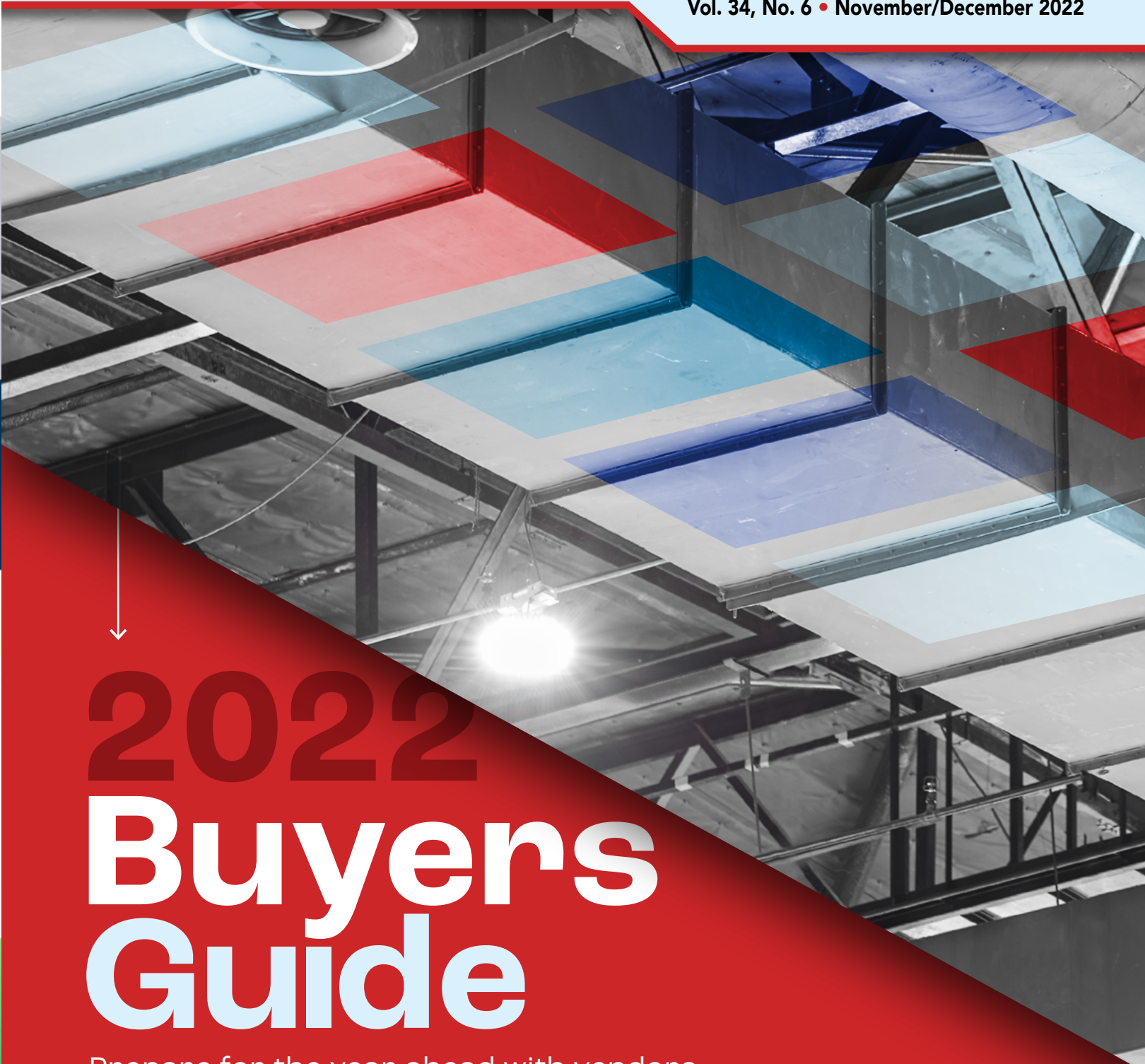


NADCA
Duct Tales

Vol. 34, No. 6 • November/December 2022



2022
Buyers
Guide

Prepare for the year ahead with vendors,
products and services for your business

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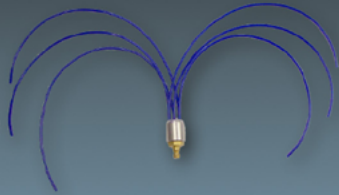
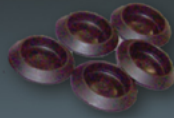


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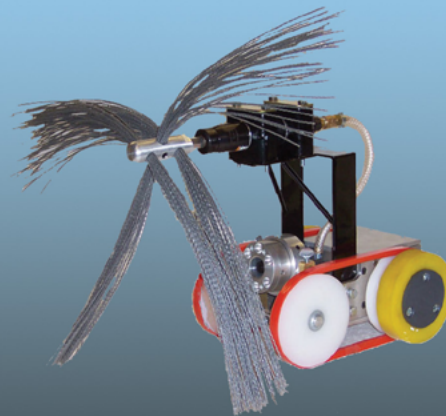
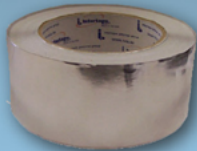


