Residential Fire-Sprinkler System Installation Profile

PEX Tubing for Plumbing & Hydronic Heating System

Using APHCO® Nano Technology to Improve IAQ

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M18 FUEL™ is engineered for the most demanding tradesmen in the world. Delivering unrivaled performance in a compact structure, all M18 FUEL™ products feature three Milwaukee®-exclusive innovations — the POWERSTATE™ Brushless Motor, REDLITHIUM™ Battery Pack and REDLINK PLUS™ Intelligence Hardware and Software — that deliver unmatched power, run-time and durability. Simply put, the M18 FUEL™ SAWZALL® reciprocating saw is the most powerful 18V cordless reciprocating saw on the market, the first to deliver true corded performance without the cord.

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M18 FUEL™ is engineered for the most demanding tradesmen in the world. Delivering unrivaled performance in a compact structure, all M18 FUEL™ products feature three Milwaukee®-exclusive innovations — the POWERSTATE™ Brushless Motor, REDLITHIUM™ Battery Pack and REDLINK PLUS™ Intelligence Hardware and Software — that deliver unmatched power, run-time and durability. Simply put, the M18 FUEL™ SAWZALL® reciprocating saw is the most powerful 18V cordless reciprocating saw on the market, the first to deliver true corded performance without the cord.

www.milwaukeetool.com/m18fuel
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New changes to fire and building codes taking effect in Ontario January 1, 2014, will make it mandatory for all retirement homes and long-term care facilities to have automatic sprinkler systems. The regulations require that licensed retirement homes and the majority of private care facilities will have up to five years to make the upgrades. Other facilities, including public long-term care homes, are being given up to 11 years to complete the work. Currently, only new facilities are required to have fire sprinkler systems.

These long-awaited changes to fire and building codes will provide increased safety and protection for seniors and staff in these facilities. Fire chiefs, insurance carriers and industry leaders are pressing for changes to building codes requiring mandatory installation of fire sprinkler systems in new housing across the country. Progressive home builders like Gold Seal Homes in Carstairs, Alberta, and Vaughan, Ontario’s Townwood Homes, feature fire sprinkler systems in its homes providing the safety, assurance and peace of mind that today’s home buyers need and want. The opportunity is there for contractors to partner with home builders to offer fire sprinkler systems in new homes.

I hope this edition will benefit you with information on innovative new products, solutions for your customers and opportunities for your business.

Please complete the survey on page 29 and send it in or go online to www.contractingcanada.com for your chance to win a MIT310 Insulation and Continuity Tester, compliments of Megger Instruments and Contracting Canada magazine.

Don Beaulieu
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Can also be concealed behind the wall!
New engineered materials, innovative installation tools, faster and easier installation methods and manufacturer-supported system designs make fire sprinkler systems like the installer friendly Uponor AquaSAFE® multipurpose residential fire sprinkler system affordable for homeowners and easier to install for contractors.

This innovative fire sprinkler system from Uponor now provides home builders with an affordable and desirable feature for consumers wanting a fire sprinkler system installed in their new home. And, when installed by an Uponor-trained plumbing and fire sprinkler contractor, it adds just a few dollars per square foot to the construction cost of a new house.

Until now the price of installing a fire sprinkler system in the average home has been somewhat of a luxury pretty much left to buyers in the upscale housing market. But now with Uponor AquaSAFE® fire sprinkler systems, all home builders can offer home buyers an affordable fire sprinkler system with the safety and peace of mind homeowners need and want.

Uponor AquaPEX® White Cross-linked polyethylene PEX-a tubing and fittings system offers an affordable alternative to conventional fire sprinkler systems. Uponor has designed its AquaSAFE® fire sprinkler system to be fully integrated with its AquaPEX® plumbing system. This allows contractors with the aid of factory training and with installation tools like the Milwaukee ProPEX® cordless expansion tool, the ability to install Uponor AquaSAFE® multipurpose fire sprinkler systems in a manner similar to installing its AquaPEX® tubing for domestic hot and cold water plumbing and hydronic heating systems.

Installing Uponor AquaPEX® plumbing systems is a straightforward process. Once you have received installation training for AquaPEX® and AquaSAFE® multipurpose residential fire sprinkler systems, you will be qualified to install the complete system.
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How an Uponor AquaSAFE® Multipurpose System Works

In 2000, Uponor began installing AquaSAFE®, the industry’s first non-stagnant, multipurpose plumbing and fire sprinkler system, forever revolutionizing the way residential sprinkler systems were installed and utilized. Only the sprinkler closest to the fire will activate, spraying water directly onto the fire. Ninety percent of fires are contained by the operation of just one sprinkler.

The AquaSAFE® system features flexible, durable cross-linked polyethylene (PEXa) tubing to supply water to the sprinklers as well as the cold-water plumbing fixtures in a home. This type of system provides additional peace of mind because each time you use a cold-water plumbing fixture, you know water is also available to the sprinklers if it is ever needed in the event of a fire.

How AquaSAFE® Can Benefit Your Business

Most plumbers have probably never considered installing residential fire sprinkler systems. But with an Uponor AquaSAFE® multipurpose system, the fire sprinklers integrate with the home’s cold-water plumbing, making it a natural extension for the plumbing trade.

Because you already have the knowledge, tools and, most importantly, the solid working relationships with home builders, with a little training you can quickly and easily add this safety option that will help your business expand. AquaSAFE® Fire Safety systems use the same tubing, fittings and tools as Uponor PEX-a plumbing systems do and only require a little training to get started.

Planning for the Installation

For this installation home builder, Mark Demik from Demik Homes Inc. in Hamilton, Ontario, along with plumbing contractor Frank Wiseman, owner of Aqua Plumbing of Caledonia, Ontario, presented our custom home plans to Jerry Leyte, P.Eng., MASc., Sales Manager – Central Canada for Uponor. Uponor reviewed the house design plans and sent a set to the Uponor Technical and Design Services department in Regina, SK where a fire sprinkler system would be designed for our house.

It didn’t take long for the company’s design team to come up with a fire sprinkler system design to meet code along with a materials list and engineering plans for installation of the AquaSAFE® Fire Safety system in our 2,100-square-foot custom home. They also facilitated the installation training for both the builder and plumbing contractor. He provided additional technical support and ensured that we received a list of materials and a complete set of approved plans with engineering certification to provide to the building department for its approval.

The support received from Uponor ensured the installation was done correctly and on time, they even visited the jobsite to inspect the installation and were available to answer questions and provide advice.

We had already started construction and our water service had already been installed when we contacted Uponor, so we had to work with the standard-size water service connected to the town’s water main. Increasing the size of the water service line would have added considerable cost, so we elected to keep the existing water service. This meant that in accordance with our local code we would need to install a residential fire pump and standby water holding tank.

This is where planning becomes crucial to ensure the water service is adequately sized to meet code in a home designed for a sprinkler system. In homes deemed to have too small a water service, a residential fire pump and water storage tank may be required by code, as was in our case. The additional cost of installing the AC 13D Home Defender™ residential fire pump package and water holding tank to the system still allowed us to be competitive when compared to the installation cost of most conventional fire sprinkler systems.

Did you know?

Installing both smoke alarms and a fire sprinkler system reduces the risk of death in a home fire by 82%, relative to having neither. While smoke detectors alone increase survival rates by 50%, adding sprinklers increases that to 97%.

Nationally, on average, home fire sprinkler systems add 1% to 1.5% of the total building cost in new construction.

