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Also in this issue

Increased IAQ Demand Drives the Economy 14
Your Quarterly Marketing Hack 16
NADCA Delivers on New Member Resources 20

ADVERTISERS INSIDE

BioVac Systems, Inc. ................................................22
Duct Cleaners Supply .............................................8
Hardcast.........................................................36, Inside Back Cover
LIFA Air.................................................................32
NIKRO.............................................................Inside Front Cover
ScandTech..................................................Back Cover
Sunbelt Rentals .........................................................2
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Feature

2020 Buyers Guide

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In Every Issue

4  President’s Letter
7  Chief Executive Officer’s Letter
9  Executive Director’s Letter
13 Industry Calendar
23 New NADCA Members and ASCSs
24 Committee Spotlight

Industry News

12  In Brief
14  U.S. Economic Recovery May Be Driven by Increased Demand for Indoor Air Quality

Your Business

16  Your Communications Plan Using a One-page Quarterly Template
18  Over Half of Small Businesses are Looking to Hire

NADCA News

20  New Infographic Tools Educate and Promote Member Success

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I was driving from an appointment recently and finding myself in a sense of peace and happiness. As I drove into my neighborhood, I was distracted by the glaring sun and almost hit a pedestrian. After getting out of my vehicle and apologizing to my potential victim who wanted nothing to do with me, I did some serious soul searching. How many times can we be distracted by our challenges or successes and lose a sense of what is happening around us?

Back in the mid 90s we were blessed to have a growing business. One of our main budget expenses for advertising was the Yellow Pages (remember phone books?). We also gladly paid our annual dues to be a proud member company of NADCA. There was a blow and go company up the street that also advertised in the same books as us that boldy printed the NADCA logo and proudly boasted NADCA membership. I called our management company at the time to see if this company was a member and was told they were never a member. This was my first real foray into dealing with fraudulent companies. It took until the next printing of the Yellow Pages, but that blow and go company stopped using the NADCA logo and a few years later went out of business.

Our membership is in a very good position for growth due to the efforts of our Standards and Specifications Marketing Manager distributing our ACR and Specifications to engineers, architects, building managers and decision makers. As mentioned in my last message, the pandemic has brought indoor air quality and air duct cleaning to the forefront of everyone’s mind. Our industry continues to become a very powerful piece of the indoor air quality puzzle. Unfortunately, our success has attracted more fraudulent companies than ever before utilizing every resource possible to not only take business away from our members, but in some instances, pose as some of our members.

We have a very active Anti-Fraud Task Force that has discussed these issues and with the guidance of our great team at Association Headquarters, we are going after as many of these companies as we can. Trademark infringement
The pandemic has brought indoor air quality and air duct cleaning to the forefront of everyone’s mind.

Issues are aggressively being pursued. Websites of some of these companies are successfully being taken down. There is a grass roots effort on many of the social media platforms to expose these fraudulent companies. Our Breathing Clean campaign continues to gain traction and produce more videos to educate the public.

A main concern of many of our members is fraud. As we continue to battle these companies, we need your help. Please contact our team regarding unscrupulous activity.

Contact your State Attorney General’s Office to report these issues. If enough complaints are brought to their attention they may realize how serious our concerns are and take action.

Our founders may never have imagined the growth and success of our association. Unfortunately, with success, pretenders want to capitalize on that by riding on our coat tails. Keep an eye on your rear view mirror and continue to watch who may be sneaking up on you.

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@ahint.com.
# NADCA Committee Assignments

## Annual Meeting Committee
Chair: Kelly Dexter  
Immediate Past Chair: Mark Zarzeczny  
Brooks Ingrassia  
Mike McDavid  
MJ Palazzolo  
Ray Strozyk  
Cindy White

## By-Laws Policies Procedures Committee
Chair: Dan Stradford  
Immediate Past Chair: Richard Lantz  
Sharon Altenhoff

## Certification Committee
Chair: April Yungen  
Co-Chair: Jim Castellano  
John Bently  
Rick MacDonald  
Andrew McLaughlin  
Clint Orr  
Billy Spano

## Education & Safety Committee
Chair: Mike Dexter  
Co-Chair: Clint Orr  
Jeff Bagley  
Randy Jackson  
Rick MacDonald  
Kehau Mendes  
Sheldon Smiley  
Kevin Uilkie

## Ethics Committee
Chair: Dan Stradford  
Co-Chair: Paul Keller, Jr  
Kelly Dexter  
Vito Moscato  
 MJ Palazzolo  
Ken Rothmel  
Michael Vinick

## Finance Committee
Chair: April Yungen  
Immediate Past Chair: Mike White  
Jim Castellano  
John Muller  
Mike Zarzeczny

## Industry & Public Relations Committee
Chair: Kehau Mendes  
Perry Bagley  
Kelly Dexter  
Bill Hippen  
Terry Lee  
Scott Moritz  
Andrew Rodgers  
Stephen Worrall

### SUBCOMMITTEE: Anti-Fraud Task Force
Chair: Mark Zarzeczny  
Co-Chair: Rich Spano  
Jim Castellano  
Kelly Dexter  
Billy Spano  
Stephen Worrall

### SUBCOMMITTEE: Editorial Committee
Chair: Richard Lantz  
Kehau Mendes  
April Yungen

## Membership Committee
Chair: Jim Castellano  
Immediate Past Chair: April Yungen  
Joseph Butts  
Kelly Dexter  
MJ Palazzolo  
Kevin Uilkie  
Mark Zarzeczny

### SUBCOMMITTEE: Regional Coordinators
Chair: April Yungen  
Immediate Past Chair: Mike White  
Michael McDavid  
U.S. Northeast  
U.S. Northwest  
U.S. Southeast  
Canada Region 9  
Canada Region 9.5  
Mid-East Region 10  
Australia Region 11  
Italy Region 12  
China Region 15  
Central & S. America

## Leadership Development Committee
Chair: Mark Zarzeczny  
Mike Dexter  
Rick MacDonald

## Standards Committee
Co-Chairs: Bill Lundquist  
April Yungen  
Immediate Past Chair: Richard Lantz  
Andrea Casa  
Charlie Cochrane  
Greg Long  
Mike McDavid  
Patrick O’Donnell

## Strategic Planning Committee
Chair: Richard Lantz

## SUBCOMMITTEE: Energy Study Task Force
Chair: Dan Stradford  
Co-Chair: Tyler Batchelder

## SUBCOMMITTEE: Fall Technical Conference
Co-Chairs: Mike Dexter  
Kehau Mendes  
Perry Bagley  
Dennis Cicala  
Brooks Ingrassia  
Richard Lantz  
Mike McDavid  
Vito Moscato  
Kevin Uilkie  
Mike White

## SUBCOMMITTEE: Editorial Committee
Chair: Andrea Casa  
Co-Chair: Hugo Hernandez  
Jeffrey Anderson  
Scott Gregson  
Al Sutton  
Andrea Casa  
Hugo Hernandez  
Jeffrey Anderson  
Scott Gregson  
Al Sutton  
Andrea Casa  
Hugo Hernandez  
Jeffrey Anderson  
Scott Gregson  
Al Sutton
As we enter the holiday season and the cold, winter months, I would be remiss in not mentioning the life and death of the most prolific civil rights icon in my lifetime. To say she was an inspiration to me, to my friends, and to my daughters, would be an understatement. But men, do not fret, as she was equally instrumental in fighting for your rights as well.

