

# NADCA *DucTALES*

Vol. 36, No. 6 • November/December 2024

## 2024 Buyers Guide

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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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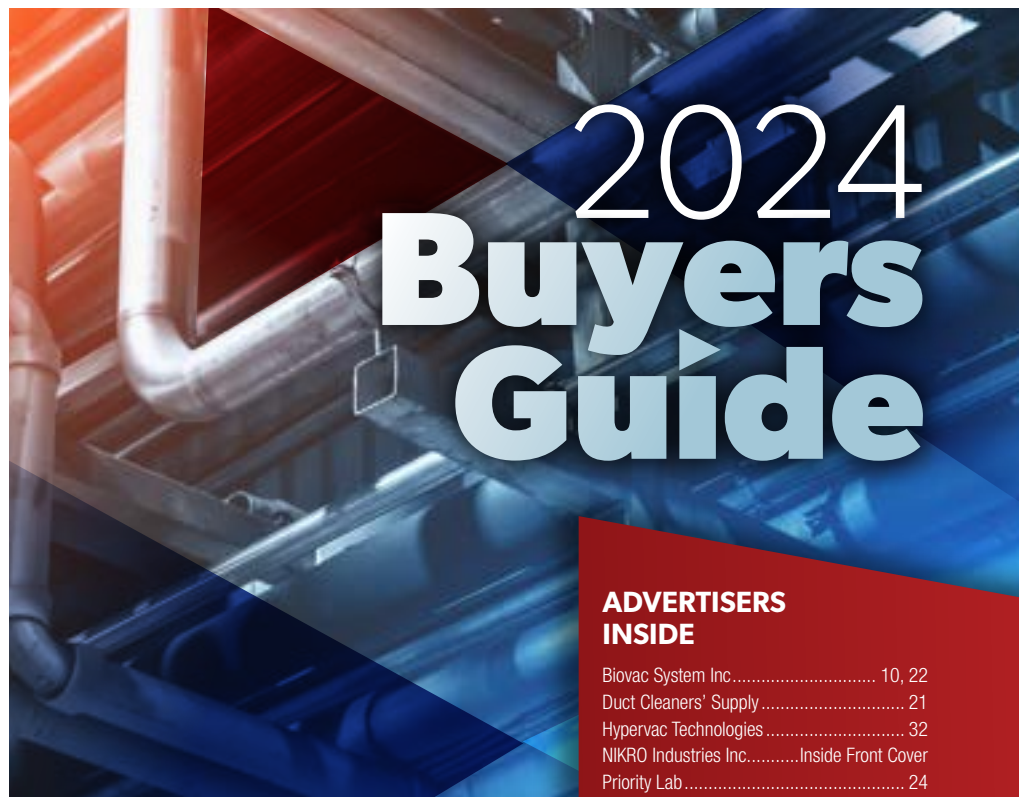


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## President's Letter



## Supporting NADCA Community

By April Yungen, ASCS, CVI

As 2024 comes to a close, it's time again for the Buyer's Guide edition of *DucTales*. This edition is created with NADCA's associate members in mind. What are associate members? These are the vendors, suppliers and dealers who would like to sell their goods and services to NADCA members. Sounds easy enough...if they make it, we will buy it.

In today's fast-paced world, the success of any organization heavily depends on the support of its community. The NADCA community is comprised of regular members and associate members (and a few other membership types). As members of this vibrant network, it is crucial for us to harness the power of our purchasing decisions. One of the best ways to strengthen our community is by buying from our associate members and advertisers.

Our associate members are often comprised of industry experts who understand our unique needs. By engaging with them, you benefit from personalized service and industry insights that can elevate your own business efforts.

Purchasing from NADCA associate members allows you to develop stronger professional relationships with a network of qualified companies. This personal connection can lead to future collaborations and partnerships, enhancing your network and opening doors for new opportunities.

By promoting a culture of purchasing from our associate members, we bolster our overall network. A thriving vendor community contributes to our own success, as we collectively work towards the growth and prosperity of our association. It is a mutually beneficial relationship that enhances our professional environment.

As members of this community, let us commit to making thoughtful purchasing decisions. Start by exploring the associate member offerings the next time you need services or products. Whether you require graphic design, digital marketing or print advertising, duct cleaning tools, supplies and equipment consider reaching out to our associate members first.

You can also engage with associate members at NADCA's Annual Meeting or at the Fall Technical Conference. Buying from them at a conference allows them to measure the benefits of displaying their products or services at the event.

Remember, your support matters. Together, let's foster a thriving environment where both regular and associate members collaborate for collective growth and success.

**Join us in supporting our associate members today and make every purchase count! ●**

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# Social Media Specialty Groups

By Jodi Araujo, CEM; Chief Executive Officer

**E**xcel through your own strengths, not by diminishing the success of others.

In the age of digital marketing, social media specialty groups — niche communities on platforms like Facebook, LinkedIn, Reddit, and even specialized forums — have emerged as a key avenue for businesses to connect with a highly targeted audience. These groups consist of members who share specific interests or professional expertise, making them an invaluable resource for businesses looking to promote their products or services. Knowing how to use these groups effectively can give you a competitive edge.

While social media groups are excellent tools for promoting your business, they can also be misused to badmouth competitors. This double-edged sword must be handled carefully. Here's a comprehensive look at how businesses, especially service companies, can harness social media groups for promotion while avoiding the pitfalls of negative competition.

Position yourself as a knowledgeable, helpful member of the community. Once trust is established, you'll find that group members are more receptive to your promotional efforts when you share your services or products. By consistently offering solutions to problems that group members face, you not only build trust but also create opportunities for organic promotion. Over time, group members may naturally turn to you when they need professional services.

This strategy works particularly well for service-based businesses where word-of-mouth and reputation are critical, like duct cleaning companies who can benefit immensely by consistently providing expertise and gaining the trust of community members.

Finding the right group is crucial. It's better to be in a small, highly engaged group that aligns with your niche than a large, unfocused one. If you offer local services, look for geographically relevant groups. As an air duct cleaning company, joining a community for local homeowners or real estate investors could connect you with your ideal customer base.

On LinkedIn, industry-specific groups allow B2B companies to connect with potential clients or partners. Participate in discussions relevant to your business, share industry trends and establish relationships with other professionals who may need your services or know someone who does.

When promoting your business in social media groups, the type of content you share matters. Visual content, such as videos or infographics, tends to perform well because it's more engaging. Showcasing tutorials, before-and-after photos or client success stories can drive significant attention.

## Beware the Dangers of Badmouthing Competitors!

It's tempting to point out the flaws in your competitors, especially in a space where your potential customers are present. However, badmouthing

a competitor — whether directly or indirectly — can quickly backfire. Negative tactics reflect poorly on your brand and can damage your credibility in the long run. Most social media groups have clear rules that prohibit negative behavior, including bashing other businesses. Violating these rules could lead to your posts being removed or worse, being banned from the group. Even if there are no explicit rules, most group members don't appreciate negativity. Instead of dragging down a competitor, it's more effective to focus on elevating your own brand. By positioning yourself as a professional, trustworthy business, you'll earn respect in the community.

