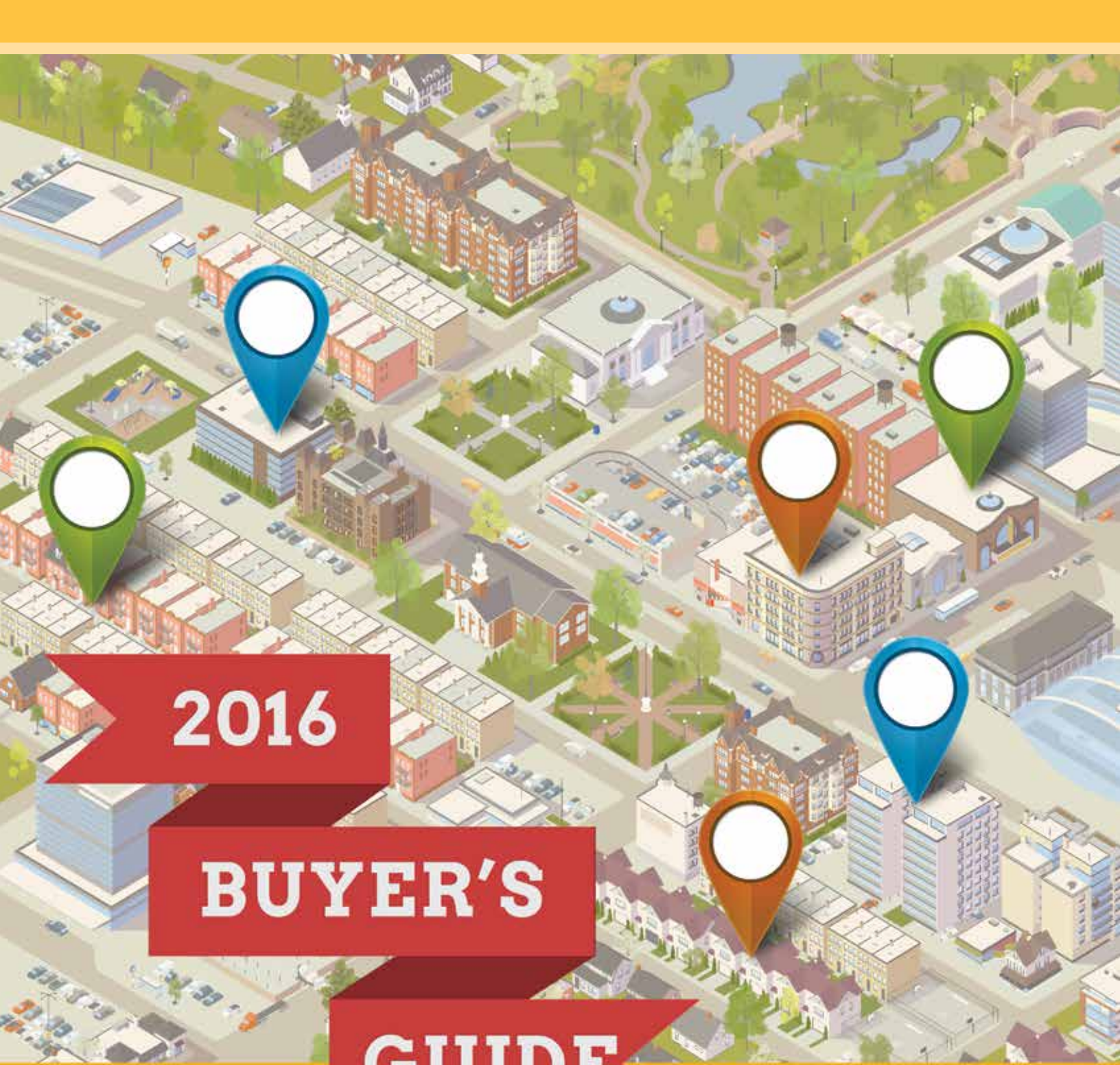
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**2016**

**BUYER'S**

**GUIDE**



The following guide is a reference for the tools and services you're using in your day-to-day work, and is an easy way to find what you need from NADCA Associate Members. The guide includes a complete list of NADCA Associate Members by name and by category, along with profiles of select companies and products.

# VENDORS: Alphabetical List

## Abatement Technologies

605 Satellite Boulevard, Suite 300  
Suwanee, GA 30024

Main phone: 1.800.634.9091

Main fax: 678.889.4201

Primary contact: Mindy Schaffer

Contact title: Duct Cleaning Product Specialist

Contact phone: 770.704.

Contact email: mschaffer@abatement.com

Website: www.abatement.com



Quality you can Trust

Since the introduction of our duct cleaning units in the early 90's we have been a trusted source for new entrepreneurs and experienced Duct Cleaners alike. Abatement Technologies offers a full line of source removal vacuums and accessories used by thousands of commercial and residential Duct Cleaning contractors. Call us today!

