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“The largest small company you will ever meet”

Welcome to The Bowers Group, one of the Nation’s largest mechanical contractors located in the Washington, DC metro area. Since its’ inception in 1984, W.E. Bowers has provided superior mechanical construction and service to general contractors, high tech companies, property managers, government agencies and institutional clients throughout the Metropolitan region.

Today, we offer our clients a wide range of services including new construction, tenant fit outs, design assist, critical facilities, data centers, retrofits, maintenance and emergency services. Our state-of-the-art CAD Department and Pre-Fabrication facilities allows us to provide our clients with top of the line efficiency and quality production.
Sheet Metal and Air Conditioning Contractors’ National Association

Mid-Atlantic Chapter

Membership Directory & Buyer’s Guide

2020

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The SMACNA Mid-Atlantic Chapter is a professional organization representing HVAC and related industries that promotes quality products and services through a standard of technical excellence in technology, education and training.
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CADD/BIM Services

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*Associate members who are both national and chapter members

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Vince Sandusky

Bowling Event

Vince Sandusky
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– A –

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Fax: 301-283-4037
Website: www.adjsheetmetal.com

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Fabrication Sales Manager Rectangular/Round Spiral
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Andrew Pickens
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Jimmy Redding
UL Rated Electrical Junction/Pull Boxes
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Business Function(s): Commercial HVAC, Custom Fabrication (Rectangular/Round Spiral), UL Rated Electrical Junction/Pull Boxes
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Ellicott City, MD 21042

Phone: 410-461-6211
Fax: 410-461-6274
Website: www.americantesting.us

Mike Kelly
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Trap & Skeet Event
Thomas Twigg

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Beltville, MD 20705

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Fax: 301-840-9705

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Email: baustin@densel.com

Business Function(s): Commercial HVAC
DJB CONTRACTING, INC.
8411 Old Marlboro Pike, Unit 24
Upper Marlboro, MD 20772

Phone: 301-420-7663
Fax: 301-420-5788

David Boo
Email: david@djbcontracting.com

Sam Boo
Email: sam@djbcontracting.com

Business Function(s): Roofing, Masonry restoration, Curtainwall restoration

ENVIRONMENTAL BALANCING CORP.
7900 Old Branch Avenue, Suite 102
Clinton, MD 20735

Phone: 301-868-6334
Fax: 301-868-6336

Ray Hardesty
Email: ray@envbalancingcorp.com

Business Function(s): Testing and Balancing

I & B ASSOCIATES, INC.
2625-A Evarts Street, NE
Washington, DC 20018-1430

Phone: 202-269-2761
Fax: 202-269-2762
Website: www.iandbassociates.com

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President
Email: iandbassociates1@gmail.com

James Ingram
Vice President
Cell: 301-440-0457
Email: iandbassociates1@gmail.com

Business Function(s): Commercial HVAC
JAMES MYERS COMPANY, INC.
12306 Conway Road
Beltsville, MD 20705

Phone: 301-419-0091
Fax: 301-419-3097
Website: www.jamesmyersco.com

Richard Myers
Email: rmyers@jamesmyersco.com

Business Function(s): Architectural Sheet Metal

JOURNEYMAN MECHANICAL CONTRACTORS
2125 Baldwin Avenue, Ste 19B
Crofton, MD 21114

Phone: 301-261-6200
Fax: 301-261-0406
Website: www.journeyman-mechanical.com

Derril Mackin
President
Email: DMackin@journeyman-mechanical.com

Tony Stapleton
Email: TonyS@journeyman-mechanical.com

Business Function(s): Commercial, HVAC, Industrial Sheet Metal, Duct Construction, Commercial & Industrial Piping
K.G. SHEET METAL, LLC
401-H Prince Georges Blvd.
Upper Marlboro, MD 20774

Phone: 301-390-2405
Fax: 301-390-4388
General Email: info@kgsheetmetal.com
Website: www.kgsheetmetal.com

Kevin Grenier
President

Chris Berry
Vice President

Wesley Willis
Vice President

Desiree Copper
Controller

Business Function(s): Architectural Sheet Metal, Commercial HVAC, Industrial Sheet Metal, Kitchen Equipment, Service

METRO MECHANICAL CONTRACTORS
5611 Lafayette Place
Hyattsville, MD 20781

Phone: 301-927-4077
Fax: 301-927-4523

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President
Email: dtrunnell@metromechllc.com

Vic Anderson
Email: vanderson@metromechllc.com

Business Function(s): Duct Construction
Frank Battaglino  
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Cell: 301-808-7357  
Email: frank@metrotestbalance.com

Jim Kelleher  
**Vice President**  
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Email: jim@metrotestbalance.com

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**Vice President**  
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**Sheet Metal Project/Service Manager**  
Email: rick@metrotestbalance.com

Dean Lessner  
**Sheet Metal Project Manager**  
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Email: chris@metrotestbalance.com

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**Sheet Metal Project Manager**  
Email: alex@metrotestbalance.com

Nick Lohmier  
**Sheet Metal Project Manager**  
Email: nick@metrotestbalance.com

Jason Brewer  
**Project Manager**  
Email: jason@metrotestbalance.com

**Business Function(s):** Commercial HVAC, Services, Testing and Balancing, Sound & Vibration, IAQ, Fire Life Safety Commercial, Institutional HVAC Sheet Metal
NORAIR ENGINEERING ASSOCIATES
337 Brightseat Road
Landover, MD 20785

Phone: 301-499-2202
Fax: 301-499-1342
Website: www.norair.com

Richard Norair
Email: rnorair@norair.com

Business Function(s): Commercial HVAC, Industrial Sheet Metal

R.S. HARRITAN CO. INC.
MECHANICAL CONTRACTORS
An EMCOR Company
3280 Formex Road - P.O. Box 24157
Richmond, VA 23224

Mike Pantele
President
Direct: 804-727-7805
Cell: 804-640-4610
Direct Fax: 866-240-6031
Email: mike_pantele@emcorgroup.com

Gerald Pierce
Sheet Metal Division Manager
Direct: 804-727-7816
Cell: 804-767-0218
Email: gerald_pierce@emcorgroup.com

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Phone: 800-938-2252
Fax: 410-665-2985

Stan Fleischer
President
Email: StanF@senecabalance.com

Business Function(s): Air Testing and Balancing

SOUTHLAND INDUSTRIES
22340 Dresden Street, Suite 177
Dulles, VA 20166

Phone: 703-834-5570
Fax: 703-834-5572

James Meacham
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Jamie Devan
Safety Director
Email: jdevan@southlandind.com