Ruth Bader Ginsburg presented such zealous representation for human rights, but specifically for men, which many don’t know! In 1976, she defended a frat boy’s civil liberty to drink beer – literally. In Craig v. Boren, the plaintiff was a fraternity brother who was maddened that he couldn’t purchase beer in Oklahoma. An administrative statute allowed his local liquor store to sell beer to women before they were 21 years of age, but not to men, on the basis that women were the more responsible drinkers. While RBG admitted the case was “a non-weighty interest pressed by thirsty boys,” she still argued strenuously on their behalf. And by the way, she won. So, raise your best lager and give RBG a salute!

Now, to the second headline that 2020 won’t let go... COVID-19.

The COVID-19 Effect – Where do we go From Here?
I’m not talking about the health effects, but I am talking about your business, its future and the direct and indirect impact on our economy.

NADCA knows that this is probably a once in a lifetime event that will change and shape the future of the industry. Some businesses have been unable to sustain operations, but the majority have and are busier than ever. We’ve closed out the 2020 renewal cycle at 92% renewed, down from an average of 95% in the past eight years. Not bad in a pandemic, but we know the opportunity that lies ahead. As more and more mechanical contractors, mold remediators and restoration professionals continue working through building opening and closing due to the rise and fall of COVID infection rates, they are going to need to either add duct cleaning services to their portfolio or hire one of you, the members of NADCA.

I’ve been watching ASHRAE and a few other industry organizations and I’ve

“As more and more mechanical contractors, mold remediators and restoration professionals continue working through building opening and closing due to the rise and fall of COVID infection rates, they are going to need to either add duct cleaning services to their portfolio or hire one of you, the members of NADCA.”
been looking for real scientific clarity around transmission of COVID-19 in HVAC systems. There seems to be plenty of anecdotal evidence of transmission and much talk about filters and fresh air exchange, but I want to know what our members are doing. What are you seeing out there and how are you tackling duct cleaning in this era? No doubt that source removal of any contaminant, viral or otherwise, will be the most effective way to eradicate the spread, but I want to learn how each of you are addressing your customer’s concerns and request for COVID-19 cleaning, if at all. Please email me at Jodi@nadca.com. There may be an opportunity to showcase your efforts with a feature story in DucTales and to build upon it for the good of the industry.

And the third and final headline of 2020 (as of press time)…Election 2020.

By the time this issue hits your mailbox, the results of the 2020 election will be final and people across the world will know who the President of the United States will be for the next four years. No matter your politics or your beliefs, I sincerely wish each of you peace and contentment. I hope you join in my desire to create respectful communication exchanges and genuine care for country and fellow countrymen and women. America first! ●

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From industry leaders in innovation, Duct Cleaners' Supply
Volunteering is a Pathway to Happiness

By Kristy Cohen, NADCA Executive Director

It’s indisputable that 2020 has tested our resolve in so many ways – from our health to our finances, to our job security and our politics – it’s pretty fair to say that people are stressed out. As we find ourselves in the dark winter months facing increasing COVID-19 cases and limitations in our ability to gather together in traditional ways for the holidays, it’s more important than ever that we find ways to actively pursue happiness.

One pathway to happiness is through volunteering. In a study published this year in the Journal of Happiness Studies, researchers examined data from nearly 70,000 research participants in the United Kingdom, who received surveys about their volunteering habits and their mental health, including their distress and functioning in everyday life, every two years from 1996 to 2014.

Compared to people who didn’t volunteer, people who had volunteered in the past year were more satisfied with their lives and rated their overall health as better. Additionally, the researchers found that people who volunteered more frequently experienced greater benefits: Those who volunteered at least once a month reported better mental health than participants who volunteered infrequently or not at all.1

Volunteering with your industry association offers many benefits:

1. Connection with others
   Volunteering allows you to connect to your industry and make it better. There’s a sense of unity and pride when people work together collectively toward common goals.

2. Reduced effects of stress, anger & anxiety
   Human beings are hard-wired to give to others. The more we give, the happier we feel.

3. Increased self-confidence & sense of purpose
   You’re doing good for others and the industry, which provides a sense of accomplishment. Your role as a volunteer gives you a sense of pride and identity.

4. Career advancement & industry insight
   Volunteering gives you connections and insights from fellow professionals. You build invaluable relationships that can help you grow your business and get more referrals.

5. More fun and fulfillment in your life
   Doing volunteer work can be an energizing escape from your day-to-day routine. You’ll gain a renewed sense of creativity, motivation and vision.

When asked why professionals volunteer with their associations, here are some common responses:

- I want my industry to be strong
- I’ve learned so much in the years that I’ve volunteered
- I’m viewed as a leader in the industry because of my involvement with the association...
I get to build relationships with the most influential people in my industry

I get to influence and shape the industry's future.

If any of this resonates with you and you’re looking for that something to bring you more fulfillment and sense of purpose, now is the time to volunteer with NADCA.

While we’ve made tremendous progress over the last several years in elevating our industry, there’s so much more work ahead. We’re on the cusp of making significant breakthroughs related to our energy study to prove the benefits of air duct cleaning. Our specification is picking up traction around the globe to reinforce the importance of specifying NADCA members for commercial projects. We’re working to find new ways to find the scammers in our industry and deliver the best possible education and training for our members.

We can’t do it without the next generation of volunteer leaders who are willing to step up and roll up their sleeves to help us get there. I can tell you that there are a million ways that you can volunteer and contribute to the industry. From joining committees, to writing articles and contributing content, to mentoring and instructing classes, to serving on the NADCA board and setting the policies and strategies that will drive us forward into the future – it’s all here for you.