## Aeroseal LLC

7989 South Suburban Road  
Centerville, OH 45458

Main phone: 937.428.9300

Main fax: 937.428.9304

Company email: info@aeroseal.com

Primary contact: Vicki Auditore

Contact title: Marketing Manager

Contact Phone: 937.428.9300 Ext: 318

Contact email: vickiauditore@aeroseal.com

Website: www.aeroseal.com



Residential homes and commercial buildings of all types can benefit from sealing ducts utilizing the most effective, affordable and simple duct sealing technology available. Aeroseal seals invisible and inaccessible leaks from INSIDE the duct system using a patented non-toxic aerosol mist. The Aeroseal system has been shown to be up to 95 percent effective at sealing duct leakage, thereby reducing energy usage, while improving comfort and indoor air quality.

## American CaddyVac

P.O. Box 737

Lewiston, ID 83501

Main phone: 800.879.5382

Main fax: 208.746.9858

Company email info@caddyvac.com

Primary contact: Mac Mattoon

Contact email: macm@caddyvac.com

Website: www.caddyvac.com

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American Caddy Vac provides you with the best air duct cleaning trucks and equipment available on the market. Our services include, exclusive on & off site support, 100% financing (truck/cleaner/tools) \*OAC, hands-on training, excellent customer service, and more. For more information, please contact us, Mac Mattoon is just a phone call away!

## Armacell LLC

55 Vilcom Center Drive Suite 200  
Chapel Hill, NC 27514

Main phone: 919.913.0555

Main fax: 919.304.3720

Company email: info.us@armacell.com

Primary contact: Joanna Beckman

Contact phone: 919.304.3846 ext: 3944

Contact email: Joanna.beckman@armacell.com

Website: www.armacell.us



Armacell produces fiber-free, closed-cell, elastomeric foam insulation for HVAC ducts to control condensation, reduce energy waste or absorb noise. AP Armaflex® products are GREENGUARD Gold certified as low emitting and made with built-in Microban® antimicrobial product protection to resist the growth of mold in the insulation.

*Note: Green highlight denotes a display advertiser. See their ad in this issue!*

# VENDORS: Alphabetical List

## Biltwel Duct Cleaning Equipment, Inc. Ltd.

#4, 16327 - 130 Ave.  
Edmonton, AB, T5V 1K5  
Canada  
Main phone: 1.800.547.9210  
Main fax: 780.447.2061  
Primary contact: Mike Vollweiler  
Contact title: President  
Contact phone: 780.447.1510  
Contact email: service@biltwel.com  
Website: www.biltwel.com

## Bio-Cide International, Inc.

2650 Venture Drive  
Norman, OK 73069  
Main phone: 405.329.5556  
Main fax: 405.329.2681  
Primary contact: Trudy Spradlin  
Contact phone: 405.329.5556  
Contact email: trudy@bio-cide.com  
Website: www.bio-cide.com

## Product Profile



*Furnace and Duct Cleaning Trucks  
10, 12, 14 and 17 ft long x 7 or 8 ft wide*

### Your choice of:

- Direct drive gas/diesel engines or PTO-driven equipment
- Aluminum, galvanized steel or stainless steel bodies
- 2 fan choices
- 9 compressor choices
- 3 air tank choices
- Large industrial sized dirt box or 30-gallon, easy-dump dirt drum

### Your choice of trucks:

- Chevrolet
- Ford
- Hino
- Peterbilt
- Dodge
- International Terrastar
- Kenworth

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**Biltwel Duct Cleaning Equipment Inc.**  
**1.800.547.9210**  
**service@biltwel.com**

## Bio Environment Services Technology LLC

P.O. Box 12198  
Dubai, United Arab Emirates  
Main phone: 00971 4.347.9696  
Main fax: 00971 4.347.3848  
Primary contact: Gebran Roumie  
Contact phone: 00971 4.347.9696  
Contact email: leobest@emirates.net.ae  
Website: www.leobest.com

## BioVac System Inc.

8701 8 Ave.  
Montreal, QC H1Z 2X4  
Canada  
Main phone: 514.990.9605  
Main Fax: 514.376.2117  
Company email: info@biovacsystem.com  
Primary contact: David McDougall  
Contact title: President  
Contact phone: 514.990.9605  
Contact email: sales@biovacsystem.com  
Website: www.biovacsystem.com

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BioVac System has been manufacturing automated and manual duct cleaning equipment and accessories for the last 16 years. BioVac System is a helping hand for all your duct cleaning projects, including duct cleaning, decontamination and inspection equipment. We also supply a full line of accessories. After 16 years, more than 99 percent of all our equipment on the market is still working today. Our Service Division provides professional services for the last 16 years in the field of: mechanical hygiene investigation and cleaning, asbestos and mold abatement, indoor air quality analysis. All this know-how permits us to better inform and train our clients.