Frank Roberts
Sheet Metal Superintendent
Email: froberts@southlandind.com

Business Function(s): Full MEP Engineering and Construction Services
STROMBERG METAL WORKS, INC.
(see ad on the back cover)
6701 Distribution Drive
Beltville, MD 20705

Phone: 301-931-1000
Fax: 301-931-1020
Website: www.strombergmetals.com

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Regional Executive of Operations
Email: mtabor@strombergmetals.com

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Chief Financial Officer
Email: tsuhr@strombergmetals.com

William Gawne
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John Maddy
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Email: jmaddy@strombergmetals.com

Steve Elliot
Manager of Project Managers and Sketching
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Justin Valdisera
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Email: jvaldisera@strombergmetals.com

Bill Mould
Safety Director
Email: bmould@strombergmetals.com

Business Function(s): Architectural Sheet Metal,
Commercial HVAC, Duct Construction
STROMBERG METAL WORKS, INC.
Architectural Plant
6700-A Distribution Drive
Beltsville, MD 20705

Phone: 301-931-2070
Fax: 301-931-1021

Joe Puckett
Architectural General Manager
Email: jpuckett@strombergmetals.com

Michael Gawne
Architectural Shop Operations
Email: mgawne@strombergmetals.com

STROMBERG METAL WORKS, INC.
Baltimore Office
803 Barkwood Court
Linthicum, MD 21090

Phone: 410-589-5521
Fax: 410-589-5471

David Weber
General Manager – Baltimore Division
Email: dweber@strombergmetals.com

STROMBERG METAL WORKS, INC.
6701 Fleetwood Drive
Raleigh, NC 27612

Phone: 919-781-2515

Billy Blank
General Manager – North Carolina Division
Email: bblank@strombergmetals.com
W.E. BOWERS  
*(see ad on the inside front cover)*

Headquarters:  
12401 Kiln Court  
Suite A  
Beltsville, MD 20705

Virginia Office:  
22740 Ladbrook Drive  
Sterling, VA 20166

Fabrication Shops:  
12201 Conway Road  
Beltsville, MD 20705  
12116 Conway Road  
Beltsville, MD 20705  
7101 Muirkirk Road  
Beltsville, MD 20705  
22740 Ladbrook Drive  
Sterling, VA 20166

**Phone:** 301-419-2488  
**Fax:** 301-419-2711  
**Website:** www.webowers.com

Wayne Bowers  
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Email: wbowers@webowers.com

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*Executive Vice President*  
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*Sheet Metal Operations Manager*  
Email: ssheppard@webowers.com

Dale Sheppard  
*Sheet Metal Preconstruction Manager*  
Email: dsheppard@webowers.com

Tim Aley  
*Sheet Metal Superintendent*  
Email: taley@webowers.com

**Business Function(s):** Commercial Mechanical Contractor, Service, Industrial, Rectangular fabrication, Round and Spiral fabrication, Manufacturing HVAC and related components
Associate Members

*Represents Associate Members who are both Chapter and National Members
** New Member

- A -

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Toll Free: 800-752-1056
Email: info@advancecutting.com
Website: www.advancecutting.com

Ken Shannon, Jr.
President
Email: Kenjr@advancecutting.com

Tony Smith
Vice President
Email: Tony@advancecutting.com

Clint Ray
National Sales Manager
Email: Clint@advancecutting.com

Business Function(s): Metal Fabrication Machinery

AMERICAN METAL GOODS, INC.
6701 Distribution Drive
Beltsville, MD 20705

Phone: 301-937-8069
Fax: 301-937-8954
Website: www.americanmetalgoods.com

Warehouse Address:
12028A Old Baltimore Pike
Beltsville, MD 20705

Warehouse/Sales/Purchasing
Email: sales-purchasing@americanmetalgoods.com

Accounting Email:
sbigelow@americanmetalgoods.com

Business Function(s): Commercial HVAC,
Diffusers, Louvers, Supplies & Components
ARROW UNITED INDUSTRIES
(see Mestek Commercial Damper Louver Group page 48)

– C –

CADVANTAGE DRAFTING SERVICE, INC.*
2210 1st Avenue South
St. Petersburg, FL 33712

Phone: 727-321-2072
Fax: 727-327-5159
Website: www.cadvantagedrafting.com

Daniel Sinclair
President
Email: dsinclair@cadvantagedrafting.com

Mary Sinclair
Secretary/Treasurer
Email: msinclair@cadvantagedrafting.com

Business Function(s): Drafting/Design/BIM Services

CAMDEN YARDS STEEL COMPANY**
2500 Broadway
Camden, NJ 08104-2409

Phone: 856-342-7100
Website: www.camdenyardssteel.com

Michael Amato, Sr.
CEO

Alan Kanoff
President

Eric Engels
Sales Manager
Cell: 781-548-9315
Email: eengels@camdenyardssteel.com

Business Functions(s): Distributors & Processors of Carbon Flat Rolled Steel Sheet Metal, Plate, Coil & Slit Coil (galvanized, HR, galvanneal, CR, etc.)
CAPITAL ENERGY EQUIPMENT, INC.  
(see ad this page)  
232 Dominion Road, NE  
Vienna, VA 22180  

Phone: 703-437-8161  
Email: Info@capitalenergyequipment.com  
Website: www.capitalenergyequipment.com  

Tom Shahryary  
Email: Tom@CapitalEnergyEquipment.com  

Bill Wilson  
Email: Bill@CapitalEnergyEquipment.com  

Frank Dawson  
Email: Frank@CapitalEnergyEquipment.com  

Business Function(s):  
Spiral Duct, GRIPPLE Products, Air-Ynx Constant Airflow Regulators,  
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Phone: 201-964-0008
Email: Sales@elgenmfg.com
Website: www.capitalhardwaresupply.com

David Young
President
Email: dyoung@elgenmfg.com

Art Huger
Email: sales@elgenmfg.com

Business Function(s): Fittings, Connectors, Mechanical Supports, etc.