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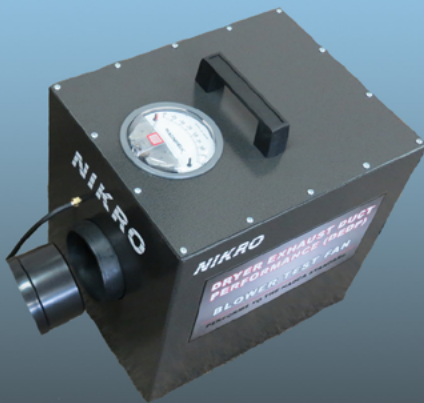
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The National Air Duct Cleaners Association (NADCA) prints DucTales Magazine to provide its members and the HVAC system cleaning industry with a forum for the discussion of topics of interest. To that end, NADCA tries to include within DucTales a wide 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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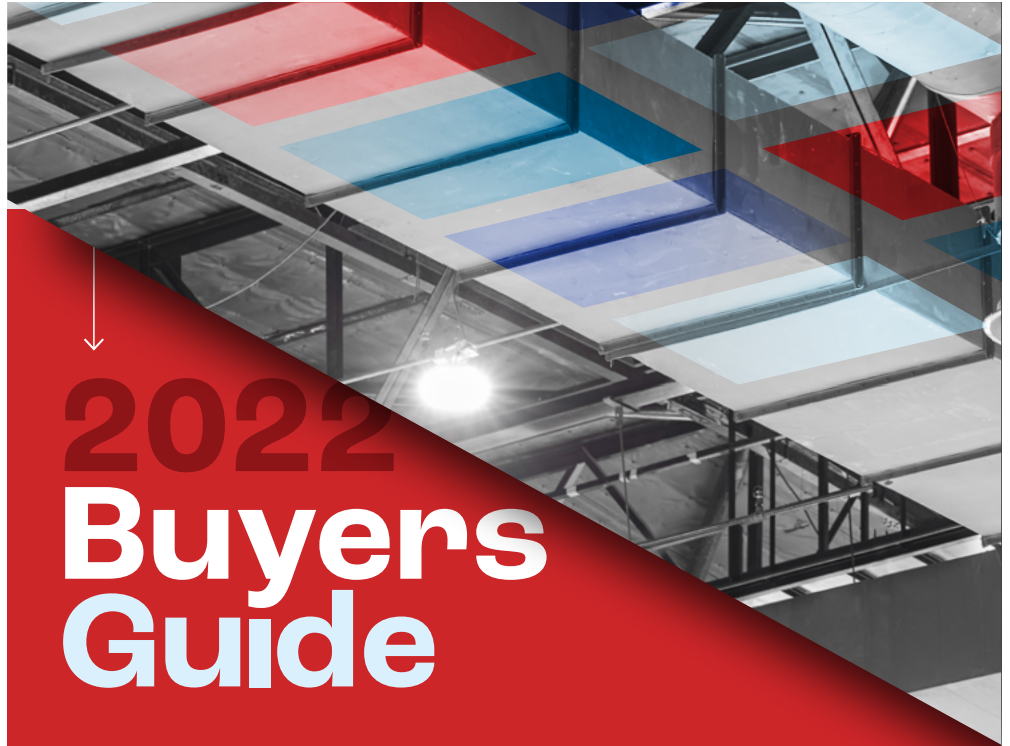


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President's Letter



What a Year!

Mark Zarzeczny, ASCS, CVI
President & Chairman of the Board

2022 saw the come back of business and commerce, but also the decline of the markets, hitting our savings right where it hurts. Most of us aren't retiring next year, so we know the comeback will be greater than the setback, and we will find hope and happiness knowing that our later years will be supported by a booming stock market.

The job market seems to be taking a turn, but we're still seeing unprecedented pricing in the travel industry. Our NADCA staff has been working diligently to negotiate on behalf of the association, but suffice to say, it's not a buyer's market right now. Food and beverage costs are soaring at increases of 35%, and at the same time, the labor market is up about 40%. These compounding costs are being felt across all industries and inflation is real!

I mention this because in this issue you have the Buyers Guide, and I want you to remember what's happening in the macro environment: our vendors are paying more for materials, and that cost simply must be passed on to the consumer (you). You, in turn, will pass some of that cost to your customers. Don't miss an opportunity to do so and don't undervalue your products and services in this inflationary market.

Be good to our Associate Members and take the time to look through this issue carefully. You may just find the next great thing for your company in 2023! ●

*Happy Holidays
and Cheers to a
New Year!*

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Thank You, Kristy

By Jodi Araujo, CEM; Chief Executive Officer

Great is the art of beginning, but greater is the art of ending.

— HENRY WADSWORTH LONGFELLOW

As another year comes to a close, the NADCA Board of Directors and management team prepare to say farewell to long-time Executive Director, Kristy Cohen. In 2012, when NADCA arrived at AH headquarters in New Jersey they came only having selected their next Executive Director (that was me). I began my term with NADCA on April 2, 2012 and promptly began interviewing candidates to fill out the team. Kristy was my first hire and WOW, did I get that one right? She joined me the following month as our Assistant Executive Director, and we began to build the early operations and governance structure that has since evolved to what you see today, one that supports the needs of the membership while focusing on awareness through science among the larger indoor air quality space and its players.

From the very first meeting with Kristy there was a spark. It was one of connection and creativity, work ethic and winning. Together we stood, faced with some contention as a result of the management change and fully understanding the weight of

“FROM THE VERY FIRST MEETING WITH KRISTY THERE WAS A SPARK. IT WAS ONE OF CONNECTION AND CREATIVITY, WORK ETHIC AND WINNING.”

that moment. We knew success was the only way, and we knew it had to happen fast. The Board of Directors at that time was a group of brave, bold and steadfast men who believed in their decision and felt it would be one to take NADCA to new levels. They empowered me to foster a culture of high expectation and one where anything less than wouldn't be tolerated. One of transparency and accountability and one where the Board and the management team were one — one team. As a team we stood together through the challenges, and there were many in the early days. This Board understood at a very high level that in order to overcome the dissent they needed to band together, strategize and they acted as subject matter experts as we pulled together the association's operations, building the foundation for the future.

Kristy is moving on to serve another non-profit but will remain in the office next to mine, allowing for a solid transition to NADCA's new Executive Director, Jason Levy. You'll hear more about Jason in the next issue. Please join me in wishing Kristy all the best as she elevates and continues her career progression. Kristy, thank you for standing with me in the trenches and being my wing gal as we trudged through those early days. You are an absolute treasure and you will be missed.

As the new year rolls in, I hope you've all taken time to share your appreciation for your staff, for your family and friends, and most importantly, I hope you've taken a minute to self-reflect, rest and reset for the year to come. What is your WHY in 2023 and how will you carry yourself into finding success in that? ●



Thank You, NADCA

By Kristy Cohen, NADCA Executive Director

This Executive Director letter is bittersweet for me as I share the news that as of January 2023, I will no longer be serving as NADCA's Executive Director. While I'm excited for the future ahead, there is so much I will miss about working with NADCA. I want to take a moment to reflect on this amazing journey I've had over the last 10 years of my career and thank all of you for making the experience such a rewarding one.

First and foremost, I will miss the amazing people I've worked with and learned from at NADCA. I remember thinking during my interview for the Assistant Executive Director position, "Wow, air duct cleaning...I don't really know too much about that, but I'll give it my best shot!" It was rather intimidating coming into an industry without a lot of firsthand knowledge on the subject matter.

What I quickly came to realize working with folks like Richard Lantz, Mike White, Rick MacDonald and Tom Yacobellis was that I was in very good hands with volunteers who were going to help me get up to speed, impart their wisdom, answer my questions and help me get acclimated to this new world of HVAC system cleaning. I remember being so impressed with the wealth of technical knowledge all of our board and committee members had and how friendly and patient everyone was as I worked to absorb the terminology, learn about system components and the nuances of the industry.

Over the years, it has been so rewarding working with all of our Fall Tech volunteers whose willingness to mentor and impart their wisdom to the new techs coming up has made that event one of our very best assets. They taught me that NADCA truly is a place where competitors come together to support each other as business owners and professionals and work to elevate the entire industry. I will miss the comradery of this very special group.

