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The Official Publication of the Sheet Metal Contractors Association of Alberta







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Jesse Flexhaug President, SMACNA-AB

Challenges? We've Got This!

Navigating Alberta's Trade Headwinds

Alberta's economy has always been deeply interconnected with global trade, and today that connection is being tested. With heightened trade tensions, particularly between Canada and the United States, we're seeing increased uncertainty around tariffs and their potential long-term effects.

Recent economic forecasts anticipate U.S.-imposed tariffs of 10 per cent on energy exports and 15 per cent on other goods. While Alberta has so far avoided the brunt of these measures, this environment creates volatility that touches nearly every sector, including HVAC. Energy exports continue to move largely tariff-free, but the ripple effects from broader trade policies are real, and Alberta's provincial growth outlook has been adjusted downward as a result. It's projected to hover between 1.8 per cent and 2.2 per cent over the next two years.

Internally, the Canadian government is pushing for reform of interprovincial trade barriers to enhance mobility of goods and skilled labour. This could prove beneficial to our sector by easing workforce movement and promoting efficiency across provincial borders.

Opportunities and Challenges in Alberta's HVAC Industry

Despite trade uncertainties, Alberta's HVAC sector remains a vital contributor to the province's economy, with strong growth driven by new construction, retrofits and increased demand for energy-efficient technologies. The industry is projected to grow significantly over the next five years, with estimated annual revenues exceeding \$2.3 billion in Alberta alone.

However, this growth comes with its own set of challenges.

Tariffs and Supply Chain Pressures

Many HVAC components, from compressors to refrigerants, rely on international supply chains. As tariffs increase on imported goods, we anticipate further cost pressures on equipment and materials. In response, contractors are looking for alternative sourcing strategies, including local warehousing and participation in trade zones like Port Alberta, which offers logistical and tariff-related advantages.

Workforce: The Critical Limiting Factor

Arguably the most pressing issue facing Alberta's HVAC sector is workforce availability. Across the province, we are experiencing a widening gap between industry demand and the number of skilled tradespeople entering the workforce.

Sheet metal workers are in high demand, with job openings expected to remain strong through at least 2026. A combination of retirements, insufficient apprentice intake and a lack of vocational awareness among young people is putting strain on employers. According to labour data, 80 per cent of HVAC employers have reported difficulty hiring and 1/3 report vacancies lasting four months or longer.

To address this, we must take a multi-faceted approach:

- Strengthen partnerships between industry and technical institutions like NAIT and SAIT;
- Increase visibility and appeal of HVAC careers among youth, women and underrepresented groups; and
- Advocate for faster certification recognition and mobility between provinces.

Looking Ahead

Despite current challenges, I remain optimistic about the future of HVAC in Alberta. The sector is uniquely positioned to support the province's energy efficiency goals, reduce carbon output through high-performance systems and offer stable, well-paying careers in a time of economic transition.

Our ability to thrive will depend on how we respond to trade disruptions and how effectively we build the next generation of skilled tradespeople. SMACNA Alberta is committed to leading this effort by advocating for our contractors, building meaningful partnerships and fostering a sustainable, resilient HVAC industry.

As always, I encourage members and partners to stay engaged. Whether it's through workforce development, government advocacy or technical innovation, our collective efforts will shape the path forward.

As many of you know, my term as president ends this calendar year. I want to thank you all for your support, especially those board members who do so much behind the scenes to keep our association healthy, improve intertrade relationships and foster growth in our trade. I know Jay Langejans (our current vice-president) will hit the ground running in 2026.



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Leadership Through Change

REFLECTING ON 25 YEARS OF PURPOSE







s the crisp air and vivid colours of fall sweep across Alberta, I find myself in a season of deep reflection. 2025 marks a personal and collective milestone worth celebrating. It's been 25 years since I joined SMACNA-AB, and it's the 10th anniversary of Sheet Metal Works, our official publication and storytelling platform that has become an industry mainstay.

Our journey hasn't just been measured in years, but in impact. When SMACNA-AB was founded in 2000, born from the merger of the Calgary Air Conditioning and Sheet Metal Association (CASMA) and the Edmonton Sheet Metal Association (EASMAC), it embodied a bold vision: a unified voice for Alberta's sheet metal and HVAC contractors. I had the honour of stepping into leadership at that transformative moment, and ever since, I've witnessed our members turn challenges into opportunities and ideas into action.

The heartbeat of our association lies in our people. Many of our founding members remain committed today – a reflection of values that transcend time: integrity, partnership and pride in craftsmanship. And those values shine brightest not just in boardrooms or job sites, but in the community we build together.

Earlier this year, our Fun Money Casino night in Calgary sparked a wave of enthusiasm and generosity. We raised over \$2,000 for the SMACNA-AB Scholarship Program and received incredible feedback from attendees, fuelling plans for a second event in Edmonton in 2025 and a broader expansion in 2026. These gatherings are more than social; they're a reflection of our mission to support education, build lasting partnerships and foster joy in what we do.

This fall issue also marks a major milestone for Sheet Metal Works. For a decade, it has told our story, featured our members and addressed industry challenges with clarity and heart. Behind its success is The Davis Media Company Inc., founded by Sean Davis, who made SMAC-NA-AB his first client. That partnership has grown into one of trust, creativity and shared purpose. Sean and his team have helped us turn ideas into pages that inform, inspire and connect.