Modern residential sprinklers are inconspicuous and can be mounted flush with walls or ceilings.

Fire sprinklers put out most fires in seconds before the fire department arrives and before there’s major damage.

Fire sprinklers save lives, reduce property loss and can even help cut homeowner insurance premiums.

Why should you consider installing an AquaSAFE® Fire Safety system?

Durable – Uponor PEXa tubing resists corrosion, pitting and scaling, and is the most freeze-resistant tubing on the market.

Efficient - Most often, one contractor can install both the plumbing and fire sprinkler systems.
**Faster to install** – Uponor PEX-a tubing is faster to install because it features the tightest bend radius of all PEX tubing, requiring less fittings.

**Guaranteed** – Uponor backs the tubing and ProPEX fittings in the AquaSAFE™ system with a 25-year limited warranty when installed by an Uponor-trained professional.

**Proven** – Uponor has the longest history in PEX-based plumbing, fire safety and radiant floor heating and cooling markets worldwide. After more than 35 years, over 14 billion feet of Uponor PEX tubing have been installed worldwide.

**Reliable** – Uponor's unique ProPEX® fittings provide a strong, durable connection without the need for torches, glues, solvents or gauges. Sprinklers respond to heat, not smoke, and draw water from your main cold water line. The odds of a malfunction are just one in 16 million.

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**Uponor AquaSAFE® vs. Stand-alone Rigid CPVC and Metal Pipe Systems**

Uponor AquaSAFE® multipurpose systems are installed with flexible PEX-a (cross-linked polyethylene) tubing. This is the same reliable tubing used to plumb the majority of all new homes today. Stand-alone systems generally use rigid CPVC (chlorinated polyvinyl chloride) or metal pipe. The same reasons why PEX plumbing is installed in more homes today than rigid CPVC and copper combined also apply to its use for residential fire sprinkler systems.

The unique characteristics of the Uponor AquaPEX® White Cross-linked polyethylene PEX-a tubing and fittings system allow installers to securely join tubing to fittings, sprinkler heads, valves and controls using a specially designed PEX-a expansion tool like the Milwaukee ProPEX® M12 and the ProPEX® M18 cordless expansion tool. This tool has capacities from 3/8" to 1" for the M12 and 3/8" to 1-1/2" for the M18 tool fuelled by Milwaukee’s Red Lithium battery technology. Using an expansion tool significantly shortens installation time when compared to the time required to thread pipe or glue pipe and fittings and this is really time, labour and money is saved on installation.

**Fewer Fittings Reduce Liability:** PEX-a tubing is very flexible, which means it can easily bend around corners and obstructions, reducing the number of required fittings and connections by nearly half. Eliminating half of the connections in a system also removes half of the potential leak points.

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**No dry-fitting leaks:** The shape memory of PEX-a tubing makes it ideal for ProPEX® expansion fittings, which require the tubing and an expansion ring to be expanded before a fitting can be inserted. This unique system is highly reliable and eliminates the concern of dry-fitting leaks, which occur when a connection is temporarily joined before it is cemented or soldered. If an installer inadvertently forgets to go back and cement or solder the connection, a costly dry-fitting leak will result.

**Better Flow:** The reduction of fittings also improves a system’s performance. This is particularly important for fire sprinkler systems, which rely on having the necessary water flow available in case of activation. Every additional fitting adds friction, reducing the hydraulic performance of the system, which can require system upsizing and increased material costs.

**Freeze Leak Resistance:** Since many fire sprinkler systems are installed in cold-weather attics, freezing is a potential issue. While all systems should be properly insulated to prevent frozen tubing, the natural flexibility of Uponor PEXa allows it to expand up to three times its diameter without cracking.

**Home builders offer fire sprinklers**

Progressive and safety conscience builders like award winning home builder Gold Seal Homes is the first Alberta builder to offer residential fire sprinklers in 100% of the homes they build.

Vaughan, Ontario developer Tony Guglietti, president of Townwood Homes has been including innovative features in an estimated 10,000 homes he has built during the past 40 years; but after he watched his 26 year old house burn to the ground, he decided to install fire sprinkler systems in all of his new projects.

Uponor AquaPEX® residential fire sprinkler systems offer contractors an affordable, faster and easier-to-install fire protection system which builders can offer as an affordable option to their new home buyers. To see how easy it can be to install an Uponor AquaSAFE® fire sprinkler system, visit www.uponor.ca. Uponor is a registered trademark of Uponor, Inc.

**Useful links:**

- www.casa-firesprinkler.org
- www.homefiresprinkler.org
- www.goldsealhomes.com
- http://calgary.ctvnews.ca/builder-makes-commitment-to-sprinkler-systems-1.371369

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**Milwaukee M12 ProPEX®**

The M12™ Cordless LITHIUM-ION ProPEX® Expansion Tool features an auto-rotating head for convenient one-handed operation. A compact right angle design makes installing tubing in tight locations fast and easy, and the quick cam mechanism delivers precise, continuous expansion for 3/8" to 1" ProPEX connections. Designed specifically for Uponor ProPEX, the M12 ProPEX® Expansion tool is built to make effortless installations faster than other tools available.

Ask your wholesaler or visit: www.milwaukee_tool.com.
When we examined plumbing connection systems for the Uponor AquaPEX® tubing we were installing in we elected to use the SharkBite® Connection System. SharkBite® represents a revolutionary solution to connecting water distribution pipe using an advanced push-fit design that works in two stages. When the tube is inserted into the fitting, it passes the first stage through a release collar and then through a stainless steel grab ring. The grab ring has teeth that open out and grip onto the tube. At the second stage the tube is pushed through an O-ring protector which aligns the tube. A specially formulated O-ring made with EPDM rubber, is then compressed between the wall of the fitting and the tube before the end of the tube reaches the tube stop.

Only when the tube has passed through the O-ring and reaches the tube stop is a secure joint created. SharkBite® fittings can only be used with pipe/tubing certified to the following specifications:

- PEX (ASTM F876, CSA B137.5)
- Copper (ASTM B 88)
- CPVC (ASTM D 2846, CSA B137.6)

SharkBite® fittings have an integral Tube Support Liner that is effective in supporting PEX tubing to ensure the O-ring seals correctly on the outside of the PEX tubing. The Tube Support Liner is not required for use with CPVC and copper tubing; however these two types of tubing fit over the Tube Support Liner easily and hold it against the tube stop. But the tube liner may be easily removed based on preference or local codes.

SharkBite® is the easiest way to join copper, CPVC or PEX pipe in any combination – with no soldering, clamps, unions or glue. Just insert the pipe and the stainless steel teeth bite down and grip tight, while a specially formulated O-ring compresses to create a perfect seal. Disassembly is just as fast using the simple disconnect tool so fittings and valves can be easily changed and reused. They can even be rotated after assembly for easier installation in tight spaces.

**SharkBite® fitting systems provide:**

- Instant Push-Fit connection for increased ease-of-use.
- No soldering, clamps, unions or glue required.
- Fittings certified to 200 PSI and 200°F (93°C).
- Fits copper tubing, and CTS, CPVC and PEX; connects all three types in any combination.
- Integral tube liner for PEX installations, so no loose components; it ensures secure, reliable connections.
- Design certified and agency listed.
- Compact, robust DZR brass body. Foundation of a strong, corrosion resistant, durable fitting.
- Design certified to ANSI/NSF-61 and ASSE 1061 product standard for use in potable water and hydronic heating water distribution.
- Approved to be used underground and behind walls without access panels.
- Designed for hydronic heating as well as potable water distribution.