In some cases, a competitor might criticize your business or spread misinformation in these groups. In such scenarios, it's essential to respond professionally and factually. Avoid escalating the situation with emotional or negative replies. Instead, calmly correct any misinformation and present your company's value. Group members are more likely to side with businesses that handle criticism gracefully.

Using social media specialty groups to promote your business is a powerful strategy, especially for service-based companies like our NADCA members. The key to success lies in offering value, fostering trust and maintaining professionalism. ●

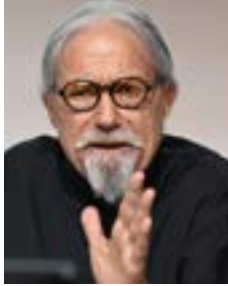




## AIISA is proud to share their 2024-2027 Board of Directors



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elected member of the  
Board of Directors

The board has set their intentions to focus on regulatory issues, expanding partnerships, increasing training opportunities and hosting regional events for the AIISA members at large.



## 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!



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PLEASE CONTACT Benjamin Evans at [bevans@ahint.com](mailto:bevans@ahint.com)



## Looking Ahead to Savannah in 2025

By Caitlin McWilliams, NADCA Executive Director

**A**s you go through the motions of completing those daunting end-of-year tasks, don't let the opportunity for future planning slip away. That includes taking advantage of year end tax savings by reserving your seat for next year's NADCA conference before you close the books on 2024.

By now you probably know that the 36<sup>th</sup> Annual Meeting & Exposition is right around the corner—scheduled for March 17-19 in beautiful Savannah, GA. What you don't already know is that this event is truly going to be unlike any of our past conferences.

If you're someone who typically arrives on the day of pre-conference training courses, you're going to want to adjust your travel plans and get to Savannah a day or two earlier. We're going to kick off the festivities on March 17<sup>th</sup> with the world's third largest St. Patrick's Day parade with NADCA's own VIP seating along the parade route from 10am-2pm.

If parades aren't your thing, rest assured that the always-popular golf outing will be back for 2025. Golfers will enjoy The Club at Savannah Harbor (former home to the PGA Championship Tour), recognized as one of the best courses in Georgia.

After an eventful day, we'll reconvene for the welcome reception and the grand opening of the exhibit hall,

### Day One: Tuesday, March 18

The program will kick off with the General Business Meeting followed by an *ignite* session—a rapid fire presentation given by several subject matter experts, each having five minutes to share quick overviews of technical and business-related topics. The clock will be ticking as they share emerging trends, best practices, and tips for advancing your business. Following the ignite session we'll break out into smaller groups to further discuss the topics and network with other attendees.

Award-winning speaker and best-selling author, Sam Richter, will take the stage after lunch for the Keynote Address, focusing on generative AI, technology, and digital reputation management. Following Sam's session, attendees will hear from Dr. Mark Hernandez for the first CEC session, as he shares a look into NADCA's Denver Public School Project and the latest on the **published** Energy Study paper and what it can mean for your business.

We'll wrap up day one with the NADCA Member Party in honor of our Hall of Fame members and this year's inductee, Bob Allen.

### Day Two: Wednesday, March 19

The second day of programming will deliver more excellent content,

starting with a CEC session focused on HVAC system hygiene and introducing NADCA's latest guideline paper, HVAC System Performance and Hygiene Maintenance, presented by Standards Committee chair, Charlie Cochrane.

From there we'll keep the momentum going as we launch into concurrent sessions, *From Basics to Best Practices: Building a Respiratory Protection Program for HVAC Professionals*, and *How to Prepare Commercial and Large Residential Estimates for Duct Cleaning Projects*.

The afternoon will feature another set of concurrent sessions focused on tips for partnering with residential service providers and how to navigate government and public bidding. We'll wrap things up with our fourth and final CEC session, *Clearing the Air: Prioritizing Indoor Air Quality with Streamlined HVAC Specifications*. Phew!

If you've attended NADCA's Annual Meeting in the past, you know that this overview is just scratching the surface of what's in store for you. Take this opportunity to visit [annualmeeting.nadca.com](https://annualmeeting.nadca.com) and reserve your seat for the conference. You won't want to miss it! ●





2025

# NADCA

## *Annual Meeting*



SAVANNAH GEORGIA

MARCH 17-19, 2025

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The HVAC Inspection, Cleaning  
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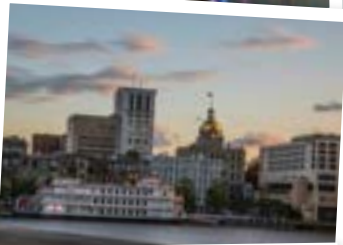


## INDUSTRY CALENDAR



### AHR EXPO

February 10-12, 2025 • Orlando, Florida



### 36<sup>TH</sup> ANNUAL MEETING & EXPOSITION

March 17-19, 2025 • Savannah, Georgia



### IKECA ANNUAL MEMBERSHIP MEETING

April 2-4, 2025 • Reno, Nevada



### 2025 FALL TECHNICAL CONFERENCE

September 12-14, 2025  
Minneapolis, Minnesota



### IKECA FALL TECHNICAL SEMINAR

October 27-29, 2025 • Fort Worth, Texas



### 37<sup>TH</sup> ANNUAL MEETING & EXPOSITION

March 23-25, 2026  
Colorado Springs, Colorado

# IN BRIEF

## UGANDA

Researchers at Harvard have conducted studies in rural Uganda, where they found indoor air quality (IAQ) exceeded the World Health Organization standards by over 70 percent. One of the largest causes is the use of kerosene-fueled light sources. As indoor air quality becomes more prevalent, one such avenue for further research will be to focus on the effect of air pollution exposure and how it negatively impacts parts of the body like the gut microbiome.

## MICHIGAN

Through the support of area businesses and the efforts of his instructor and fellow second-year students in Northern's HVAC/R program, U.S. Army veteran and NMU student Travis Syrja's home is now equipped with a new boiler. A fellow student at Northern Michigan University, Syrja brought in a picture of his boiler to ask his instructor how to fix it. After seeing it was unusable, his instructor and fellow students set out to help their classmate by removing and installing the new boiler.

## MASSACHUSETTS

McCann Technical School in North Adams recently started an HVAC program at their school. This program is the first in the county hoping to fill a need for HVAC professionals. Students will learn how to service equipment and learn skills like braising and soldering.

## PENNSYLVANIA

The North Penn School District has received a \$575,000 grant to help improve the HVAC system at Penndale Middle School, local officials announced. It's part of \$2.5 million in state funding awarded to Souderton and North Penn altogether through the Public School Facility Improvement Grant program. Penndale's grant will provide two new boilers and an upgraded air conditioning system.





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Slow start: prevents breakers from over loading  
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### Desert Storm Robot

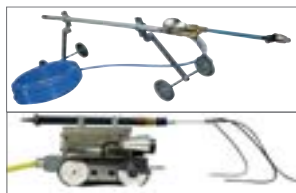
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# AIIR Releases Residential HVAC Study Revealing Pressing Need for Greater Energy Efficiency

*New research shows that 69% of US-based residents are seeking more-sustainable HVAC practices for better living*

**A**IIR, a leading provider of cutting-edge heating and cooling solutions, today released the results of its first ever residential HVAC research study. The study reveals significant insights into American residents' attitudes towards energy efficiency, with 57% of U.S. residents polled willing to pay higher rent for buildings with more energy-efficient features and 69% advocating for sustainable HVAC practices to enhance their living conditions. Furthermore, over 76% of residents expressed interest in incentives for reducing energy and water usage in their units.