## Broadly

1500 Broadway, Suite 200  
Oakland, CA 94612  
Main phone: 510.400.6039  
Primary contact: Laura Nelson  
Contact title: Head of Marketing  
Contact phone: 510.400.6039  
Contact email: laura@broadly.com  
Website: www.broadly.com

# VENDORS: Alphabetical List

## CardConnect

7300 College Boulevard Suite 600  
Overland Park, KS 66210  
Main phone: 913.948.9733  
Main fax: 877.948.9733  
Primary contact: Lauren Neal  
Contact email: [partnership@cardconnect.com](mailto:partnership@cardconnect.com)  
Website: [www.cardconnect.com](http://www.cardconnect.com)

## Carlisle HVAC Products

900 Hensley Lane  
Wylie, TX 75098  
Main phone: 877.498.4822  
Main fax: 972.442.0076  
Primary contact: Billy Prewitt  
Contact title: Marketing Manager  
Contact phone: 972.442.6545  
Contact email: [billy.prewitt@carlislehvac.com](mailto:billy.prewitt@carlislehvac.com)  
Website: [www.carlislehvac.com](http://www.carlislehvac.com)

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Carlisle HVAC Products encompasses Hardcast Duct Sealants and Adhesives, DynAir Airflow Hardware, and the Nexus 4 Bolt Flange Closure System. We supply superior products and engineered solutions to ensure the sustainability of your HVAC system. Our products and solutions deliver maximum efficiency, unparalleled quality, and unmatched savings.

## Controlled Release Technologies, Inc.

1016 Industry Drive  
Shelby, NC 28152  
Main phone: 704.487.0878  
Main fax: 704.471.9352  
Contact name: Rachelle Cunningham  
Contact title: Assistant Executive Director  
Contact phone: 704.487.0878  
Contact email: [rachelle@cleanac.com](mailto:rachelle@cleanac.com)  
Co. email: [marketing@cleanac.com](mailto:marketing@cleanac.com)  
Website: [www.cleanac.com](http://www.cleanac.com)



Since 1986, Controlled Release Technologies has been a developer and manufacturer of innovative, proactive HVAC maintenance products, industrial coatings, and more. Our goal is to help people - business owners, facility managers, contractors, and distributors - solve the problems of HVAC systems, while making them better and longer lasting.

## Danduct Clean A/S

Teglvaenget 63  
Herning, 7400 Denmark  
Main phone: 0045 9712 3030  
Main Fax: 0045 9712 5444  
Primary contact: Tim Larsen  
Contact title: General Manager  
Contact phone: 0045 9712 3030  
Contact email: [danduct@danduct.com](mailto:danduct@danduct.com)  
Website: [www.danduct.com](http://www.danduct.com)

## Design Polymeric

3301 W. Segerstrom Ave.  
Santa Ana, CA 92704  
Main phone: 614.451.0780  
Primary contact: Scott Witherow  
Contact title Vice President  
Contact phone: 614.451.0780  
Contact email: [switherow@designpoly.com](mailto:switherow@designpoly.com)  
Website: [www.designpoly.com](http://www.designpoly.com)

## Duct Cleaners' Supply

11153 S Wilton River Road  
New Richland, MN 56072  
Main phone: 800.634.2822  
Main Fax: 888.634.2822  
Primary contact: John Bently  
Contact title: President  
Contact phone: 507.465.3829  
Contact email: [4viper@ductcleanerssupply.com](mailto:4viper@ductcleanerssupply.com)  
Website: [www.ductcleanerssupply.com](http://www.ductcleanerssupply.com)

## Ductmate Industries, Inc.

210 5th St.  
Charleroi, PA 15022-1514  
Main phone: 800.245.3188  
Main fax: 724.258.5494  
Primary contact: Ed Lash  
Title: Product Line Manager  
Contact phone: 724.258.0500  
Contact email: [ductmate@ductmate.com](mailto:ductmate@ductmate.com)  
Website: [www.ductmate.com](http://www.ductmate.com)



Ductmate Industries has proven to be the industry leader in engineered duct system and component solutions for more than 30 years. We offer several kinds of insulated, leak-proof access doors for rectangular and round ducts. Sandwich® and Square-Framed Access Doors are available for hitemperature, easy access and simple installation applications.

# VENDORS: Alphabetical List

## Dynestic Technologies

Parent Company: Environmental Control Services, Inc.  
P.O. Box 84  
Lima, PA 19037  
Main phone: 484.444.2328  
Main fax: 484.444.2328  
Primary Contact: Dale Stauffer  
Contact title: Sales Engineer  
Contact phone: 484.684.8648  
Contact email: dstauffer@ecsi.us  
Website: www.dynestic.com

## Fiberlock Technologies, Inc.

150 Dascomb Road  
Andover, MA 01810  
Main phone: 800.342.3755  
Main fax: 978.475.6205  
Primary contact: Cole Stanton  
Contact title: Vice President of Sales  
Contact phone: 800.342.3755  
Contact email: info@fiberlock.com  
Website: www.fiberlock.com

## Foster Products/H.B. Fuller

1105 South Frontenac St.  
Aurora, IL 60504  
Main phone: 630.952.1321  
Main fax: 800.952.2368  
Primary contact: Jim Dennison  
Contact title: Senior Market Manager  
Contact phone: 630.952.1321  
Contact email: jim.dennison@hbfuller.com  
Website: www.fosterproducts.com