I will miss speaking with all of you, our members — learning about your businesses, your challenges and working to make sure the benefits NADCA offers have meaning and impact for your success. Your entrepreneurial spirit, grit and commitment to your customers and employees represents the very best of the industry.

Over the last 10 years, NADCA has launched so many pivotal initiatives including the Breathing Clean consumer campaign, development of the General Specification in CSI 3-Part format, hiring a Standards and Specification Marketing Manager, updating ACR, The NADCA Standard, developing several industry white papers, conducting ground breaking energy studies, fighting the scammers through the Anti-Fraud Task Force and securing essential worker status for NADCA members during the pandemic. We've seen NADCA membership grow by over 60% and certification grow by over 90%. I'm so

very proud of the work we've done and the results we've achieved together.

And of course, I would be remiss to leave out the fun we've had along the way. From my first NADCA Annual Meeting with a St. Patrick's Day parade in New Orleans, to the Buckhorn Saloon and Durty Nelly's in San Antonio, to dancing until our knees hurt in Nashville and rocking out on the USS Midway in Coronado, I could not have asked for any better memories of time well spent with our NADCA friends.

I want to extend my heartfelt gratitude to all of the current and past NADCA Board of Directors and volunteers who I've had the honor of working with over the last 10 years. Thank you for your support, leadership and vision. I want to thank the NADCA staff for being the most amazing team I ever could have asked to work with. Thank you for being the rock stars you are and for always giving everything you've got to make sure NADCA is the best it can be. And, most of all, I want to thank NADCA's CEO Jodi Araujo for being the best mentor and leader I ever could have asked for on this amazing journey. ●

**THANK YOU, NADCA
FOR A WONDERFUL 10
YEARS. THE FUTURE IS
BRIGHT AND I WISH YOU
ALL THE VERY BEST!**

IN BRIEF

CANADA

In Quebec, a project is underway that will see 47,000 indoor air sensors be utilized across the province's public schools. By monitoring crucial environment parameters like CO₂, temperature, humidity and PIR timely and continuously, school staff are able to gain actionable insights including live and historical data, tendencies analysis, threshold alerts and reporting through a modern web application. These insights act as a perfect guide for school operators to guide the whole operation of school. This mirrors NADCA's study in Italy at the University of Pavia.

NEW YORK

New polling from Data for Progress shows that New York voters support changing the building code to require businesses to install air quality monitors to detect and prevent outbreaks that could lead to pandemics. New Yorkers have repeatedly demonstrated that they're ready to see a change, with a majority of voters agreeing that the state should place stricter limits on air pollution to help communities mitigate the risk of health conditions, namely asthma, driven by this pollution.



CALIFORNIA

As supply chain issues show signs of easing, new research suggests factory fires are the largest reason for disruptions. In a white paper, supply chain software firm Resilinc said through Q3 of 2022, they received 2,889 alerts on factory fires globally – nearly 1,000 more than all of 2021. Among the top 10 industries affected by factory fires in 2021 were automotive, manufacturing, food & beverage and aerospace. The U.S. led the list of countries affected in 2021 by approximately 300, followed by India and Germany.

WASHINGTON, DC

The White House is inviting building owners and operators across the country to join efforts to continue fighting the spread of COVID-19 by publicly pledging to meet the Clean Air in Buildings Challenge. The challenge, introduced in March, was a call to action for building owners and operators to assess their indoor air quality and make ventilation, air filtration and air cleaning improvements to help keep building occupants safe. One next step is the pledge, which allows for those operators to make their plans public.



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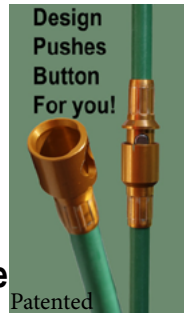
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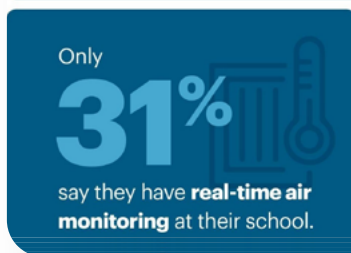
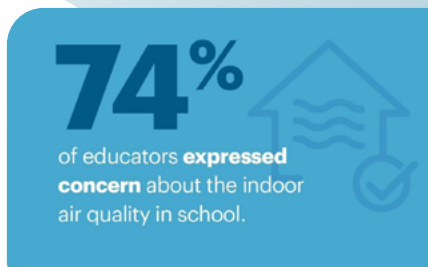
Thank you all for a great year. See us at NADCA Trade events in 2023!



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National Survey Reveals Overwhelming Majority of Teachers Have Concerns with Air Quality in Schools



A new survey, released today, finds that the vast majority of teachers (74%) nationwide are concerned about the indoor air quality in their schools and on buses, citing the negative impacts it has on the health and productivity of teachers, faculty and students. The results highlight the growing importance teachers place on working in a healthy, safe and clean environment.

Despite having federal government funding available, 87% of educators surveyed say they are alarmed that their school hasn't done more to improve air quality. While 84% have made recent changes regarding air quality, such as installing air purifiers or new ventilation systems, only 31% say they have real-time air monitoring at their school. When it comes to making improvements in their schools, improving air quality (64%) ranked second only behind salaries (66%).

The survey of 1,000 teachers and school facility managers was conducted by Researchscape in early October 2022. The national study was commissioned by Aura Air, the leading smart air platform that is installed in thousands of

classrooms across North America. "In an environment where schools across the country are grappling with teacher shortages and another year of potential disruptions, keeping our teachers and students healthy has to be a top priority," says Roei Friedberg, CEO of Aura Air Americas. "The fact that teachers see air quality just as important as teacher salaries is eye-opening. Schools have a once-in-a-lifetime opportunity to take advantage of federal funding programs to upgrade their air quality systems and show teachers and students they take their health seriously."

Disruptions and Absenteeism

This is the third school year since the start of the pandemic, yet 77% of respondents expressed a level of concern that their school will be disrupted by COVID-19 and 74% by Influenza A and other viral diseases. Eight out of 10 (79%) believe better indoor air quality will help reduce chronic student absenteeism.

Students Suffer

Half (50%) of respondents say their students are suffering from more

allergies and asthma (32%) and are at greater risk of COVID transmission and other viruses as a result of poor air quality in school. Lack of focus (30%) and, lower grades (20%) and test scores (13%) were also cited as downside impacts.