COHEN SEGLIAS PALLAS
GREENHALL & FURMAN PC
1828 L Street, NW
Suite 705
Washington, DC 20036

30 South 17th Street
19th Floor
Philadelphia, PA 19103

Phone: 202-466-4110
Fax: 202-466-2693
Website: www.cohenseglias.com

Roy Cohen
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Ed Seglias
Partner
Email: eseglias@cohenseglias.com

Jackson Nichols
Associate
Email: jnichols@cohenseglias.com

Business Function(s): Legal representation within the construction industry, Construction Law
DUCTMATE INDUSTRIES, INC.
210 Fifth Street
Charleroi, PA 15022

Phone: 724-258-0500
Fax: 724-258-5494
Toll Free: 800-245-3188
Email: orders@ductmate.com
Website: www.ductmate.com

John Sorna
Cell: 240-626-1394
Regional Channel Manager
Email: jsorna@ductmate.com

Ray Yeager
President

Business Function(s): HVAC Components
Manufacturer

DURO DYNE CORPORATION*
1490 Heritage Garden Street
Wake Forest, NC 27587

Phone: 719-459-9363
Fax: 631-249-8346
Toll Free: 800-899-3876

Austin Peters
Territory Manager
Email: apeters@durodyne.com
Cell: 919-480-9255

Business Function(s): Sheet Metal Supplies
FEDERATED INSURANCE*
P.O. Box 328
Owatonna, MN 55060

Phone: 800-533-0472
Website: www.federatedinsurance.com

Nate Hoyle
Account Executive
Email: nthoyle@fedins.com

Business Function(s): Business Insurance, Life & Disability Insurance

FERGUSON HVAC – LYON CONKLIN & CO.
(see ad on page 4)
4501 Hollins Ferry Road
Suite 140
Halethorpe, MD 21227

Phone: 410-540-2800
Fax: 301-808-1408
Website: www.ferguson.com

Ben Reich
Sales Manager
Email: ben.reich@ferguson.com
Cell: 443-866-3784

Ryan Nunemaker
Core Products Manager
Email: ryan.nunemaker@ferguson.com

Business Function(s): HVAC Components & Equipment, Manufacturer’s Representatives
GEORGETOWN INSURANCE SERVICE, INC.
(see ad on this page)
10010-A Colesville Road
Silver Spring, MD 20901

Phone: 301-681-9645
Fax: 301-595-2590
Toll Free: 800-842-2750

5300 Westview Drive Ste. 106
Frederick, MD 21703
Email: insurance@georgetownins.com

Matt Simmons
Email: matt@georgetownins.com
Mobile: 301-706-2411

Janet Salan
Email: janet@georgetownins.com

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10010 Colesville Road, Suite A
Silver Spring, MD 20901
(301) 681-9645
www.georgetownins.com
GRIPPLE, INC.
1611 Emily Lane
Aurora, IL 60502

Phone: 866-474-7753
Fax: 800-654-0689
Website: www.gripple.com

Local Address
6029 Williamsbury Pkwy
Salisbury, MD 21801

Kris Moore
Regional Sales Manager
Cell: 443-880-4171
Email: k.moore@gipple.com

Tim Caton
President
Email: t.caton@gipple.com

Business Function(s): Cable Hanger System

– H –

H&B ENGINEERED PRODUCTS, INC.
(see ad on page 6)
12500 Baltimore Avenue
Suite F
Beltsville, MD 20705

Phone: 301-918-0241
Fax: 301-918-0242

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Business Function(s): Mechanical/Sheet Metal
Manufacturer’s Representatives
HAVTECH AIR DISTRIBUTION, LLC
(See ad this page)
9505 Berger Road
Columbia, MD 21046

Phone: 301-206-9225
Fax: 301-497-9610
Website: www.havtech.com

Joe Roetering
President/Principal
Email: JoeRoetering@havtech.com
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Wyalusing, PA 18853

Office: 570-420-7060
Fax: 570-420-7105
Cell: 570-637-0102

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Vice President

Business Function: Dampers
METROPOLITAN EQUIPMENT GROUP, INC.
12104 Indian Creek Court
Suite A
Beltsville, MD 20705

Phone: 240-283-0949
Fax: 240-283-0950
Website: www.meghvac.com

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Bob Bailey
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Business Function(s): Wholesaler of HVAC Products, HVAC Manufacturers Rep Firm

MILWAUKEE ELECTRIC TOOL CORP.*
11900 Baltimore Avenue, Suite B
Beltsville, MD 20705

Phone: 800-729-3878
Fax: 877-567-3103
Toll Free: 800-231-6242
Website: www.milwaukeetool.com

Hyojon Robbins
Jobsite Solutions – Mechanical Market Manager
DC/Baltimore
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Email: hyojon.robbins@milwaukeetool.com

Business Functions(s): Power Tool Suppliers
N.B. HANDY COMPANY
7495 Race Road, Suite A
Hanover, MD 21076

Phone: 443-561-9090
Fax: 443-561-2190
Toll Free: 800-231-6242
Website: www.nbhandy.com

John Capen
General Manager
Email: jcapen@nbhandy.com

Business Function(s): Distributors of Commercial Roofing Products, HVAC Equipment and Supplies, Sheet Metal and Sheet Metal Fabricating Equipment

OLD DOMINION SUPPLY, INC.
6945 San Tomas Road
Suite 1-Q
Elkridge, MD 21075

Phone: 410-796-1284
Website: www.olddominionsupply.com

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John Greene
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Email: jgreene.ods@comcast.net.

Brian Bailey
Email: bbailey@odshvac.com

Business Function(s): Suppliers of Sheet Metal, Sheet Metal Supplies, Sheet Metal Machinery and HVAC Supplies
SAM DESANTO COMPANY, INC.
(see ad on page 55)
14628 Rothgeb Drive
Rockville, MD 20850

Phone: 301-424-9510
Fax: 301-424-9515

Jeff DeSanto
Email: jdesanto@samdesanto.com

Business Function(s): HVAC Supplies

ULLICO INVESTMENT COMPANY, LLC
(see ad on page 54)
8403 Colesville Road
Silver Spring, MD 20910

Website: www.ullico.com

Joseph Linehan
President
Email: jlinehan@ullico.com
Phone: 202-682-6684

Patrick White
Email: pwhite@ullico.com
Phone: 617-501-1667

Business Function(s): Investment Products
VICON MACHINERY/PLASMA AUTOMATION, INC.*
(see ad on page 53)
1801 Arctic Avenue
Bohemia, NY 11716

Website: www.plasma-automation.com

Tim Walsh
Cell: 516-375-6002
Email: twalsh@plasma-automation.com

Kevin Baydar
Cell: 908-256-3111
Email: kbaydar@plasma-automation.com

Business Function(s): HVAC Machinery Manufacturing, Plasma & Liner cutting systems, Coil Lines

VIEWPOINT CONSTRUCTION SOFTWARE
1515 SE Water Avenue, Suite 300
Portland, OR 97214

Phone: 800-333-3197
Website: www.viewpoint.com/products/viewpoint-estimating

Greg Fry
Phone: 971-255-5256
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SMACNA's Stan Kolbe
Alphabetical Personnel Index

– A –

Abramson, John  
H&B Engineered Products, Inc.

Aley, Darren A.  
Comfort Control, Inc.

Aley, Tim  
W.E. Bowers

Anderson, Vic  
Metro Mechanical Contractors

Austin, Bryan  
Densel Company

– B –

Bailey, Bob  
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Old Dominion Supply, Inc.