And you’d better believe that when our volunteers come together whether it’s in person in the board room or via a Zoom call or at the Annual Meeting, it feels like family. We support each other, we learn from each other and we laugh with each other. There’s no better feeling then giving back and making a difference. Volunteer today and pursue your happiness!

Executive Director’s Letter

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**CANADA**

Canadian-based EffectiV HVAC Inc. has designed a new product, UV Diffusers, to contain the spread of COVID-19 through ventilation systems using UCS light. UVC radiation is already known as an air disinfectant. The company claims its UV solutions “can sterilize pathogens with an efficiency of up to 100% based on the amount of airflow. The system uses ozone-free UV lamps and UVC light with claims to neutralize COVID-19, tuberculosis, legionella and other pathogens; it also uses MERV-9 filters to combat dust, pollen and other larger particles.

**IRELAND**

A report issued out of Dublin states that the global market for HVAC rental equipment is projected to reach US$1.9 billion by 2027, growing at a compound annual growth rate (CAGR) of 6.8% over the analysis period (2020-2027).

It is also estimated that, within the United States, the HVAC rental equipment market will grow to $324.5 million in 2020, while China is forecasted to reach a market size of $414.7 million by 2027.

The global residential segment – which includes the United States, Canada, Japan, China, and Europe – is estimated to drive the 5.3% CAGR for that segment and account for a combined market size of US$267.7 million. By the end of the year, it will reach a projected size of US$384.5 million (by the close of the analysis period).

**CONNECTICUT**

Several top luxury hotel brands, including the Marriott’s Autograph Collection Hotels and the Ritz-Carlton, are now using ionization technology in their properties’ HVAC systems to help neutralize viruses, including COVID-19. The hotels are among the first worldwide to install the technology, which has been proven to help reduce MS2 bacteriophage, a surrogate for SARS-CoV-2 (the virus that causes COVID-19) by 99%.

**OHIO**

The state of Ohio recently announced its $28 million COVID-19 Indoor Air Quality Assistance Program to help assisted living centers, nursing facilities and adult day centers improve indoor air quality and take steps to reduce the transmission of COVID-19. Facilities must be licensed by the Ohio Department of Health to apply for reimbursement of HVAC improvement or replacement expenses in response to COVID-19. Funding for the program comes from the Coronavirus Aid, Relief and Economic Security (CARES) Act and funds are distributed through the Ohio Bureau of Workers’ Compensation.
IAQA 2021 ANNUAL MEETING & EXPO  
February 17-19, 2021 • Austin, Texas  
annualmeeting.iaqa.org

NADCA’S 32ND ANNUAL MEETING & EXPOSITION  
March 8-10, 2021 • Fort Lauderdale, Florida  
annualmeeting.nadca.com

2021 AHR EXPO  
March 15-17, 2021 • Chicago, Illinois  
ahrexpo.com

2021 INTERNATIONAL RESTORATION CONVENTION + INDUSTRY EXPO  
June 28-30, 2021 • Kissimmee, Florida  
restorationindustry.org/2021-restoration-convention-industry-expo

NADCA’S 33RD ANNUAL MEETING & EXPOSITION  
March 20–22, 2022 • Aurora, Colorado

NADCA’S 2021 FALL TECHNICAL CONFERENCE  
September 16-18, 2021 • Charlotte, North Carolina

NADCA’S 2022 FALL TECHNICAL CONFERENCE  
September 15-17, 2022 • Atlantic City, New Jersey
U.S. Economic Recovery May Be Driven by Increased Demand for Indoor Air Quality

91% Say Indoor Air Quality is Critical in the Fight Against COVID-19

With real-time data available in almost every other aspect of their personal lives, consumers have come to expect data-driven insights to help inform their daily decision-making. Consumers are now paying close attention to indoor air quality (IAQ) which will inevitably drive demand for such information. Building owners must not only ensure their buildings can adequately deliver safe IAQ but they must also effectively communicate their efforts and the impact of those efforts to their occupants in order to drive occupancy and economic recovery.

Carbon Lighthouse, an energy savings-as-a-service company for commercial real estate, recently announced the results of an insights survey of over 1,000 U.S. consumers to better understand their sentiment around IAQ, and the impact of these perceptions. The results reveal that a vast majority – 91% – of consumers believe that IAQ is important in the prevention of COVID-19 spread. Consumers are taking this into account when considering re-entering public buildings, with 76% saying that a ‘rating system’ on the IAQ of a building – similar to restaurant ratings – would help them feel better about entering that building. These results underscore the need for building owners and operators to quickly address consumers’ very real and growing concerns around IAQ as part of reopenings during the winter months, to drive economic recovery and build long-term business resilience.

“Consumers are setting the tone now. It’s clear that real-time indoor air quality information is critical to rebuilding consumer confidence and will play a critical role in the economic recovery from the devastating effects that COVID-19 has had on businesses,” said Matt Ganser, EVP of Engineering and Product at Carbon Lighthouse. “Democratizing data on a building’s IAQ will empower consumers with the insights they need to make informed decisions about the buildings they enter and the impact on their health and safety, ensuring a quicker return to indoor spaces.”

With rent and the viability of businesses at stake if public buildings aren’t able to address IAQ, it’s good to know that the science in addressing the challenge
is clear. With the right data on airflow and ventilation, building owners can ensure that COVID-19 mitigation measures have the desired effect and can confidently convey that to its occupants. To achieve this, however, buildings must be equipped with the right management systems and technology to provide the insights that consumers need.

Investments in a healthier building will pay off long-term. Lawrence Berkeley National Laboratory estimates improving IAQ in offices could add as much as $20 billion annually to the U.S. economy, while Harvard Business Review estimates the benefits of higher ventilation to be between $6,500 and $7,500 per person per year in employee productivity. These insights will drive tenants to actively seek healthier buildings for their employees as they plan their economic recoveries.

Beyond the immediate need to rebuild occupancy in the face of COVID, addressing IAQ can serve as the tip of the spear for a larger, much-needed modernization of our indoor spaces.

More notable insights from the Carbon Lighthouse survey include:

- 89% of consumers are aware that viruses are transmitted through the air.
- 64% of those that weren’t aware were 21-34 years old, indicating a lack of awareness about IAQ and airborne transmission among Millennials and Gen Z.
- 72% said they’re at least somewhat likely to use an app or website that provides information on a building’s IAQ.

The survey also revealed insights for hotels, offices and schools:

- 77% of consumers said proof about a hotel’s IAQ would impact their decision on where to stay.
- 52% said they would pay more to stay at a hotel with better IAQ.
- 74% said that having information on IAQ would make them feel more comfortable with returning to the office, at least part-time.
- 66% of consumers said that information on a school’s IAQ would impact their confidence that it is safe to return.

