

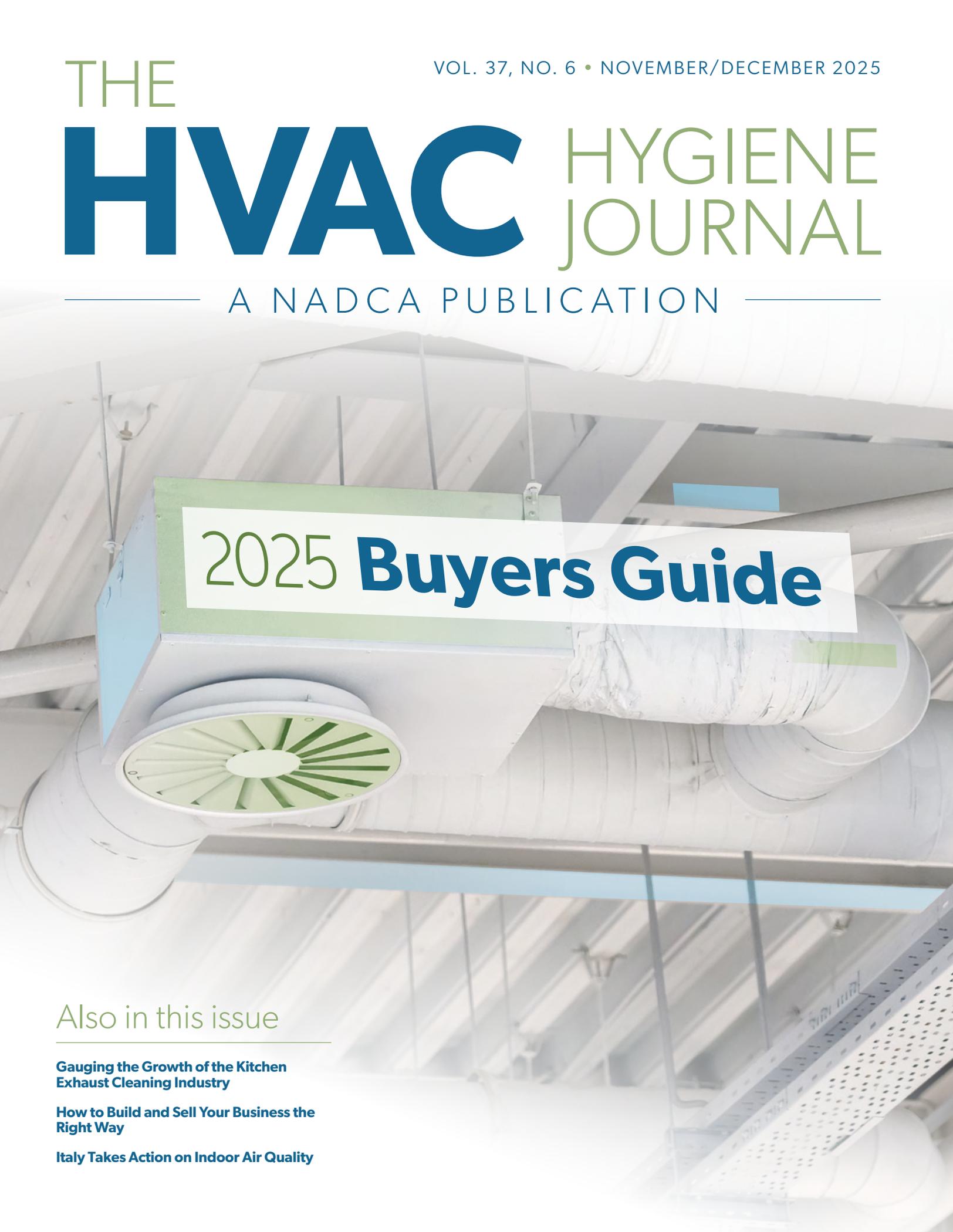
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**HVAC**

HYGIENE  
JOURNAL

— A NADCA PUBLICATION —



2025 **Buyers Guide**

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**Gauging the Growth of the Kitchen Exhaust Cleaning Industry**

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The National Air Duct Cleaners Association (NADCA) prints The HVAC Hygiene Journal 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 The HVAC Hygiene Journal a wide range of ideas and opinions. The ideas and opinions expressed by the authors who write articles for The HVAC Hygiene Journal, 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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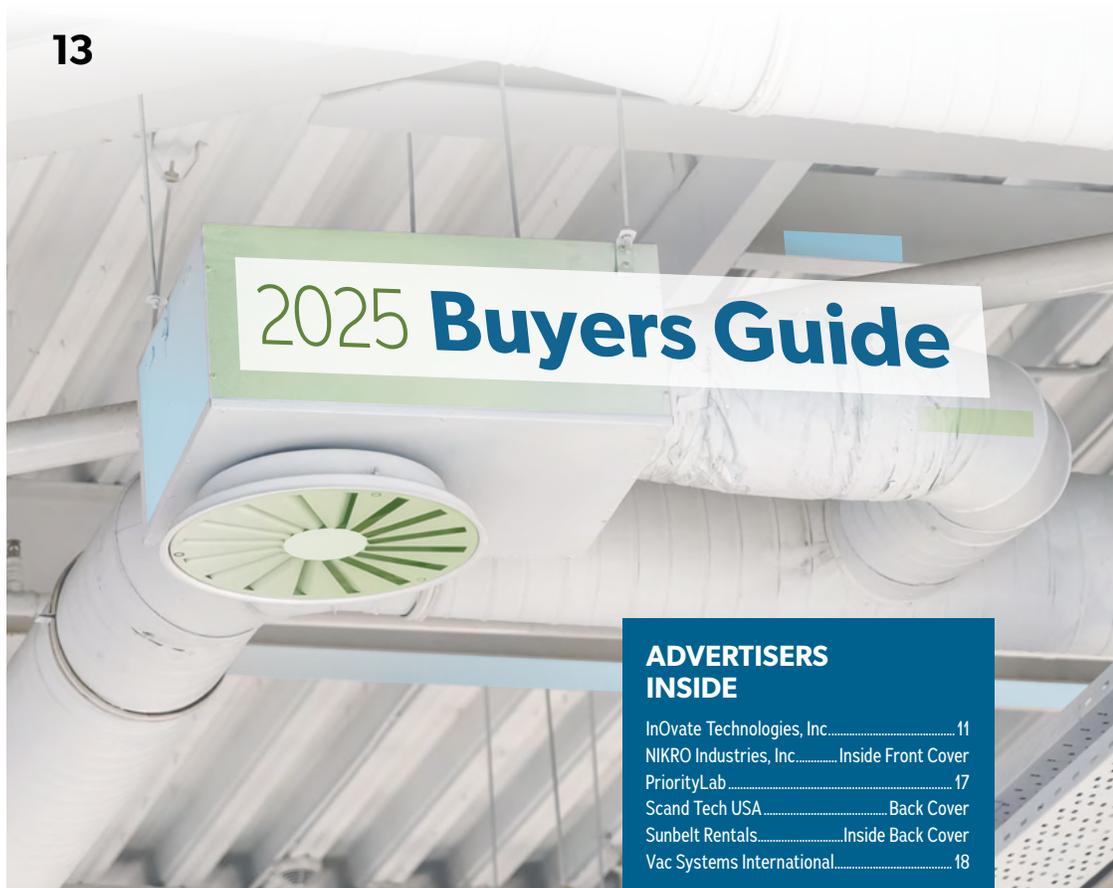


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## PRESIDENT'S LETTER



## Looking Back on 2025—and Building an Even Stronger 2026

BY JIM CASTELLANO, ASCS, CVI

As we close the final issue of 2025, I find myself reflecting not only on the progress our association has made this year, but also on the strength and resilience of the NADCA community. This issue features our annual Buyers Guide—an important resource that highlights the companies who stand behind our mission and support the work we do every day. I want to take a moment to encourage each of you to recognize, appreciate, and actively support our vendor members. Their commitment to our industry helps drive innovation, elevate quality, and provide the tools, products, and services you rely on.