**Applications:**

- Add new service lines and equipment;
- Wet or dry repairs;
- Water heater flex connectors;
- Stops and fixture fittings;
- Hydronic heating systems and more.

For more information ask your wholesaler or visit www.sharkbite.com
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Contact your local electric utility or visit us at saveonenergy.ca/AC to find out more.
Many new homes built today feature natural gas or wood burning fireplaces. But design-conscious consumers have discovered that one of the best ways to enhance any living space or give it a makeover is to make an electric LED wall mount fireplace the centerpiece of the room.

Installing a wall-mounted inset electric LED fireplace is a sure-fire way to add instant atmosphere and comfort without sacrificing valuable floor space. Dimplex® is responding to record-high levels of demand for its wall-mount fireplaces by launching several exciting new models in its Built-In Linear Fireplace (BLF) series.

Imagine being able to add ambient flame wherever you can hang a picture! These space-saving designs are a beautiful way to add atmosphere and comfort to any room. Contemporary style and a rich, black finish frame give designs like the Dimplex® Synergy 50-inch LED fireplace the elegant look to complement any décor.

Dimplex® invented the modern electric fireplace and continues to lead the way with exclusive technologies that dazzle the eye and seduce the senses. Their patented 3D effect gives the fire its depth and dancing flames. And it is something you can only find on Dimplex® electric fireplaces.

For our installation profile we selected the Dimplex® Synergy 50-inch LED fireplace featuring a glass ember bed to create a contemporary alluring effect. The Synergy is a fireplace like no other. With a large 50-inch wide viewing area, attractive black finish, incredible patented flame technology and beautiful glass ember bed, this fireplace is a must-have for any home.

The Synergy fireplace offers comfort, ambiance and style and is sure to be the most talked about piece in any room. In fact, Synergy fireplaces resemble a most talked about piece in any room. Contemporary style and a rich, black finish frame give designs like the Dimplex® Synergy 50-inch LED fireplace the elegant look to complement any décor.

And they come with superior hardware that will last through the daily grind of everyday use.

**Synergy Specifications:**
- Width - 50 5/16”
- Height - 19 7/16”
- Depth - 7”
- Installation: Surface-mount or recessed
- 120V
- Wattage - 1,230
- Amps - 10.5
- Remote - 3-stage remote
- Quality Craftsmanship

**Easy Installation**
Adding a beautiful wall-mount fireplace to any home is easy. Simply install the wall bracket (included) near an electrical outlet, plug it in and enjoy. Some units also include a pedestal base allowing you to display the fireplace on a flat surface, such as a dresser and buffet table.

Our installation was new construction so it was simply a matter of building a wood frame within the 2” x 6” wall and wiring in an 110V electrical outlet. Next we slid the Synergy LED fireplace into place and plugged in the electrical cord. We distributed the glass embers throughout the fireplace bed, hung the cover face plate into position, turned it on and enjoyed the beautiful flame presentation.

**Supplemental Heat**
Includes a powerful fan-forced heater designed to keep the rooms you spend the most time in warm. Reduce your central furnace temperature and cut your heating costs.

The Synergy features a two-stage electric forced air heat source that can be controlled through the top’s discreetly hidden controls or by using the remote control.

Dimplex® electric fireplaces feature these key features and benefit:

**LED Flame Technology**
A blend of technology, artistry and craftsmanship, the patented LED Dimplex flame technology creates the illusion of a true fire.

**Safe**
With no flame heat or emission and a glass front that remains cool to the touch, our fireplaces are the safe choice for your home. Dimplex® fireplaces are certified to meet CSA and UL standards.

**Pennies a day**
Economical to operate: less than 1 cent per hour (flame only) or 7 cents per hour (cycling at 50%), Dimplex® electric fireplaces use 90% less energy than gas fireplaces to produce visual flames. No combustion means no greenhouse gasses. Fireplaces equipped with the Purifire air treatment system improve indoor air quality. Ideal for zone heating, warming a 20’ x 20’ room and allowing you to lower the central thermostat. 100% efficient with no wasted energy.

**Green**
Dimplex® fireplaces are 100% efficient, producing no harmful particulates or emissions and 90% less carbon dioxide than an average direct vent gas fireplace.

**Three-stage remote**
Includes a three-stage remote control – control the heat and flame with the touch of a button.

**Year-round comfort**
Enjoy the ambiance of the flame with or without the heater for year-round comfort and enjoyment.
Upgrade to the latest, affordable technology that offers both space heating and domestic hot water from one compact unit. Your customers will love that the Greenstar is ultra quiet and its wall mounting saves space. With efficiencies up to 98.7%, it also reduces monthly utility bills! Available as a space heating boiler for use with an indirect hot water tank or as a combi model – a boiler with integrated tankless hot water heating – it comes in configurations ranging from 57.2 to 151.6 MBH. Easy installation and 5 year parts and labor warranty make this a great choice for your next installation. The Greenstar is Bosch quality and innovation at its finest. Find out more at [www.Bosch-Climate.us/Greenstar](http://www.Bosch-Climate.us/Greenstar).
Available Options include:
Cohesion Wall-mount Surround - The Cohesion wall-mount surround makes a seamless addition to any modern space with its burnished walnut finish and simple detail.

Flame Technology
A blend of technology, artistry and craftsmanship – the patented Dimplex flame technology creates the illusion of a true wood-burning fire. Dimplex fireplaces and stoves have controls that allow you to adjust the background light and speed of the flame to create an ambiance to suit any mood.

Media Bed Options
Our design experts have selected the perfect ember bed to complement each wall-mount fireplace. Various mediums are available throughout our entire line-up, such as glass, sand, river rock, pebbles and drift wood.

Multiple Sizes
Wall space is at a premium in most homes, which is why Dimplex offers a variety of sizes. From vertical, linear, inset or bevelled, choosing the perfect wall mount fireplace for your home has never been easier.

Three installation options: wall-mount, fully-recessed into new construction or retrofit into existing 2” x 4” wall.

Warranty
Dimplex offers the best warranties in the business, up to an unprecedented 10 years on select models. Not surprisingly, the best electric fireplaces in the business are also the best backed.

Award-winning designs
Dimplex was honored with the Coup de Coeur Award during the Contech trade show that took place in Quebec on October 26, 2011, and in Montreal on November 29, 2011, and has received numerous other Hearth & Home awards.

Selection
Dimplex is the only company that makes fireplaces for every application. From plugins to built-ins, wall mounts to stoves and fireplace inserts. Dimplex has the perfect solution for every application.

Making a Fireplace the Focal Point within one or two Rooms

Many new homes built today feature a natural gas or wood burning fireplace in the living room. But when home designs have an open concept floor plan, this requires a little more imagination when planning and installing a gas fireplace. Homeowners may not want a traditional insert-type gas fireplace with brick, stone or wood mantle, but they may be looking for the fireplace to be a focal point within a room or to act as a divider between area, especially in an open concept floor plan.

This is where a peninsula or pier type wood burning, natural gas or propane fireplace can become the centerpiece and focal point within the room. Pier or peninsula three-sided fireplaces feature a flame presentation which is viewable from multiple viewing angles and creates an appealing flame presentation and warmth that can be enjoyed throughout one or two rooms.