Guess what time it is? It’s planning season, and this means it’s time to begin to think about your marketing and communications plans for 2021. I know how incredibly challenging it is to try to plan anything these days, but this article outlines a foolproof way of doing it in 90-day increments, which is ideal the current economy and market.

Think “Traction”
Creating a communications plan is similar to business planning with the same challenges. Plans are often developed for the following 12 months without any strategic foresight; they’re typically a list of tactics with dates assigned to them; and then the plan gets shoved in the proverbial drawer and never seen again because things didn’t go according to plan and the list of tactics was no longer relevant.

If your “plan” is a list of tactics this process will repeat itself year after year. This year, take a strategic approach to planning — then it won’t matter what the tactics are; you’ll still have success.

Many business owners are familiar with the book, *Traction: Get a Grip On Your Business*, as a resource for strategic planning. While the book is written for business planning, the same process works for marketing and communications planning.

The book outlines eight questions to think through, plan for and work with leaders (even if it’s just you) that can be used to help develop an effective communications plan.

**What are the core values of the organization?**
What values does your marketing or communications plan need to communicate internally and externally? Has anything changed since earlier this year when consumers began to require organizations to take a stand for social justice?

**What is your core focus?**
Again, you need two answers: one for the organization and one for your marketing or communications plan. This will include who your target audience is, a list of prospects by title and industry, which products or services are key to success for 2021 and anything new, such as pricing, product launches or evolution of what already exists.

**What is your 10-year target?**
While a 10-year target is extremely challenging right now, you can still think through what success looks like a decade from now. Your plan may change before you get close to that 10-year target, but thinking about where we are right now and how marketing needs to evolve to support your business at that point is a great way to think about your 10-year target.

**What is your marketing strategy?**
What do you need to achieve next year? Is it marketing leads? Marketing qualified leads? Sales qualified leads? All of the above. The strategy informs the marketing plan, which informs the sales plan, which informs revenue goals.

**What is your three-year picture?**
Now that you have answers to these questions, it’s time to think about what success looks like three years from now. What benchmarks will help edge you closer to that 10-year target?

**What is your one-year plan?**
What does success look like at the end of 2021? Focus on marketing and communications — what do you want to accomplish with your marketing or communications by the end of the year?

**What are your quarterly rocks?**
It’s easy to let the day-to-day grind take over. However, setting “rocks” each quarter—things you absolutely must accomplish in a 90-day period — helps to keep your goals on track.
Rocks help you to stay laser-focused on goals and not get waylaid by the shiny, new toys or the next big idea. The rocks can change every quarter, but they need to stay the same — and achievable — for 90 days.

What are your issues?
An issue is an unresolved problem, idea or opportunity. You will always have issues. You may solve one issue only to discover another that needs to be addressed. What are the issues you need to address right now to be able to achieve your goals — your rock — in the next 90 days? It might be upgraded software, a new hire, or a better way to track results. Whatever those issues happen to be, get them down on paper.

The One-Page Quarterly Plan
Working through so many questions, especially with a strategic mind, takes significant time. I encourage you to invest the time now so you can start the new year in a great place. After you scribble and doodle your visions, goals and issues, it’s time to pull it all together into one place: the one-page quarterly plan.

This one-page quarterly plan allows you to see what your goals are for the year and the next five years, and, importantly, what you need to do in the next three months to move you toward those larger goals.

It drives your core values and your purpose, and allows you to ask, “What are we doing exceptionally well?” (this would be opportunities to exceed goal) and “What are we missing?” (this would be threats to making goal).

On the one-pager, you’ll find your organization’s name and the date (the date should change each quarter) along with a place for you to write answers to all eight questions in one place.

There are two things you want to add that you haven’t already thought through: deadlines and resources that will allow you to achieve your goals.

Planning Takes Discipline
As you plan, your draft document may be 30 pages in a Google Doc, several pages in a notebook, lots and lots of post-it notes or a carefully curated whiteboard, the one-page quarterly plan requires you to narrow it down to only one page.

The idea here is to not write a plan so large you never go back to it, so if it actually turns into two pages, that’s OK. The idea is to drill it down into something that can be easily referenced every day, if needed.

It’s not easy work and it does take a lot of time — time that you may not want to take — but if you want to execute well and have results in 2021, it’s imperative you do this work now.

Gini Dietrich is the founder, CEO, and author of Spin Sucks, host of the Spin Sucks podcast, and author of Spin Sucks (the book). She is co-author of Marketing in the Round, co-host of “Inside PR,” and co-host of “The Agency Leadership Podcast.”

DOWNLOAD THE ONE-PAGE QUARTERLY PLAN TEMPLATE AT bit.ly/2VxQR55.
Small businesses reported a historically high level of job openings in November, according to NFIB’s monthly jobs report. Overall, 53% reported hiring or trying to hire in November, down 2 points from the previous month. A seasonally adjusted net 21% of owners are planning to create new jobs in the next three months, up three points from October.

“Small businesses are doing their best to end the year on a good note, but the economic recovery remains uneven with some industries near full recovery and others still struggling,” said NFIB Chief Economist Bill Dunkelberg. “Finding qualified workers for open positions has only gotten worse as the pandemic caused an even tighter labor market. A surge in the labor force participation rate would be welcome news to small employers.”

Thirty-four percent (seasonally adjusted) of owners reported job openings they could not fill in the current period, up one point from October’s reading. Eighty-nine percent of those owners trying to hire reported few or no “qualified” applicants for the positions they were trying to fill. Twenty-seven percent of owners reported few qualified applications for their positions and 20% reported none.

Twenty-nine percent of owners have openings for skilled labor and 13% have openings for unskilled labor. Six percent of owners cited labor costs as their top business problem (down two points) but 24% said that labor quality was their top business problem (up 2 points), exceeding the percentages selecting taxes, regulations, and weak sales as their top problem.

Firms increased employment by 0.16 workers per firm on average over the past few months, an increase of 0.06 workers per firm compared to October’s reading. Up 1 point, 12% reported increasing employment an average of 2.6 workers per firm and 14% reported reducing employment an average of 3.1 workers per firm (seasonally adjusted).

A net 24% (seasonally adjusted) of owners reported raising compensation and a net 20% plan to do so in the coming months. Small business owners continue to drive opportunity and employment in America despite difficult conditions, and will be a key driver for economic recovery and growth in 2021.
NEW INFOGRAPHIC TOOLS EDUCATE & PROMOTE MEMBER SUCCESS

NADCA is continuously at work for its members — elevating the value of membership, providing innovative, industry-specific business tools and helping them to cultivate successful businesses.