One of the best ways to show that support is by making your purchases at the NADCA Annual Conference. Every year, our vendor partners bring exclusive, show-only discounts and offerings that you simply won't find anywhere else. When you choose to do your buying on the exhibit floor, you're not only securing great pricing—you're reinvesting directly into the companies that reinvest in NADCA and in the advancement of our profession. I encourage you to plan ahead for the 2026 conference and take full advantage of the opportunities it provides. Registration is now open at [annualmeeting.nadca.com](http://annualmeeting.nadca.com).

In addition to our vendor members, I also want to highlight the value delivered by NADCA's affinity partners, Sunbelt Rentals and our newest affinity partner, Continental Tires. These partnerships were created with our members in mind, offering real, tangible savings on equipment and fleet needs that every contractor faces. Whether you're renting specialty tools and machinery or looking to reduce operating costs with reliable, discounted tire solutions, these partners are here to support your business. I urge you to make use of these benefits—your membership comes with resources designed to strengthen your bottom line.

This year also marked continued progress on the scientific front, where our research partnerships in Ireland, Italy, and Colorado have been steadily advancing. Their work is laying the groundwork for stronger, more comprehensive data that will benefit the entire HVAC cleaning and restoration industry. In the coming year, we expect to share more hard data—information that will help guide best practices, refine standards, and further solidify NADCA's role as the trusted authority in our field. I am excited about the direction this research is taking and confident in the value it will bring to our members.

As we look toward the year ahead, I want to offer a message of encouragement. If 2025 has shown us anything, it is that our industry is stronger when we work together—contractors, vendors, partners, and researchers alike. We have demonstrated adaptability, professionalism, and an unwavering commitment to doing the job right. These qualities will carry us into 2026 with momentum and optimism.

Thank you for your dedication to NADCA and for everything you do to elevate our industry. Together, we will build on what we've started, embrace new opportunities, and continue to lead with integrity and expertise. Here's to a strong finish to 2025 and an even better, brighter, and more successful 2026. ●

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## Chief Executive Officer's Letter

BY JODI ARAUJO, CEM



**"It is literally true that you can succeed best and quickest by helping others to succeed."**

— Napoleon Hill

As we approach the close of another year, it's the perfect time to pause and reflect on the relationships that make our association—and indeed, our entire industry—stronger. Among those, none are more vital than the partnerships we have with our Associate Members. These companies bring innovation, quality, and expertise to every corner of the HVAC inspection, cleaning, and restoration profession. They are not just suppliers of products and services—they are essential partners in our shared mission to raise standards, advance technology, and build credibility for the industry.

NADCA's Associate Members represent the best in manufacturing, technology, tools, and support services that help our contractor members do their jobs efficiently and safely. Whether it's state-of-the-art cleaning equipment, cutting-edge containment solutions, high-efficiency filtration systems, or advanced software platforms, our Associates are the backbone of operational excellence. They are constantly investing in research and product development to make our work more effective, our results more measurable, and our clients more confident in the value of professional duct cleaning and HVAC hygiene.

But their contributions extend far beyond the products they sell. Our Associate Members are generous sponsors of NADCA programs, exhibitors at our Annual Meeting and Fall Tech Conference, educators in our training initiatives, and active contributors to the development of standards and best practices. Their support allows NADCA to continue offering world-class certification programs, technical resources, and

advocacy for the entire industry. Every tool you use, every innovation you see at a conference, and every resource that strengthens your business is in some way touched by the commitment of these partners.

As contractors, one of the most impactful ways to strengthen our professional community is to support those who support you. When you purchase from an Associate Member, you are not only buying a quality product—you are reinvesting in NADCA's future and helping sustain the programs that benefit your business. This issue of the magazine showcases our Associates and the incredible range of products and services they provide. I encourage every member to review it carefully, reach out, and make them your first call when you need equipment, materials, or solutions. Our collective success depends on mutual loyalty within our association family.

As we enter the holiday season, I want to extend my warmest wishes to all NADCA Members and your families. May this season bring peace, rest, and gratitude for the progress we've made together. For our small business owners, it's also a time to plan ahead—review your budgets, update your equipment inventory, and set goals for the coming year. Consider reinvesting in training, certifications, and tools that will position you for success in 2026.

Thank you for your continued dedication to professionalism and excellence. To our Associate Members, we offer a special note of appreciation—you make our work possible, and our industry better. Here's to a prosperous new year filled with growth, innovation, and opportunity for all. ●



## Chief Strategy Officer's Letter

BY KIM WIELAND, MPH

The past few months have been a whirlwind of activity in the global movement to improve indoor air quality. With the launch of the first UN Pledge on Healthy Indoor Air and a series of prominent policy events around the world, the need for healthier indoor environments is gaining stronger visibility and momentum. We are seeing growing recognition of the health impacts of indoor air, with new research published at an increasing pace and the news media driving broader public awareness.

NADCA is strongly positioned to help move this conversation forward. Through our Breathing Clean campaign, our outreach to facility managers and building owners, advocacy work, and our expanding scientific foundation, we are helping the world understand: healthy buildings start with healthy air systems.

One of the guiding principles of the Healthy Buildings movement is to “make the invisible, visible.” For NADCA and its members, this has long been both a challenge and an opportunity. Much of what affects indoor air quality, especially within air ducts, is not seen. Yet its impact on building performance, occupant comfort, and human health is undeniable. By shining a light on this, we continue to demonstrate the value, professionalism, and expertise of our industry.

As the days in Philadelphia grow shorter and the holidays are upon us, I find myself counting my blessings. My family remains at the heart of my gratitude, and this year I am also thankful for the NADCA family and the opportunity to contribute to such meaningful work. ●

**Much of what affects indoor air quality, especially within air ducts, is not seen. Yet its impact on building performance, occupant comfort, and human health is undeniable. By shining a light on this, we continue to demonstrate the value, professionalism, and expertise of our industry.**

## INDUSTRY CALENDAR



### **AHR EXPO**

February 2–4, 2026  
Las Vegas, Nevada

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

March 23–25, 2026  
Colorado Springs, Colorado

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### **IKECA ANNUAL MEMBERSHIP MEETING**

April 15–17, 2026  
Indianapolis, Indiana

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### **IAQVEC**

May 19–23, 2026  
Los Angeles, California



## Executive Director's Letter

BY CAITLIN MCWILLIAMS

**A**s we wrap up another incredible year, I'm excited to share one of NADCA's most valuable member resources: our Buyers Guide edition of *The HVAC Hygiene Journal*. This issue is dedicated to showcasing our Associate Members—the vendors, suppliers, and service providers who help keep your business and the industry moving forward.

Within these pages, you'll find trusted companies that understand the unique needs of HVAC system cleaning professionals. From duct cleaning equipment and vacuums to inspection tools, software, marketing solutions, and more, the Buyers Guide connects you with the partners who are committed to helping you operate efficiently and achieve your goals. Many even offer exclusive pricing and discounts just for NADCA members.

When you purchase from NADCA Associate Members, you're not just investing in your business—you're investing in our community. These partnerships strengthen the entire network of professionals who make up NADCA, helping us all continue to raise the standard for HVAC system cleaning and indoor air quality.

So the next time your company needs new tools, technology, or business solutions, I encourage you to start right here—with the NADCA Buyers Guide. By supporting our Associate Members, you're helping to build an even stronger, more connected association for the future.