Unhealthy Work Environment

Nearly half (47%) of those surveyed say that poor air quality in their classrooms increases risks of respiratory illness, greater transmission of COVID infections (42%) and an increase in teacher sick days (35%). Overcrowded classrooms were a concern for 87% of respondents. Ninety percent of respondents say better indoor air quality will help improve their health and wellness.

Teacher Shortage

Seven out of 10 (69%) respondents say that their school faces a staffing shortage. The top reasons for staffing shortages include: low salaries (59%), early retirements (40%), and health and safety, specifically noting poor indoor air environment (31%), fear of getting COVID (32%) and impact of long COVID (29%). ●

Use the Right Tool for the Job



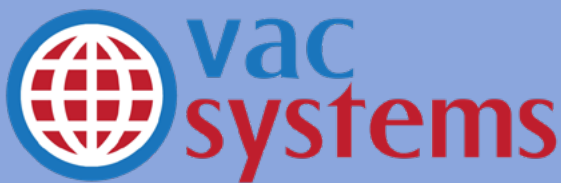
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How to Determine the **BEST STYLE OF MARKETING** for Your Business

By Kelsey Raymond

Marketing is essential to growing any business, yet it's one of the hardest areas to get right. With so many options and styles of marketing, it can be difficult to know where to start or what will be most effective for your business. Let's break down the steps that will help determine what style of marketing is right for your business.

1. Figure out your business goals

Before you can choose the right style of marketing for your business, you need to figure out your business goals. Consider what you want to achieve with your marketing strategy. Are you trying to increase traffic to your website? Are you interested in increasing your brand awareness? Are you focusing more on generating business leads? Once you determine your goals, you can start to look at different marketing strategies and see which ones are a good fit for your business.

If you're unsure what your business goals should be, try thinking about what you want to achieve in the short and long term. For instance, you might want to focus on generating leads or increasing website traffic in the short term. Consider how you can grow your brand awareness or build customer loyalty for long-term goals. Once you understand your goals well, you can start looking at different marketing strategies and seeing which ones will help you achieve them.

2. Study your competitors

In order to determine what style of marketing is right for your business, you need to first study your competitors. Take a look at their marketing materials and see what they are doing that is working well. Also, pay attention to any negative feedback they may be receiving from customers and make sure to avoid making the same mistakes. Once you have a good understanding of what your competitors are doing, you can

then start to develop a marketing strategy that will set your business apart from the rest.

3. Consider your target audience

Your target audience consists of the people who you think are most likely to purchase your product or service. When considering your target audience, it's essential to consider their needs and what they want to see from your business. For example, if you're selling products for new parents, you'll want to target ads and content that speak to the needs of new parents. If you're targeting college students, on the other hand, you'll want to focus on content that appeals to their interests and needs.

Once you've considered your target audience, you can start thinking about what marketing style is right for your business. Research different marketing techniques and consider which would work best for reaching your target

audience. You may need to experiment with a few different techniques before finding one that works well for your business.

4. Set your marketing budget

When it comes to marketing, it's easy to get overwhelmed and not know where to start. Budgeting is a critical part of the planning process as it will essentially tell you what options are available to you in your budget.

Each form of marketing offers various benefits. Trying various methods can give you deeper insight into which works best for your business.

5. Evaluate your results

Once you've tried out a few different marketing strategies, it's time to sit back and evaluate the results. Look at your sales figures and compare them to what you were doing before. If you see an uptick in business, then you know you're on the right track.

It's also important to look at your customer feedback. Are they happy with the new marketing campaign? Do they feel like they're being bombarded with too many ads? Be sure to take their feedback into account as you move forward.

Finally, don't be afraid to make changes if something isn't working. Trying new things is part of marketing, so don't be afraid to experiment. You'll only find what works best for your business by trying out different approaches and seeing what sticks.

6. Adjust as needed

Don't expect overnight results. Be patient and give your marketing time to work. Track your results and make adjustments as needed, but don't give up too soon. A successful marketing campaign can take months or even years to develop, so be patient and keep at it.

As your business grows, so does your customer base. As your customer base grows, you may need to adjust your marketing style to better appeal to them. For example, if you are targeting a younger audience, you may need to use more modern methods of marketing, such as social media or online advertising.

If you are targeting a more mature audience, traditional methods such as print ads or direct mail may be more effective. The trick is knowing your audience and what methods of marketing they are most likely to respond to.

There is no one-size-fits-all answer to the question of what style of marketing is right for your business. The best way to figure out which marketing strategy is best for you is to experiment with a few different techniques. What works best for your particular product or service?

With so many marketing options available, it's important to find the approach that feels most natural for you and your company. What matters most is that you're able to connect with your target audience and deliver the results you're looking for. ●



MARKETING TECHNIQUES

TRADITIONAL ADVERTISING

Traditional advertising, which tends to leave a longer impression, includes print ads, TV commercials and radio spots.

OUTBOUND MARKETING

Cold calls, emails and more fall into this category, which uses non-targeted content to promote products or services.

DIGITAL MARKETING

All online marketing efforts fall into this marketing technique. Examples include social media posts and paid search.

PUBLIC RELATIONS

Press releases, events, and more help companies inform stakeholders and persuade them to maintain favorable opinions about a company.

INBOUND MARKETING

This type of marketing uses content marketing services to draw customers in instead of interrupting them with ads.

DUCT ARMOR



A BUSINESS OPPORTUNITY THAT MAKES SENSE...

- High Profit
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If you have been looking for a high profit, high demand business opportunity, then Duct Armor™ may be exactly what you've been searching for. Duct Armor™, America's leader in air duct restoration, is looking for a select few to join our team of driven entrepreneurs. We provide a patent protected solution for restoring aged, rusted and moldy air ducts. Our unique "Business in a Box" program gives you all the tools needed to start your dealership.



Contact us today to find out how you can become a dealer!

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NADCA Past President Presents to Local ASHRAE Chapter

Michael Vinick (standing)

On November 10, NADCA Past President, Michael Vinick and James Choquette, led tech and dinner sessions at ASHRAE's November Dinner Meeting. Michael and James presented courses on Fiberglass and Indoor Air Quality and ACR, The NADCA Standard, familiarizing the audience with the importance of the cleanliness of HVAC Systems. It was a great evening of presentations, networking opportunities and learning.



James Choquette (standing)





NADCA
Member
BENEFIT
Highlight

Member Mentor Program

It can be tough when you're just starting out in the industry, especially if you're a new business owner. Luckily, as a NADCA member, you're never alone.

As a way to help welcome and introduce new members to the NADCA community, we've created the Member Mentor Program, giving new members access to a mentor who can lend their knowledge, wisdom and experience as a seasoned professional in the industry.