Battaglino, Frank  
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Vicon Machinery / Plasma Automation, Inc.

Berry, Chris  
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Bigelow, Kathleen  
Comfort Control, Inc.

Binkholder, Mike  
Mestek Commercial Damper Louver Group

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Boo, Sam  
DJB Contracting, Inc.

Bowers, Wayne  
W.E. Bowers

Brackett, Harvey  
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Brigham, Mike  
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Cohen, Roy  
Cohen Seglias Pallas Greenhall & Furman PC
Colburn, Kenny

Copper, Desiree

Corsiatto, Mike

Dailey, Maleeta

Davidson, Brad

Dawson, Frank

Delawder, Rob

DeSanto, Jeff

Devan, Jamie

Doerk, Mike

Duckworth, Ian

Engels, Eric

Elliott, Steve

Fleischer, Stan

Fowble, Bill

Fry, Greg

Gawne, Michael

Gawne, William

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<td>Mackin, Derril</td>
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<td>Maddy, John</td>
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<td>Menefee, Thomas W.</td>
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<td>Moore, Kris</td>
<td>Gripple, Inc.</td>
</tr>
<tr>
<td>Name</td>
<td>Company/Position</td>
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Members by Business Specialty

Air Products
Capital Energy Equipment, Inc.
Havtech Air Distribution, LLC
Metropolitan Equipment Group, Inc.

Air Testing & Balancing / Commissioning
American Testing, Inc.
Comfort Control, Inc.
Environmental Balancing, Corp.
Metro Test & Balance, Inc.
Seneca Balance of Maryland, Inc.

Architectural HVAC
Ample Sheet Metal, Inc.
Arica Consulting & Contracting
James Myers Company, Inc.
Journeyman Mechanical Contractors
K.G. Sheet Metal, LLC
Stromberg Metal Works, Inc.
W.E. Bowers

BIM/CAD/Design & Drafting
Cadvantage Drafting Service, Inc.
Viewpoint Construction Software
W.E. Bowers

Cable Hanger Systems
Gripple, Inc.

Carbon Flat Rolled Steel Sheet
Metal, Plate Coil and Slit Coil
Camden Yards Steel Company

Coil Lines
Vicon Machinery/Plasma Automation, Inc.

Commercial HVAC
ADJ Sheet Metal, Inc.
American Metal Goods, Inc.
Ample Sheet Metal, Inc.
Arica Consulting & Contracting
CMC Sheet Metal
Comfort Control, Inc.
Craftcorps, Inc.
Densel Company
I & B Associates, Inc.
Journeyman Mechanical Contractors
K.G. Sheet Metal, LLC
Metro Test & Balance, Inc.
Norair Engineering Associates
R.S. Harritan Co., Inc.
Southland Industries
Stromberg Metal Works, Inc.
W.E. Bowers

Commercial & Industrial Piping
Journeyman Mechanical Contractors
R.S. Harritan Co., Inc.
Southland Industries
W.E. Bowers

Construction Law
Cohen Seglias Pallas Greenhall & Furman PC

Custom Fabrication
ADJ Sheet Metal, Inc.
Ample Sheet Metal, Inc.
CMC Sheet Metal
DC Duct & Sheet Metal, LLC
K.G. Sheet Metal, LLC
R.S. Harritan Co., Inc.
W.E. Bowers

Dampers
American Metal Goods, Inc.
Arrow / Mestek Commercial Damper Louver Group
Capital Energy Equipment, Inc.
H&B Engineered Products, Inc.
Havtech Air Distribution, LLC
Metropolitan Equipment Group, Inc.

Diffusers
American Metal Goods, Inc.
Capital Energy Equipment, Inc.
Havtech Air Distribution, LLC
Duct Construction
ADJ Sheet Metal, Inc.
American Metal Goods, Inc.
Arica Consulting & Contracting
Capital Energy Equipment, Inc.
CMC Sheet Metal
DC Duct & Sheet Metal, LLC
Havtech Air Distribution, LLC
Journeyman Mechanical Contractors
Metro Mechanical Contractors
Metropolitan Equipment Group, Inc.
Stromberg Metal Works, Inc.
W.E. Bowers

Fire, Life & Safety Inspection
CMC Sheet Metal
Comfort Control, Inc.
Metro Test & Balance, Inc.
Seneca Balance of Maryland, Inc.
Southland Industries
W.E. Bowers

HVAC & Sheet Metal Machinery
Advanced Cutting Systems
Ferguson HVAC – Lyon Conklin & Co.
N.B. Handy Company
Old Dominion Supply, Inc.
Vicon Machinery/Plasma Automation, Inc.

HVAC Components & Equipment
American Metal Goods, Inc.
American Testing, Inc.
Ample Sheet Metal, Inc.
Arica Consulting & Contracting
Capital Energy Equipment, Inc.
Ductmate Industries, Inc.
Duro Dyne Corp.
Ferguson HVAC – Lyon Conklin & Co.
H&B Engineered Products, Inc.
Havtech Air Distribution, LLC
N.B. Handy Company
Old Dominion Supply, Inc.
Sam DeSanto Company

Industrial / Commercial Sheet Metal
Ample Sheet Metal, Inc.
Camden Yards Steel Company
Craftcorps, Inc.
DC Duct & Sheet Metal, LLC
Duro Dyne Corp.
Journeyman Mechanical Contractors
K.G. Sheet Metal, LLC
N.B. Handy Company
Norair Engineering Associates
R.S. Harritan Co., Inc.
W.E. Bowers

Insurance / Investment Products
Federated Insurance
Georgetown Insurance Service, Inc.
Ullico Investment Company, LLC

Kitchen Equipment
K.G. Sheet Metal, LLC

Louvers
American Metal Goods, Inc.
Arrow / Mestek Commercial Damper Louver Group
Capital Energy Equipment, Inc.
Havtech Air Distribution, LLC

Manufacturer’s Representative
Ferguson HVAC – Lyon Conklin & Co.
H&B Engineered Products, Inc.
Metropolitan Equipment Group, Inc.

Manufacturing
(HVAC Components)
Capital Hardware Supply
Vicon Machinery/Plasma Automation, Inc.
W.E. Bowers

Mechanical
Arica Consulting & Contracting
Capital Hardware Supply
H&B Engineered Products, Inc.
W.E. Bowers

Millwright Equipment Installation
R.S. Harritan Co., Inc.
Plasma & Liner Cutting Systems
Vicon Machinery/Plasma Automation, Inc.

Power Tool Supplies
Milwaukee Electric Tool Corp.