For our custom home design we were looking for a fireplace that would give us a panoramic view and become the focal point of the room. We chose the Regency Panorama® model P131 three-sided gas fireplace with adjustable flame and a choice of louvers and grilles to accent the room décor.

The panoramic pier design of the P131 features a large 1658 square-inch viewing area, features a large 1658 square-inch viewing area and still bring them together with the shared view of the fireplace in a very cost-effective installation. Dave Wilson from Ashland Heating and Air Conditioning in Burlington, Ontario is shown performing the installation of our Regency gas fireplace.

Pier or peninsula style fireplaces allow you to be as creative as you choose to be. We wanted our fireplace elevated off the floor and we constructed a one foot high base with a wrap-around mantle that we covered with granite for added warmth and elegance. We wanted to create a dramatic focal point within our room and decided to enclose above our fireplace right up to the ceiling. We covered the outside with a stone veneer and the mantle with the same granite used on the peninsula island in the open concept kitchen area. We used a wet look sealer on the stonework and installed accent lighting in the ceiling on three sides to highlight the fireplace and create the dramatic effect as the room’s focal point that we wanted to achieve.

The Regency P131 is available in both natural gas and propane models and features a large 1658 square-inch viewing area with a maximum BTU of 40,000 natural gas and 39,000 propane, and a turn down BTU rating of 20,500 for natural gas and 20,600 for propane. The authentic look of the large
realistic flames in the 8-piece collapsed log set, fire grate and the platinum-infused glowing embers enhance the fire’s warmth and ambience. The adjustable gas flame allows you to control heat with up to 50% flame turn down and the dual blower fans allow for heat distribution on two sides. Direct vent technology protects indoor air quality.

A wall thermostat and remote control are available.

The Regency Panorama® model P131 energy efficiency is listed at 75% for both natural gas and propane models and has an EnerGuide Rating of 60.66% for the natural gas model and 62.51% for propane.

Regency fireplaces are backed by the industry's most comprehensive Limited Lifetime Warranty.

Editor's note: For more information on the full range of Regency fireplaces, visit: www.regency-fire.com.

Five forgotten sales tools that still get results By Marc Gordon

With the popularity of social media, many business owners have come to believe the ability to generate sales depends on their tweets, Facebook posts and blog updates. However most small businesses (especially B2B) will tell you that social media has not delivered the results they hoped for. So before you create a new Pinterest account, maybe revisit these “old school” marketing tools.

1. Trade shows. Depending on your industry, you could show your product or service directly to hundreds of potential customers in less than a day. Reach out to your list prior to the show letting them know you'll be there, then follow up after the show.

2. The telephone. Forget cold calling. Just focus on current customers. Call those you have not heard from in a while and those who buy from you often. Tell them you’re collecting feedback and making sure they’re happy. Their responses will lead to better products, improved service and greater profits.

3. Coupons. Yes they work – if you make them attractive. Make an aggressive offer that will get noticed. And remember, the less your industry uses coupons the more impact they will have.

4. Direct mail. Google and McDonald’s know it works! The best direct mail campaigns are focused on either a list or geographic area. Remember these key points: Make it personal, make it attractive, make an offer.

5. Referral programs. Word of mouth is incredibly powerful and shows just how much your customers value you. So be sure to show your appreciation. Depending on your industry, this could be a card, a gift, or even a commission.

Editor's note: Marc Gordon is a professional speaker and marketing consultant. Get more marketing tips on his website, marcgordon.ca and on his online show, marctv.net.

Editor's note: For more info or to advertise please contact:

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Using AHPCO® Nano Technology to Improve Indoor Air Quality

By Don Beaulieu

ASA developed AHPCO® Nano technology more than 20 years ago to provide healthy and safe indoor air quality for the space program, and now Air Oasis™ is bringing this revolutionary patent-pending technology to Canada.

Air Oasis™ Air Sanifiers® provide homes and commercial buildings with NASA developed technology at its best. More than 20 years after NASA put the first man on the moon, they developed a technology to aid in the reduction of ethylene gas, thus increasing the shelf life of fresh produce. This technology was Photocatalytic Oxidation, or PCO. NASA later discovered the same technology that effectively eradicated mould, bacteria, viruses and more.

Air pollutants fall into three main categories: Particulates; Microbes and Volatile Organic Compounds, or VOCs. Over 99% of particulate matter is invisible to the naked eye and easily infiltrates the lungs. On average, every cubic foot of untreated indoor air contains 20 million particles. Indoor air pollutants include three major types of organisms: bacteria, protozoa, and fungal/mould. Most of these contaminants rely on a humid and moist environment for growth and survival. Some moulds produce certain chemicals, such as Mycotoxins and VOCs which are present in air conditioning systems, ducts, waste containers, kitchens, food, bathrooms, carpets, pets and people.

Indoor gases, such as benzene, formaldehyde and hydrogen sulphide, are released into the air from furniture, carpets, hair sprays, cleaning chemicals, insulation and pesticides. Gases include VOCs which evaporate into the air easily. Odours are often composed of VOCs or other gases. Today homes are being sealed tighter, trapping contaminants and pollutants indoors that constantly recirculate throughout the home or office by the HVAC system.

According to the World Health Organization, 40% of all buildings are serious hazards to our health because of their polluted air. The Environmental Protection Agency (EPA) believes that indoor levels of air pollutants may be 2-5 times higher than outdoor levels.

Lab tests conducted by West Texas A&M University prove that Air Oasis Air Sanifiers® are effective in reducing:
- MRSA on surfaces up to 63% in 24 hours
- Odourcausing VOCs up to 85% in 1 hour
- Mould and fungi up to 99%
- Aeroallergens up to 99%

Common Technologies Used Today

HEPA media filters remove larger particulates from the air but must be cleaned or replaced often.

Carbon technology filters have millions of small pores in the carbon which attract and absorb odours, gases and some chemicals or fumes, but as pores become filled, the filter becomes less effective. Once the filter is full the filter will no longer absorb and will need to be replaced. As with all filters, the contaminants must pass through the filter therefore reducing its efficiency.

Another common technology used today is UltraViolet Germicidal Irradiation, or UVGI, which has a long track record since the 1950s and is proven to work when used in correct conditions. UVGI disrupts RNA/DNA preventing replication, requires long exposure time to be effective, only works where UV
rays shine and is less effective the further it travels.

PhotoCatalytic Oxidation, or PCO, was originally developed by NASA for use on the International Space Station. When photons from a light source excite water and oxygen molecules on the catalyst surface, hydroxyl radicals are formed. Organic compounds and microbes that collide with the catalyst surface are deactivated. Hydroxyl radicals are extremely effective against microbes and VOCs, but Hydroxyl radicals have a short half-life and they don’t travel far. Contaminants must come into close contact with a titanium dioxide (TiO2) surface. It requires a large surface area to be effective and slower air flow rates below 100 CFM for optimal results.

**AHPCO® Technology**

AHPCO® is Advanced Hydrated PhotoCatalytic Oxidation. Similar to PCO, our technology utilizes a broad spectrum UVC lamps and catalysts to excite water molecules. We then take the original NASA-developed technology three steps further:

1. We combine TiO2 with the catalytic formulas of silver, copper, gold, rhodium and nickel, creating a superior synergistic catalyst.

2. We add two hydrating agents to attract more hydrogen to the catalyst surface, creating an abundance of catalytic molecules, the same molecules created by nature. We then add silver, copper, gold, rhodium and nickel catalytic molecules to seek out and destroy ALL simple carbon-based contaminants.