## Fournitures Select Supplies

1965 55th Ave.  
Dorval, QC H9P 1G9, Canada  
Main phone: 514.339.9919  
Main fax: 514.636.0757  
Primary contact: Vincent Begin  
Contact title: President  
Contact phone: 514.339.9919  
Contact email: info@fournituresselect.qc.ca  
Website: www.selectpro.ca

## Gulf LIFA Co.

Barwa Commercial Ave., Industrial Area  
Arkan Building 23, Suite 2nd Floor  
P.O. Box 92050  
Doha, Qatar  
Main phone: +974 50059284  
Main fax: +974 4006 1510  
Primary contact: Parvaz Iqbal  
Contact phone: +974 4006 1510  
Contact email: inquiries@gulflifa.com  
Website: www.qlfgrc.com

## Heat Seal Equipment Ltd.

530 Westney Road S. #1  
Ajax, ON L1S 6W2, Canada  
Main phone: 905.683.9223  
Main fax: 905.683.7067  
Primary contact: Brent Ferns  
Contact title: Vice President  
Contact phone: 905.683.9223  
Contact email: sales@heatsealequipment.com  
Website: www.heatsealequipment.com

## Product Profile



**Where Technology Makes the Difference**  
*A Helping Hand for All Your Duct Cleaning Projects*



### Wolverine Robot

Cleaning, coating and inspection.

With:

- Computerized control system
- Integrated laptop control system

Use it to control, record and edit.  
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Worldwide

europe@biovacsystem.com  
Europe

# VENDORS: Alphabetical List

## Hypervac Technologies

Box 1952  
Lethbridge, Alberta  
Canada T1J 4K5  
Main phone: 403.327.5772  
Primary contact: Jim Thomson  
Contact title: President  
Contact phone: 403.327.5772  
Contact email: jim@hypervac.com  
Website: www.hypervac.com

## In-O-Vate Dryer Products

810 Saturn St., Suite 20  
Jupiter, FL 33408  
Main phone: 561.744.0473  
Main fax: 561.745.9723  
Primary contact: Cliff Budnick  
Contact title: VP of Business Development  
Contact phone: 561.744.0473  
Contact email: cliff@lintalert.com  
Website: www.inovate.com

## K-Flex USA, LLC

100 Nomaco Drive  
Youngsville, NC 27596  
Main phone: 800.765.6475  
Main fax: 800.765.6471  
Primary contact: Nicole Corsi  
Contact title: Marketing Business Analyst  
Contact phone: 919.435.5560  
Contact email: nicole.corsi@kflexusa.com  
Website: www.kflexusa.com

## Lambro Venting Products Inc.

675 rue Brossard  
Laprairie, QC J5R 2V1  
Canada  
Main phone: 45.444.0437  
Main fax: 45.444.2073  
Primary contact: Jean-Francois Pupo  
Contact title: Owner  
Contact phone: 45.444.0437  
Contact email: jf280560@hotmail.com  
Website: www.lambro.ca

## Lifa Air, Ltd.

Vellamonkatu 30 B  
Helsinki, Finland, 00550  
Main phone: 845.897.4773  
Main fax: 845.897.4776  
Primary contact: Kimmo Haapalainen  
Contact email: kimmo.haapalainen@lifa.net  
Website: www.lifa.net

## Meyer & Sons, Wm. W.

1700 Franklin Blvd.  
Libertyville, IL 60048  
Main phone: 847.918.0111  
Main fax: 847.918.8183  
Primary contact: David Bhem  
Contact phone: 847.918.0111  
Contact email: dbhm@wmwmeyer.com  
Website: www.meyervacuums.com

## Meyer Machine & Equipment

351 Main St.  
Antioch, IL 60002  
Main phone: 847.395.2970  
Main fax: 847.395.2972  
Primary contact: Jimmy Meyer  
Contact title: VP  
Contact phone: 847.395.2970  
Contact email: jimbob@meyermachine.com  
Website: www.meyermachine.com

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Meyer Machine & Equipment is the premiere manufacturer and supplier of Air Duct Cleaning equipment, tools, and accessories for residential, commercial, and industrial cleaning applications. Additionally, the full line of Dryer Vent Cleaning supplies makes Meyer Machine & Equipment a true One-Stop-Shop for Successful Contractors in the HVAC Inspection, Maintenance and Restoration Industry. In 2017, we celebrate a Silver Anniversary as The General and Meyer Machine & Equipment have achieved success for 25 Years!