Wishing you much success as you close your books for 2025 and look ahead to next year. ●



**Within these pages, you'll find trusted companies that understand the unique needs of HVAC system cleaning professionals.**



# Gauging the Size and Growth of the Kitchen Exhaust Cleaning Industry in the U.S.

BY ROBERT KNAUER, CECS / UNDERPRESSURE, INC.

I am a newcomer to the kitchen exhaust cleaning (KEC) industry, having acquired Underpressure, Inc. about a year ago. As I was assessing the business, one of the things that struck me was how little information was available on the size of the kitchen exhaust cleaning industry and its growth. The underlying strength of the industry was an important criterion

for me, so my interns and I did our best to come up with a rough estimate through extrapolation and triangulation, though we were only able to get so far with the data available. What follows is our assessment of the industry and as well as a recommendation for using surveying to develop a more precise understanding of the state of the KEC industry.

## As the industry continues to evolve, ongoing research and data collection will be essential for accurate market assessments and effective strategic planning.

First, let's consider the size of the industry. At the core of the kitchen exhaust cleaning industry is the number of commercial kitchens requiring regular maintenance. While the restaurant industry dominates this landscape, a diverse array of establishments, including schools, hospitals, hotels, and corporate cafeterias, contribute significantly to the overall demand. By combining data on the number of these facilities with estimates of kitchen complexity and cleaning frequency, it is possible to approximate the total market size. Prohibitions against industry associations such as ours collaborating to fix prices prevents me from providing the details of our assumptions here, but I can share that we concluded that the U.S. market for kitchen exhaust cleaning is about \$1.5 billion. This is likely to be accurate within an order of magnitude but it is an admittedly rough estimate. If you think I'm off on this or any other metric, please let me know.

Now on to the growth of the industry. Several factors have a bearing on the growth of the KEC industry. Rising fire safety concerns, higher insurance costs, and stricter regulatory requirements in some jurisdictions could drive increased demand for cleaning services. Additionally, the ongoing trend towards food delivery and the emergence of ghost kitchens may create new opportunities for industry expansion. However, economic downturns, inflationary pressures, and efforts underway to curtail regulations at the federal level could dampen growth prospects. For growth forecasts, we can draw upon data from adjacent industries, such as kitchen appliance sales, the restaurant industry, and the accommodation and food services industry. Credible industry analyses point to growth in these industries that is roughly in-line with that of the U.S. economy—about 2-3%. This suggests that growth of the KEC industry above that of the broader U.S. economy would be driven by factors such as increased compliance—perhaps brought about by rising insurance costs and stricter regulations—and increased pricing. Anecdotal evidence indicates that these factors are indeed bolstering industry growth, so we concluded that the KEC industry was growing

at about double the rate of GDP growth, or around 5-6%, though we did so with low confidence due to the scarcity of substantiating data. Again, please reach out if you think this assessment is off.

Bringing it all together, overall, this paints a picture of a healthy industry with positive tailwinds supporting its growth. However, it is not a high-growth industry likely to attract frenetic competition. Further, the overall size of the industry and the geographic constraints of market participants means that KEC businesses are somewhat capped in their growth prospects, requiring those seeking double-digit growth to consider options such as expended services, moving into adjacent markets, or acquiring existing businesses.

### Opportunities for Refinement through Surveying

I must acknowledge that the figures I have presented are rough, and based on limited experience in the industry, but I thought it would be valuable to share my understanding of the state of our industry. I believe that our industry would benefit from a more precise understanding of market size and growth so as to make informed decisions about investments, to set goals, and to have the ability to benchmark their growth against industry norms. As the industry continues to evolve, ongoing research and data collection will be essential for accurate market assessments and effective strategic planning.

One model to consider is the publications and reports compiled by trade associations and industry media. The National Association of Manufacturers, for example, has long provided extensive economic and industry data for the manufacturing sector. Lawn & Landscape publishes annual reports on the landscaping industry based on a survey of firms that achieve widespread participation. Much of this data is collected through voluntary surveys of market participants—something that IKECA could also choose to orchestrate. Over time, reporting based on survey data could provide helpful yardsticks on industry performance. Our industry would benefit from adopting a similar approach by instituting an annual survey and state of the industry report. ●

*Robert Knauer, CECS, is the owner of Underpressure, Inc. He wishes to thank Finn Kiely and Bodie Jehling for their contributions to this article. Feel free to share your thoughts on this article via e-mail: [rknauer@underpressure-inc.com](mailto:rknauer@underpressure-inc.com).*

*Reprinted with permission from Journal of the International Kitchen Exhaust Cleaning Association, Spring 2025.*

## IN BRIEF

## CHICAGO

**Home ventilation improves indoor air quality and reduces asthma symptoms**

A three-year study conducted in Chicago by researchers from Illinois Tech, the University of Texas at Arlington, and Elevate from 2017–2020 evaluated the impact of different types of home ventilation systems on indoor respiratory health among adults with asthma. Researchers installed one of three types of systems into participants' homes: upgraded bathroom exhaust fans set to run continuously to pull air in from the outside, a supply fan connected to the central heating and cooling system set to run intermittently to push air into the home, or an energy recovery ventilator (ERV) that continuously pushed air in and pulled air out of the home.

All systems led to measurable improvements when ventilation was activated. The ERV system led to the largest improvements in asthma symptoms.

Source: Illinois Institute of Technology

## RALEIGH

**Cockroaches are secretly poisoning indoor air**

Researchers at North Carolina State University (NCSU) discovered a connection between the extent of cockroach infestations in homes and the number of allergens and bacterial toxins, known as endotoxins, found indoors. The team found that when pest control reduced cockroach numbers, these levels dropped dramatically.

Scientists measured the scale of cockroach infestations alongside concentrations of allergens and endotoxins in Raleigh apartment complexes. Infested homes contained high amounts of endotoxins, with female cockroaches producing roughly twice as much as males.

Sources: ScienceDaily, North Carolina State University

## ILLINOIS

**Survey results show U.S. workers' indoor air expectations**

Fellowes released the 4<sup>th</sup> edition of its Annual Workplace Air Quality Survey, polling more than 1,500 U.S. and Canadian office workers. The U.S. results revealed how indoor air quality impacts comfort, performance, and retention. Here are a few findings:

- 52% describe air in their workplace as very clean
- 68% of millennials and Gen Z respondents expressed concern about long-term effects of poor indoor air quality—more than double the rate of older workers at 28%
- 61% believe their employer is taking the right steps to ensure healthy indoor air quality
- Nearly 40% of all U.S. respondents would consider leaving their current employer due to their work environment's poor air quality

Source: Fellowes

## SOUTH KOREA

**Quantum computing can make your home smarter and greener**

Residential HVAC systems account for a significant portion of energy consumption in buildings. Seeking a new technology to help regulate indoor air quality alongside energy control, scientists at Hanbat National University recently explored quantum reinforcement learning (QRL), an intelligent control method based on quantum computing principles.

The researchers conducted simulations using real-world data from 26 residential households over a three-month period. QRL HVAC control outperformed deep deterministic policy gradient method and proximal policy optimization algorithm, maintaining thermal comfort while achieving more than 60% reductions in both power consumption and electricity costs. This approach is retrofit-friendly and works with standard temperature, occupancy, and carbon dioxide sensors, common HVAC equipment, and thermostats.