Having a mentor can help make sure you are getting the most out of your NADCA membership and taking advantage of all the tools NADCA has to offer. If you're interested in being paired with a mentor, contact the NADCA Membership Coordinator at membership@nadca.com.

Committee Spotlight

NADCA Working for You

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

COMMITTEE - REGIONAL COORDINATORS SUBCOMMITTEE

NADCA's Regional Coordinators, led by April Yungen, ASCS, CVI, are responsible for welcoming new members to NADCA and serving as a resource for members in their region. Regional Coordinators have significant experience in the air duct cleaning industry and can provide valuable mentoring and insights to fellow NADCA members.

Regional Coordinators are responsible for:

- Welcoming new NADCA members
- Serving as mentors for the NADCA Member Mentor program
- Promoting NADCA events and resources to members in their region
- Sharing any regional issues or concerns of members with NADCA

If you have technical questions, are looking for mentoring support, or have issues or concerns to share with NADCA, feel free to reach out to your Regional Coordinator(s) and take advantage of this tremendous resource.

REGIONAL COORDINATOR ROSTER

U.S. Northwest: Brooks Ingrassia, Vito Moscato, Matt Mountain

U.S. Southwest: Kehau Mendes

U.S. Northeast: Jim Castellano, Nelson Constanza, Dan L'Herbier, Richard Spano

U.S. Southeast: Perry Bagley

Canada Region 9: Gary Baskin

Canada Region 9.5: Nicolas Charland, Pierre Tremblay

Central & S. America: Hugo Hernandez

Italy Region 12: Andrea Casa

India: Tejas Vispute

Mid-East Region 10: George Thomas



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INDUSTRY CALENDAR



AHR EXPO 2023

February 6-8, 2023 • Atlanta, Georgia

IAQA ANNUAL CONFERENCE

February 19-22, 2023 • Austin, Texas

NADCA'S 34TH ANNUAL MEETING & EXPOSITION

March 27-29, 2023 • New Orleans, Louisiana

RIA 2023 INTERNATIONAL RESTORATION CONVENTION + INDUSTRY EXPO

April 23-26, 2023 • Orlando, Florida

NADCA'S 2023 FALL TECHNICAL CONFERENCE

September 7-9 2023 • Grapevine, Texas

LIFA Air Rover Robotic Camera

Video inspection robot for HVAC air ducts

New generation technology of 2022 - cordless and instant reporting via Wifi - new innovation and unique to LIFA!

Remote controlled LIFA ROVER video inspection camera saves both time and money. Signal can reach >50 meters (164 ft) through structures and/or if ductwork is visible and can be walked-by, no limit for length nor access doors needed.



Easy-to-use inspection robot and app designed as per the needs from professionals in the field, instant sending of videos into cloud.

Accessory instruments and / or cleaning tools can be attached onto the robot. Strong 4-wheel drive and specially made wheels enable even 45° inclines.

Special front and back camera enable 360° view of video / photo recording.

Robust construction designed for professional use, IP56 for the heavy-duty carry-case on wheels.