Residential Heating
Comfort Control, Inc.
Densel Company

Roofing
DJB Contracting, Inc.
James Myers Company, Inc.
Journeyman Mechanical Contractors
N.B. Handy Company

Services
Cadvantage Drafting Service, Inc.
Journeyman Mechanical Contractors
K.G. Sheet Metal, LLC
Metro Test & Balance, Inc.
Southland Industries
W.E. Bowers

Sound & Vibration
Comfort Control, Inc.
Metro Test & Balance, Inc.
Seneca Balance of Maryland, Inc.

Specialty Products
ADJ Sheet Metal, Inc.
American Testing, Inc.
Arica Consulting & Contracting
Camden Yards Steel Company
Capital Energy Equipment, Inc.
DJB Contracting, Inc.
Havtech Air Distribution, LLC
Metro Test & Balance, Inc.
Southland Industries
W.E. Bowers

Structural Steel
R.S. Harritan Co., Inc.
Upcoming SMACNA Events*
2019-2020

Nic Bittle Seminar – Mentoring Apprentices
Silver Spring, MD
November 7, 2019

Industry Trade Show Event
North Bethesda Marriott
November 13, 2019

Council of Chapter Representatives
La Quinta, CA
December 8-11, 2019

Active Shooter Preparedness
Greenbelt, MD
December 17, 2019

Partners in Progress Conference
Las Vegas, NV
February 25-26, 2020

Collective Bargaining Orientation
Dallas, TX
March 23-24, 2020

SMACNA Leadership Meeting
Las Colinas, TX
March 26-27, 2020

CEA National Issues Conference
Washington, DC
May 5-7, 2020

Council of Chapter Representatives
Charleston, SC
May 31 – June 3, 2020

Chapter Fishing Event
Chesapeake Beach, MD
June 10, 2020

Council of Chapter Representatives
Scottsdale, AZ
December 6-8, 2020

SMACNA Annual Convention
Colorado Springs, CO
September 27 – 30, 2020

For more information, call 301-446-0002 or go to www.smacnaatl.org

*Some dates and times may be subject to change.
Absolute Pressure - Gauge pressure plus atmospheric pressure.

Absolute Temperature - Temperature measured from absolute zero.

Absolute Zero - Temperature at which all molecular motion ceases; −460 °F or −273 °C.

Absorbent - Material that extracts a fluid (gas or liquid) from a medium or surface on contact, and changes physically or chemically during the process.

Accumulator - Storage tank which receives liquid refrigerant from evaporator and prevents it from flowing into suction line before vaporizing.

ACH, Air Changes Per Hour - The number of times that air in an area is completely replaced with outdoor air in a one hour time period.

Actuator - That portion of a regulating valve which converts mechanical fluid, thermal energy or electrical energy into mechanical motion to open or close the valve seats.

Adsorbent - Substance with the property to hold molecules of fluids without causing a chemical or physical damage.

Advanced Reciprocating Compressor - Type of compressor that uses a more efficient process for compressing refrigerant for better cooling efficiency.

Aeration - Act of combining substance with air.
AFUE (Annual Fuel Utilization Efficiency)
- Indicated as a percentage, a furnace’s AFUE tells how much energy is being converted to heat. For example, an AFUE of 90 means that 90% of the fuel is being used to warm a building, while the other 10% escapes as exhaust with the combustion gases.

Air Change - The amount of air required to completely replace the air in a room or building; not to be confused with recirculated air.

Air Cleaner - Device used for removal of airborne impurities.

Air Coil - Coil on some types of heat pumps used either as an evaporator or condenser.

Air Conditioner - Device used to control temperature, humidity, cleanliness and movement of air in a confined space.

Air-Cooled Condenser - Heat of compression, plus the heat of absorption, is transferred from refrigerant within coil to surrounding air, either by convection or fan or blower.

Air Cooler - Mechanism designed to lower temperature of air passing through it.

Air Diffuser - Air distribution outlet or grille designed to direct airflow into desired patterns.

Air Diffusion - Distribution of the air in a space, called the treated space, by means of devices, called air terminal devices, in a manner so as to meet certain specified conditions, such as air change rate, pressure, cleanliness, temperature, humidity, air velocity and noise level.
Air Distribution - The transportation of a specified air flow to or from the treated space or spaces, generally by means of ductwork.

Air Gap - The space between magnetic poles or between rotating and stationary assemblies in a motor or generator.

Air Handler - The portion of an air conditioner or heating system that forces air through the ductwork. Fan-blower, filter and housing parts of a system.

AHU (Air Handler Unit) - The inside part of the A/C system that contains the blower, cooling (evaporator) coil, and heater.

Air Infiltration - Leakage of air into rooms through cracks, windows doors and other openings.

Air Source Equipment - Heat pumps or air conditioners that use the outdoor air to transfer heat to and from the refrigerant in the unit.

Air Terminal Device - A device located in an opening provided at the boundaries of the treated space to ensure a predetermined motion of air in this space.

Airflow - The distribution or movement of air.

Ak value (of an air terminal device) - Quotient obtained by dividing a measured air flow rate by a measured air velocity according to a specific process and a specific instrument.
Backdrafting - Reverse flow of combustion gases down the chimney of a vented combustion appliance, which is often caused by depressurization of the room where the appliance is located.

Balance Point - The lowest outdoor temperature at which the refrigeration cycle of a heat pump will supply the heating requirements without the aid of a supplementary heat source.

Balancing - Process of adjusting the flow of air in duct systems, or water flow in hot-water heating systems.

Blower (Fan) - An air handling device for moving air in a distribution system.

Breakaway Connection – A joint connecting a fire damper sleeve and attached ductwork that will allow collapse of the duct work during a fire without disturbing the integrity of the fire damper.

BTU - British Thermal Unit. Used for both heating and cooling, BTU is a measure of the heat given off when fuel is combusted. Or for cooling, it’s a measure of heat extracted from a building. (One BTU is approximately equal to the heat given off by a wooden kitchen match.)

BTUH - A British Thermal Unit (BTU) is the unit of heat required to raise 1 pound of water by 1 degree Fahrenheit. BTUH is British Thermal Units per Hour.

Building Commissioning – Is a systematic and documented process of ensuring that the owner’s operation needs are met, building systems perform efficiently, and building operators are properly trained.
Building Information Modeling (BIM) - Is the process of generating and managing building data during its life cycle. Typically it uses three-dimensional, real-time, dynamic building modeling software to increase productivity in building design and construction. The process produces the Building Information Model (also abbreviated BIM), which encompasses building geometry, spatial relationships, geographic information, and quantities and properties of building components.

Capacity - The ability of a heating or cooling system to heat or cool a given amount of space. For heating, this is usually expressed in BTUs. For cooling, it is usually given in tons.