Source: PR Newswire

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**Main Phone:** (800) 634-9091

**Primary Contact:** Lori Vaughan

**Company email:** iaqinfo@abatement.com

**Website:** www.abatement.com

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### American CaddyVac

**Address:** PO Box 737, Lewiston, ID 83501

**Main Phone:** (800) 879-5382

**Primary Contact:** Steve Cox

**Contact Email:** stevec@caddyvac.com

**Website:** www.caddyvac.com

### American Creative, Inc.

**Address:** 5100 NW 33rd Ave, Suite 249, Fort Lauderdale, FL 33309

**Main Phone:** (888) 226-7608

**Primary Contact:** Don Glasgow

**Contact Email:** don@americancreative.com

**Website:** www.americancreative.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.com

### Carlisle HVAC Brands

**Address:** 900 Hensley Lane, Wylie, TX 75098

**Main Phone:** (877) 495-4822

**Primary Contact:** Andrew Powell

**Contact Email:** andrew.powell@carlislehvac.com

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

**Website:** www.carlislehvac.com

### CL Ward, Inc.

**Address:** 1100 Ashwood Drive, Suite 1102, Canonsburg, PA 15317

**Main Phone:** (724) 743-5903

**Primary Contact:** Ryan Ward

**Contact Email:** info@clward.com

**Website:** www.clward.com

### CompanyCam

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

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

**Primary Contact:** Cody Smit

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

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

### Danduct Clean

**Address:** Teglvaenget 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

### Ductbotz

**Address:** 1701 Dielman Road, Saint Louis, MO 63132

**Main Phone:** (314) 680-8630

**Primary Contact:** Gary Croshaw

**Company Email:** ar@gcindustrialservices.com

**Website:** www.ductzbotz.com

## VENDORS: ALPHABETICAL LIST

**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

**Ductmate Industries, Inc.**

**Parent Company:** DMI Companies  
**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

**EMSL Analytical, Inc**

**Address:** 200 Route 130 N, Cinnaminson, NJ 08077  
**Main Phone:** (800) 220-3675  
**Primary Contact:** Lori Forrest  
**Company Email:** info@emsl.com  
**Website:** www.EMSL.com

**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

**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

**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

SEE AD  
ON PAGE 11**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

**Linervent AB**

**Address:** Bryggavagen 117, Ekerö, 17831, Sweden  
**Main Phone:** +46725601818  
**Primary Contact:** Christer Danielsson  
**Contact Email:** cd@linervent.se  
**Website:** www.linervent.se

**Meyer Pro**

**Address:** 1700 Franklin Boulevard, Libertyville, IL 60048  
**Main Phone:** (847) 932-6500  
**Primary Contact:** Fergus Keane  
**Contact Email:** fkeane@wmwmeyer.com  
**Company Email:** sales@wmwmeyer.com  
**Website:** www.meyerpro.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

**NIKRO**  
INDUSTRIES, INC.SEE AD ON  
INSIDE FRONT  
COVER**NIKRO Industries, Inc.**

**Address:** 1115 N Ellsworth Avenue, Villa Park, IL 60181  
**Main Phone:** (800) 875-6457  
**Primary Contact:** Corey Anetsberger  
**Company Email:** sales@nikro.com  
**Website:** www.nikro.com

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**Omer Ahmed Al-Mohsen & Partners Co. Ltd.**

**Address:** Sayhat Industrial District. Building no. 3093, Dammam 32443, Saudi Arabia  
**Main Phone:** +966541027748  
**Primary Contact:** Ahmad Salman  
**Company Email:** Fady.f@omcksa.com  
**Website:** https://omc-clean.com/

## VENDORS: ALPHABETICAL LIST

SEE AD  
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### PriorityLab

**Address:** 6330 E 75th Street, Unit 334, Indianapolis, IN 46250

**Main Phone:** 1 (888) 854-0477

**Primary Contact:** Brandon Burriss

**Contact Email:** brandon@prioritylab.com

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

**Website:** www.prioritylab.com

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### Proac Corporation

**Address:** PO Box 326, Mt. Aetna, PA 19544

**Main Phone:** (717) 933-9475

**Primary Contact:** Denise Klopp

**Contact Email:** denise@proaccorp.com

**Website:** www.proaccorp.com



### Pure N Natural Systems

**Address:** 5625 Cambridge Way, Unit 202

Culver City, CA 90230

**Main Phone:** 1 (800) 237-9199

**Primary Contact:** Sofia Quintero

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

**Website:** www.purennatural.com

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### 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

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

**Website:** www.rotobrush.com

### 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

SEE AD ON  
BACK COVER

### Schermerhorn Bros. Co.

**Address:** 340 Eisenhower Lane North, Lombard, IL 60148

**Main Phone:** (630) 627-9860

**Primary Contact:** Pete Wolf

**Contact Email:** pwolf@e-sbco.com

**Website:** www.schermerhornbrosc.com

### Service First Processing

**Address:** 420 W. Boynton Beach Boulevard  
Boynton Beach, FL 33435

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

**Primary Contact:** Ashley Marino

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

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

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

### Steamatic, LLC

**Address:** 4320 Marsh Ridge Road, Suite 190, Carrollton, TX 75010

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

**Primary Contact:** Frank Van Sant

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

**Website:** www.steamatic.com

SEE AD ON  
INSIDE BACK  
COVER

### 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.

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**TapeGuys, LLC****Address:** 4802 S. 33rd Street, Phoenix, AZ 85040**Main Phone:** 1 (800) 272-3123**Primary Contact:** Geary Morris**Company Email:** contact@tapeguys.com**Website:** www.tapeguys.com**Teinnova****Address:** Las Balsas, 16 Logroño, La Rioja 26009 Spain**Main Phone:** +(34) 941 445 056**Primary Contact:** Maria Martinez Miera**Contact Email:** info@teinnova.net**Website:** www.teinnovacleaning.com**Thermafex****Address:** 381 Carwellyn Road, Abbeville, SC 29620**Main Phone:** (800) 459-4822**Primary Contact:** Bliss Cain**Company Email:** sales@thermafex.net**Website:** www.thermafex.net**Thumbtack****Address:** 415 Natoma St., Suite 1300, San Francisco, CA 94103**Main Phone:** (303) 895-6004**Primary Contact:** Holly Nagle**Contact Email:** hnagle@thumbtack.com**Website:** www.thumbtack.com**Vac Systems****Address:** 318 Pacific Avenue, Waverly, MN 55390**Main Phone:** (952) 808-1619**Primary Contact:** Rich Barrett**Contact Email:** rbarrett@vacsysint.com**Company Email:** info@vacsysint.com**Website:** www.vacsysint.comSEE AD  
ON PAGE 18**Rick Watson,**Clean Air,  
NADCA Member

I'm now in my second year using PriorityLab for mold testing and particulate counting, and they continue to exceed my expectations. Their process is professional, reliable, and PriorityLab's reports are clear and easy to understand. PriorityLab has taken the confusion and stress out of testing, and I trust their accuracy and integrity completely. I highly recommend them to anyone needing quality Air testing done right.

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## VENDORS: CATEGORY LIST

**Access Opening  
(Doors & Cutting tools)**

Aeroseal LLC  
CL Ward, Inc.  
Ductmate Industries, Inc.  
Meyer Machine Supply & Equipment

**Adhesives & Tapes**

CL Ward, Inc.  
Meyer Machine Supply & Equipment  
TapeGuys, LLC

**Agitation Devices**

Abatement Technologies  
BioVac System, Inc.  
Heat Seal Equipment Ltd.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

**Air Compressors**

Abatement Technologies  
NIKRO Industries, Inc.