LIFAair[®]
www.lifa-air.com

USA distributors:
VacSystems Inc.
sales@vacsysint.com
Tel. (952) 808-1619

Air Cleaning Technology Inc.
sales@aircleaningtechnology.com
Tel. (714) 641-5005

Jendco Safety Supplies Inc.
sales@jendcosafety.com
Tel. (614) 449-9600

NEW MEMBERS

ACCORDIBLE

Navi Mumbai, India

Advantaclean of Mclean

Alexandria, VA USA

Air Works Heating & Air

Franklinton, NC USA

Aloha Systems Inc

Honolulu, HI USA

Anderson Group International

West Sacramento, CA USA

Applied Building Technologies, Inc

Baltimore, MD USA

Better Breathing Environmental Inc

Malden, MA USA

Breathe Better Colorado Corp

Conifer, CO USA

Clean Air Crew

Ocean Springs, MS USA

Harley's Heating and Air Conditioning Inc

Lincoln, NE US

Laine Environmental LLC

Houston, TX USA

Quality Degree Inc

Royersford, PA USA

RNATUREL

Levis, QC CAN

SERVPRO of Jamestown

Jamestown, NY USA

Sole Source Restoration

Cranston, RI USA

Stanley Steemer

Kenner, LA USA

Stanley Steemer

Richmond Hill, GA USA

Vast Air Concepts Inc

Coral Springs, FL USA

Ventech Total Ventilation Services

Paradise, NL CAN

Ventum Air & Co. Inc

Brossard, QC CAN

NEW ASCSs and CVIs

NEW ASCSs

Brooks Andrews

Air Quality Systems, Inc
Norcross, GA USA

Preston Aycox

Laine Environmental LLC
Houston, TX USA

Nathan Bartels

North Central Mechanical Serv.
Mason City, IA USA

Charles Blythe

D.J. Cross, Inc
Media, PA USA

Michael Bourque

RNATUREL
Levis, QC CAN

Bobby Braden

Mold Terminator
LOCATION TK

Dean Broughton

Clean Air Services Canada Ltd
Langley, BC CAN

Kenneth Brown

ACR Advanced Cleaning & Restoration LLC
Greeneville, TN USA

Gage Burdge

Apex Appliance Repair & Air Duct Cleaning
Spotswood, NJ USA

Julio Bustamante

Consolidated Environmental, Inc
Fairfield, NJ USA

Ryan Byrne

Air Quality Systems, Inc
Norcross, GA USA

Paul Bzowycykj

4 Greenfields Inc dba SERVPRO of Newington/
Central Hartford
Newington, CT USA

Jarett Cann

Advanced Air Quality, Inc
Ottawa, ON USA

Robert Card

Quality Air Care Cleaning
Wainscott, NY USA

Ever Carreto

Environmental Services Inc
New Castle, DE USA

Ross Coffee

FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Anthony Crookshanks

Applied Building Technologies, Inc
Baltimore, MD USA

Nathanael Cruz

Duct Detectives, Inc
Orlando, FL USA

Jeron Cunningham

Cunningham's Air System Cleaning Specialists LLC
Pearl City, HI USA

Jamie Desjarlais

Full Throttle Furnace & Duct Cleaning Inc
RM of Sherwood, SK CAN

Sarvelio Donis

Steamatic of Connecticut
North Haven, CT USA

Aaron Einstein

RJR Interior Maintenance Inc
Astoria, NY USA

Blake Engwall

Air Ducts Done Right, Inc
Darien, IL USA

Jyrone Evans

FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Vincent Farricielli

Steamatic of Connecticut
North Haven, CT USA

Brandon Feathers

Renfrow Heating, Air & Plumbing, LLC
Olive Branch, MS USA

Richard Frazier

Air Works Heating & Air
Franklinton, NC USA

Isaac Goicochea

Fire & Ice Heating and Air Conditioning
Columbus, OH USA

Andrew Gove

A&J Property Restoration
Deforest, WI USA

Erica Graham

FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

James Graves

Duct Doctor USA
Birmingham
Alabaster, AL USA

Kristofer Griffith

Anderson Group International
West Sacramento, CA USA

Alex Hamilton

FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Harley Hatten

Woodfin Heating Inc
Richmond, VA USA

Dave Hazen

Air Duct Maintenance, Inc
Bakerstown, PA USA

Byran Hemingway

Carolina Home Services Group dba One Hour Heating & Cooling
Myrtle Beach, SC USA

Charles Hopson

Quality Air Care Cleaning
Wainscott, NY USA

Joe Hrbek

SERVPRO Miami Beach
Miami, FL USA

Joseph John

FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Harley Kasper

Mold & Air Duct Pros
Bedford Heights, OH USA

Salim Kazi

ACCORDIBLE
Navimumbai, MH

David Kreucher

Safety King, Inc
Shelby Township, MI USA

Rick Lehman

Safety King, Inc
Shelby Township, MI USA

Matt Lemmens

SERVPRO of Jamestown
Jamestown, NY USA

Jake Levendusky

CLEAR Air, Inc
Des Moines, IA USA

Anne Levine

Applied Building Technologies, Inc
Baltimore, MD USA

John Litt

Air Ducts Done Right, Inc
Darien, IL USA

Elman Lopez

Environmental Services Inc
New Castle, DE USA

James Luke

Duct Dynasty Clean Air LLC
Orlando, FL USA

NEW ASCS AND CVIS CONTINUED

Anthony Mako
Sole Source Restoration
Cranston, RI USA

Sean McAndrew
Advanced Air Service
Group
Aston, PA USA

Joshua McCandless
Hyper Clean Duct
Cleaning, LLC
Midlothian, VA USA

Travis McCormick
Proac Corporation
Mount Aetna, PA USA

John Medina
Advantaclean of Mclean
Alexandria, VA USA

Jacob Metz
Duct Doctor USA
Birmingham
Alabaster, AL USA

Lamar Miller
Proac Corporation
Mount Aetna, PA USA

Josh Minchew
Power Vac America, Inc
Houston, TX USA

Matthew Minter
Power Vac America, Inc
Houston, TX USA

William Missimer
D.J. Cross, Inc
Media, PA USA

Cesar Monterrosa
Capitol Duct Cleaning
Spanaway, WA USA

Beau Morrow
Renfrow Heating, Air &
Plumbing, LLC
Olive Branch, MS USA

Ryan Nagler
Nagler Duct and Dryer
Vent Cleaning LLC
Hagerstown, MD USA

Elad Nevizada
Global Solutions
Appliance Repair
Flushing, NY USA

Tyson Nicholson
AirGanic
Seattle, WA USA

Matthew Nystrom
TIES 360
Sarasota, FL USA

Homer Olivares
Mr. Duct Cleaner of San
Antonio North
San Antonio, TX USA

Nicolas Osorno
FIRST ONSITE Property
Restoration
Maryland Heights, MO
USA

Henry Palomeque
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Ron Papke
QCC
Michigan City, IN USA

Melvin Pascual
Cunningham's Air System
Cleaning Specialists LLC
Pearl City, HI USA

John Pavlosky
Interior Maintenance
Company, Inc
Lansdowne, PA USA

Tony Perez Hernandez
Environmental Services Inc
New Castle, DE USA

Marcus Pizarro
Peach State Dryer Vents &
Air Ducts
Fayetteville, GA USA

Julio Pizarro
Peach State Dryer Vents &
Air Ducts
Fayetteville, GA USA

Hector Planteny
Indoor Air Technologies
Victor, NY USA

Gavin Porter
Southeast Clean Air
Solutions LLC
Henrico, VA USA

Thomas Randell
SaniTech Services Inc
Nesconset, NY USA

Brandon Reed
Clean Air Connections
Wenatchee, WA USA

Nick Reid
Woodfin Heating Inc
Richmond, VA USA

Josue Rincand
Chesapeake Property
Services
Baltimore, MD USA

Fernando Rivas
Action Duct Cleaning
Altadena, CA USA

Carlos Rodriguez
Sole Source Restoration
Cranston, RI USA

William Roe
Cygnus Environmental
Services, Inc
Newtown Square, PA USA

German Ruscalleda Jr.
Duct Detectives, Inc
Orlando, FL USA

Miguel Santos
Santos Services LLC
Providence, RI USA

Shane Schaper
GC Industrial
Saint Louis, MO USA

Joshua Shersl
CLEAR Air, Inc
Des Moines, IA USA

Jayson Sprague
Advanced Furnace & Air
Duct Cleaning, Inc
Bayville, NJ USA

Caden Stallard
CroppMetcalfe
Fairfax, VA USA

Christopher Sultan
Clean Air Crew
Ocean Springs, MS USA

Tyler Sutton
Clean Air Connections
Wenatchee, WA USA

Joseph Sweeny
Cygnus Environmental
Services, Inc
Newtown Square, PA USA

Bob Szmik
Air Quality Systems, Inc
Norcross, GA USA

Steven Tagliaferri
Myrtle Beach, SC USA

Phillip Tappenden
Advanced Air Service
Group
Aston, PA USA

Jesse Tesmer
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Jonathan Tharp
Aeroseal LLC
Miamisburg, OH USA

Marvin Thompson
Carolina Home Services
Group DBA One Hour
Heating & Cooling
Myrtle Beach, SC USA

Kevin Tipton
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Michael Triscari
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Kacey Turcotte
Advanced Air Quality Inc
Ottawa, ON CAN

Brady Ulriksen
Full Throttle Furnace &
Duct Cleaning Inc
RM of Sherwood, SK CAN

Felix Vasquez
Consolidated
Environmental, Inc
Fairfield, NJ USA

Griffin Washington
Advanced Air Service
Group
Aston, PA USA

Bryan Waske
Ventcorp
Dearborn, MI USA

David Watts
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

John Weir
Breathe Better Colorado
Corp.
Conifer, CO USA

Edward Whisenant
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Demario White
BMS CAT, LLC
Haltom City, TX USA

Beth Williams
Advanced Air Service
Group
Norcross, GA USA

Hasani Williams
FIRST ONSITE Property
Restoration
Maryland Heights, MO
USA

NEW CVIS

Cristian Alvarado
Consolidated
Environmental, Inc
Fairfield, NJ USA

William Callahan
SERVPRO of Belle Meade
Nashville, TN USA

Danny Chatter
Trio Quality Service
Cottonwood, AZ USA

Joshua Deyarmin
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Andrew Farr
Action Duct Cleaning
Altadena, CA USA