Carbon Monoxide - A colorless, odorless, highly poisonous gas produced when carbon-based fuels, such as natural gas, burns without sufficient air nearby.

Carboxyhemoglobin Saturation - Carbon monoxide poisoning.

Ceiling Radiation Damper – A listed device installed in a ceiling membrane of a fire resistance-rated floor ceiling or roof-ceiling assembly to automatically limit the radiative heat transfer through and air inlet/outlet opening.

CFC (Chlorofluorocarbon) - A class of refrigerants. Generally refers to the Chlorofluorocarbon family of refrigerants. Sometimes called Freon.
CFM (Cubic Feet per Minute) - A standard measurement of airflow that indicates how many cubic feet of air pass by a stationary point in one minute. The higher the number, the more air is being forced through the system. A typical system produces 400 CFM per ton of air conditioning.

Charge - Amount of refrigerant placed in a refrigerating unit.

Chilled beam - An air-water system that uses the energy conveyed by two fluid streams to achieve the required cooling or heating in a space.

The air supplied by the central air handler to the active chilled beams is called primary air. The primary air is supplied to the active chilled beams at a constant volume and at a relatively, low static pressure (typically under 0.5” wc). Within the Active Chilled Beam terminal unit the primary air is discharged into a mixing chamber through a series of nozzles. A zone of relative low pressure is created within the mixing chamber, thereby inducing room air through the secondary water coil into a mixing chamber. The induced room air is called secondary air.

In the cooling mode the primary air is cool and dry, satisfying a portion of the room’s sensible load and all of its latent load. The secondary water coil within the active chilled beam terminal unit is supplied with chilled water to offset the remaining internal sensible load of the room. The chilled water temperature is always provided above the room design dew point temperature to preclude sweating/condensation on the water coil.
Combination Fire/Smoke Damper – A device that meets both the fire damper and smoke damper requirements.

Comfort Zone - The range of temperatures, humidities and air velocities at which the greatest percentage of people feel comfortable.

Commissioning, Building – Is a systematic and documented process of ensuring that the owner’s operation needs are met, building systems perform efficiently, and building operators are properly trained.

Compressor - Pump of a refrigerating mechanism which draws a low pressure on cooling side of refrigerant cycle and squeezes or compresses the gas into the high pressure or condensing side of the cycle.

Condenser Coil - Part of the outdoor portion of a split-system air conditioner or heat pump. By converting refrigerant that is in a gas form back to a liquid, the coil sends heat carried by the refrigerant to the outside.

Condensing Unit - Part of a refrigerating mechanism which pumps vaporized refrigerant from the evaporator, compresses it, liquefies it in the condenser and returns it to the refrigerant control.

Conduction - The transfer of heat through a solid material.
**Contract** - An agreement of any kind or nature, express or implied, for doing work or furnishing materials, or both, for or about a building.

1) Contract – includes an agreement for:
   i) The erection, repair, rebuilding, or improvement of a building;
   ii) The drilling an installation of wells to supply water;
   iii) The construction or installation of any swimming pool or fencing;
   iv) The grading, filling, landscaping, and paving of the premises;
   v) The installation of waterlines, sanitary sewers, storm drains, or streets; or
   vi) The erection, repair, rebuilding, or improvement of a wharf.

*see also* - **Subcontractor**

**Convection** - The movement of heat by air flow.

**COP (Coefficient Of Performance)** - COP compares the heating capacity of a heat pump to the amount of electricity required to operate the heat pump in the heating mode.

**D**

**DB** - Decibels (dB) are a unit measuring the intensity of noise.

**Damper** - A type of “valve” used in duct work that opens or closes to control airflow; used in zoning to control the amount of warm or cool air entering certain areas of a building.
Davis-Bacon Act - As amended, requires that each contract over $2,000 to which the United States or the District of Columbia is a party for the construction, alteration, or repair of public buildings or public works shall contain a clause setting forth the minimum wages to be paid to various classes of laborers and mechanics employed under the contract. Under the provisions of the Act, contractors or their subcontractors are to pay workers employed directly upon the site of the work no less than the locally prevailing wages and fringe benefits paid on projects of a similar character. The Davis-Bacon Act directs the Secretary of Labor to determine such local prevailing wage rates.

Dehumidification - The reduction of water vapor in air by cooling the air below the dew point; removal of water vapor from air by chemical means, refrigeration, etc.

Design Conditions - Cooling loads vary with inside and outside conditions. A set of conditions specific to the local climate are necessary to calculate the expected cooling load for a building. Inside conditions of 75 degrees Fahrenheit and 50% relative humidity are usually recommended as a guideline. Outside conditions are selected for the 2.5% design point.

Duct - A pipe or closed conduit made of sheet metal, fiberglass board, or other suitable material used for conducting air to and from an air handling unit.

Ductwork - The delivery system through which warm air from the furnace is brought to where it’s needed.

Dynamic System - An HVAC System designed to maintain the movement of air within the system at the indication of a fire.
EER (Energy Efficiency Ratio) - A ratio calculated by dividing the cooling capacity in BTU’s per hour (BTUH) by the power input in watts at any given set of rating conditions, expressed in BTUH per watt (BTUH/watt). EER & SEER (Seasonal Energy Efficiency Ratio) cannot be compared equally. Air source equipment is rated by SEER and geothermal equipment is rated by EER. EER changes with the inside and outside conditions, falling as the temperature difference between inside and outside gets larger.

see also - SEER

Efficiency - A rating on comfort equipment is similar to the miles per gallon rating on your car.

Electronic Air Cleaner (EAC) - An electronic device that filters out large particles and contaminants in indoor air. It then electronically pulls out tiny particles that have been magnetized, such as viruses and bacteria, drawing them to a collector plate.

Energy Recovery Ventilator (ERV) - This device preheats incoming outside air during the winter and pre-cools incoming air during the summer to reduce the impact of heating and or cooling the indoor air.

Energy Saver Switch - An energy-saver switch causes the air conditioners fan and compressor to cycle on and off together, reducing energy use.

ENERGY STAR® - Is a government-backed program helping businesses and individuals protect the environment through superior energy efficiency. Products with the ENERGY STAR® rating will be efficient and save cost on energy bills.
EPA (Environmental Protection Agency)
– The U.S. Environmental Protection Agency
- http://www.epa.gov/

Evaporator Coil - Part of a split-system air conditioner or heat pump located indoors. The evaporator coil cools and dehumidifies the air by converting liquid refrigerant into a gas, which absorbs the heat from the air. The warmed refrigerant is then carried through a tube to the outdoor unit (condenser coil).

Exfiltration - Uncontrolled air leakage out of a building.