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

Abatement Technologies  
Danduct Clean  
Duct Cleaners' Supply  
Heat Seal Equipment Ltd.  
Meyer Machine Supply & Equipment  
Meyer Pro  
NIKRO Industries, Inc.  
Rotobrush  
Scand Tech USA, LLC  
Schermerhorn Bros. Co.  
TapeGuys, LLC  
Teinnova  
VacSystems

**Air Filters & Air Purification Systems**

Aeroseal LLC  
NIKRO Industries, Inc.  
Proac Corporation  
Pure N Natural Systems

**Air Scrubbers**

Abatement Technologies  
BioVac System, Inc.  
NIKRO Industries, Inc.  
Pure N Natural Systems

**Antimicrobial Chemicals**

BioVac System, Inc.  
CL Ward, Inc.  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.  
Sunbelt Rentals

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

Answering Service Care  
American Creative  
CompanyCam  
Service First Processing  
Thumbtack

**Condensate Pan Treatments &  
Coatings**

Carlisle HVAC Brands  
Meyer Machine Supply & Equipment

**DEDP Testing Devices**

NIKRO Industries, Inc.

**Dryer Vent Cleaning Tools**

Abatement Technologies  
Duct Cleaners' Supply  
InOvate Dryer Products  
NIKRO Industries, Inc.  
Rotobrush  
TapeGuys, LLC  
Vac Systems

**Duct Accessory Hardware**

CL Ward, Inc.  
Ductmate Industries, Inc.  
Rotobrush

**Duct Materials (Replacement,  
Flexible Duct)**

Aeroseal  
CL Ward, Inc.  
Lambro Venting Products, Inc.  
Linervent AB  
Thermaflex

**Equipment Rental**

Sunbelt Rentals

## VENDORS: CATEGORY LIST

**Hand Tools**

NIKRO Industries, Inc.  
Sunbelt Rentals

**Humidification/Dehumidification Equipment**

Pure N Natural Systems  
Sunbelt Rentals

**HVAC System Filters**

Pure N Natural Systems

**IAQ Consulting Services**

PriorityLab

**Inspection Equipment**

Abatement Technologies  
CompanyCam  
Ductbotz  
Ductmate Industries  
NIKRO Industries, Inc.  
Scand Tech USA, LLC

**Insulation (Includes Adhesives & Repair)**

CL Ward, Inc.  
Aeroseal LLC

**Lab Analysis, Surface Sampling & Testing Equipment**

EMSL Analytical, Inc.  
PriorityLab

**Marketing**

AirDuctMarketing.com  
American Creative, Inc  
Thumbtack

**Mold Remediation Equipment**

Abatement Technologies  
NIKRO Industries, Inc.  
Pure N Natural Systems  
Sunbelt Rentals  
Tape Guys LLC

**Robotic Cleaning Equipment**

Danduct Clean  
Ductbotz  
NIKRO Industries, Inc  
Teinnova

**Safety (Equipment & Consulting)**

Ductmate Industries, Inc.  
Schermerhorn Bros. Co.

**Sheet Metal Supplies**

CL Ward, Inc.

**Surface Treatments & Coatings**

Aeroseal LLC  
Carlisle HVAC Brands  
Linervent AB  
Meyer Machine Supply & Equipment  
NIKRO Industries, Inc.

**Training Services & Schools**

Aeroseal LLC  
Danduct Clean  
NIKRO Industries, Inc.  
Steamatic, Inc.

**UV Light/PCO**

InOvate Technologies, Inc.  
Pure N Natural Systems  
Rotobrush

**Vacuum Equipment, Hoses & Connectors**

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

**Vacuum/Collectors, Gas Portable**

Meyer Pro  
NIKRO Industries, Inc.

**Vacuum/Collectors HEPA Contact**

NIKRO Industries, Inc.

**Vacuum/Collectors, HEPA Portable**

Abatement Technologies  
NIKRO Industries, Inc.

**Vacuum/Collectors, Truck/Trailer mounted**

American CaddyVac  
Meyer Pro



2026

# NADCA

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

MARCH  
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The HVAC Inspection, Cleaning  
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# Italy

TAKES ACTION ON

## Indoor Air Quality

New legislative proposal unveiled in Rome



On October 21, a press conference at Rome's Senate of the Republic highlighted a growing public health issue: the quality of the air we breathe indoors. Organized by Vice President of the Senate Gian Marco Centinaio, the event introduced a legislative proposal aimed at regulating hygiene standards for HVAC systems.

The discussion, moderated by journalist Mattia Iovane (RAI, *Il Mattino*), focused on the urgency of improving indoor air quality, particularly since Italians spend over 90% of their time indoors. Data from the Indoor Air Quality Observatory, a collaboration between the University of Milan-Bicocca and Bocconi University, suggest that indoor pollution could cost Italy up to 5.22% of its GDP.

NADCA was on hand to support the initiative, represented by Jim Castellano, President and Chairman of the Board, and Kim Wieland, Chief Strategy Officer.

### The Invisible Danger

Gregorio Mangano, President of AIISA and CEO of Techno One, stressed the hidden threats posed by indoor pollution. "We don't see what we breathe, especially inside HVAC systems. I often share photos to raise awareness. Understanding the problem is crucial, because it carries high social costs and contributes to many preventable deaths each year," he said.

The proposed legislation emphasizes prevention, scheduled maintenance, periodic inspections, and certified professional training. Notably, it is designed to be implemented without additional costs to the government through the efficient use of existing resources.

### Streamlining Regulations

Andrea Casa, Emeritus President of AIISA and CEO of Alisea, explained the need for a less cluttered regulatory framework. "Italy's regulations are complex and need simplification, ideally through a national law. This proposal focuses on awareness and sensitivity to indoor air quality rather than punitive measures," he said.

Gaetano Settimo, Coordinator of the National Indoor Pollution Study Group (ISS), added, "Indoor air quality is a cornerstone of public health. Most of our time is spent indoors, so prevention must start there. It also supports competitiveness in production and enhances the efficiency of our National Health Service. Focusing on indoor air not only reduces comorbidities but lowers healthcare costs."

### Economic and Social Benefits

Speaking remotely, Susanna Dorigoni, Head of the Indoor Air Quality Observatory at Bocconi and Bicocca Universities, emphasized the economic dimension of indoor pollution. "Social costs linked to poor indoor air are significant but can [be turned into] societal benefits if properly managed," she said. "Continued research is essential to set effective minimum air quality standards and enhance well-being."



Left to right: Gregorio Mangano, President of AIISA and CEO of Techno One; Gian Marco Centinaio, Vice President of the Senate; Gaetano Settimo, Coordinator of the National Indoor Pollution Study Group; Andrea Casa, Emeritus President of AIISA and CEO of Alisea.



Left to right: NADCA's President Jim Castellano with Italian government and industry representatives Mangano, Centinaio, Casa, and Settimo.



The press conference focused on the urgency of improving indoor air quality, particularly since Italians spend over 90% of their time indoors.

Dorigoni asserted that companies in shared environments or HVAC production and maintenance could potentially play a key role. Responsible firms, she said, could “turn this challenge into an opportunity” in a sustainability-focused context, without incurring higher costs.

### Key Elements of the Proposal

- Targeted inspections and mandatory cleaning of HVAC systems
- Standardized procedures
- Certified training for qualified personnel
- Oversight through document and technical controls

### Expected Benefits

- Improved public health, including a decline in respiratory diseases and hospital-acquired infections
- Economic efficiencies through healthcare savings and workforce skill development
- Clearer regulations and reduced bureaucratic burden for businesses and public administrations

Consultations with experts, industry associations, and health institutions will precede formal introduction of the bill to Italy’s Parliament.

Clean air is not only a health issue—it is a social and economic priority. Italy is taking steps to ensure that indoor environments are safer, healthier, and more sustainable for everyone. ●



**“Air quality is fundamental, not just outdoors but wherever we live, work, or shop.”**

—Gian Marco Centinaio, Vice President of the Senate of the Republic, Italy

# INTRODUCING NADCA FLASHCARDS

The NADCA Flashcards mobile app was designed exclusively for members to help you strengthen your knowledge of HVAC cleaning concepts. Review key terms, quiz yourself, and save your progress all from your phone... anytime, anywhere.