3. We utilize nano catalyst particles’ increasing surface area and therefore, increasing the kinetic rate of reaction. There are 1000 nanometers in a micron. Nano catalyst particles are 10+ nanometers. This equates to AHPCO® having up to 100 times the catalyst surfaces area of other technologies which use micron particles. Catalytic molecules seek out and destroy ALL simple carbon-based contaminants.

**What are simple carbon-based contaminants?**

- Mould spores
- Bacteria
- Viruses
- Fungi
- VOCs
- Odours
- Smoke
- and more...

**Nano Induct Air Sanitizers® with AHPCO® Technology feature:**

- 360-degree rotation
- Help protect HVAC from UV
- You decide level of UV exposure
- Allows air to pass through unit for treatment
- Allows catalytic molecules to disperse into air
- UV lamp with two-tube linear technology, a second sleeve of thick quartz surrounds the lamp, protecting the inner UV tube against temperature changes and humidity. Lamps are water submersible.
- Long-life lamps contain a special coating that increases their life and providing 80% output at two years.
- Anodized aluminum AHPCO® Cell acts as an additional catalyst while its rotational UV shields protect HVAC components.

Air Oasis induct whole-home and commercial air sanitizer’s unique patented Sanifier® uses natural process to control microbes throughout the entire home and office. Air Oasis offers a complete line of in-duct, counter-top and portable air sanitizers for home and office in a range of models and sizes. Case studies and additional technical information are available at www.airoasis.com.

For more information ask your wholesaler or contact: NanoShield Environmental Solutions Inc. Tel.: 866-633-1888 www.nanoshieldglobal.com email: info@nanoshieldglobal.com

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A Simple Social Media Strategy for Contractors

By Matt Michel

Many contractors don’t “get” social media, so they ignore it. However, their customers do get social media. So unless these contractors develop a social media strategy, their more wired competitors will get their customers.

Think of social media as different ways of having a conversation. Some social media conversations resemble the chatter in the stands of a hockey game. Some resemble a chamber of commerce mixer. Some are like women’s socials trading recipes and showing off pictures. Some are like cocktail parties with a mix of business and pleasure. Just like the conversations will differ between a hockey game and a chamber of commerce mixer, social media conversations will differ based on the venue.

The major social media sites for contractors are YouTube, Facebook, LinkedIn, Twitter, and Pinterest. Each differs in subtle and not so subtle ways.

**YouTube**
Use YouTube for how-to videos. You can demonstrate to a large audience of people how to program their thermostats, how to shut off their furnaces in an emergency, how far to cut back shrubbery around a condensing unit, how carbon monoxide symptoms appear, and so on. One contractor used YouTube to host a phone video of a raccoon that got trapped in a furnace exhaust vent, proclaiming, “This is what happens when you skip maintenance.”

The same contractor made a music video with his employees that went viral in his community.

YouTube’s commentary section gives you an opportunity to easily engage the audience. You can encourage engagement by asking questions in the videos and by encouraging people to subscribe to your channel for more updates. Many people prefer watching short videos over reading. For this reason, YouTube is second only to Google for Internet searches.

**Facebook**
The social media site contractors seem to be most comfortable with is Facebook. Facebook is like a big neighborhood social online. People do not want to talk purely about business, though they will respond to the occasional offer and they will use Facebook to find referrals.

Facebook allows you to add a personal dimension to you and your business. It allows you to become a real human being your customers can relate to personally. Just as you would with your customers, be careful to avoid controversial subjects.

**LinkedIn**
The chamber of commerce meeting for social media is LinkedIn. It’s the preferred choice for business-to-business. If you’re chasing commercial work, LinkedIn can be a source of referrals and lead generation.

LinkedIn can help you generate residential work, too. Your LinkedIn contacts all need heating and air conditioning in their homes as well as their companies. Postings, however, should be less social and personal than Facebook and much more business centric.

**Twitter**
The sports stadium is Twitter. Everyone’s shouting and everyone can hear what anyone says. Twitter was developed around the (formerly) 140 character text message limitation and is mobile phone oriented.

It is a good way to get your technicians involved in your social media strategy. With the company hashtag (i.e., #YourCompanyName), your techs can tweet about the work they are performing during the day and any interesting things they encounter.

**Pinterest**
The last social media site considered by most contractors is Pinterest. Yet, this is one of the most popular sites with women (i.e., the very people who call you for service).

Pinterest is image based. It is very visual. Some contractors struggle to see how Pinterest can apply to an HVAC company. Visit pinterest.com/svcroundtable for examples (hint: all of the “pins” you
Editor's note: For more information on how contractors can easily use social media in their companies, contact the Service Roundtable Success Team. Visit the website at ServiceRoundtable.com or call 817.416.0978 and ask for a Success Consultant.
Freezeless Outdoor Faucets: the Perfect Solution for our Climate

Have you ever thought how convenient it would be to have outdoor faucets that you never have to worry about freezing and pipes bursting in winter? And how convenient would it be to have both hot and cold water available year around in a garage, work shop or outside and never have to worry about freezing in winter? Well, Woodford Manufacturing has created the solution to these challenges with its innovative line of freezeless faucets for both residential and non-residential applications.

The freezeless models 17 and 19 wall faucets offer anti-siphon and non-rupture protection. They are intended for irrigation purposes and designed for year-round residential use regardless of outside temperatures. The model 19 contains an integral backflow device which protects up to 125 psi of backpressure and therefore, does not require an add-on vacuum breaker. The model 19 features a patented resetting pressure relief valve, preventing the faucet tube from bursting in freezing conditions even if a hose is unintentionally left on.

The model 32 Lawn Sprinkler Supply is designed for irrigation purposes to be used as the supply valve for lawn sprinkler systems. This unit can also be used as a water supply for water features, decorative ponds, etc. It can be used in conjunction with any reduced pressure backflow preventer, double check, or pressure vacuum breaker that protects the system from backflow. The Model 32 provides outside access to the water supply for start-up, winterizing, and servicing the lawn sprinkler system. Installation of the Model 32 reduces the time spent in scheduling service calls or multiple visits and does not require the contractor to enter the residence.

The Woodford Wall Faucet Mounting Sleeve takes the guesswork out of how far to stub-out Woodford freezeless faucets through brick, stone or stucco veneers. It also provides a secure anchor for the faucet. The Mounting Sleeve allows the plumber to determine a stub-in location and set an adjustable finish depth required by the brick or stone mason. A numbered scale is built into the top of the Mounting Sleeve. The photos show the model 19 and 32 installed before and after the stonework is completed.

The freezeless model 22 hot and cold faucet is designed and intended for year-round hot and cold irrigation and cleaning purposes regardless of outside temperatures. Separate hot and cold inlet tubes allow for manually operated temperature control with cross-contamination protection. This faucet contains patented pressure relief valves that prevent the faucet from bursting in freezing weather should a hose be accidentally left on. Like the model 19, the model 22 contains an integral backflow protection device and does not require an add-on vacuum breaker.

Available in two models:
- Model 22 Horizontal Mount
  - Rough Brass
- Model V22 Vertical Mount
  - Rough Brass for end wall installation
  - A drywall mounting plate is available for finished drywall applications.