Curtis Fletcher
Weather Engineers &
Envirovac, Inc
Jacksonville, FL USA

Rob Green
D.J. Cross, Inc
Media, PA USA

Randy Jackson
Virginia Air Duct Cleaners,
Inc
Chesapeake, VA USA

Marcin Kania
FIRST ONSITE (NJ – IRS)
Monroe Township, NJ USA

Jonathan Merryman
SERVPRO of Belle Meade
Nashville, TN USA

Jason Powell
Breathe Clean Heating &
AC Duct Service LLC
Las Vegas, NV USA

William Spano
Advanced Furnace & Air
Duct Cleaning, Inc
Bayville, NJ USA

The Duct Truck of
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NO MORE PTO:
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At *Hypervac*, our core mission is to build equipment that combines our 40 years of industry experience with new innovations that make you more pro table and your work life better.

Our greatest strengths lie in the fact we build our own equipment. From the body to the fan, it's all built in-house. That engineering dominance allows us to build a superior, cutting edge design, the best built truck in the industry, and sell it at a reasonable price, giving extremely good value. While the cost of other duct trucks are skyrocketing, we're bringing out affordable options with better quality.

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There's only **ONE** H2 duct truck, the rest are all just imitators.

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2022 Buyers Guide

Prepare for the year ahead with vendors,
products and services for your business

Vendors: Alphabetical List

Abatement Technologies

Address: 605 Satellite Boulevard, Suite 300, Suwanee, GA 30024

Main Phone: (800) 634-9091

Primary Contact: Christine Delisle

Contact Email: cdelisle@abatement.ca

Website: www.abatement.com

Aeroseal LLC

Address: 225 Byers Road, Miamisburg, OH 45342

Main Phone: (877) 959-8421

Primary Contact: Jennifer Secrist

Contact Email: jennifer.secrist@aeroseal.com

Website: www.aeroseal.com

AirDuctAds.com

Address: PO Box 365, Orange Beach, AL 36561

Main Phone: (337) 322-2129

Primary Contact: Josh Langford

Contact Email: josh@airductads.com

Website: www.airductads.com

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

AIRsana

Address: 7935 W 14th Avenue, Lakewood, CO 80214

Main Phone: (303) 232-4343

Primary Contact: Jesse Lopez

Contact Email: jesse.lopez@walrathhvac.com

Website: www.walrathhvac.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, Bldg 6, Fort Lauderdale, FL 33309

Main Phone: (888) 226-7608

Primary Contact: Don Glasgow

Contact Email: don@americancreative.com

Website: www.americancreative.com



AnswerForce

Address: 1033 SE Main Street, Suite 5, Portland, OR 97214

Main Phone: (877) 351-1208

Primary Contact: Bethany Ripoyla

Company Email: sales@answerforce.com

Website: www.answerforce.com/hadca

AnswerForce specializes in 24/7 call answering for the restoration industry, trade and home service companies. Our virtual receptionists work from home offices across the country to help answer your customer calls and live chats. We are proud to work closely with leading restoration specialists, including RIA and Restoration 1.

A.W. Perkins Co.

Address: 36 Curtis Avenue, Rutland, VT 05701

Main Phone: (802) 775-7516

Primary Contact: Tom Martin

Contact Email: tmartin@awperkins.com

Website: www.rodtechusa.com

SEE OUR AD
ON PAGE 9

Biltwel Duct Cleaning Equipment Inc

Address: 16327-130 Avenue NW, Edmonton, AB T5V 1K5 Canada

Main Phone: (800) 547-9210

Primary Contact: Mike Vollweiler

Contact Email: mike@biltwel.com

Company Email: service@biltwel.com

Website: www.biltwel.com

BioVac System, Inc

Address: 8701 8 Avenue, Montreal, QC

H1Z 2X4 Canada

Main Phone: (514) 990-9605

Primary Contact: David McDougall

Company Email: info@biovacsystem.com

Website: www.biovacsystem.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

CompanyCam

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

Main Phone: (402) 617-6364

Primary Contact: Claire Ficke

Company Email: sales@companycam.com

Website: www.companycam.com/hadca

Controlled Release Technologies, Inc

Address: 1016 Industry Drive, Shelby, NC 28152
Main Phone: (704) 487-0878
Primary Contact: Jenny Gillelan
Company Email: custserv@cleanac.com
Website: www.cleanac.com

Cooper Fleet Services

Address: 17312 N May Avenue, Edmond, OK 73012
Main Phone: (405) 920-8652
Primary Contact: Mike Helder
Contact Email: mike@cooperfleet.com
Website: www.cooperfleetservices.com

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

Dell Technologies

Address: 1 Dell Way, Round Rock, TX 78682
Main Phone: (512) 513-3315
Primary Contact: Kelsey Sewalson
Contact Email: kelsey_sewalson@dell.com
Website: www.dell.com/nadca



SEE OUR AD
ON PAGE 14

Duct Armor

Address: 1233 N Cedar Street, Unit 26, Owasso, OK 74055
Main Phone: (800) 637-1773
Primary Contact: Kenny Smith
Company Email: info@ductarmor.com
Website: www.ductarmor.com

Duct Armor is a coating process for both residential and commercial ducts. This patented process uses proprietary, high-quality coating material to repair and restore a variety of ductwork while encapsulating rust, mold, asbestos and fiberglass fibers. Duct Armor is only available through licensed and trained independent dealers.

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) 245-3188
Primary Contact: Tony Plantz
Contact Email: tplantz@ductmate.com
Website: www.ductmate.com

DUCTZ International

Address: 731 Fairfield Court, Ann Arbor, MI 48108
Main Phone: (877) 597-2553
Primary Contact: Chelsea Keeton
Contact Email: chelsea.keeton@belfranguroup.com
Website: www.ductz.com

Environmental Control Services Inc/ Dynesic Technologies

Address: PO Box 223, Lima, PA 19037
Main Phone: (484) 444-2327
Primary Contact: Michael Menta
Contact Email: mmenta@ecsi.us
Website: www.ecsi.us

Energis Solutions

Address: 730 17th Street, Suite 600, Denver, CO 80202
Main Phone: (844) 215-8546
Primary Contact: Ashton Jacobo
Contact Email: ashton.jacobo@phmbrands.com
Website: www.energissolutions.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

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ON PAGE 21



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 is a world leader in all types of duct cleaning equipment. We have the right equipment to get the job done! Builders of the Famous Revolution series portable duct vacuums and the cutting edge H2 Duct truck with no more PTO! Designed and built from a 39-year history in the Duct Cleaning industry. You can count on Hypervac to give you Better Suction, Better Cleaning and More Success!