## How to Download the NADCA Flashcards App

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2. Search for: NADCA Flashcards
3. Download and install the app on your device.
4. Log in with your NADCA membership credentials
  - a. Use the same username and password you use to access the NADCA website.
5. Start learning!



# How to Build and Sell Your Business the Right Way

BY PHLASH CONSULTING

**S**elling your business is one of the biggest financial and emotional decisions you'll ever make. Whether you run a home services company or a high-growth firm, the key to a successful exit is preparation, long before you ever go to market.

In a recent conversation with Lee Heisman and Peter Cookman of Exit Stage Left Advisors, both seasoned mergers and acquisitions (M&A) experts, they shared what every business owner should know before selling.

**The more predictable your income, the higher your value. Converting one-time customers into recurring service contracts signals stability and lowers risk for buyers.**

## 1. Profit Matters More Than Revenue

A \$10 million company with no profits isn't worth much. What buyers really care about is **EBITDA** — your earnings before interest, taxes, depreciation, and amortization. Strong, growing profits show that your business is stable and healthy. "If you pointed a gun to my head and asked what matters most when selling, I'd say profits, your EBITDA," said Heisman.

## 2. Sell When You're Up, Not Burned Out

Most owners wait until they're tired or the business has plateaued. That's the wrong time. Buyers pay the best prices when your company is performing well and trending upward. If you're feeling burned out, focus on strengthening the business first, then plan your exit while it's still growing.

## 3. Build Predictability Into Your Revenue

The more predictable your income, the higher your value. Converting one-time customers into recurring service contracts signals stability and lowers risk for buyers. An HVAC company with recurring monthly or annual agreements, for example, can see its valuation multiple increase dramatically.

## 4. Strengthen Your Second-in-Command

A solid leadership team, often called "G2," is essential. If you plan to step away after the sale, buyers need to see that your company can operate without you. A strong G2 increases confidence and the price.

## 5. Keep Your Exit Plans Confidential

It's tempting to tell your team you're thinking about selling. Don't. Even loyal employees may panic or leave if they don't understand how the sale will impact them. Wait until you have the structure, contracts, and incentives ready before sharing any information.

## 6. Don't Go It Alone

Selling your company isn't like selling a house online. Sites like BizBuySell attract bargain hunters, not strategic buyers. Experienced M&A advisors run controlled, competitive

## If part of your payout depends on future results, stay involved long enough to protect your interests.

processes that can substantially increase your sale price. Heisman shared one example: A client's business was valued at \$14 million by their accountant. After Exit Stage Left ran a formal auction, it sold for \$22 million in cash.

## 7. Think Bigger: The "Grape vs. Watermelon" Mindset

Would you rather own 100 percent of a grape or 20 percent of a watermelon? Selling part of your business to a larger platform can lead to a significantly larger payday later, the "second bite of the apple." Private equity firms often roll up several companies to create a larger entity worth a higher multiple. That second sale can yield more than the first.

## 8. Protect Yourself from Earnout Surprises

If part of your payout depends on future results, stay involved long enough to protect your interests. Work with advisors and attorneys who know how to structure earnouts fairly so you don't lose control of your outcome.

## 9. Remember, There's No Shortcut to a Successful Exit

The best sales happen when business owners prepare early, focus on profitability, and surround themselves with experts who know the process. If you're thinking about selling within the next few years, start planning now; your future self will thank you. ●

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**It's tempting to tell your team you're thinking about selling. Don't. Even loyal employees may panic or leave if they don't understand how the sale will impact them.**



# Giving Effective Feedback: Tips for Constructive Communication

BY DAVE ROSENBERG

**E**ffective feedback is one of the most powerful tools a leader has—and one of the most underused. When done well, it improves performance, builds trust, and reinforces standards. When ignored or delivered poorly, it creates confusion, resentment, and drift.

The problem isn't that leaders don't care. It's that they haven't been taught how to provide feedback well. According to research from *Harvard Business Review*, *Forbes*, and the Center for Creative Leadership, there are five key reasons for ineffective feedback:

1. **Fear of conflict:** Leaders avoid feedback because they don't want to hurt feelings or trigger defensiveness.
2. **Discomfort or lack of confidence:** Many simply don't know how to word it, so they stay silent.
3. **Lack of clarity:** Vague feedback like "do better" provides no path forward.
4. **Poor timing:** Waiting until a review makes effective feedback irrelevant or too late to fix.
5. **Focusing only on the negative:** Leaders who ignore wins create a culture of silence and fear.

## If you want your team to thrive, don't wait for a problem—create a cadence of communication where feedback is expected, respected, and valued.

These aren't small issues—they're leadership failures. Every time you withhold feedback, you withhold an opportunity for someone to improve.

Effective feedback isn't about confrontation—it's about care. When someone falls short, they deserve clarity, not ambiguity. When someone performs well, they deserve recognition, not indifference. When people receive feedback consistently, they feel seen and supported.

Effective feedback isn't just for fixing problems. Some of the most impactful conversations you'll have are about what's going right. Giving feedback with intent becomes a force multiplier—for trust, for culture, and for consistent performance.

Feedback isn't a soft skill. It's a leadership standard. And if you want your team to perform at a high level, you owe them more than silence. You owe them effective feedback—with discipline, purpose, and heart.

### Understanding the Importance of Employee Engagement

Feedback and engagement are not separate conversations. They're two sides of the same coin. Employee engagement doesn't happen because you have a ping pong table or team happy hours. It happens when people feel seen, supported, and trusted to do meaningful work. That only occurs when feedback is ongoing—reinforcing what's working, redirecting what's not, and connecting daily actions to a larger purpose.

Engaged employees don't just show up—they show up *on mission*. They solve problems proactively, collaborate without being asked, and take ownership of outcomes. That behavior doesn't happen by accident—it's cultivated through continuous feedback that builds confidence and capability.

Here's what the research shows:

- Employees who receive daily feedback are 3.6 times more likely to be engaged at work (Gallup).
- 92% of employees say they're more likely to stay in their job if their leader shows empathy—a key component of respectful feedback (Zippia).

- Only 12% of employees leave jobs for more money; most cite a lack of development or recognition instead (*Harvard Business Review*).

In other words, giving feedback is more than a tool for performance. It's the fuel for engagement, growth, and retention. If you want your team to thrive, don't wait for a problem—create a cadence of communication where feedback is expected, respected, and valued.

### Give Feedback That Matters

Feedback isn't about checking a box. It's about changing behavior, reinforcing values, and moving people toward their potential. If it doesn't do that, it's just noise. To provide meaningful feedback, start with intention. Ask yourself: *What do I want this person to understand, change, or continue doing?* If you can't answer that clearly, you're not ready to give the feedback.

## Feedback isn't about checking a box. It's about changing behavior, reinforcing values, and moving people toward their potential.

Next, consider context. Where is this person in their development? Are they new and learning, or experienced and plateauing? Feedback that matters meets people where they are—and helps them take the next step forward.

Then deliver it with purpose. Don't bury the point. Don't talk in circles. Say what needs to be said, clearly and respectfully. If it's praise, make it specific and connected to the mission. If it's a correction, make it actionable and future-focused.

Finally, close the loop. Giving feedback isn't a drive-by event. Ask questions. Invite reflection. Align on what happens next. When people feel like they're part of the conversation—not just on the receiving end of it—they're more likely to engage and grow.

Feedback that matters is clear, timely, and mission-aligned. It builds trust. It improves performance. And most importantly, it shows your team you care enough to help them improve. ●

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# Member BENEFIT *Highlight*

## Boost Your Business with the NADCA Find-a-Professional Directory

**D**id you know that thousands of people visit the NADCA website every year looking for trusted HVAC cleaning professionals? Most of them go straight to the Find-a-Professional Directory, a powerful tool that helps connect consumers with NADCA members and helps you grow your business.