The latest in these efforts is the creation of three new infographics, each specifically designed to:

• Help you get the most out of your membership
• Promote the automatic insertion of a NADCA-certified Air Systems Cleaning Specialist responsible for the specified project in general specs among construction and building professionals
• Broadcast the benefits of ACR, The NADCA Standard, and the use of NADCA professionals to homeowners

“We’re excited to offer these tools that not only outline the value of member benefits, but also help members actively promote NADCA Standards and educate homeowners and commercial consumers,” said Jodi Araujo, CEM, Chief Executive Officer for NADCA.

The Benefits of NADCA Membership
As a member, are you taking advantage of everything at your disposal? Now you can find out at a glance! This infographic shows all the benefits of NADCA membership, all in one place. Download and use this as a tool to share the value of membership. Not only will all new members receive this upon joining, but it will be used at various events to get the word out on all that NADCA has to offer.
**Commercial Standards and General Specifications**

Spec writing is often a regular part of the job for architects, engineers, facility managers and specifiers. Why not make it simple for them to install the highest level of HVAC system cleaning — by requiring a NADCA member to clean to the NADCA Standard?

This infographic promotes NADCA's general specification document, written in collaboration with the Construction Specifications Institute (CSI), which utilizes an easy plug-and-play template. Every time a commercial job specifies they want a NADCA member, they’re seeking both your business and a job well done.

**Breathing Clean: Educating the Media and Homeowners**

The topic of air quality is trending more than ever, and NADCA has created this tool to help educate and protect the homeowner.

NADCA has been reaching out to bloggers and consumer media, and recent efforts have generated mainstream media stories that continue to broaden our reach to the consumer about the benefits of proper air duct cleaning, the importance of hiring a NADCA member and avoiding scams (for example, see “NADCA Makes Its Debut in Real Simple® Online Magazine," in September/October 2020 issue of Ductales). These stories also drive traffic to member websites by linking directly to the NADCA Find a Professional directory.

However, members can use it too! Download it and print it out to give to your customers, or post it on your business’s website to educate homeowners about the benefits of doing the job right.

“**The topic of air quality is trending more than ever.**

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**ATTENTION ENGINEERS, ARCHITECTS & CONSTRUCTION SPECIFIERS!**

The NADCA General Specification, written in collaboration with the Construction Specifications Institute (CSI), is the world’s most respected specification for HVAC system cleaning. It is well-tailored to the needs of architects, engineers, facility managers, and specifiers.

**WHY YOU SHOULD USE IT:**

- **SAVE TIME**
  - The NADCA General Specification template is plug-and-play, allowing you to customize and submit your proposal, saving you valuable time and money.

- **MITIGATE RISK**
  - NADCA’s General Specification includes protocols for proper HVAC system cleaning and requires that a certified air systems cleaning specialist (ASCS) is responsible for the job.

**Includes:**

- Administrative requirements
- Submittals
- Qualifications
- Equipment maintenance
- Quality control

**FREE DOWNLOAD**

generalspec.nadca.com

**Questions?**

Email generalspec@nadca.com

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**THE TOPIC OF AIR QUALITY IS TRENDING MORE THAN EVER.**
WHERE TECHNOLOGY MAKES THE DIFFERENCE
A HELPING HAND FOR ALL YOUR DUCT CLEANING PROJECTS

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

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

Variable Speed Technology Tested and sold since the last 5 years
- Variable CFM from 0 to 5,000
- Plug and play: 50/60 hz 120-220 volts
- Slow start: prevents breakers from over loading
- Modular: commercial and residential plenum
- Maximum dust collection capacity
- Tested DOP

Duct Bull-Eye
- Flexibility, Clarity, 50 feet, colour

Airless Lance Spray System
- Our spraying system can be used manually or with a robot

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

Python Brush
- Versatile, sturdy

Desert Storm Robot

Bullet Whip Head Kit

Skipper Ball
- Forward, Backward, Rotative

Super Zone Bag
- 18" - 26" - 36" - 44"
- Super resistant with Ball Valve

Clients enjoy doing business with us
BECAUSE “OUR GOAL IS YOUR SUCCESS!”™
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NEW MEMBERS

New Members

BenzVac
Emerson, NJ USA

EEG Marine LLC
Gulfport, MS USA

Gray Duct Technologies
Savage, MN USA

IAQ Champs, Inc.
Bronx, NY USA

Q One Property Services
Sydney, NSW AUS

Southern Quality Duct Cleaning
Guyton, GA USA

Sat Sanitizing, LLC
Putnam Valley, NY USA

Wiz Team, Inc.
Lake Forest, IL USA

Associate
Signpost
New York, NY USA

Affiliates

Susanna Bensi
Milano ITA

Valerio Fiocco
Roma, ITA

NEW ASCSs

New ASCSs

Wilfredo Aguinada
Heating and Air Design

Stefan Anderson
Elite IAQ & Life Safety Services

Robert Arnold
K-tech Kleening

Zohaib Azhar
FARNEK Services LLC, Dubai

Mitch Beddow
Efficient Hygiene Services

Melissa Bell
Q One Property Services

Matteo Bistoletti
EDAM Soluzioni Ambientali S.r.l.

Xavier Caballero
Hunton Services

Sergio Costamagna
R.S.E. Riviera Servizi Ecologici S.r.l.

Wade Dearlove
Ductz of Greater Columbia

Ivan Drepin
BenzVac

Luke Ellis
Efficient Hygiene Services

Mikel Garner
EEG Marine LLC

Jason Giandalia
Gray Duct Technologies

Dwayne Grimes
Atlas Home Energy Solutions

Glenn Jaffrelot
Noske-Kaeser

Dedric Kettwick
Air Free Duct Cleaning, Inc.

Alexandre Lacroix
Airvita

Conrad Little
Stanley Steemer of Greensboro

Stazie Ly
Trebla Industrial Resources, Inc

Francesco Mattei
O.S.I. S.r.l.

Harley McClellan
Mold Terminator Inc.

Davide Moraldo
R.S.E. Riviera Servizi Ecologici S.r.l.

Dustin Morter
Air Duct Doctors

Lucas Munson
Mountain Duct Cleaning

Khalid Navabuddin
Seven Seas Services L.L.C.

Khanh Nguyen
Eco Home Heroes

Antonio Nicoletti
Metallo SRL Unipersonale

Jesse Nunns
TVHS

Dawn Perry
Pulido Cleaning & Restoration Inc.

Clodly Reyes
Project Clean Group S.r.l.