Exhaust - The air flow leaving the treated space.

Fan Coil - An indoor component of an air conditioner or heat pump system, used in place of a furnace and evaporator coil, to provide change the refrigerant from a gas to a liquid (or vice-versa) and blow air over the coil to cool or heat a building.

Filter - A device for removing dust particles from air or unwanted elements from liquids.

Flow hood - A diagnostic tool used to measure air flow through ducts, supply registers, and return grilles.

Forced Air - This describes a type of heating system that uses a blower motor to move air through the furnace and into the ductwork.

Furnace - That part of an environmental system which converts gas, oil, electricity or other fuel into heat for distribution within a structure.
**Hand-off** - The act of releasing an item or activity to the person or group performing the next step or operation on that item or activity, e.g., a structural steel design is ‘handed off’ to the steel detailer to complete shop drawings, a room (or portion) that has been framed is ‘handed off’ to the drywall installer, or all construction on a floor of a hospital is completed and it is ‘handed off’ to the hospital personnel to begin ‘staff and stock’ activities.

**Hand-off Criteria** – The Conditions of Satisfaction discussed and explicitly agreed upon between the parties to a hand-off.

**Heat Exchanger** - Device that enables furnaces to transfer heat from combustion safely into breathable air. The primary heat exchanger transfers heat from combustion gases to the air blowing through the ductwork.

**Heat Gain** - The amount of heat gained, measured in BTU’s, from a space to be conditioned, at the local summer outdoor design temperature and a specified indoor design condition.

**Heat Loss** - The amount of heat lost, measured in BTU’s from a space to be conditioned, at the local winter outdoor design temperature and a specified indoor design condition.
Heat Pump - A product that works just like an air conditioner in cooling mode; however, in heating mode, the refrigerant flow is reversed and heat is extracted from the outside air too heat a building. Compression cycle system used to supply heat to a temperature controlled space. Same system can also remove heat from the same space.

Heat Recovery Ventilator (HRV) - This device brings fresh, outside air into a structure while simultaneously exhausting stale indoor air outside. In the process of doing this, an HRV removes heat from the exhaust air and transfers it to the incoming air, pre-heating it.

HFC (Hydrofluorocarbon) - A class of refrigerants. Generally refers to Hydrofluorocarbon family of refrigerants.

Horizontal Flow - A type of furnace, installed on its “side,” that draws in air from one side, heats it and sends the warm air out the other side. Most often used for installations in attics or crawl spaces.

HSPF - The Heating Seasonal Performance Factor is a measure of the heating efficiency of a heat pump. The higher the HSPF number, the more efficiently the heat pump provides heat.

Humidifier - A piece of equipment that adds water vapor to heated air as it moves out of the furnace. This adds necessary moisture to protect furnishings and reduce static electricity.

Humidistat - A device designed to regulate humidity input by reacting to changes in the moisture content of the air.
**Humidity** - The amount of moisture in the air. Air conditioners remove moisture for added comfort.

**HVAC** - Heating, Ventilating and Air Conditioning.

**Hybrid Heat** - Hybrid Heat systems deliver exceptional performance by using a heating source that provides the most energy-efficient comfort during moderate heating conditions.

**Indoor Air Quality (IAQ)** - A term referring to the air quality within and around buildings and structures, especially as it relates to the health and comfort of building occupants. IAQ can be affected by microbial contaminants (mold, bacteria), gases (including carbon monoxide, radon, volatile organic compounds), particulates, or any mass or energy stressor that can induce adverse health conditions. Indoor air is becoming an increasingly more concerning health hazard than outdoor air. Using ventilation to dilute contaminants, filtration, and source control are the primary methods for improving indoor air quality in most buildings. Determination of IAQ involves the collection of air samples, monitoring human exposure to pollutants, collection of samples on building surfaces and computer modelling of air flow inside buildings.

**Indoor Coil** - see *Evaporator Coil*

**Induction** - Process by which the primary air sets into motion an air volume, called secondary air, in the room.

**Induction ratio (i)** - Ratio of the total air flow rate to the primary air flow rate.
**Infiltration** - Air flow inward into a space through walls, leaks around doors and windows or through the building materials used in the structure.

**Just-in-Time** – A system for producing or delivering the right amount of parts or product at the time it is needed for production. (“JIT”)

**Latent Cooling Load** - The net amount of moisture added to the inside air by plants, people, cooking, infiltration, and any other moisture source. The amount of moisture in the air can be calculated from a combination of dry-bulb and wet-bulb temperature measurements.

**Latent Heat** - Heat, that when added or removed, causes a change in state - but no change in temperature.

**Load Estimate** - A series of studies performed to determine the heating or cooling requirements of a structure. An energy load analysis uses information such as the square footage of an area taking into consideration window or door areas, insulation quality and local climate to determine the heating and cooling capacity needed by the furnace, heat pump or air conditioner. When referring to heating, this is often known as a Heat Loss Analysis, since heating requirements are determined by the amount of heat lost through the roof, entry ways and walls.

**Low Boy** - Low Boy is a type of furnace configuration in which the furnace is lower in height and occupies more floor space.
Manometer - An instrument that measures air pressure differences between locations. Tubes are usually attached to a manometer and run to the spaces where pressures are measured.

Master Schedule – A schedule that identifies major events in a project (start-up, turn-over to client, order long delivery components, mobilization in field, complete design, government reviews, etc.) and their timing. It is a basis for contractual agreements between the owner and other team members. It is seen as a way to identify long lead items, the feasibility of completing the project as currently required, the basis for defining milestones and phases, but not as a way to “control” the project.

Matched System - A heating and cooling system comprised of products that have been certified to perform at promised comfort and efficiency levels when used together, and used according to design and engineering specifications.

MERV - The Minimum Efficiency Reporting Value is the standard comparison of the efficiency of an air filter. The MERV scale ranges from 1 (least efficient) to 16 (most efficient), and measures a filter’s ability remove particles from 3 to 10 microns in size.

Operating Cost - The day-to-day cost of running an HVAC system, based on energy use.

Outdoor Coil - see Condenser Coil.
P

**Pascals (Pa)** - A small unit of air pressure.

**Payback Analysis** - Overall measure of the efficiency and value of one’s comfort system. By combining the purchase price and ongoing operating costs, a payback analysis determines the number of years required before monthly energy savings offset the purchase price.

**Plenum** - Air flow passage made of duct board, metal, drywall, or wood. Joins supply and return ducts with HVAC equipment.

**Prevailing Labor Rate** - Contractors and unions are surveyed to determine the wages and benefits that are being paid for each job classification. This rate is established using information provided by contractors and others. Prevailing wage rates are calculated for each job classification based on the survey data – such as sheet metal contractors, carpenters, electricians, laborers, etc.