Each listing in the directory is a direct reflection of your company. When potential customers find you, your contact details, website, and certifications are what make the first impression. So take a few minutes to make sure your profile is up to date. Is your website correct? Is your phone number current? Does your listing show the services you offer and the certifications your team has earned?

NADCA continuously drives traffic to the directory through social media, blogs, and press outreach, ensuring that more customers find NADCA members first. Keeping your information accurate helps those customers reach you and helps you stand out from the competition.

Next time you're on the NADCA website, check your listing and make sure everything is current. If you need help updating your information, just drop us a line at [membership@nadca.com](mailto:membership@nadca.com). We're happy to help! ●

# COMMITTEE *Spotlight*

**G**et ready to elevate your experience at NADCA's 37th Annual Meeting & Exposition, taking place March 23-25<sup>th</sup>, 2026 at the beautiful Broadmoor in Colorado Springs, Colorado. With the Rockies as a backdrop, this year's event blends breathtaking scenery with inspiring education, hands-on training, and the kind of professional connections that make NADCA's Annual Meeting a must-attend experience.

Behind the scenes, the Annual Meeting Committee has worked tirelessly to craft a program that combines top-tier technical sessions with opportunities for meaningful engagement. This dedicated group of volunteers recommends program content to the Board, recruits outstanding speakers, and coordinates pre-convention activities with other committees. Their collaboration ensures a seamless and memorable event for every attendee.

This year's meeting will feature a full schedule of certification exams, general and breakout sessions, and a vibrant exposition showcasing the latest tools, technology, and services in HVAC system cleaning and restoration. Attendees can also look forward to networking opportunities that celebrate both professional growth and community, including the Women of NADCA Meet-Up, a special Hall of Fame Celebration Party, and the inspiring "Building the Future" session, highlighting emerging leaders as essential pieces of the NADCA puzzle.

From sessions on leadership and safety to CEC opportunities covering ACR, finance, and duct renovation, there's something for everyone interested in taking their business and expertise to the next level. And of course, the Broadmoor's world-class amenities and mountain views provide the perfect setting to relax, recharge, and reconnect.

A heartfelt thank-you goes to Chair Tyler Batchelder, Co-Chair Vito Moscato, and every member of the Annual Meeting Committee and Program Planning Team for their creativity, expertise, and countless hours of preparation. Their efforts make it possible for NADCA members to learn, share, and grow together in an event that gets better every year. ●

## NEW MEMBER COMPANIES

**AAA Complete Contractor**

Staten Island, NY, USA

**Absolute Cleaning and Restoration**

Tupelo, MS, USA

**Advanced Restoration/ 1800drymeout**

New Port Richey, FL, USA

**Airgene Pty Limited**

Sydney Olympic Park, New South Wales, AUS

**Alford Air Conditioning Inc.**

Tequesta, FL, USA

**ASPAR AL-HANDASA For operation and maintenance**

Riyadh, UAE

**Atlas Industrial & Mechanical**

Metairie, LA, USA

**DC Restoration Enterprise**

West Haven, CT, USA

**DUCK**

Clayton, NC, USA

**EMG Heating and Air**

Mansfield, TX, USA

**Innovac Air Duct Cleaning**

Denver, CO, USA

**Just Air Solutions**

Fort Myers, FL, USA

**Linervent AB**

Ekero, SWE

**Matyas & Sons Heating & Cooling Inc.**

Granite City, IL, USA

**Mike Smith Heat & Air**

West Monroe, LA, USA

**Modern PURAIR Kamloops**

Kamloops, BC, CAN

**Mr. Duct Cleaner Fox Cities**

Winneconne, WI, USA

**Nettoyage ULUX**

Beauharnois, QC, CAN

**Powerize Arabia Limited Company**

Jubail, SAB

**Precision Air Duct Cleaning**

Burbank, CA, USA

**Restore It Restoration & Cleaning LLC**

El Dorado, AR, USA

**Servpro of Northeast Wichita**

Wichita, KS, USA

**The Vent Guys**

Titusville, FL, USA

**Valentine Vents**

Daniel Island, SC, USA

**Vent Pros of New England**

Groton, CT, USA

**Watson Services Group LLC**

Atlanta, GA, USA

**Young's Chimney Service**

DeBary, FL, USA

## NEW ASCS AND CVIs

## NEW ASCS

**Chad Ackman**Argo HVAC, LLC  
Pensacola, FL, USA**Mark Alford**Alford Air Conditioning Inc.  
Tequesta, FL, USA**Jesus Alvarado**Professional Duct Cleaning  
Los Angeles, CA, USA**Parker Badrock**BRIDGE CITY DUCT CLEANING  
Saskatoon, SK, CAN**AJ Baggott**F.H. Furr Plumbing, Heating and  
Air Conditioning, Inc.  
Manassas, VA, USA**Joe Barton**Action Duct Cleaning  
Altadena, CA, USA**Dejsani Beamon**Stanley Steemer DFW  
Farmers Branch, TX, USA**Webster Bertinot**Guarantee Restoration Services  
Baton Rouge, LA, USA**Anthony Blanton**BMS Cat of Florida, LLC - Tampa  
Branch  
Tampa, FL, USA**Anthony Boisaubin**Stanley Steemer Boston  
Holbrook, MA, USA**Jorge Bonilla**Stanley Steemer North Jersey  
Clifton, NJ, USA**Vaughn Bott**Stanley Steemer Columbus  
Columbus, IN, USA**Jayden Brood**Clean Air Connections  
Wenatchee, WA, USA**Ashtin Busching-Flanigan**Mr. Duct Cleaner Fox Cities  
Winneconne, WI, USA**Sean Butler**Servpro of Northeast Wichita  
Wichita, KS, USA**Jaret Campbell**Stanley Steemer Dayton  
Beavercreek Township, OH, USA**Diego Castillo-Juarez**DC Restoration Enterprise  
West Haven, CT, USA**Logan Checksfield**FIRST ONSITE Property  
Restoration  
Maryland Heights, MO, USA**Christian Corley**Mike Smith Heat & Air  
West Monroe, LA, USA**Robert Cropper**Stanley Steemer Baltimore  
Rosedale, MD, USA**Seth Crosby**Vent Pros of New England  
Groton, CT, USA**Eduardo Desiderio**Air Ducts Done Right, Inc.  
Darien, IL, USA**Brandon Dever**Stanley Steemer International, Inc.  
Dublin, OH, USA**Shane DeVuyst**

Lancaster, PA, USA

**Edwin Douglas**Stanley Steemer Shreveport  
Shreveport, LA, USA**Jimmy Doyle**DUCK  
Clayton, NC, USA**Daniel Draper**Stanley Steemer Columbus  
Columbus, IN, USA**Brian Eberly**Professional Building  
Maintenance  
Fredericksburg, VA, USA**James Elias**Young's Chimney Service  
DeBary, FL, USA**Sean Ellsworth**Precision Air Duct Cleaning  
Burbank, CA, USA**Blake Engwall**Air Ducts Done Right, Inc.  
Darien, IL, USA**Erron Fayson**The Vent Guys  
Titusville, FL, USA**David Foreman**Green Air Environmental of  
Chicagoland  
Bolingbrook, IL, USA**Philip Gacitua**Airgene Pty Limited  
Sydney Olympic Park  
New South Wales, AUS**Stephen Gallimore II**ServPro of Henry, Benton,  
Humphries and Hickman  
Counties  
Paris, TN, USA**Manuel Garcia**Air Quality Systems, Inc.  
Norcross, GA, USA**George Gibson Jr.**Prime Restoration  
Waldorf, MD, USA**Samuel Glew**Precision Restoration of Texas LLC  
Spring, TX, USA**Aiden Grady**Stanley Steemer Portland  
Tigard, OR, USA**Wesley Hamilton**Stanley Steemer Austin  
Austin, TX, USA**Benjamin Hughes**