Vendors: Alphabetical List

ICP Building Solutions Group – Benefect/Fiberlock

Address: 150 Dascomb Road, Andover, MA 01810
Main Phone: (978) 623-9980
Primary Contact: Eryn Graham
Company Email: info@icpgroup.com
Website: www.icpgroup.com

InOvate Technologies Inc

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

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Jendco Safety Supply

Address: 1303 Alum Creek Drive, Columbus, OH 43209
Main Phone: (614) 745-0648
Primary Contact: David Jarvis
Contact Email: djarvis@jendcosafety.com
Website: www.jendcosafety.com

KGG Consulting

Address: 595 Lake Road, Webster, NY 14580
Main Phone: (585) 645-3538
Primary Contact: Rob Ambrosetti
Contact Email: ra@kggconsulting.com
Website: www.kggconsulting.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

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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

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Main Phone: (800) 728-3828
Primary Contact: Jimmy Meyer
Company Email: Information@MeyerMachine.com
Website: www.meyermachine.com

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NIKRO Industries, Inc

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Main Phone: (800) 875-6457
Primary Contact: Corey Anetsberger
Contact Email: corey@nikro.com
Website: www.nikro.com

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Address: PO Box 759, Ponce, PR 00715
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Primary Contact: Roberto Duque
Contact Email: rduque@primerestorationpr.com
Website: www.primerestorationpr.com

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

RamAir International, Inc

Address: 62971 Plateau Drive, Suite 400, Bend, OR 97701
Main Phone: (888) 272-6247
Primary Contact: David Hart
Contact Email: dhart@ramair.co
Website: www.ramair.co

Remotair

Parent Company: ALISEA S.R.L.

Address: Frazione Tornello, 120, Mezzanino PV 27040 Italy
Main Phone: (+39) 0385-938020
Primary Contact: Jeffrey Anderson
Company Email: info@remotair.com
Website: www.remotair.com

Respicaire

Address: 746 Warden Avenue, Suite 17, Toronto, ON M1L 4A2 Canada
Main Phone: (416) 615-0214
Primary Contact: Andrea Gondova
Contact Email: andrea@respicaire.com
Website: www.respicaire.com

Restoration 1

Address: 5113 Steinbeck Bend Drive, Waco, TX 76708
Main Phone: (800) 993-0803
Primary Contact: Dan Thrush
Contact Email: dan@restoration1hq.com
Website: www.restoration1.com

RGF Environmental Group, Inc

Address: 1101 W 13th Street, Riviera Beach, FL 33404
Main Phone: (800) 842-7771
Primary Contact: Angela Solland
Company Email: requests@rgf.com
Website: www.rgf.com

Robotics Design, Inc

Address: 2100 Guy Street, Suite 200-A, Montreal, QC H3H 2M8 Canada
Main Phone: (514) 223-2540
Primary Contact: Steven Scanlan
Contact Email: ssroboticsdesign@hotmail.com
Website: www.roboticsdesign.qc.ca

Rotobrush International

Address: 612 E Dallas Road, Suite 400, Grapevine, TX 76051
Main Phone: (800) 535-3878
Primary Contact: Michelle Little
Contact Email: littlem@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: Phill Benito
Company Email: sales@scandtech.com
Website: www.scandtech.com

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Sentinel Products

Address: 8901 Wyoming Avenue N, Minneapolis, MN 55445
Main Phone: (612) 327-4943
Primary Contact: Joe Cirone
Contact Email: jcirone@senpro.com
Website: www.senpro.com

Service First Processing

Address: 1315 N Federal Highway, Suite 200, Boynton Beach, FL 33435
Main Phone: (866) 372-5551
Primary Contact: Ashley Marino
Company Email: info@sfprocessing.com
Website: www.sfprocessing.com

ServiceTitan

Address: 801 N Brand Boulevard, Suite 700, Los Angeles, CA 91203
Main Phone: (855) 899-0970
Primary Contact: Amy Reid
Contact Email: areid@servicetitan.com
Website: www.servicetitan.com

SignPost

Address: 275 7th Avenue, Rm 1701, New York, NY 10001
Main Phone: (856) 606-4900
Primary Contact: Laura Nelson
Contact Email: lnelson@signpost.com
Website: www.signup.signpost.com/partner/nadca/

SnapLok Systems LLC

Address: 1160 South Street, Suffield, CT 06078
Main Phone: (888) 570-5407
Primary Contact: Michelle Dubé
Contact Email: michelle@snaplokssystems.com
Website: www.snaplokssystems.com

Vendors: Alphabetical List

Steamatic LLC

Address: 6688 North Central Expressway, Suite 200, Dallas, TX 75206

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: 2341 Deerfield Drive, Fort Mill, SC 29715

Main Phone: (800) 508-4760

Primary Contact: David Drinard

Contact Email: ddrinard@sunbeltrentals.com

Website: www.sunbeltrentals.com

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Address: 3418 S 48th Street, Suite 8, Phoenix, AZ 85040

Main Phone: (480) 966-1988

Primary Contact: Jerry Lawrence

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: mmartinez@teinnova.net

Website: www.teinnovacleaning.com

Thermaflex

Parent Company: Smiths PLC

Address: 381 Carwellyn Road, Abbeville, SC 29620

Main Phone: (800) 459-4822

Primary Contact: James Lollis

Contact Email: james.lollis@thermaflex.net

Website: www.thermaflex.net

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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

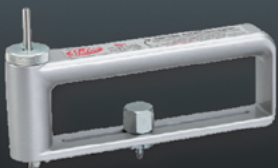
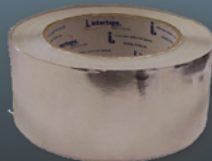
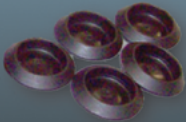
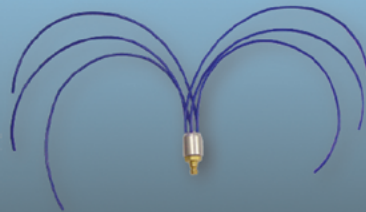
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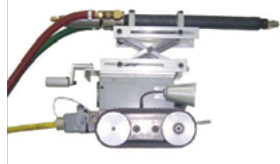
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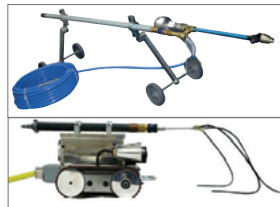
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