Key findings include:

- 61% of residents polled have avoided upgrading their air conditioning/heating units due to increasing costs

- A majority of residents (52%) have had their comfortability impacted due to rising air conditioning/heating unit costs
- 69% of residents think their buildings could benefit from more sustainable air conditioning/heating management practices
- 57% of residents are willing to pay a slightly higher rent for a building with more energy-efficient features
- More than 76% of residents would be interested in receiving incentives for reducing energy and water usage in their units

The study comes as rising energy costs continue to impact consumers and U.S. inflation continues to strain wallets, with residential electric utility expenditures projected to reach its highest point in 10 years. This increase exacerbates the financial burden on inflation-weary residents and poses severe health risks, with heat-

related deaths climbing to over 2,300 last year. Despite the escalating crisis, federal assistance programs have been slashed, leaving many Americans to grapple with unaffordable energy bills amidst intensifying heat waves.

"Our latest research study sheds light on the significant impact rising HVAC costs have on American residents," said Trevor Schick, President of AIIR. "The findings underscore a growing demand for energy-efficient and cost-effective solutions, as residents seek ways to balance comfort and sustainability in their homes. As we look to serve our residential and hospitality clients, we are advising and assisting them in implementing innovative, energy-efficient solutions to help reduce costs and improve the quality of living. AIIR is committed to making a positive impact through these advanced technologies." ●



## Johnson Controls Academy Doubles Training Capacity to Tackle National Skilled Building Systems Technician Shortage

**J**ohnson Controls is continuing to grow its industry-leading national workforce development initiative, the Johnson Controls Academy. This expansion, developed in partnership with Lincoln Tech (parent company Lincoln Educational Services), is designed to address the growing demand for skilled technicians in the installation, service and maintenance of building systems. Graduates of the program will be placed into service technician roles throughout the U.S.

### Johnson Controls Academy Expands to Address National Technician Shortage

The expanded program, hosted at Lincoln Tech's Denver campus, will double the number of technicians trained through the JCI Academy, complementing the existing offering at Lincoln Tech's Columbia, Maryland campus. The expansion is timely, as the industry faces a critical shortage of skilled building technicians, exacerbated by an aging workforce and the increasing complexity of building technologies. Illustrating this challenge, 46% of HR professionals in a recent report said they consider skilled trades positions "very difficult" to fill.

As businesses and municipalities increasingly prioritize upgrading

and retrofitting their facilities to enhance efficiency, reliability, safety and comfort, the demand for a highly skilled workforce to manage, maintain and troubleshoot these complex building systems has never been greater. The inaugural graduating class at the Denver facility marks a significant milestone in addressing these critical workforce needs.

"Our goal with the Johnson Controls Academy is to train more than 300 new technicians each year, directly responding to the increasing demand in our industry," said Julie Brandt, president of Building Solutions North America at Johnson Controls. "The program fills critical roles in the building industry, and fosters a diverse, innovative community that will drive sustainable, long-term impact."

Both programs offer a six-week intensive training course designed to close the skilled labor gap and prepare future technicians for security and fire installation and service roles. They offer hands-on training, enhancing the foundational education of Lincoln Tech's Electrical programs and preparing participants for real-life experiences in the field. On-site housing for the duration of the program and relocation expenses upon completion are supported by

Johnson Controls. To ensure smooth onboarding, graduates of the Johnson Controls Academy receive support from a retention coach for one-year post-graduation.

"This partnership with Johnson Controls enables us to broaden our innovative training programs, providing graduates with hands-on experience and direct pathways to careers that align with market needs," said Scott Shaw, president and CEO at Lincoln Tech. "We are proud to contribute to building a future-ready talent pool that ensures the efficient and sustainable operation of our building systems."

The collaboration between Johnson Controls and Lincoln Tech began in 2018, enhancing classroom experiences with cutting-edge equipment and technology. Johnson Controls is dedicated to workforce development from the K-12 level and throughout employees' careers. Through the partnership with Lincoln Tech and initiatives like the Community College Partnership Program, STEM 101 and HVAC learning labs, Johnson Controls equips schools with vital resources to develop smart, healthy and sustainable buildings, benefiting students along the way. ●



# 2024 **Buyers Guide**

## Vendors: Alphabetical List

### A.W. Perkins Co.

**Address:** 36 Curtis Avenue, Rutland, VT 05701  
**Main Phone:** (802) 775-7516  
**Primary Contact:** Gaye Martin  
**Contact Email:** gmartin@awperkins.com  
**Website:** www.rodtechusa.com



### Abatement Technologies

**Address:** 605 Satellite Boulevard, Suite 300, Suwanee, GA 30024  
**Main Phone:** (800) 634-9091  
**Primary Contact:** Shavon Barnard  
**Company Email:** iaqinfo@abatement.com  
**Website:** www.abatement.com

Abatement Technologies HEPA-AIRE® high-performance air duct cleaning vacuums and DUCT-PRO® specialty tools make it possible for contractors to perform "within the building" source removal duct cleaning in all types of structures, from homes to hospitals to commercial high-rises. We supply a full array of professional equipment to complete the job.

### Abstrakt Marketing Group

**Address:** 701 N 1st Street, Suite 101, Saint Louis, MO 63102  
**Main Phone:** (314) 266-8509  
**Primary Contact:** Melanie Clark  
**Contact Email:** mclark@abstraktmg.com  
**Website:** www.abstraktmg.com



### Aeroseal LLC

**Address:** 225 Byers Road, Miamisburg, OH 45342  
**Main Phone:** (877) 349-3828  
**Primary Contact:** Tracy Martin  
**Company Email:** info@aeroseal.com  
**Website:** www.aeroseal.com

Unlock new revenue streams and catapult your duct cleaning business to the next level! With Aeroseal's Clean Seal Program you can expand every opportunity, command higher prices, and dominate the competition. With our game-changing technology, you'll deliver unparalleled results, increase average ticket price, and turbocharge profits — all without adding staff or marketing expenses.