**Puron®** - An environmentally sound refrigerant designed not to harm the earth’s ozone layer. Federal law requires that all manufacturers phase out ozone depleting refrigerants in the next few years. Puron refrigerant is approved by the U.S. Environmental Protection Agency as a replacement for Freon 22®.

Q

**QuieTech™** - A noise reduction system that provides comfortable heat while generating very little noise in the process.
Radiation - The transfer of heat directly from one surface to another (without heating the intermediate air acting as a transfer mechanism).

Reciprocating Compressor - A type of compressor used in air conditioners that compresses refrigerant by using a type of “piston” action.

Refrigerant - Substance used in refrigerating mechanism. It absorbs heat in evaporator by change of state from a liquid to a gas, and releases its heat in a condenser as the substance returns from the gaseous state back to a liquid state.

Register - Combination grille and damper assembly covering an air opening or end of an air duct.

Relative Humidity (RH) - Is a term used to describe the amount of water vapor that exists in a gaseous mixture of air and water vapor.

Retaining Angle - The metal angle used to retain the fire damper in the opening.

Return Air - Air drawn into a heating unit after having been circulated from the heater’s output supply to a room.

Saturation Temperature - Also referred to as the boiling point or the condensing temperature. This is the temperature at which a refrigerant will change state from a liquid to a vapor or vice versa.
Scroll Compressor - A specially designed compressor that works in a circular motion vs. an up and down piston action.

SEER (Seasonal Energy Efficiency Ratio) - The total cooling of a central unitary air conditioner or unitary heat pump in Btu’s during its normal annual usage period for cooling divided by the total electric energy input in watt-hours during the same period. See also - EER

Sensible Cooling Load - The heat gain of a building due to conduction, solar radiation, infiltration, appliances, people, and equipment. Burning a light bulb, for example, adds only sensible load of the structure. This sensible load raises the dry-bulb temperature.

Sensible Heat - Heat, that when added or removed, causes a change in temperature but not in state.

Setpoint - The temperature to which a thermostat is set to result in a desired heated space temperature.

Sheet metal - The term “sheet metal” refers to any metal that can be formed into flat pieces of varying thicknesses. Using specialized tools, sheet metal workers cut, roll, bend, and shape these pieces to make a wide variety of objects such as:

- Ductwork
- Airplane wings
- Car bodies
- Refrigeration units
- Medical tables and storage units
- Building facades
- Steel sheets
- Tubing
- Signs
Metals used in the sheet metal industry include cold rolled steel, milled steel, tin, nickel, titanium, aluminum, brass, and copper.

Sheet metals come in flat pieces or coils and are measured by their thickness or gauge. Very thin pieces of metal are called foil or leaf; thick metals are called plate.

**Sizing** - Refers to the procedure a heating contractor goes through to determine how large a furnace (measured in BTUH) is needed to heat efficiently.

**Smoke Damper** – A device within an operating (dynamic) air distribution system to control the movement of smoke.

**Sound Attenuators** - Components which are inserted into the air distribution system and designed to reduce airborne noise which is propagated along the ducts.

**Split System** - Refrigeration or air conditioning installation, which places condensing unit outside or away from evaporator. These unit are connected together by a supply and return refrigerant lines.

**Spread (LS)** - Maximum distance between two vertical planes tangent to a specified envelope and perpendicular to a plane through the core center. The spread are generally referred to the envelope corresponding to 0.25 m/s for zero supply temperature differential (i.e., under isothermal conditions).

**Subcontractor** – A person who has a contract with anyone except the owner or the owner’s agent.

**Subcooled Liquid** - Liquid refrigerant which is cooled below its saturation temperature.
Superheated Vapor - Refrigerant vapor which is heated above its saturation temperature. If a refrigerant is superheated, there is no liquid present.

Supply - The ductwork that carries air from the air handler to various parts of the building.

Switchover Valve - A device in a heat pump that reverses the flow of refrigerant as the system is switched from cooling to heating. Also called a reversing valve or four-way valve.

THERM - Another measurement of heat. One therm equals 100,000 BTUH.

Thermidistat™ - The Thermidistat™ Control monitors temperatures both inside and outside, as well as indoor humidity and adjusts system operation to maintain the temperature and humidity levels set by the building engineer.

Thermostat - A temperature sensitive switch for controlling the operation of an HVAC system.

Thermostatic Expansion Valve - A thermostatic expansion valve (TXV) is precision device used to meter the flow of liquid refrigerant entering the evaporator at a rate that matches the amount of refrigerant being boiled off in the evaporator.
Throw (Lt) - The maximum distance between the center of the core and a plane which is tangent to a specified envelope and perpendicular to the intended direction of flow. The throw is generally referred to as the envelope corresponding to 0.25 m/s for zero supply temperature differential (i.e., under isothermal conditions).

Time Delay - Usually refers to a device that will not allow the condenser to restart for an average of 5 minutes.

Ton - A unit of measure for cooling capacity. One ton = 12,000 BTUs per hour.

Total air flow rate (QL) - Sum of the primary and secondary air flow rates which are moved in the treated space.

UL - An objective, non-profit organization that tests and rates electrical products for public safety.

Upflow - A type of furnace that draws cool air from the bottom and blows the warmed air out the top into the duct work. This type of furnace is usually installed in a basement or an out-of-the-way closet.

VAV - Variable Air Volume.

VAV Box – A box that can hold a variable amount of air. It helps make air conditioning systems more efficient by regulating the amount of cooling targeted toward any specific room or area. This is referred to as the cooling/heating load.
**Ventilator** - Captures heating or cooling energy from stale indoor air and transfers it to fresh incoming air.

**VFD (Variable Frequency Drive)** - Electronic speed control for motors.

**VOC (Volatile Organic Compounds)** - Organic chemical compounds whose composition makes it possible for them to evaporate under normal indoor atmospheric conditions of temperature and pressure.

**WeatherArmor** - WeatherArmor™ is a Carrier innovation that protects outdoor units from weather and increases durability.

**WeatherShield** - WeatherShield™ is a special coating of the outdoor condensing unit coil to resist corrosion from salt air found mainly in coastal areas.

**Zone** - 1) Conditioned space under the control of a thermostat. 2) A space within a structure with a distinct pressure compared to other pressure zones.

**Zoning** - A system in which living areas or groups of rooms are divided into separate spaces and each space’s heating/air conditioning is controlled independently. This is a method to increase one’s comfort and energy efficiency by controlling when and where heating and cooling occurs. Programmable thermostats are used to control operating times of the equipment. Dampers are used to direct air flow to certain parts or “zones” of the structure.
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