## Naturesoft Air Product Solutions

1801 E Sumner Ave.  
Indianapolis, IN 46227  
Main phone: 317.787.2238  
Main fax: 317.787.2292  
Primary contact: Rick Sanders  
Contact email: naturesoft@sbcglobal.net



# VENDORS: Alphabetical List

## Nikro Industries, Inc.

1115 N. Ellsworth Ave.  
Villa Park, IL 60181  
Main phone: 800.875.6457  
Main fax: 630.530.0740  
Primary contact: Jim Milloy  
Contact title: Sales Manager  
Contact phone: 630.530.0558  
Contact email: milloy@nikro.com  
Website: www.nikro.com

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NIKRO Industries Inc., manufactures a complete line of environmental remediation equipment including: air duct cleaning equipment, HEPA filtered vacuums, insulation removal vacuums, portable air scrubbers, structural drying fans and dehumidification equipment. Turn to NIKRO for a safer environment!

## Professional Laboratories Inc.

1675 N Commerce Parkway  
Weston, FL 33326  
Main phone: 954.384.4446  
Main fax: 954.384.4838  
Primary contact: Ben Fontan  
Contact email: jamie@jem4.com  
Website: www.prolabinc.com

## RamAir International, Inc.

62900 Mercury Place  
Bend, OR 97701  
Main phone: 888.272.6247  
Main fax: 541.728.0273  
Primary contact: David Hart  
Contact email: dhart@ramair.co  
Website: ramair.co

## Rotobrush International, LLC

612 E Dallas Road. Suite 400  
Grapevine, TX 76051  
Main phone: 800.535.3878  
Main fax: 877.535.3878  
Primary contact: Lane Jeffries  
Contact phone: 817.310.2343  
Contact email: rotomail@rotobrush.com  
Website: www.rotobrush.com

## Scand Tech USA

P.O. Box 365  
440 John Fitch Blvd.  
South Windsor, CT 06074  
Main phone: 800.587.3980  
Main fax: 860.528.5556  
Company email: sales@scandtech.com  
Primary contact: Phil Benito  
Contact email: phil@scandtech.com  
Website: www.scandtech.com

## Sentinel Products

8901 Wyoming Avenue N  
Brooklyn Park, MN 55445  
Main phone: 800.373.0633  
Main fax: 763.571.1819  
Primary contact: Joe Cirone  
Contact email: jcirone@senpro.com  
Website: www.senpro.com

## ServiceTrade

4601 Creekstone Dr. Suite 260  
Durham, NC 27703  
Main phone: 919.246.9901  
Primary contact: Shelley Bainter  
Contact email: shelly.bainter@servicetrade.com  
Website: www.servicetrade.com

## SpeedClean

404 West Ave.  
Stamford, CT 06902  
Main phone: 888.700.3540  
Main fax: 203.323.1083  
Primary contact: Mike Hardy  
Contact title: VP, General Manager  
Contact phone: 888-700-3540  
Contact email: mike@speedclean.com  
Website: www.speedclean.com

## Steamatic, Inc.

3333 Quorum Drive, Ste. 280  
Fort Worth, TX 76137  
Main phone: 800.544.1303  
Main Fax: 817.820.2914  
Primary contact: Frank Van Zant  
Contact title: Director of Training  
Contact phone: 817.332.1575  
Contact email: fvanzant@steamatic.com  
Website: www.steamatic.com

# VENDORS: Alphabetical List

## Sunbelt Rentals

2341 Deerfield Dr.  
Fort Mill, SC 29715  
Main phone: 800.508.4760  
Primary contact: Ken Rothmel  
Contact title: Director of Strategic Accounts  
Contact phone: 704.506.8639  
Contact email: krothmel@sunbeltrentals.com  
Website: www.sunbeltrentals.com



Sunbelt Rentals is a full-service equipment rental company providing total solutions to the HVAC industry. From aerial work platforms to air compressors to pressure washers, we have the broadest equipment offering backed by 24/7 service and response. Rely on Sunbelt Rentals to equip your HVAC inspection, cleaning and restoration projects for success.

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## ThermalStar Grill Mask Tape Products

3418 South 48th St., Suite #8  
Phoenix, AZ 85040  
Main phone: 480.966.1988  
Main fax: 520.838.9809  
Primary contact: Jerry Lawrence  
Contact email: contact@GoThermalStar.com  
Website: www.ductmask.com

## UEMSI/HTV

N57 W13330 Reichert Ave.  
Menomonee Falls, WI 53051  
Main phone: 877.389.9999  
Main fax: 262.649.2205  
Primary contact: Brian Kotecki  
Contact title: VP of Sales/TV Operations  
Contact phone: 877.389.9999  
Contact email: brian@uemsihv.com  
Website: www.uemsi.com

## TECAI-INNOVA, S.L.

Las Balsas 16-B  
Logroño, Spain ES26006  
Main phone: (34) 941 44 50 56  
Main fax: (34) 941 25 24 71  
Company email: export@teinnov.net  
Primary contact: Victor Terron  
Website: www.teinnovcleaning.com

## Thermafex

381 Carwellyn Road  
Abbeville, SC 29620  
Main phone: 800.459.4822  
Main fax: 800.459.3828  
Primary contact: James Lollis  
Contact title: Sales Manager  
Contact phone: 864.366.3065  
Contact email: james.lollis@thermafex.net  
Website: www.THERMAFLEX.net



No matter what your flexible duct challenge, Thermafex can provide a solution. For over 60 years, we've concentrated on flexible duct solutions for a broad range of applications. We've fine tuned our products lines to ensure quality and performance. Our products are also cleanable using standard industry equipment. Contact us for more information.