Branson, MO, USA

**Benjamin Hutchison**Stanley Steemer Columbus  
Columbus, IN, USA

## NEW ASCSs AND CVIs, CONTINUED

**Reid Johnson**

Lappins LLC  
Onalaska, WI, USA

**Marquess Jones**

Mighty Ducts LLC  
Cheyenne, WY, USA

**David Kelly**

Valentine Vents  
Daniel Island, SC, USA

**Tyler Koloski**

Modern Purair Saskatoon  
Saskatoon, SK, CAN

**Michael Kusheba**

Ally Turnkey Company  
Tampa, FL, USA

**Joseph Lee**

Stanley Steemer of Charlotte  
Charlotte, NC, USA

**Nick Martin**

Stanley Steemer Columbus  
Columbus, IN, USA

**Russell Martin**

YYT Safe Dryer Vents  
Incorporated  
Portugal Cove-St. Philips, NL,  
CAN

**Corey Matyas**

Matyas & Sons Heating  
& Cooling Inc.  
Granite City, IL, USA

**Jason Matyas**

Matyas & Sons Heating  
& Cooling Inc.  
Granite City, IL, USA

**Odin McCarthy**

Clean Air Connections  
Wenatchee, WA, USA

**Gary McEwen**

Alford Air Conditioning, Inc.  
Tequesta, FL, USA

**Austin Meyers**

BRIDGE CITY DUCT CLEANING  
Saskatoon, SK, CAN

**Hawkins Milford**

Air Quality Systems, Inc.  
Norcross, GA, USA

**Anthony Mirra**

Stanley Steemer Charleston  
North Charleston, SC, USA

**Owen Moore**

Americlean of Iowa, LLC  
Cedar Rapids, IA, USA

**Carlos Munoz**

Stanley Steemer of Tempe, AZ  
Tempe, AZ, USA

**Juan Munoz Zamora**

Bee's Air Duct Cleaning  
Platteville, CO, USA

**Daniel Orlick**

Core Value Contracting  
Lancaster, PA, USA

**Marcus Osborn**

Restore It Restoration  
& Cleaning LLC  
El Dorado, AR, USA

**James Paul**

Alaska Power-Vac LLC  
Palmer, AK, USA

**Enelio Pena**

Stanley Steemer Philadelphia  
South  
Pennsauken, NJ, USA

**Jim Perrone**

Guarantee Restoration Services  
Baton Rouge, LA, USA

**Gregory Petiote**

Air Duct Aseptics (A.D.A.)  
Pompano Beach, FL, USA

**Aidan Pettitt**

Sepeco Inc.  
Binghamton, NY, USA

**Devin Pflueger**

EMG Heating and Air  
Mansfield, TX, USA

**Troy Pittman**

Air Quality Systems  
Jacksonville, FL, USA

**Keith Prasad**

Stanley Steemer Cleveland  
Cleveland, OH, USA

**Daniel Purcell**

Stanley Steemer of Cincinnati  
Cincinnati, OH, USA

**Robert Reed**

Stanley Steemer of Richmond Hill  
Richmond Hill, GA, USA

**Jeffery Reedus**

Coit Services of Kentuckiana  
Louisville, KY, USA

**Benjamin Richardson**

Steamatic of Southern Nevada  
North Las Vegas, NV, USA

**Kris Robinson**

CLEAR Air, Inc.  
Des Moines, IA, USA

**Ronald Robinson**

Stanley Steemer Columbus  
Columbus, IN, USA

**Bryan Rodriguez**

Stanley Steemer Cleveland  
Cleveland, OH, USA

**Steven Rubin**

Advanced Restoration  
/1800drymeout  
New Port Richey, FL, USA

**Jeremy Sanchez**

Tech Clean Industries  
Ronkonkoma, NY, USA

**Johnny Santana**

Stanley Steemer North Jersey  
Clifton, NJ, USA

**Marco Santiago**

Stanley Steemer Dayton  
Beavercreek Township, OH, USA

**Robert Santiago**

Duct Detectives, Inc.  
Orlando, FL, USA

**Brian Scheer**

Americlean of Iowa, LLC  
Cedar Rapids, IA, USA

**Anthony Schober**

Stanley Steemer of Richmond Hill  
Richmond Hill, GA, USA

**James Schuley**

Coit Services of Kentuckiana  
Louisville, KY, USA

**Heba Shanabli**

ASPAR AL-HANDASA  
For operation and maintenance  
Riyadh, SAB

**Darrick Shank**

Guarantee Restoration Services  
Baton Rouge, LA, USA

**Chris Sharpe**

Air Doctor Duct Cleaning  
Tulsa, OK, USA

**Isaiah Short**

Stanley Steemer Rockville (DC-  
North)  
Rockville, MD, USA

**Sarah Six**

CLEAR Air, Inc.  
Des Moines, IA, USA

**Antonio Smith**

KMS Air Duct Cleaning  
Minneapolis, MN, USA

**Jerod Smith**

Mike Smith Heat & Air  
West Monroe, LA, USA

**Kenneith Smith**

Stanley Steemer Indianapolis  
Carmel, IN, USA

**Marbel Soto**

Stanley Steemer Austin  
Austin, TX, USA

**Keaton Stuart**

Air Maintenance, Inc.  
Pewaukee, WI, USA

**Jay Tessmer**

Joe Taylor Restoration, Inc.  
Delray Beach, FL, USA

**Shawn Turner**

Absolute Cleaning and  
Restoration  
Tupelo, MS, USA

**Micah Vann**

Stanley Steemer International, Inc.  
Dublin, OH, USA

**Alwin Varghese**

Powerize Arabia Limited  
Company  
Jubail, SAB

**John Vargo**

San Diego, CA, USA

**Peter Vega**

Just Air Solutions  
Fort Myers, FL, USA

**Bernard Vixamar**

Air Duct Aseptics (A.D.A.)  
Pompano Beach, FL, USA

**Trent Walker**

Young's Chimney Service  
DeBary, FL, USA

**Jamarquez Walter**

Stanley Steemer Shreveport, LA  
Shreveport, LA, USA

**Kenneth Washington**

Alpine Maintenance Group, Inc.  
Indianapolis, IN, USA

**Carson Wedman**

Servpro of Northeast Wichita  
Wichita, KS, USA

**Ryan Wiesner**

Restore It Restoration & Cleaning LLC  
El Dorado, AR, USA

**Jason Willard**

Stanley Steemer Baltimore  
Rosedale, MD, USA

**Marvin Williams**

Coit Cleaning & Restoration of  
Memphis  
Cordova, TN, USA

**Shawn Wilson**

Dream Steam  
Des Moines, IA, USA

**Koda Woods**

Stanley Steemer DFW  
Farmers Branch, TX, USA

**Zak Zartmann**

Prevent Cleaning Service  
Irmo, SC, USA

**NEW CVIs****Brian Critch**

Ventech Total Ventilation Services  
Paradise, NL, CAN

**Jase Curley**

North Central Mechanical Serv.  
Mason City, IA, USA

**Phil Farber**

iRespond  
Gilbert, AZ, USA

**Ryan Lane**

Triton Test, Balance and Design  
Freeport, IL, USA

**Marc Pierson**

JPC Ltd.  
Syracuse, NY, USA

**Chad Shealy**

Visionaire Solutions  
Little Mountain, SC, USA

**Keefer Wehmeyer**

Americlean of Iowa, LLC  
Cedar Rapids, IA, USA



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