The complete line of Woodford faucets is available in a range of tube diameters, lengths and fitting types for sweat, threaded and PEX connections. For information on Woodford plumbing solutions, ask your wholesaler or call: 800-621-6032. http://woodfordmfg.com
Toscana Range Hoods the Perfect Match for Design and Function

Venmar has introduced its new Toscana series kitchen range hoods with contemporary lines combined with retro touches, inspired by timeless Italian kitchen designs. The Toscana comes in a brushed stainless steel finish with rounded baffle filters. It offers a choice from two heights for either horizontal or conventional vertical exhaust for 8” round vertical discharge or 3 1/4” x 10” horizontal discharge (adapter/dampers included). Ducted telescopic flue accommodates ceiling heights from 8’ to 9’ with available non-ducted installation kit sold separately.

The Toscana features a 600 cfm internal blower with four ventilation speeds and a 5-minute delay function. Another great feature is the Heat Sentry™ which detects excessive heat and adjusts speed to high automatically.

The Toscana is available in 30” and 36” wide models featuring:
- Electronic push-button control with LED
- Three intensities of bright halogen lighting, including night-light; two GU10 50-watt shielded bulbs (included)
- Dishwasher-safe thin baffle filters
- Filter maintenance indicator
- Possibility of 2 different heights for horizontal ductwork to ease retrofit installation

For more information for the Toscana and other Venmar ventilation products, ask your wholesaler or call Venmar: 800-567-3855 www.venmar.ca
new products

QUICK-ENGAGE FLARE AND SWAGE
The hilmor Quick-Engage Flare and Swage uses revolutionary streamlined mechanics to make accurate flares and swages without balancing or securing multiple moving parts. Its spring-loaded block features a clothespin-like clamp to quickly secure tubes ready for flaring or swaging. Ball detents and a tube-stop arrow ensure proper and precise alignment to the correct tube height and position for a perfect flare or swage every time. Ask your wholesaler for info or call: 600-628-8810. http://hilmor.com

DIGITAL MULTIMETER
Megger®’s AVO410 Digital Multimeter offers AC and DC voltage measurements up to 750 V and 1000 V respectively and current measurements as well as resistance, frequency and capacitance ranges. True RMS readings on the AC functions are standard. It also features a CAT IV 600 V safety rating, making it suitable for industrial applications. Backlighting allows measurements to be made in poorly lit areas. Ask your wholesaler for information or call: 416-298-6770. www.megger.com

CORDLESS ROTARY HAMMER DRILL
Milwaukee® M12 FUEL™ 5/8” SDS Plus Rotary Hammer provides up to 2X more run-time, up to 75% more speed and the largest SDS Plus bit capacity in its cordless class. The 10” long tool weighs 3.9 lbs. and provides performance and run-time that is comparable to a much larger tool at a fraction of the size and weight. It can drill up to 5/8” holes in concrete and masonry. It features two-mode operation, rotary hammer and hammer only. Ask your wholesaler or visit www.milwaukeetool.com

DUAL THERMOMETER WITH THERMOCOUPLE
hilmor introduces the industry’s first Dual Readout Thermometer with Thermocouple Clamps provides two accurate digital temperature readings for superheat and subcool, so technicians no longer need to carry multiple tools. Two K-style thermocouple clamps are compatible with other devices and provide a secure fit to tubing up to 1-1/8”. It attaches easily to any manifold with the use of the hook provided or use it as a stand-alone device. Comfort-squeeze grips are user-friendly. Ask your wholesaler for info or call: 800-628-8810. http://hilmor.com

DIGITAL RECORDING MONITOR
Equipped with SeeSnake® HQ software, this is the first hand-held RIDGID® digital recording monitor with the durability and recording functionality of traditional monitors. It captures still images and video clips, and allows users to quickly and easily edit, archive and deliver reports directly to customers through USB thumb drives or via print, DVD and online. 5.7” daylight-readable LCD screen provides crisp, clear, in-pipe images. Convenient dock for transportation and storage. Ask your wholesaler or call: 800-769-7743. www.RIDGID.com

TEMPERATURE PRESSURE CLAMP TEST INSTRUMENT
Combining 3 tools into 1, the TPC8000 temperature pressure clamp by Supco® clamps on the refrigerant tubing and quickly and accurately provides readings for superheat and sub-cooling calculations of temperature (pipe) and temperature and relative pressure. It also works as a stand-alone pressure-temperature chart.
SMART TREND VIBRATION METER

The new Tpi Smart Trend Vibration Meter records, analyzes and displays vibration signals at the push of a button. Easily identifies problems such as unbalance, misalignment or looseness in addition to the bearing condition. This troubleshooter finds motor and machine faults before they cause equipment to stop working. VibTrend software offers ease of use and flexibility to store, analyze and report on all vibration parameters in one place. Ask your wholesaler or call: 866-693-8558. www.testproductsintl.com.

FOLDING UTILITY KNIVES

IRWIN Tools’ award-winning Folding Utility Knife Series uses patented BladeLock technology to deliver superior user safety, durability and comfort. BladeLock allows the user to change blades only when the release button is engaged and blade is in the 45° open position. Series includes FK100 for compact durability, FK150 with built-in blade storage for up to 2 blades and FK250 with fold-out screwdriver. Ask your wholesaler. www.irwin.com.

TOTAL CONTROL COMFORT SYSTEM

Bosch’s Total Comfort Control system is the next generation of air quality accessories that integrate with Bosch’s Greensource residential geothermal heat pumps and other compatible HVAC systems to improve indoor air quality while helping to save energy. The key to improving indoor air quality is to eliminate the source of contaminants. Total Comfort Control includes a humidifier, fresh air dampers, Photo-Catalytic Oxidizer (PCO), high-performance carbon and potassium-permanganate filters, and digital touchscreen thermostats. www.boschheatingandcooling.com/IAQ.

COMPACT GRINDER SYSTEM

The new PROVORE® 680 compact Duplex Grinder System from Liberty Pumps® for residential sewage applications is powered by two 1 hp grinder pumps with V-Slice® cutter technology capable of shredding difficult solids (feminine products, rags, unwanted debris, etc.) 115 or 230 volts, the system can be plugged into a 20 amp circuit for easy installation. 24" tall includes an alternating pump control unit. Ask your wholesaler or call: 800-543-2550. www.libertypumps.com.

ACRYLIC TUB SHOWERS

The complete line of Maax Allia Generation+ tub showers balance comfort and style and graceful adaptation through the years. Universal user-friendly-
liness and security are built into the intelligently designed features such as stylish grab bars, removable transfer seats and reinforced walls that evolve as living situations change without sacrificing style. Available in standard sizes for easy installation. Ask your wholesaler. Visit www.maax.com.

SELFSENSING PUMPS
Taco Introduces the SelfSensing Pumps Series with ProBalance™ a revolutionary system that greatly reduces balancing contractor costs at commissioning or start-up. SelfSensing ProBalance™ pumps allow the installer to accomplish easy do-it-yourself system balancing for both constant flow central plant applications and variable flow building distribution applications. SelfSensing SKV pumps are available from 5 hp to 10 hp. The SKS line from 1.5 hp to 60 hp. Models up to 600 hp will be available next year. Ask your wholesaler or visit www.taco-hvac.com.