## Vac Systems International

11950 Riverwood Drive  
Burnsville, MN 55337  
Main phone: 952.808.1617  
Main fax: 952.808.1617  
Primary contact: Peter Haugen  
Contact title: President  
Contact phone: 952.808.1619  
Contact email: phaugen@vacsysint.com  
Website: www.vacsysint.com  
Company email: info@vacsysint.com

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Vac Systems International offers a full range of "field proven" products and solutions for residential and commercial air duct cleaning needs based on 20 years of experience. Our goal is to help you succeed by helping you to maximize your productivity (for greater profits), maximize your cleaning quality (for greater customer satisfaction), and minimize cost (for greater savings).

## Wind River Marketing

P.O. BOX 1910  
Wilson, WY 83014-1910  
Main phone: 800.966.8003  
Main fax: 307.203.2095  
Primary contact: Travis Petersen  
Contact title: CEO  
Contact phone: 800.966.8003  
Contact email: travis@windrivermarketing.net  
Website: www.windrivermarketing.net

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BETTER.**

BEING GREAT AT DUCT  
CLEANING IS A WHOLE LOT  
EASIER WITH **HYPERVAC.**

---

*YOUR CHOICE OF CHASSIS  
STORAGE FOR PORTABLE VAC  
NO MORE POWER TAKE-OFF  
INCREDIBLE SUCTION  
ALUMINUM BODY WON'T RUST*



DISCOVER A WHOLE NEW WORLD AT

***HYPERVAC.COM***  
***1-866-315-5777***

## VENDORS: By Category

\* = See our display ad

**Access Doors**

BioVac System Inc.\*  
 Ductmate Industries Inc.  
 Meyer Machine & Equipment\*

**Adhesives**

BioVac System Inc.\*  
 Carlisle HVAC Products\*  
 Foster Products Corp./HB Fuller

**Agitation Devices**

Abatement Technologies, Inc.  
 BioVac System Inc.\*  
 Nikro Industries, Inc.\*  
 Scand Tech LLC\*

**Air Compressors**

Abatement Technologies, Inc.  
 BioVac System Inc.\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*  
 Sunbelt Rentals\*  
 Vac Systems International\*

**Air Duct Cleaning Tools  
(Whips/Brushes/Skippers)**

Abatement Technologies, Inc.  
 American CaddyVac, Inc.\*  
 Biltwel Duct Cleaning Equipment, Inc.  
 BioVac System Inc.\*  
 Duct Cleaners Supply\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*

**Air Duct Cleaning Trucks**

American CaddyVac, Inc.\*  
 Biltwel Duct Cleaning Equipment, Inc.

**Air Filters**

BioVac System Inc.\*

**Air Purification Systems**

BioVac System Inc.\*

**Anti-Microbial Chemicals**

BioVac System Inc.\*  
 Nikro Industries, Inc.\*  
 Vac Systems International\*

**Business Services**

Broadly Inc.  
 Wind River Marketing\*

**Cameras**

Nikro Industries, Inc.\*  
 UEMSI/HTV

**Coatings & Sealers**

Armacell LLC  
 BioVac Systems, Inc.\*  
 Carlisle HVAC Products\*  
 Controlled Release Technologies, Inc.  
 Design Polymeric  
 Dynesic Technologies\*  
 Nikro Industries, Inc.\*  
 Vac Systems International\*

**Coil Cleaning Chemicals**

BioVac Systems\*  
 Controlled Release Technologies, Inc.  
 Nikro Industries, Inc.\*  
 SpeedClean

**Condensate Treatments &  
Condensate Coatings**

Controlled Release Technologies, Inc.

**Cutting Tools  
for Service Openings**

Abatement Technologies, Inc.  
 Meyer Machine & Equipment\*

Nikro Industries, Inc.\*  
 Vac Systems International\*

**DEDP Testing Devices**

Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*

**Distributor Opportunities**

BioVac System Inc.\*

**Dryer Vent Cleaning Tools**

American CaddyVac, Inc.\*  
 BioVac System Inc.\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*  
 Vac Systems International\*

**Dryer Vent Ducting  
& Termination Devices**

In-O-Vate Dryer Products  
 Thermaflex

**Dryer Vent Safety Alarms**

In-O-Vate Dryer Products

**Duct Accessory Hardware**

Carlisle HVAC Products\*  
 Thermaflex

**Duct Inspection Equipment**

Aeroseal LLC  
 American CaddyVac, Inc.\*  
 BioVac System Inc.\*  
 Carlisle HVAC Products\*  
 Ductmate Industries, Inc.  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*  
 Scand Tech LLC\*  
 UEMSI/HTV  
 Vac Systems International\*