### AirDuctMarketing.com

**Address:** 1579-B Front Road, LaSalle, ON N9J 2B5 Canada  
**Main Phone:** (313) 306-2220  
**Primary Contact:** Steve Rivard  
**Company Email:** solutions@airductmarketing.com  
**Website:** www.airductmarketing.com

### American CaddyVac

**Address:** PO Box 737, Lewiston, ID 83501  
**Main Phone:** (800) 879-5382  
**Primary Contact:** Mac Mattoon  
**Contact Email:** macm@caddyvac.com  
**Website:** www.caddyvac.com

### American Creative, Inc.

**Address:** 5241 NW 33rd Avenue, Fort Lauderdale, FL 33309  
**Main Phone:** (888) 226-7608  
**Primary Contact:** Don Glasgow  
**Contact Email:** don@americancreative.com  
**Website:** www.americancreative.com

### Answering Service Care, LLC

**Address:** 441 S State Road 1, Suite 2, Margate, FL 33068  
**Main Phone:** (800) 770-0442  
**Primary Contact:** Logan Shooster  
**Contact Email:** logan@answeringservicecare.com  
**Company Email:** sales@answeringservicecare.com  
**Website:** www.answeringservicecare.com

### BioVac System, Inc.

**Address:** 8701 8th Avenue, Montreal, QC H1Z 2X4 Canada  
**Main Phone:** (514) 990-9605  
**Primary Contact:** David McDougall  
**Company Email:** salesproduction@biovacsystem.com  
**Website:** www.biovacsystem-manufacturing.com

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### Carlisle HVAC Brands

**Address:** 900 Hensley Lane, Wylie, TX 75098  
**Main Phone:** (877) 495-4822  
**Primary Contact:** Andrew Powell  
**Company Email:** marketing@hardcast.com  
**Website:** www.carlislehvac.com

### CL Ward, Inc.

**Address:** 1100 Ashwood Drive, Ste 1102, Canonsburg, PA 15317  
**Main Phone:** (724) 743-5903  
**Primary Contact:** Ryan Ward  
**Contact Email:** ryan@clward.com  
**Website:** www.clward.com

## Vendors: Alphabetical List

### CompanyCam

**Address:** 350 Canopy Street, Suite 230, Lincoln, NE 68508

**Main Phone:** (402) 207-9609

**Primary Contact:** Claire Ficke

**Company Email:** sales@companycam.com

**Website:** www.companycam.com/nadca

### Danduct Clean

**Address:** Teglvænget 63 DK-7400, Herning, Denmark

**Main Phone:** +45 97 12 30 30

**Primary Contact:** Tim Larsen

**Company Email:** danduct@danduct.com

**Website:** www.danduct.com

### Decon7 Systems Inc.

**Address:** 110 N Freeport Parkway, Coppell, TX 75019

**Main Phone:** (844) 727-3626

**Primary Contact:** Sergio Navarret

**Contact Email:** snavarrete@decon7.com

**Website:** www.decon7.com

### Duct Cleaners' Supply

**Address:** 11153 S Wilton River Road,  
New Richland, MN 56072

**Main Phone:** (800) 634-2822

**Primary Contact:** John Bently

**Contact Email:** 4viper@ductcleanerssupply.com

**Website:** www.ductcleanerssupply.com

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### Ductmate Industries, Inc.

**Address:** 210 Fifth Street, Charleroi, PA 15022

**Main Phone:** (800) 990-8459

**Primary Contact:** Emily LaCarte

**Company Email:** orders@ductmate.com

**Website:** www.ductmate.com



### Duct Saddles

**Address:** PO Box 774, Oakhurst, CA 93644

**Main Phone:** (559) 658-1010

**Primary Contact:** David McIntosh

**Contact Email:** dave@ductsaddles.com

**Company Email:** info.ductsaddles@gmail.com

**Website:** www.ductsaddles.com

DS3's patented Duct Saddles make it faster and easier than ever before to restore old saggy duct systems quickly for BIG PROFITS! With each service call, show your customers how to save on their utility bills and save their system from expensive breakdowns. This extremely easy upgrade will pay for itself and have you looked upon as the premier service professional in your market! Customers will enjoy higher efficiency, longer equipment lifespan, and fewer breakdowns.

### Heat Seal Equipment Ltd.

**Address:** 530 Westney Road, Suite 1, Ajax, ON L1S 6W2, Canada

**Main Phone:** (905) 683-9223

**Primary Contact:** Brent Ferns

**Company Email:** sales@heatsealequipment.com

**Website:** www.heatsealequipment.com

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### Hypervac Technologies

**Address:** 207 Cox Drive, Lethbridge, AB T1K 8H4, Canada

**Main Phone:** (403) 327-5772

**Primary Contact:** Colin Harms

**Company Email:** sales@hypervac.com

**Website:** www.hypervac.com

Hypervac Technologies Inc. is an industry leader specializing in advanced air duct cleaning equipment and vacuum technology. Renowned for its innovative solutions, Hypervac combines power, efficiency, and portability, enabling HVAC and cleaning professionals to perform superior services. Their cutting-edge trucks, trailers & portables streamline operations, ensuring high indoor air quality and satisfied customers.

### Impeccable Air

**Address:** 819 McKay Court, Suite 203, Boardman, OH 44512

**Main Phone:** (330) 277-6845

**Primary Contact:** Dominic Pecchia

**Contact Email:** dom@impeccableair.com

**Website:** www.impeccableair.com



### InOvate Dryer Products

**Address:** 250 S Central Boulevard, Suite 207, Jupiter, FL 33458  
**Main Phone:** (561) 744-0473  
**Primary Contact:** Cliff Budnick  
**Company Email:** sales@inovate.com  
**Website:** www.inovate.com

### Lambro Venting Products, Inc.

**Address:** 675 rue Brossard, Laprairie, QC J5R 2V1, Canada  
**Main Phone:** (450) 444-0437  
**Primary Contact:** Melissa LeBel Pupo  
**Company Email:** info@lambro.ca  
**Website:** www.lambro.ca

### LIFAair

**Address:** Eteläranta 14, Helsinki, 00130, Finland  
**Main Phone:** +358 50 381 5000  
**Primary Contact:** Kimmo Haapalainen  
**Company Email:** sales@lifa.net  
**Website:** www.lifa.net

### LTE Canada, Inc.

**Address:** 982 Roger, Granby, QC J2G 3A8, Canada  
**Main Phone:** (800) 557-0966  
**Primary Contact:** Samuel Dupont  
**Company Email:** sales@ltecanada.com  
**Website:** www.ltesupplies.com

### Meyer & Sons Inc., Wm. W.

**Address:** 1700 Franklin Boulevard, Libertyville, IL 60048  
**Main Phone:** (847) 918-0111  
**Primary Contact:** Fergus Keane  
**Company Email:** sales@wmwmeyer.com  
**Website:** www.meyercontractor.com



### Meyer Machine Supply & Equipment

**Address:** 1400 Saint Paul Avenue, Gurnee, IL 60031  
**Main Phone:** (800) 728-3828  
**Primary Contact:** Jimmy Meyer  
**Company Email:** information@meyermachine.com  
**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.



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### NIKRO Industries, Inc.

**Address:** 1115 N Ellsworth Avenue, Villa Park, IL 60181  
**Main Phone:** (800) 875-6457  
**Primary Contact:** Corey Anetsberger  
**Contact Email:** corey@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!