CORROSION RESISTANT STAINLESS STEEL IMPELLERS
Xylem Applied Water Systems introduces new standard with pumps built using corrosion-resistant, high-grade stainless steel impellers. It's Goulds Water Technology and Bell & Gossett brand vertical turbine impellers will convert from their previous standard of silicon bronze to a new, high-grade investment cast 316 stainless steel (316SS) material. 316SS is known for its enhanced ability to resist corrosion and abrasives. Includes 5" to 14" models in select, high-volume product families. Ask your wholesaler or visit: goulds.com/turbine-pumps

QUICK SET PLIERS
Cobra® Quick Set Pliers combine the features of automatic adjusting pump pliers with traditional push-button pump pliers. The 10-inch Quick Set pliers have a 2-inch gripping capacity and a built-in shifting mechanism that allows for easy tool adjustment. Ask your wholesaler or visit www.knipex-tools.com.
BRUTE BOILER SERIES

Bradford-White introduces the Brute™ Series of gas-fired boilers and volume water heaters with residential and commercial sizes from 50 to 2,400 MBH, up to 98% AFUE. The Brute Series includes: chimney-vented Brute Mini; modulating-condensing Brute Elite; wall-mounted Brute Elite with optional DHW Combi models; the mod-con Brute Elite offering a 10:1 turn-down; Brute Deluxe; multi-stage Copper Brute II. The Brute line includes volume water heaters from 150 to 2,400 MBH in standard and highly efficient condensing models. Ask your wholesaler. www.Bradfordwhite.com

LAARS HEATING SYSTEMS

Laars Heating Systems expands the fully packaged, 95% efficient NeoTherm boiler line to include new volume water heaters from 150 to 1,700 MBH. They include Laars’ Integrated Control System with PID logic that governs ignition, outlet water temperature, indirect water heater functions, outdoor reset, stages up to 4 or 8 boilers (depending on size) with the standard control, and easily integrates with other controls for multiple boiler sequencing and building automation systems. On-board diagnostics are now among the best. Ask your wholesaler. www.Laars.com.

UNIVERSAL 4-WIRE COLOUR THERMOSTAT SYSTEM

White-Rodgers introduces the Emerson INSPIRE™ full colour, universal 4-wire thermostat system. The model 1HDEZ-1521 allows you to easily upgrade single stage applications to premium high-efficiency and multi-stage heating and cooling systems using the existing 4-wires. Additional benefits for installers include: Ease of installation, configuring and service; dehumidification, humidification control; future software and program upgrading made simple through the onboard USB port which allows for system operation programing by contractor and homeowner. The installation process is simplified with Quick Connect terminals, colour coded LED prompts, intuitive menu-driven setup and a reusable Plug-In Configuration Tool. The Configuration Tool in the kit allows contractors to complete all of the system wiring, configuration and system verification at the furnace, eliminating multiple trips up and down the stairs. You can schedule routine equipment service reminders with your contact information so the homeowner knows when and who to call for service. Ask your wholesaler or visit www.emersonclimate.com

FOUR TEMPERATURE DATA LOGGER

The Model GDL-T Four Temperature Graphical Display Data Logger from Dwyer Instruments, Inc. provides local, real time data and graphical trends on a large LCD that shows four temperatures, graph display, logging summary, sample rates, memory used and left. Can record up to 87,000 data points and download them to your PC. Applications include refrigeration/freezers, medical storage facilities, greenhouses/florists, wine storage, etc. Software, USB cable, digital manual, and batteries included. Ask your wholesaler or visit www.dwyer-inst.com.

MOTIONSENSE™ KITCHEN FAUCETS

Sensing what the user is trying to accomplish, Moen MotionSense™ kitchen faucets respond to those needs. Advanced sensors detect movement in two zones. A Wave Sensor at the top of the faucet starts and stops the water flow with a simple hand movement above the faucet. The Ready Sensor near the base of the faucet identifies when an object is placed under the spout. It runs water for as long as items remain in the sensing zone. Ask your wholesaler or call: 800-465-6130. www.moen.ca.

Introducing the NANO HCT™ INDUCT AIR SANIFIER®

- University Tested & Proven Effective Against Bacteria, Mold, Fungi, Viruses, Aeroallergens, VOCs, & Odors
- Safe & Effective nano AHPCO Technology
- Patented Rotational UV Shield Technology
- Easy Installation & Replacement
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**DIGITAL CLAMP METER**
The DCM340 Digital Clampmeter from Megger® measures AC and DC current up to 600 A, AC and DC voltage up to 600 V, resistance up to 400 Ω, and frequency up to 400 Hz. The display’s large clear digits complement the high-resolution digital bar graph used for indicating trending and fluctuation of measurement. Backlight assists readings in poorly lit areas and data-hold feature enables use on difficult access cables. Ask your wholesaler. www.megger.com.

**CORDLESS RECIPROCATING SAW**
Milwaukee Tool®’s M18 FUEL™ SAWZALL®, the first cordless reciprocating saw to provide true corded performance without the cord, delivers up to 2X more run time, 30% faster cutting and 5X longer tool life, making it the most powerful 18V cordless reciprocating saw on the market. Engineered for the demands of the trade, the M18 FUEL features 3 Milwaukee® exclusive innovations, the POWERSTATE™ brushless motor, REDLITHIUM™ XC4.0 battery pack and REDLINK PLUS™ intelligence hardware and software. Ask your wholesaler. www.milwaukeetool.com.

**TAMPER-EVIDENT STRAPS FOR AC&R SYSTEMS**
Spectroline® TES-31 Tamper-Evident Straps from Spectronics Corporation eliminate refrigerant cross-contamination in AC&R systems and recovery equipment. The tie straps ensure the purity of the system and protect the integrity of the service equipment also guard against unqualified repairs and costly comebacks. Installs in seconds with label and unique serial number on the strap. www.spectroline.com.
The **most efficient way to stay warm** this winter. Install any **Buderus or Bosch boiler**, get a **FREE Limited Edition 20th Anniversary jacket**.

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**It's Buderus' 20th year in North America!** Buderus and Bosch are celebrating and you should, too! Give your customers the high efficiency gas and oil boilers they want, and the security of knowing they've chosen the leaders in comfort technology. In return, we’ll send you this special Limited Edition Buderus 20th Anniversary jacket – **FREE** when you install and register any Buderus boiler or Bosch Greenstar between now and November 30, 2013. High efficiency boilers for your customer, a great Bosch jacket for you – it's an idea everyone can warm up to! Visit us today at [www.boschhvac-promos.com](http://www.boschhvac-promos.com) for all the details.

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* Offer good 10/1/13 through 11/30/13. Offer valid with any Bosch Thermotechnology Residential or Commercial Boiler. Registration on [www.boschhvac-promos.com/20years](http://www.boschhvac-promos.com/20years) is required.
CSA B149-10 ADOPTS MANDATORY SAFETY CHECKS FOR RESIDENTIAL NATURAL DRAFT BOILERS

The TSSA's Public Safety Order (FS-072-06-R8) to perform mandatory safety checks on Residential Natural Draft Boilers equipped with draft hoods 300,000 BTU's or less has been formally incorporated into the CSA B149-10 code as clause 4.25.

Now as part of CSA B149.1-10, as amended for Ontario, during each heating season effective October 15 to April 30th, when a certified gas technician (G1, G2, G3 or GUT) enters a residential building intended for one or two single families to carry out service, maintenance and/or emergency response work within the scope of his/her certificate, the gas technician shall perform a CO check in the boiler's flue (between the heat exchanger and the draft control device) and take action when the level is above 100 PPM.