Richie Rogers
M&S Air Conditioning & Appliance Service of Central FL, LLC

Mier Alvin Ruiviar
Project Clean Group S.r.l.

Tiziano Simonetti
G e C Impianti Tecnologici S.r.l.

George Smile
Wiz Team, Inc.

Claudio Soligo
KATE SERVIZI s.n.c. di Soligo

Dale Stauffer
Proac Corporation

Luigi Tarisiano
Metallo SRL Unipersonale

Daniel Thrush
Restoration 1

Luigi Trono
PFE S.p.A.

John Twomey
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Josh Wildman
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Kevin Wilkins
Southern Quality Duct Cleaning

Paul Wimbert
Stat Sanitizing, LLC

William Winfield
Gray Duct Technologies

Fabrizio Zara
R.S.E. Riviera Servizi Ecologici S.r.l.
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.

EDUCATION COMMITTEE
Led by Mike Dexter and Clint Orr, NADCA’s Education Committee is tasked with developing relevant educational content for NADCA’s in-person events and online training opportunities. The committee focuses on topics related to the industry as well as business best practices and trends. Stay on the lookout for new additions to the NADCA on-demand webinar library early next year. The committee is hard at work finalizing several webinars that will be valid for Continuing Education Credits (CECs) toward the 2021-2022 ASCS renewal.

Dell
NADCA has partnered with Dell to bring members savings (up to 40% off the everyday price) on a wide range of Dell-branded hardware for business and personal use, including OptiPlex desktops, Latitude laptops, XPS and Inspiron laptops and desktops, PowerEdge servers, Precision workstations and the award-winning, best-selling line of Dell monitors. To shop, call (800) 757-8442 or visit DELL.com/NADCA. Be sure to mention that you are a NADCA member and provide the following Member ID to receive exclusive savings: 530006930947

Stay Connected with NADCA's Social Media!
Find NADCA on all your favorite social media platforms.
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** | **Parent Company:** Abatement Technologies  
**Address:** 605 Satellite Blvd NW Suite 300 Suwanee, GA 30024  
**Main Phone:** (800) 634-9091  
**Primary Contact:** Shavon Barnard  
**Contact Title:** Duct Cleaning Sales Representative  
**Contact Phone:** (678) 889-4249  
**Contact Email:** shavon@abatement.com  
**Website:** www.abatement.com  
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! |

| **Abatix** | **Address:** 2400 Skyline Drive, Suite 400 Mesquite, TX 75149  
**Main Phone:** (214) 381-0322  
**Primary Contact:** Rich Booth  
**Contact Title:** Marketing Manager  
**Contact Email:** rich.booth@abatix.com  
**Sales Email:** contact@abatix.com  
**Website:** www.abatix.com |

| **Aeroseal LLC** | **Address:** 7989 South Suburban Road Centerville, OH 45458  
**Main Phone:** (937) 428-9300  
**Primary Contact:** Vicki Auditore  
**Contact Title:** Marketing Manager  
**Contact Phone:** (937) 428-9300 x318  
**Contact Email:** vicki.auditore@aeroseal.com  
**Sales Contact:** Jarrod Scott |

| **Airgas** | **Parent Company:** Airgas USA, LLC  
**Address:** 259 Radnor Chester Road Radnor, PA 19087  
**Main Phone:** (877) 717-4540  
**Primary Contact:** Jessica Mayfield  
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**Contact Phone:** (877) 717-4540 x11369  
**Contact Email:** jessica.mayfield@airgas.com  
**Website:** www.airgas.com |

| **American CaddyVac** | **Address:** PO Box 737 Lewiston, ID 83501  
**Main Phone:** (800) 879-5382  
**Primary Contact:** Mac Mattoon  
**Contact Title:** Owner  
**Contact Phone:** (208) 413-1386  
**Contact Email:** macm@caddyvac.com  
**Sales Contact:** Steve Cox  
**Sales Email:** stevec@caddyvac.com  
**Website:** www.caddyvac.com |

| **American Creative, Inc.** | **Address:** 5241 NW 33rd Ave, Fort Lauderdale, FL 33309  
**Main Phone:** (888) 226-7608  
**Primary Contact:** Donald Glasgow  
**Contact Title:** President  
**Contact Phone:** (954) 989-0115 x8008  
**Contact Email:** don@americancreative.com  
**Website:** www.americancreative.com |

| **AirDuctMarketing.com** | **Address:** 1579-B Front Road, LaSalle, Ontario, Canada N9J 2B5  
**Main Phone:** (877) 807-0504  
**Primary Contact:** Steve Rivard  
**Contact Title:** Director  
**Contact Email:** solutions@airductmarketing.com  
**Website:** www.airductmarketing.com |
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Main Phone: (919) 913-0555
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Contact Phone: (828) 381-8369
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Biltwel Duct Cleaning Equipment
Address: #4 16327-130 Avenue NW, Edmonton, Canada AB T5V 1K5
Main Phone: (800) 547-9210
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Contact Title: President
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Sales Contact: Mike Vollweiter
Website: www.biltwel.com

Bio-Cide International, Inc.
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Main Phone: (800) 323-1398
Primary Contact: Scott Owens
Contact Title: Vice President Sales & Marketing
Contact Phone: (405) 329-5556
Contact Email: scott@bio-cide.com
Website: www.bio-cide.com

BioVac System has been manufacturing automated and manual duct cleaning equipment and accessories for the last 17 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 17 years, more than 99% of all our equipment on the market is still working today.

Carlisle HVAC Brands
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Sales Contact: Andrew Powell
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Website: www.CarlisleHVAC.com

As an industry leader, Hardcast, A Carlisle Company, delivers superior products and solutions to ensure the sustainability of your HVAC system. Our products are not only formulated to exceed all industry standards, but are engineered to ensure quick, easy, and accurate installations. Hardcast focuses on residential and commercial, new construction and restoration, going above and beyond with stringent test methods, such as UL GREENGUARD Gold. As a system solutions provider, we deliver rigorous training and unmatched field support to ensure that all our products achieve maximum efficiency, long-term performance, unparalleled quality, and unmatched savings.
Carter Fleet Services
Address: 17312 N May Ave. Edmond, Oklahoma 73012
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Contact Email: mike@cfsfleet.com
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Contact Phone: +45 42 45 35 30
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Sales Email: sales@designpoly.com
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Duct Cleaners’ Supply
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Main Phone: (800) 634-2822
Primary Contact: John Bently
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Contact Phone: (507) 465-3829
Contact Email: 4viper@ductcleanerssupply.com