### PriorityLab

**Address:** 6330 E 75th Street, Unit 334, Indianapolis, IN 46250  
**Main Phone:** (317) 370-9966  
**Primary Contact:** Brandon Burris  
**Company Email:** Sales@PriorityLab.com  
**Website:** www.prioritylab.com

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### Proac Corporation

**Address:** PO Box 326, Mt. Aetna, PA 19544  
**Main Phone:** (717) 644-7616  
**Primary Contact:** Dale Stauffer  
**Company Email:** info@proaccorp.com  
**Website:** www.proaccorp.com

## Vendors: Alphabetical List

### Rotobrush

**Address:** 612 E Dallas Road, Suite 400, Grapevine, TX 76051

**Main Phone:** (800) 535-3878

**Primary Contact:** Michelle Landers

**Contact Email:** landersm@rotobrush.com

**Website:** www.rotobrush.com



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### Scand Tech USA, LLC

**Address:** PO Box 365, 55 Glendale Road, South Windsor, CT 06074

**Main Phone:** (800) 587-3980

**Primary Contact:** Phil Benito

**Company Email:** sales@scandtech.com

**Website:** www.scandtech.com

Scand Tech USA, LLC offers cutting-edge duct cleaning solutions, including lightweight flexible cables, high-volume air systems, and portable, high-performance vacuum units. Explore our advanced compressed air cleaning equipment, durable video inspection systems, and reliable mechanical cleaning tools, including brushes, cables, and replacement parts. Trusted quality for every job. For top-quality solutions, visit [www.scandtechusa.com](http://www.scandtechusa.com).

### Secure Logic, LLC

**Address:** 1221 Bayou Black Drive, Houma, LA 70360

**Main Phone:** (985) 637-7628

**Primary Contact:** Marty Boquet

**Contact Email:** marty@securelogicusa.com

**Website:** www.securelogicusa.com

### Service First Processing

**Address:** 420 W Boynton Beach Blvd, Boynton Beach, FL 33435

**Main Phone:** (866) 372-5551

**Primary Contact:** Maria Garber

**Contact Email:** mgarber@sfprocessing.com

**Website:** www.sfprocessing.com

### Steamatic, LLC

**Address:** 4320 Marsh Ridge Rd, Ste 190, Carrollton, TX 75010

**Main Phone:** (817) 332-1575

**Primary Contact:** Zach Ledford

**Company Email:** info@steamatic.com

**Website:** www.steamatic.com



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### Sunbelt Rentals

**Address:** 1799 Innovation Point, Fort Mill, SC 29715

**Main Phone:** (800) 508-4760

**Primary Contact:** David Drinard

**Company Email:** customerservice@sunbeltrentals.com

**Website:** www.sunbeltrentals.com

A leader in the equipment rental industry, Sunbelt Rentals is constantly advancing the idea of how a company can best serve its customers, communities and the planet. With a vast network of locations across North America and an expansive portfolio of products and services, we deliver solutions to support any job.



### TapeGuys.com

**Parent Company:** American Infrared Consultants, LLC

**Address:** 4802 S 33rd Street, Phoenix, AZ 85040

**Main Phone:** (480) 966-1988

**Primary Contact:** Jerry Lawrence

**Company Email:** contact@tapeguys.com

**Website:** www.tapeguys.com

At Tape Guys, our relentless innovation is driven by decades of working with duct cleaning pros and international brands. We specialize in multi-formula adhesive tapes in various sizes with private-label options — we've got you covered! Our customers in over 17 countries enjoy same-day shipping, quantity pricing, and top-notch customer service.

### Teinnova

**Address:** Las Balsas, 16 Logroño, La Rioja 26009 Spain

**Main Phone:** +(34) 941 445 056

**Primary Contact:** Maria Martinez Miera

**Contact Email:** mmartinez@teinnova.net

**Website:** www.teinnovacleaning.com

### Thermaflex

**Address:** 381 Carwellyn Road, Abbeville, SC 29620

**Main Phone:** (864) 366-3063

**Primary Contact:** James Lollis

**Contact Email:** james.lollis@thermaflex.net

**Website:** www.thermaflex.net

### Vac Systems

**Address:** 318 Pacific Avenue, Waverly, MN 55390

**Main Phone:** (952) 808-1619

**Primary Contact:** Rich Barrett

**Company Email:** info@vacsysint.com

**Website:** www.vacsysint.com



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### Access Opening (Doors & Cutting tools)

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Ductmate Industries  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Adhesives & Tapes

Aeroseal LLC  
BioVac Systems, Inc.  
Meyer Machine Supply & Equipment  
TapeGuys.com

### Agitation Devices

Abatement Technologies  
BioVac Systems, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Air Compressors

Abatement Technologies  
BioVac Systems, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

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

Abatement Technologies  
BioVac Systems, Inc.  
Danduct Clean  
Duct Cleaners' Supply  
Heat Seal Equipment Ltd.  
Meyer & Sons Inc., Wm W.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Rotobrush  
Scand Tech USA, LLC  
Teinnova  
Vac Systems

### Air Filters & Air Purification Systems

Aeroseal LLC  
BioVac Systems, Inc.  
Impeccable Air

### Air Sampling Equipment & Services

Ductmate Industries, Inc.

### Air Scrubbers

Abatement Technologies  
BioVac Systems, Inc.  
NIKRO Industries, Inc.

### Antimicrobial Chemicals

BioVac Systems, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Sunbelt Rentals

### Business Services (Financial, Insurance, Software, Vehicle Tracking Systems)

American Creative, Inc.  
Answering Service Care  
CompanyCam  
Service First Processing

### Coil Cleaning Chemicals

BioVac Systems, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Condensate Pan Treatments & Coatings

Controlled Release Technologies, Inc.  
Duct Saddles  
Meyer Machine Supply & Equipment

### DEDP Testing Devices

NIKRO Industries, Inc.

### Dryer Vent Cleaning Tools

Abatement Technologies  
Duct Cleaners' Supply  
Heat Seal Equipment Ltd.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Rotobrush  
TapeGuys.com

### Dryer Vent Ducting & Termination Devices

InOvate Technologies, Inc.  
Meyer Machine Supply & Equipment

### Duct Accessory Hardware

Ductmate Industries  
Duct Saddles  
Rotobrush

### Duct Materials (Replacement, Flexible Duct)

Aeroseal  
Duct Saddles  
Lambro Venting Products

### Equipment Rental

Sunbelt Rentals

### Franchise Opportunities

Steamatic, Inc.

### Hand Tools

Meyer Machine Supply & Equipment  
Sunbelt Rentals

### Humidification/ Dehumidification Equipment (Whole House)

Sunbelt Rentals

### HVAC Cleaners/ Degreasers

Meyer Machine Supply & Equipment

### HVAC System Filters

Impeccable Air  
Rotobrush

### IAQ Consulting Services

Duct Saddles

## Vendors: Category List

### Inspection Equipment

Abatement Technologies  
Ductmate Industries, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Scand Tech USA, LLC

### Insulation (Includes Adhesives & Repair)

Aeroseal LLC

### Marketing

AirDuctMarketing.com  
American Creative, Inc.  
Answering Service Care  
Duct Saddles

### Mold Remediation Equipment

Abatement Technologies  
NIKRO Industries, Inc.  
Sunbelt Rentals  
TapeGuys.com

### Robotic Cleaning Equipment

Danduct Clean  
NIKRO Industries, Inc.  
Teinnova

### Safety (Equipment & Consulting)

Ductmate Industries, Inc.