# VENDORS: By Category

\* = See our display ad

## Duct Materials (Replacement)

Armacell LLC  
Thermaflex

## Duct Sealants

Aeroseal LLC  
BioVac System Inc.\*  
Carlisle HVAC Products\*  
Ductmate Industries, Inc.  
Fiberlock Technologies Inc.  
Foster Products Corp./HB Fuller

## Equipment Rental

BioVac System Inc.\*  
Sunbelt Rentals\*

## Filters

Abatement Technologies Inc.  
BioVac System Inc.\*

## Flexible Duct

BioVac System Inc.\*  
Thermaflex

## Fresh Air Ventilation Products

BioVac System Inc.\*

## Hand Tools

Meyer Machine & Equipment\*

## Humidification/Dehumidification Equipment (Whole House)

BioVac System Inc.\*  
Sunbelt Rentals\*

## HVAC Cleaners/Degreasers

BioVac System Inc.\*  
Controlled Release Technologies, Inc.  
Fiberlock Technologies Inc.

## HVAC Supplies

Aeroseal LLC  
Carlisle HVAC Products\*  
Ductmate Industries, Inc.  
SpeedClean

## IAQ Consulting Services

Aeroseal LLC  
BioVac System Inc.\*

## Insulation

Armacell LLC  
BioVac System Inc.\*  
Ductmate Industries, Inc.  
K-Flex USA, LLC\*

## Insulation Adhesives

Armacell LLC  
BioVac System Inc.\*  
Carlisle HVAC Products\*  
K-Flex USA, LLC\*

## Insulation Repair

BioVac System Inc.\*  
Carlisle HVAC Products\*  
Design Polymeric

## Lab Analysis

BioVac System Inc.\*

## Liquid Chemical Application Systems

BioVac System Inc.\*  
Carlisle HVAC Products\*  
Nikro Industries, Inc.\*

## Marketing Business Consulting

Broadly Inc.  
Wind River Marketing\*

## Mold Remediation Equipment

BioVac System Inc.\*  
Nikro Industries, Inc.\*  
Sunbelt Rentals\*

## PPE/Safety Equipment

BioVac System Inc.\*  
Nikro Industries, Inc.\*

## Pressure Washers & Steam Cleaners

BioVac System Inc.\*  
Sunbelt Rentals\*

## Robotic Cleaning Equipment

BioVac System Inc.\*  
Carlisle HVAC Products\*  
Nikro Industries, Inc.\*  
Vac Systems International\*

## Sheet Metal Supplies

BioVac System Inc.\*  
Carlisle HVAC Products\*

## Spraying Systems

BioVac System Inc.\*  
Nikro Industries, Inc.\*  
Vac Systems International\*

## Surface Sampling

BioVac System Inc.\*

## Surface Treatments & Coatings

BioVac System Inc.\*  
Controlled Release Technologies, Inc.  
Dynesic Technologies\*

## Tape

Armacell LLC  
BioVac System Inc.\*  
Carlisle HVAC Products\*

# VENDORS: By Category

\* = See our display ad

## Testing Equipment

Aeroseal LLC

## Training Services & Schools

BioVac System Inc.\*  
 Carlisle HVAC Products\*  
 Duct Cleaners' Supply  
 Meyer Machine & Equipment\*

## UV Light

BioVac System Inc.\*  
 Meyer Machine & Equipment\*

## Vacuum Equipment

BioVac System Inc.\*  
 Nikro Industries, Inc.\*

## Vacuum Hoses & Connectors

American CaddyVac, Inc.\*  
 BioVac System Inc.\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*

## Vacuum/Collectors, Gas Portable

Abatement Technologies Inc.  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*  
 Vac Systems International\*

## Vacuum/Collectors, HEPA Contact

BioVac System Inc.\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*

## Vacuum/Collectors, HEPA Portable

BioVac System Inc.\*  
 Hypervac Technologies\*  
 Meyer Machine & Equipment\*

Nikro Industries, Inc.\*  
 Vac Systems International\*

## Vacuum/Collectors, Truck/Trailer Mounted

Biltwel Duct Cleaning Equipment, Inc.  
 Hypervac Technologies

## Ventilation Equipment

Thermaflox

## Visual Inspection

BioVac System Inc.\*

## Wet Vacuum

BioVac System Inc.\*  
 Nikro Industries, Inc.\*

## Zip Screw Supplies

BioVac System Inc.\*  
 Nikro Industries, Inc.\*

## Zoning Devices

BioVac System Inc.\*  
 Meyer Machine & Equipment\*  
 Nikro Industries, Inc.\*

**Looking for More HVAC Accounts?**

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MARKETING, LLC

**We specialize in cold calling & lead generation for the commercial HVAC industry.**

- ✓ We call on the top companies and facilities in your service area
- ✓ Service, repairs, cleaning, new equipment, energy efficiency, controls, etc
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[www.windrivermarketing.net](http://www.windrivermarketing.net)