Ductmate Industries, Inc.
Parent Company: DMI Companies
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Main Phone: (800) 245-3188
Primary Contact: Edward A. Lash
Contact Title: Inside Channel Manager
Contact Phone: (800) 245-3188 x1024
Contact Email: elash@ductmate.com
Website: www.ductmate.com

DUCTZ International
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Sales Email: sherman.supley@ductz.com
Website: www.ductz.com

Environmental Control Services Inc./Dynesic Technologies
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Heat Seal Equipment Ltd.
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Hydrokleen Global
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Sales Email: global@hydrokleen.com.au
Website: www.hydrokleenglobal.com
Hypervac Technologies
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Main Phone: (403) 327-5772
Primary Contact: Jeff Hudson
Contact Title: Sales
Contact Email: sales@hypervac.com
Website: www.hypervac.com
Hypervac Technologies is a world leader in all types of duct cleaning equipment; we have the right equipment to get the job done! Builders of the Famous Revolution series portable duct vacuums and the cutting edge H1 Duct truck with no more PTO! Designed and built from a 40+ year history in the Duct Cleaning industry. You can count on Hypervac to give you Better Suction, Better Cleaning and More Success!

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Address: 250 S. Central Boulevard, Suite 207, Jupiter, FL 33458
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KGG Consulting
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Contact Email: ra@kggconsulting.com
Website: www.kggconsulting.com

Lambro Venting Products, Inc.
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Main Phone: (450) 444-0437
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Contact Title: Owner
Contact Email: infos@lambro.ca
Sales Contact: Melissa LeBel Pupo
Sales Email: mlebelpupo@lambro.ca
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Lifa Air Ltd.
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Sales Email: sales@lifa.net
Website: www.lifa.net
Lifa Air’s professionally engineered equipment is backed by committed R&D, expert services and support dedicated to delivering results – globally since 1988. Cleaning machines for HVAC are also used globally for kitchen exhaust ductwork and industrial process pipe lines. Multiuse cleaning machines can spray various liquids simultaneously while brushing.

Meyer Machine Supply & Equipment
Address: 241 W. Depot Street Antioch, IL 60002
Main Phone: (847) 395-2970
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Contact Title: President
Contact Email: jimbob@meyermachine.com
Sales Contact: Louis Erenberg
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Website: www.meyermachine.com
Meyer Machine Supply & Equipment is the premiere manufacturer and supplier of air duct cleaning equipment, tools, and accessories for residential, commercial, and industrial HVAC air duct 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.
NIKRO Industries, Inc.
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Contact Title: Sales Manager
Contact Email: corey@nikro.com
Sales Contact: Vince Accurso
Sales Email: sales@nikro.com
Website: www.nikro.com
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!

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Address: PO Box 326, Mt. Artna, PA 19555
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RamAir International, Inc.
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Website: www.scandtech.com

Service First Processing
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SignPost
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Steamatic, Inc.
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Sunbelt Rentals
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Main Phone: (800) 508-4760
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Contact Email: ddrinard@sunbeltrentals.com
Website: www.sunbeltrentals.com

TapeGuys.com
Parent Company: American Infrared Consultants, LLC
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Main Phone: (480) 966-1988
Primary Contact: Jerry Lawrence
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Sales Contact: Maria Martinez
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Vac Systems International
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Primary Contact: Rich Barrett
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Website: www.vacsyisint.com
Vac Systems offers a full range of “field proven” products and solutions for residential and commercial air duct cleaning and dryer vent cleaning. Our goal is to help you succeed by helping you offer higher cleaning quality to your customers and maximizing productivity.
LIFA Duct Cleaner Robot

Remote controlled electric brushing machine for HVAC air duct cleaning and video inspection

- NEW! -

Most powerful brush cleaning robot in market, brush sizes up to 40”.
Drives up to 45º angle ducts.
Widest selection and biggest sizes of brushes to choose for all kinds of ductwork and all types of dirt, from combustible dryer vent lint to hard adhered dust.

LIFA Special Cleaner 20 BATT
LIFA Special Cleaner 2 BATT
Battery operated brushing machines for HVAC duct cleaning
### Access Opening (Doors & Cutting Tools)
- Duct Cleaners’ Supply
- Ductmate Industries, Inc.
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.

### Adhesives & Tapes
- Aeroseal LLC
- Armacell
- Carlisle HVAC Brands
- Meyer Machine Supply & Equipment
- TapeGuys.com

### Agitation Devices
- Abatement Technologies
- BioVac System, Inc.
- Duct Cleaners’ Supply
- Lifa Air Ltd.
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.
- Vac Systems International

### Air Compressors
- Abatement Technologies
- Airgas
- BioVac System, Inc.
- Hypervac Technologies
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.
- Sunbelt Rentals
- Vac Systems International

### Air Duct Cleaning Tools (Whips/Brushes/Skippers)
- Abatement Technologies
- BioVac System, Inc.
- Danduct Clean
- Duct Cleaners’ Supply
- Heat Seal Equipment Ltd.
- Lifa Air Ltd.
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.
- RamAir International, Inc.
- Rotobrush International
- SnapLok Systems, LLC
- Teinnova
- Vac Systems International

### Air Sampling Equipment & Services
- Particles Plus

### Air Scrubbers
- Abatix
- Lifa Air Ltd.
- Nikro Industries, Inc.

### Anti-Microbial Chemicals
- Bio-Cide International, Inc.
- Carlisle HVAC Brands
- Design Polymersics
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.

### Business Services (Financial, Insurance, Software, Vehicle Tracking Systems)
- AirDuctMarketing.com
- Alliance Payroll Solutions
- American Creative, Inc.
- AnswerForce
- Carter Fleet Services
- Dell Technologies
- KGG Consulting
- Service First Processing
- SignPost

### Coil Cleaning Chemicals
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.
- Proac Corporation

### Condensate Pan Treatments & Coatings
- Carlisle HVAC Brands
- Controlled Release Technologies, Inc.
- Environmental Control Services Inc.
- Dynesic Technologies
- Meyer Machine Supply & Equipment

### Confined Space Ventilators
- Lifa Air Ltd.

### DEDP Testing Devices
- Nikro Industries, Inc.

### Dryer Vent Cleaning Tools
- Abatement Technologies
- BioVac System, Inc.
- Duct Cleaners’ Supply
- Heat Seal Equipment Ltd.
- Lifa Air Ltd.
- Meyer Machine Supply & Equipment
- Nikro Industries, Inc.
- Vac Systems International

### Dryer Vent Ducting & Termination Devices
- InOvate Technologies, Inc.
- Meyer Machine Supply & Equipment
- Thermaflex

### Duct Accessory Hardware
- Carlisle HVAC Brands
Duct Materials (Replacement, Flexible Duct)
Carlisle HVAC Brands
Lambro Venting Products
Thermaflex

Equipment Rental
Sunbelt Rentals

Franchise Opportunities
AnswerForce
DUCTZ International
Hydrokleen Global
Restoration 1
Steamatic, Inc.