### Spraying Systems & Equipment

Aeroseal LLC  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Vac Systems

### Surface Treatments & Coatings

Carlisle HVAC Brands  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

## Vendors: Category List

### Training Services & Schools

Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Steamatic, Inc.

### UV Light/PCO

InOvate Technologies, Inc.  
Rotobrush

### Vacuum Equipment, Hoses & Connectors

Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Vacuum/Collectors, Gas Portable

Meyer & Sons Inc., Wm. W.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Vacuum/Collectors HEPA Contact

Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Vacuum/Collectors, HEPA Portable

Abatement Technologies  
American CaddyVac  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Vacuum/Collectors, Truck/Trailer mounted

American CaddyVac  
Zoning Devices  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

### Zoning Devices

Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

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[www.biovacsystem-manufacturing.com](http://www.biovacsystem-manufacturing.com)

# 5 Accountability Skills to Learn

By Dave Rosenberg



**H**ave you ever wondered why some teams consistently outperform others, even under the toughest conditions? The secret lies in the phrase: leadership accountability.

If you're looking to lead a team that takes ownership and delivers results, mastering these five key accountability skills is non-negotiable. Here are five skills not normally talked about that are critical to being an effective leader.

## 1. Planning

Accountability is our ability to account for the steps we take to achieve our desired results. Therefore, it starts with a clear, structured plan to map out each step towards our goal.

Without this foundation, it's easy to get derailed and impossible to improve our processes. Also create a framework for navigating unexpected challenges.

When we have a plan:

- We boost our chances of success.
- We create a framework for navigating unexpected challenges.
- We provide a standard by which we can view our achievement and discover where we can improve it and make it more efficient.

As the saying goes, "Failing to plan is planning to fail."

## 2. Courage

It takes courage to:

- admit mistakes
- face fears of failure
- confront rejection
- show our vulnerability

In leadership, showing vulnerability can be the ultimate strength.

However, courage isn't just an innate quality — it's a skill we can cultivate. Courage can be found when we think about the impact our actions or inaction can have on those we serve, our team members, customers, vendors and any stakeholder.

It is part of our DNA to not let our tribe down. To develop courage, you must practice thinking about others. Like all skills, it will get better and easier with time and repetition.

## 3. Being Present

In addition to courage, being fully present in moments of crisis or reflection is essential.

We must see situations as they are, not through the lens of past experiences or future anxieties. Only then can we respond effectively, assess what

went wrong, and make necessary adjustments — both in the moment and during evaluations.

Practice presence by setting time away from any distractions and simply focusing on your breathing. Become aware when stray thoughts pop into your head. When they do, don't fight them or dwell on them, simply let them go. At first, you may find yourself straying down some mental rabbit holes, this is normal. Just let the thought go without putting any energy or emotion into it. As you practice this more and more it will become easier.

You'll find that in times of stress or crisis, instead of dwelling on how you got there or how the crisis might impact you, you'll see the situation as well as possible solutions more clearly.

## 4. Equanimity

Furthermore, maintaining calmness in the face of adversity is crucial. Equanimity allows us to accept outcomes without getting overly emotional or frustrated. It's about self-forgiveness and extending grace to others, acknowledging that mistakes are part of the process.

Practicing presence will help with equanimity and there is more you can do.

Take time each day to review challenges from your past, times of stress when you believed there was no way forward, then look at where you are today and recognize that no matter what happened in the past you got through it and probably are in a better place having gone through whatever it was.

Recognizing that challenging times are full of opportunities will help keep your strong emotions in check. The calm leader sees opportunity where others see failure.

### 5. Candor

Honesty is the backbone of improvement. Even when things seem successful, we must remain candid and ask ourselves, "How can we improve?"

Moreover, radical accountability means consistently aiming higher than expected and never settling for "good enough." Candor doesn't mean cruelty, it is truth supported by love. Find ways to be candid without being hurtful.

Start by asking yourself "what's my intention?" If it's to hurt, cause pain, or lash out whatever words you find will do just that. Practice thinking of others and how they can improve or benefit and practice coming from that place. Through candor, we can continuously raise the bar for ourselves and our teams.

By practicing these five skills daily, we can build a culture of accountability that leads to personal and team

growth. In this situation, start by reflecting on which of these skills you excel at — and which ones need more attention.

How can you apply these insights to your leadership approach this week? ●

*Dave Rosenberg is a thought leader, renowned speaker, author, and podcast host in the field of Radical Accountability. He has been the president of 4 organizations and has consulted with over 100 companies across the United States. His clients represent a large cross section of industry from manufacturing, retail, construction, engineering, farming, trucking communications and service. With over 30 years of experience working with organizations of all sizes, Dave brings a unique blend of expertise and passion to every speaking engagement.*



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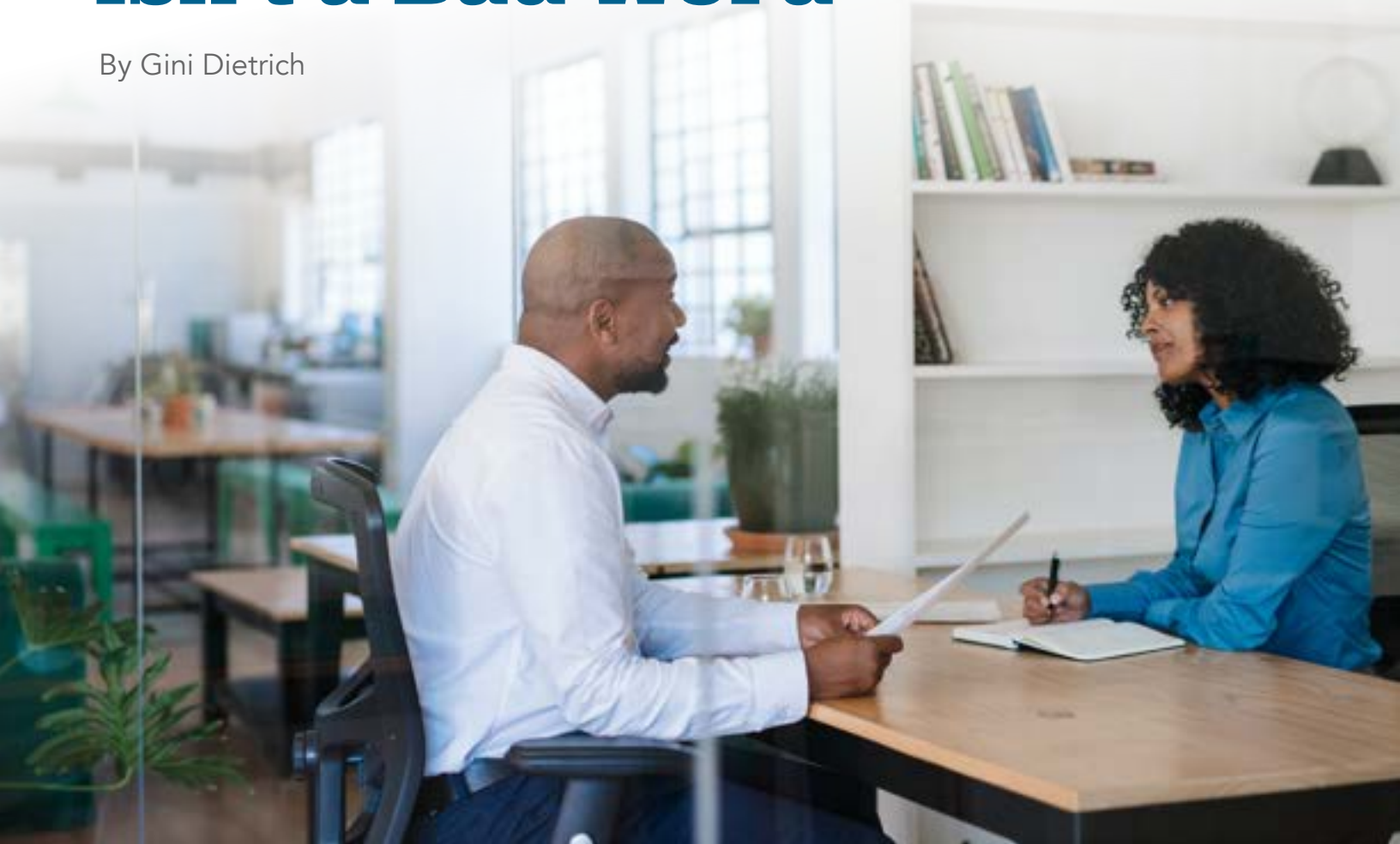
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# 'Negotiate' Isn't a Bad Word