**WINDRIVER**  
MARKETING, LLC

# Air Duct Cleaning Vacuums & Collectors

**Portable, Powerful & Price Appropriate**



## **- The General -**

5,250 CFM - w/ Vacuum Hose & Filter  
24" H<sub>2</sub>O Total Static Capability  
20 HP Kohler Command PRO Engine  
Compare with Van/Truck Mount System Performance  
OSHA/EPA/CARB Compliant Optional Fuel Tank Available  
Optional HUM-V Assist Drive System Available  
3-Year Engine Warranty

## **- The Ranger -**

7,000 CFM - w/ Vacuum Hose & Filter  
27" H<sub>2</sub>O Total Static Capability  
31 HP Briggs & Stratton Vanguard Engine  
Compare with 'Duct Truck' System Performance  
OSHA/EPA/CARB Compliant Optional Fuel Tank Available  
Optional HUM-V Assist Drive System Available  
3-Year Engine Warranty



## **- The Electrak 1 -**

2,000 CFM - w/ Vacuum Hose & HEPA Filter  
9" H<sub>2</sub>O Total Static Capability  
1.5 HP, 110 Volt Motor  
Variable Speed Drive (Start on 1/2 Amp, up to 20 Amps)  
3-Stage Filtration, Class 100 - Hospital Grade Air  
Integral Hand Truck w/ Stair Climber  
Easy to Roll Cabinets w/ Casters



**Meyer Machine & Equipment, Inc.**

**1-800-728-DUCT (3828)**

**[www.MeyerMachine.com](http://www.MeyerMachine.com)**

**Equipment & Supplies For the Successful Contractor!**





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by becoming a Carlisle HVAC  
Products Authorized Applicator

Broaden Your Market by Sealing  
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Carlisle HVAC Products' Authorized Applicator Training Program will equip you with the necessary knowledge and training to be an expert at ductwork restoration.

Carlisle HVAC Authorized Applicator Training Program 2017:

April 12-13

June 7-8

August 9-10

October 11-12

November 8-9

Call Frank Forrest at 972.429.4972 or email  
[frank.forrest@carlislehvac.com](mailto:frank.forrest@carlislehvac.com) for more information.



**Carlisle HVAC Products**

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# AUTHORIZED APPLICATOR TRAINING PROGRAM

## Day 1

Activity	Details/Location
MEET & GREET	8:30 AM / Front Training Room
PLANT TOUR	Plant
CARLISLE HVAC PRODUCTS PRESENTATION	Front Training Room <i>Why leakage reduction is important and the associated standards</i>
DUCT\$ENSE AND ROI PRESENTATION	Front Training Room
DUCT LEAKAGE PRACTICAL PRESENTATION	Front Training Room <i>PowerPoint - Basic Testing Steps and Remediation Testing</i>
DUCT LEAKAGE CALCULATIONS	Cold Room <i>SMACNA Leakage Class calculation for duct section to test in cold room</i>
DUCT LEAKAGE TESTER DEMO	Cold Room <i>Testing of two un-sealed duct sections; compare results to calculations</i>
SEALANT PRODUCT REVIEW	Cold Room
BUCKET & BRUSH REVIEW	Cold Room
ROLLED SEALANT APPLICATION / LEAKAGE TEST	Cold Room <i>Compare unsealed duct leakage vs. duct leakage after application of rolled sealant</i>
DINNER	6:30 PM / TBD

*Breaks will be given at appropriate intervals.*

## Day 2

Activity	Details/Location
ISAAC CLEANING AND SEALING DEMO	8:00 AM / Cold Room
ISAAC EQUIPMENT REVIEW	Cold Room
ISAAC INSPECTION DEMO	Cold Room
MOBILE SEALANT DELIVERY SYSTEM REVIEW	Cold Room
SET UP AND SPRAY EXTERNAL	Cold Room
STUD-LOCK/SPRING-LOCK, WELD PIN, EDGE SEAL DEMOS	Cold Room
RE-TEST OF ROBOTICALLY SPRAYED SECTIONS	Cold Room <i>Compare leakage with results of unsealed leakage test</i>
BUILDING EXAMPLE	Front Training Room
ROUND TABLE DISCUSSION / WRAP UP	Front Training Room
CLASS DISMISSED	Approximately 5:00 PM

*Breaks will be given at appropriate intervals.*





**1-800-587-3980**  
**SCAND TECH USA**  
*"simply the best"*

**RESIDENTIAL  
 Cleaning Kit**



**Whipstream Riser  
 Cleaner Kit**



**Wohler VIS 3XX  
 Video Inspection Kit**

*Only Scand Tech equipment  
 can reach 150+ feet from  
 just one opening.*



*Don't be a Duct & Vent Hac &  
 Vac. Move up to the powerful  
 high volume Scand Tech  
 Equipment.*

**A-10 TANK  
 KILLER**

Mobility (Wheel Kit) option available.

- ✓ POWERFUL (70 CFMs)
- ✓ COMPACT (405 lbs)
- ✓ CONSTANT AIR
- ✓ SIMPLY THE BEST!



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**HIGH VOLUME  
 COMPRESSED AIR**