Hand Tools
Carlisle HVAC Brands
Meyer Machine Supply & Equipment

Humidification/Dehumidification Equipment (Whole House)
Sunbelt Rentals

HVAC Cleaners/Degreasers
Meyer Machine Supply & Equipment

Inspection Equipment
Abatement Technologies
BioVac System, Inc.
Lifa Air Ltd.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
Particle Plus
Rotobrush International
Scand Tech USA, LLC
Vac Systems International

Insulation (Includes Adhesives & Repair)
Armacell
Carlisle HVAC Brands

Marketing
American Creative, Inc.
AnswerForce
DUCTZ International
KGG Consulting
SignPost

Mold Remediation Equipment
Nikro Industries, Inc.

Pressure Washers & Steam Cleaners
Hydrokleen Global

Robotic Cleaning Equipment
BioVac System, Inc.
Danduct Clean
Lifa Air Ltd.
Nikro Industries, Inc.
Teinnova
Vac Systems International

Safety (Equipment & Consulting)
Airgas
ShuBee, Inc.

Spraying Systems & Equipment
BioVac System, Inc.
Carlisle HVAC Brands
Lifa Air Ltd.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
RamAir International, Inc.
Vac Systems International

Surface Treatments & Coatings
Abatix
Carlisle HVAC Brands
Design Polymerics
Lifa Air Ltd.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
Proac Corporation
Vac Systems International

Training Services & Schools
Carlisle HVAC Brands
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
Steamatic, Inc.

UV Light/PCO
InOvate Technologies, Inc.

Vacuum Equipment, Hoses & Connectors
Biltwel Duct Cleaning Equipment
Hypervac Technologies
Lifa Air Ltd.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
Vac Systems International

Vacuum/Collectors, Gas Portable
Hypervac Technologies
Meyer Machine Supply & Equipment
Nikro Industries, Inc.

Vacuum/Collectors, HEPA Contact
Abatement Technologies
BioVac System, Inc.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.

Vacuum/Collectors, HEPA Portable
American CaddyVac
BioVac System, Inc.
Hypervac Technologies
Lifa Air Ltd.
Meyer Machine Supply & Equipment
Nikro Industries, Inc
SnapLok Systems, LLC
Vac Systems International

Vacuum/Collectors, Truck/Trailer Mounted
American CaddyVac
Biltwel Duct Cleaning Equipment
Hypervac Technologies

Zoning Devices
BioVac System, Inc.
Meyer Machine Supply & Equipment
Nikro Industries, Inc.
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Hardcast’s Authorized Applicator Training Program will equip you with the necessary knowledge and training to be an expert at ductwork restoration.

Hardcast Authorized Applicator Training Program in-person dates and times to be determined Q1 2021.

Hardcast is reviewing the opportunity to host virtual classes. More information will be shared when available.

Call Frank Forrest at 972.429.4972 or email frank.forrest@hardcast.com for more information.

Training can be submitted for NADCA CE Credit
### Day 1

<table>
<thead>
<tr>
<th>Activity</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEET &amp; GREET</td>
<td>8:30 AM</td>
</tr>
<tr>
<td>FACILITY/PLANT TOUR</td>
<td>Availability and Details will Vary by Location</td>
</tr>
<tr>
<td>HARDCAST PRODUCTS PRESENTATION</td>
<td>Why Leakage Reduction is Important and the Associated Standards</td>
</tr>
<tr>
<td>ROI PRESENTATION</td>
<td>DUCT$ENSE and Project Calculations Overview</td>
</tr>
<tr>
<td>DUCT LEAKAGE PRACTICAL PRESENTATION</td>
<td>Basic Testing Steps and Remediation Testing</td>
</tr>
<tr>
<td>DUCT LEAKAGE CALCULATIONS</td>
<td>Leakage Calculation for Duct Section to Test</td>
</tr>
<tr>
<td>DUCT LEAKAGE TESTER DEMO</td>
<td>Testing of Two Unsealed Duct Sections; Compare Results to Calculations</td>
</tr>
<tr>
<td>PRODUCT REVIEW</td>
<td>Sealant Products Recap</td>
</tr>
<tr>
<td>PRODUCT APPLICATION</td>
<td>Liquid and Rolled Sealants</td>
</tr>
<tr>
<td>LEAKAGE TEST</td>
<td>Compare Unsealed Duct Leakage vs. Duct Leakage After Application of Rolled Sealants</td>
</tr>
<tr>
<td>DINNER</td>
<td>Approximately 6:00 PM</td>
</tr>
</tbody>
</table>

Breaks will be given at appropriate intervals.

### Day 2

<table>
<thead>
<tr>
<th>Activity</th>
<th>Details / Location</th>
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</thead>
<tbody>
<tr>
<td>ROBOTIC EQUIPMENT REVIEW</td>
<td>8:00 AM</td>
</tr>
<tr>
<td>ROBOTIC DEMO</td>
<td>Inspecting, Cleaning, and Sealing</td>
</tr>
<tr>
<td>MOBILE SEALANT DELIVERY SYSTEM REVIEW</td>
<td>Pump Setup, Tips &amp; Tricks</td>
</tr>
<tr>
<td>EXTERNAL SPRAY DEMO</td>
<td>Sealing and Clean Up</td>
</tr>
<tr>
<td>HARDWARE AND RELATED PRODUCT DEMOS</td>
<td>Stud-Lock, Spring-Lock, Weld Pins, Edge Sealer</td>
</tr>
<tr>
<td>RE-TEST OF ROBOTICALLY SPRAYED SECTIONS</td>
<td>Compare Leakage with Results of Unsealed Leakage Test</td>
</tr>
<tr>
<td>BUILDING EXAMPLE</td>
<td>Blueprint Take Off and Project Estimation</td>
</tr>
<tr>
<td>CASE STUDIES PRESENTATION</td>
<td>Unique Restoration Projects</td>
</tr>
<tr>
<td>WRAP UP</td>
<td>Round Table Discussion</td>
</tr>
<tr>
<td>CLASS DISMISSED</td>
<td>Approximately 5:00 PM</td>
</tr>
</tbody>
</table>

Breaks will be given at appropriate intervals.
HIGH VOLUME
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