By Gini Dietrich



**N**egotiating doesn't have to be a bad word. Instead of having a negative connotation, think about it as reaching an agreement that benefits everyone. Doing this involves preparation, communication and a deep understanding of your value — the lack of confidence to negotiate breaks down when you don't have all three things. More often than not, I see people give in during negotiations because they don't understand their value (salary) or what things truly cost

(fees for service). This does a huge disservice to you and your worth.

Let's talk about how to get comfortable with all three so you can negotiate with confidence.

## **Preparation Is Key**

Preparation is key, whether it's for a salary or a contract. This involves understanding your worth, the industry standard and what the other party values.

You need to go beyond simply knowing the numbers; understanding your strengths, what makes you unique and the specific outcomes you can deliver sets the foundation for a compelling negotiation strategy.

First, know what your alternatives are when you go into a negotiation. It might be another job offer, another client or another opportunity. Whatever it happens to be, having that in the back of your mind will help

your confidence and put you in a much stronger position to negotiate.

Too often, we go into asking for a raise or to win a new piece of business without an alternative, which is our first mistake because it creates a no-win situation where we feel pressured to accept a deal that doesn't meet our needs.

One of the biggest negotiation mistakes is focusing too much on the cost rather than the value. If you're negotiating your salary, it's not about the number on the paycheck but about the value you bring to the company — the problems you solve, the revenue you help generate and the efficiencies you create. Communicate the value, not just the number, and back it up with data, examples and specific achievements.

## How to Earn What You're Worth

To figure out what you're worth, there are four things you can do:

1. Do your research
2. Develop a unique value proposition, either for yourself or for your business
3. Build your brand
4. Practice saying no

## Do Your Research

Understanding the market rate for your role or service is crucial. Websites like Glassdoor, LinkedIn, and Payscale can provide valuable insights into what others in your position earn. Understanding what competitors charge for similar services can provide a benchmark for business owners and solopreneurs.

However, this is only a starting point. Don't settle for market rates; consider

your unique skills, experience and the specific value you provide.

## Develop a Unique Value Proposition

Your value proposition sets you apart from others in your field or even at your own company. What do you bring to the table that others don't? Are you particularly skilled at planning or customer service? Do you have a unique combination of skills that others lack?

Define what makes you unique and be ready to articulate it clearly in your negotiations.

## Build Your Brand

Your brand is a powerful tool in ensuring you earn what you're worth. It helps you establish credibility, authority and trust. When you're known for your expertise, people are more willing to pay a premium for your services or your salary.

Building a strong brand involves consistently demonstrating your knowledge, sharing valuable content, networking with the right people and maintaining a professional online presence.

## Practice Saying No

One of the hardest things to do, especially when you're just starting out or your revenue is down, is to say no to opportunities that don't meet your value.

But this is important.

When you accept less than you're worth, you set a precedent. Practice saying no to offers that don't align with your value. It sends a strong message about your worth and prevents you

from getting locked into low-paying, undervalued situations.

## Do Not Negotiate Against Yourself

The last thing I want you to think about — do not negotiate against yourself. Too often, many will say, "Well, I don't think they can afford what it really costs." Or "I don't have all of the experience the job description requires, so I'll settle for lower pay,"

No. Stop it. Do not do this.

The only person you're negotiating against is yourself when you do this. You do not know if they can't afford what it really costs. And if they can't, they need to find another. You do not know who else is interviewing for the job or the piece of business. You could very well be the best candidate for the role.

Do not underestimate yourself, and do not negotiate against yourself.

## Negotiate for Your Financial Security

Ultimately, changing this narrative of what negotiating means starts with each of us. It's about creating a culture where workers and business owners feel entitled to advocate for their financial security and professional value. ●

*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 the creator of the PESO Model© and has crafted a certification for it in collaboration with USC Annenberg. She has run and grown an agency for the past 19 years. She is co-author of Marketing in the Round, co-host of Inside PR, and co-host of The Agency Leadership podcast.*

# NADCA Member BENEFIT Highlight

## Dell Discount Program: Time to Take Stock!

As the year winds down, it's the perfect moment to reflect on your technology needs, and we've got just the thing to help you out! NADCA members can take advantage of our partnership with Dell, which offers fantastic savings—up to 30–40% off everyday prices—on a wide range of Dell hardware for both business and personal use.

Whether you're looking to upgrade your OptiPlex desktop, Latitude laptop, or even treat yourself to an XPS or Inspiron model, Dell has you covered. Don't forget about their powerful PowerEdge servers and Precision workstations, along with their award-winning monitors.

This is a great opportunity to invest in technology that can help you work smarter and boost your bottom line. Happy shopping!

# Committee Spotlight

## Annual Meeting Committee

**A**re you ready for an event that blends professional growth with a dose of Southern charm? The 36th Annual Meeting & Exposition is just around the corner, and this year, we're headed to the enchanting city of Savannah, Georgia! The Annual Meeting Committee has been hard at work, fine-tuning the program to offer a unique experience that goes beyond the usual conference setting. From March 17–19, we'll gather in historic Savannah, where we will have the opportunity to network and learn together.

This year, attendees will once again enjoy the popular golf outing—a chance to unwind, reconnect, and make lasting connections with industry peers. But the excitement doesn't stop there. We're also inviting attendees to experience the vibrant energy of the third-largest St. Patrick's Day Parade in the U.S.! Join thousands in celebrating in true Savannah style, where the spirit of the city and its rich history come alive with music, color, and festivities.

The Annual Meeting Committee has dedicated countless hours to making this event memorable, selecting top-tier speakers and refining the program content to ensure each attendee leaves with valuable insights, fresh perspectives, and practical takeaways. They work hand in hand with the Board of Directors to craft a program that balances learning, inspiration, and good old-fashioned networking — all set against the backdrop of beautiful Savannah.