SPORLAN ANNOUNCES CHILLSKILLS SPORLAN ONLINE TRAINING PLATFORM

Sporlan unveiled CHILLSKILLS Sporlan Online Training, an innovative training website specially designed by Sporlan for training customers with self-paced online modules to help them understand Sporlan products and the HVAC/R industry. The course initially available has comprehensive information on TEVs, Refrigerant Distributors and the Level Master Control.

Other modules available on the site are:
- What is a Thermostatic Expansion Valve?
- How to use a PT Chart
- How to Identify a Thermostatic Expansion Valve
- How to Assemble a Q/BQ Valve
- What is a Solenoid Valve?

CHILLSKILLS enables wholesalers and technicians to stay up-to-date with the skills necessary to accurately diagnose and troubleshoot today's air conditioning and refrigeration equipment.

How to enroll in CHILLSKILLS:
Access CHILLSKILLS by clicking on the link sporlantraining.com or a link on sporlanonline.com

Create a profile, and click on the link in the corresponding email to verify your account.

Choose the course you would like to take, and use the first word of the course title as the enrolment key (i.e. wholesaler, thermostatic, solenoid).

The web based training program can be found at sporlantraining.com

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NEW from the Value Leader
THE 621C3 DUAL INPUT DIGITAL MANOMETER KIT

USE THE 621C3 TO:
- Adjust appliance regulators; Set delivery pressures;
- Make regulator adjustments for pressure and lock-up tests;
- Test pressure switch operation on 2-stage gas furnace in positive and negative pressures;
- Test air flow; static pressure drop; draft pressure measurements;
- Check static pressure in exhaust stack when installing high efficiency gas hot water heaters.

THE 621C3 FEATURES:
- 0.001 inH2O resolution at less than 40 inH2O;
- +/- 120 inH2O range, over-pressure protected to 4 PSI;
- Temperature compensated to ensure repeatable measurements;
- Dual input differential;
- Seven units of pressure: inH2O, mbar, KPa, PSI, mmH2O, mmHg, inHg;
- Trim mode to stabilize readings.

621C3 KIT INCLUDES:
- 621 Dual Input Digital Manometer
- A612 protective boot with tilt stand
- A605 (2) 1/4" tapered "T"
- A603 (2) brass fitting, 1/4" NPT to 1/4" barb
- A774 6' silicone tubing
- A776 (2) static tip
- A605 (2) 1/4" tapered "T"
- 621 Dual Input Digital Manometer
- A612 protective boot with tilt stand
- A605 (2) 1/4" tapered "T"
- A603 (2) brass fitting, 1/4" NPT to 1/4" barb
- A774 6' silicone tubing
- A776 (2) static tip
- A608 shoulder strap carrying case

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TPI’s Model 716 Flue Gas Analyzer Offers Quick and Simple Set-up

The 716 Flue Gas Analyzer is a state of the art, easy to use analyzer designed to calculate and display readings from a flue and most of the other measurements associated with combustion.

The 716 Features:
- BUILT IN DIFFERENTIAL MANOMETER WITH 0.001" H2O RESOLUTION
- CALCULATES COMBUSTION EFFICIENCY
- PUMP DRIVEN FOR FAST RESPONSE
- DATA LOGGING WITH TIME AND DATE STAMP
- WILL NOT SHUT OFF IF 15 PPM CO IS PRESENT FOR INCREASED SAFETY
- COMMUNICATE TO A PC VIA THE USB INTERFACE
- STORE FUNCTION SAVES UP TO 10 READINGS
- BUILT IN DIFFERENTIAL THERMOMETER
- PUSH ON FITTINGS FOR FAST AND EASY USE
- NEW OPTICAL BLUETOOTH INTERFACE
- OPTIONAL 2400 IB PRINTER AVAILABLE FOR HARD COPIES OF TEST RESULTS

The 716 is Nox upgradable
“Get it when you need it”
All TPI analyzers feature quick and simple set-up. Fast purge and the ability to perform fuel selection during start-up enable tests to be performed quickly. TPI analyzers also use the last selected fuel as the default setting.

For Accuracy, Performance, Safety & Value get the TPI Advantage!

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342 Bronte Street South, Unit 9
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Phone: 905-693-8558
Email: sales@tpicanada.com www.tpivalueleader.com

Ask your wholesaler for the 621C3 kit or call tpi toll free: 1-866-693-8558

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342 Bronte Street South, Unit 9
Milton, ON L9T 5B7
Phone: 905-693-8558
Email: sales@tpicanada.com www.testproductsintl.com
Please help us meet your information needs by answering the following questions:

1. If you perform plumbing installations would you be interested in installing fire sprinkler systems as part of the plumbing installation?  __Yes__  __No__

2. If you install and/or service combustion equipment do you as a normal practice perform a CO test  __Yes__  __No__; If no please explain:

3. Do you utilize your wholesaler’s showroom and staff to assist you and your customers with product selections (i.e.) kitchen and bath fixtures, faucets and accessories, heating, air conditioning and other home comfort products?  __Yes__  __No__

4. What do you believe is important to consumers when choosing an HVAC or Plumbing contractor to do their installations and service? Please rank each from 1 to 5 with 5 being most important and 1 being least important: Price ___; Brand of products offered ___; Number of years in business ___; Warranty ___; References and Referrals ___:

5. Are you interested in learning about Solar heating systems for DHW, space heating and power generation?  __Yes__  __No__

6. If planning to add or replace your service vehicle what type of vehicle are you planning to purchase or lease:  ____Van;  ____Pick-up Truck;  ____Cube Van; if other vehicle type please indicate:

7. Are you planning to purchase or lease service vehicle(s) within the next: Three months:  ____ Six months:  ____ One Year  ____; Have you decide on a make and model and if so please indicate:

8. Please check the products you plan to purchase in the near future:  ____Power tools, corded and or cordless  ____Instruments, Diagnostic test meter  ____Instruments for temperature measurement  ____Infrared temperature gun  ____Combustion analyzer  ____Instruments for Airflow measurement  ____Carbon Monoxide Detector/Alarm  ____Drain cleaning equipment  ____Drain inspection equipment  ____Pipe & tubing cutting and crimping tools  ____Pipe threading, bending & grooving equipment  ____Pipe freezing equipment  ____Sheet metal working tools & equipment  ____Refrigerant recovery equipment  ____Refrigerant charging & evacuation equipment  ____Refrigerant system analyzer  ____Refrigerant leak detector  ____Business management software programs  ____Welding and/or brazing equipment, torches  ____Vehicle shelving, ladder carries & storage bins

9. Are you planning to purchase any of these products in the next 3 months?  __Yes__  __No__

10. Has information in Contracting Canada magazine helped you make a product selection?  __Yes__  __No__

11. Would you recommend Contracting Canada to other contractors, service technicians, installers and apprentices?  __Yes__  __No__

12. From which wholesaler did you receive Contracting Canada magazine:

Please mail your completed survey today to:
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Complete this survey online at:  www.contractingcanada.com
Please enter my survey into the draw to win a Megger MIT310 Insulation and Continuity Tester valued at $545. Survey must be receive by January 31, 2014 for your chance to win. Winner will be contacted by telephone.

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Casey MacKereth has won a Milwaukee M12 Fuel Cordless Hammer Drill Kit valued at $219 compliments Milwaukee Tools and Contracting Canada magazine.

Casey MacKereth form Oakville, Ontario works with A1 Air Conditioning and receives Contracting Canada from Frontier Wolseley in Burlington, Ontario. MacKereth won his Milwaukee M12 drill kit by sending in his Survey.

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