Whether you're a first-time attendee or a seasoned regular, this year's Annual Meeting is shaping up to be one of the most exciting yet. Don't miss the chance to gain industry insights, strengthen your network, and enjoy the culture and camaraderie Savannah has to offer. Register today to secure your seat and be part of a tradition that keeps getting better with every year.

This year's program includes the following CEC Session opportunities:

- Learn about NADCA's Scientific Efforts: The Denver Public School Project and Energy Study Paper Update
- Hygiene Maintenance: Setting a Maintenance Schedule and Securing Long-Term Client Commitments for HVAC System Cleaning
- Natural Disasters: How to Collaborate with Restorers and React Quickly
- Clearing the Air: Prioritizing Indoor Air Quality with Streamlined HVAC Specifications

**More details here: <https://annualmeeting.nadca.com/program>**



### SPECIAL THANKS TO THIS YEAR'S HARD-WORKING ANNUAL MEETING COMMITTEE:

Chair: Jim Castellano  
Kelly Dexter  
Tyler Batchelder  
Brooks Ingrassia  
Matt Jackson

Paul Keller, Jr.  
Lauren L'Herbier  
Michael McDavid  
Clint Orr  
MJ Palazzolo

Ken Rothmel  
Ray Strozyk  
Michael Vinick ●



# 2024 SAFETY AWARDS

**T**he 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.

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](https://www.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 February 7, 2025. No applications will be processed after this deadline.

Award determinations shall be made using standardized formulas developed by the National Safety & Health Council. The data submitted by applicants will be used to determine if the company'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 companying required documentation will be held in confidence by NADCA. The Incidence Rate is determined by using the formula include here. Award determination decisions are final. ●*



## DO THE MATH!

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

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

## 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.

# 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 1/1/2024 to 12/31/2024.

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. <u>Total Recordable Cases (from Line 3 above) x 200,000</u> 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 February 7, 2025, at:**

NADCA

1120 Route 73, Suite 200

Mt. Laurel, NJ 08054

Fax: 856.439.0525

Email: [membership@nadca.com](mailto:membership@nadca.com)

## 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.

# How Europe Is Facing The Indoor Air Quality Challenge



Indoor air quality has become an increasingly prominent issue in Europe, with the COVID-19 pandemic significantly heightening awareness about potential air contamination, especially in confined spaces. Estimates reveal that European citizens spend up to 90% of their daily time indoors, whether at work, school, running errands, using public transportation, or engaging in recreational activities like cinemas, theaters, and gyms. This phenomenon has led to the coining of the term “Indoor Generation.”

While this trend isn't inherently negative, it underscores the critical need for indoor environments to adapt to human well-being requirements. Unfortunately, many indoor spaces are poorly lit, inadequately ventilated, and generally adverse to human health and comfort.

The impact of indoor air on human health is far more significant than commonly perceived. While the effects of outdoor air pollution are well-documented, indoor air pollution is equally concerning. Scientific studies have demonstrated that indoor contamination reduces concentration and productivity, significantly impacts children's development (including cognitive aspects), and can be a source of severe and incurable diseases, including cancer.

In this context, it's crucial to highlight the role of HVAC systems. While indoor pollution isn't solely linked to these systems, optimal hygiene management of HVAC installations could dramatically reduce the problem. The issue stems from aerualic pollution: over time, HVAC systems become contaminated, and microbiological agents (particularly molds) colonize and multiply on internal surfaces. Without proper hygienic management through regular inspections and corrective actions, these systems can spread dangerous contaminants that jeopardize human health.

Taking Italy as an example, there's a legal requirement to inspect HVAC systems annually and perform corrective actions if necessary. This is a step ahead of some countries where such obligations don't exist, but it's still insufficient as many often fail to comply with the regulation.

In Europe, the use of environmental sensors is widespread for managing indoor pollution. However, there's a lack of awareness that effectively addressing aerualic pollution is a prerequisite for environmental sensors to be truly effective: in fact, environmental sensors don't detect the origin of contamination, so they are not enough to keep indoor contamination under control.

Integrating internal HVAC monitoring with environmental sensors would be a more comprehensive approach.

Beyond efforts to raise public awareness by both industry players and institutions, sustainability and energy efficiency are significant drivers of the aerualic hygiene market in Europe. Europe aims to become the first zero-emission continent by 2050, and HVAC systems play a crucial role in this context:

1. Repairing air leaks, which are frequently found in these systems, leads to substantial savings in electrical, thermal, and cooling energy.
2. Modern remote monitoring and predictive maintenance systems allow for targeted cleaning, resulting in less waste of time and money for clients.
3. Leak-free and clean systems not only reduce pollution and provide economic savings but also better protect human health, at least concerning air treatment systems.

In conclusion, Europe is shifting focus from the simple idea of “cleaning” to a broader concept. The aim isn't merely to profit from client sanitizations but to offer an increasingly optimized and sustainable service. As a company, we've experienced excellent returns in terms of reputation and prestige by operating in this way. ●



## NEW MEMBERS

### NEW MEMBERS

**9462-2826 Québec Inc**

St-Maurice, QC CAN

**Answering Service Care, LLC**

Margate, FL USA

**B&L Testing and Balancing**

East Rockaway, NY USA

**Blown Away Duct Cleaning LLC**

Jackson, NJ USA

**Central Penn Duct Cleaning**

Enola, PA USA

**Clean In Between**

Westbrook, CT USA

**Crawl Masters**

Manchester, TN USA

**Dimtech S.A. Technical and  
Commercial HVAC Company**

Attica, GR

**Ductclean Effects, LLC**

Hamden, CT USA

**DuctGurus LLC**

Harrisburg, PA USA

**Fresh Sweeps Chimney and Air  
Duct Cleaning**

Lakewood, CO USA

**Indoor Air Quality  
Management LLC**

Dallas, TX USA

**Mechanical Maintenance, Inc.**

Lacey, WA USA

**PuroClean Managed Services**

Williston, VT USA

**Sea To Sky Facility  
Maintenance Inc.**

Vancouver, BC CAN

**Seven Star HVAC & Duct  
Cleaning LLC**

Wheeling, IL USA

**Sweep Home Efficiency & Air  
Quality**

Dartmouth, NS CAN

**URI Environmental, Inc.**

West Norriton, PA USA

**Xtreme Home Services**

Rocky Mount, VA USA

## NEW ASCSs AND CVIs

### NEW ASCSs

**Jarmee Amansec**

Mechanical Maintenance, Inc.

Lacey, WA USA

**Moamen El Mansy**

Advanced World Trading

Riyadh, SAB

**Maximiliano Glisenti**

Indoor Air Quality Management LLC

Dallas, TX USA

**Corey Glynn**

American Clean Air, Inc.

Marshfield, MA USA

**Mark Miller**

KMS Air Duct Cleaning

Minneapolis, MN USA

**Zachary Oplawski**

Mr. Duct, Inc.

Lisle, IL USA

**Dominic Sciorilli**

T&D Duct Cleaning

Sykesville, MD USA

**Quinn Tucker**

KMS Air Duct Cleaning

Minneapolis, MN USA

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