And while we celebrate, we also remain vigilant. U.S. President Donald Trump's recent 25 per cent U.S. tariffs on steel and aluminum pose serious concerns for our sector. As global trade shifts, we continue to advocate for policies that protect Canadian industries and ensure fair treatment for our workforce.

At the federal level, 2025 ushered in a new government with the Liberal Party taking leadership following the April 28 election. We'll be monitoring how this political shift may influence economic and trade priorities that affect our members and the broader construction industry.

As I reflect on this season of gratitude and transformation, I'm reminded that legacy isn't built in boardrooms alone. It's built in loyalty, collaboration and the courage to evolve. Here's to 25 years of leadership, 10 years of publication and a future as bold and committed as the community we serve. •







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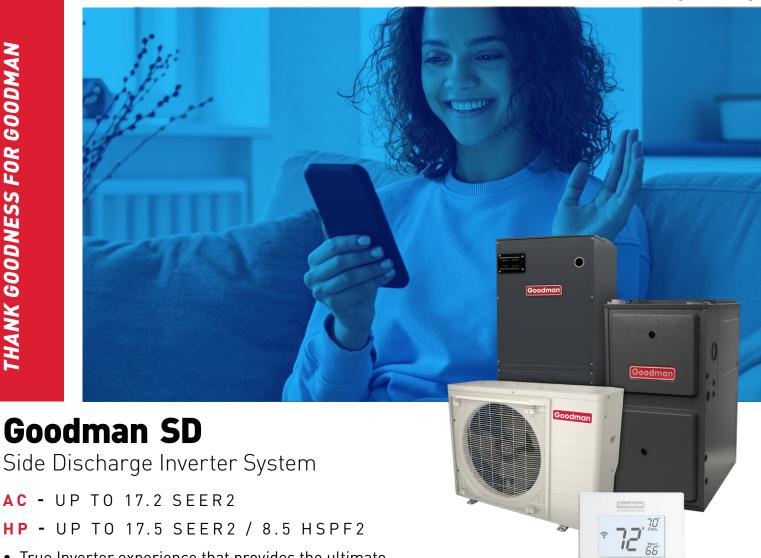
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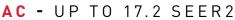


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Workforce & Safety	Taylor Oliwa Wilma Agnew	
Government Advocacy Committee	Volunteer Needed Wilma Agnew	
Innovation & Sustainability	Volunteer Needed Wilma Agnew	
LIAISONS	MAIN LIAISON	
City of Calgary - Direct Liaison	Matthew Kramer (S)	

Jesse Flexhaug (N)

City of Edmonton - Direct Liaison

SMACNA-AB 2025-2026 UPCOMING EVENTS

Date	Event	Location	City
September 23, 2025	Old-timers Event	Fort Calgary (The Confluence)	Calgary
September 24, 2025	Board Meeting	Moxies	Red Deer
October 22, 2025	Profitable Contracting for Sheet Metal Contractors (Webinar)	Online	Alberta
October 23, 2025	Profitable Contracting for Sheet Metal Contractors (Webinar)	Online	Alberta
October 26, 2025	Board Meeting	Moxies	Red Deer
December 15, 2025 – January 11, 2026	SMACNA-AB Office Closed		
February 6, 2026	Fun Money Casino (in support of SMACNA- AB Scholarship)	Grey Eagle Casino	Calgary
March	Scholarship Applications Open		

Date	Event	Location	City
April	Event TBA	Event TBA —	
May 6 & 7, 2026	Skills Alberta	Edmonton EXPO	Edmonton
May 20, 2026	Calgary Lobsterfest	Thorncliffe Community Association	Calgary
May (Date TBD)	Edmonton Lobsterfest	Red Tail Landing	Edmonton
June (Date TBD)	Calgary Golf Tournament	Hamptons Golf Club	Calgary
June (Date TBD)	Edmonton Golf Tournament	TBD	Edmonton
August (Date TBD)	Calgary Golf Tournament	TBD	Calgary
August (Date TBD)	Edmonton Golf Tournament	TBD	Edmonton

Russell Pipke (N)
Scott Miller (COC, HVAC)

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TECHNICAL LIAISON COMMITTEE	COMMITTEE CHAIR	COMMITTEE MEMBER	COMMITTEE MEMBER 2
	Matthew Kramer (S)	Bob Doerksen (S)	Bill Oakes (S)
		Joe Webster (S)	Terry Tetz (S)
		Brent Hodder (S)	Mark Guderjan (COC, Gas)
		Ryan Scott (S)	Todd Wagstaff (COC HVAC)

Peter Walton (S)

CITY OF EDMONTON -			
TECHNICAL LIAISON COMMITTEE	COMMITTEE CHAIR	COMMITTEE MEMBER	COMMITTEE MEMBER 2
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		Jeff Barnett, COE, HVAC	Justin Rice (N)
		Linda Girard, COE, HVAC	David Amirault (N)
		Brent Hodder (S)	

OTHER COMMITTEES	COMMITTEE CHAIR	COMMITTEE MEMBER	COMMITTEE MEMBER 2	COMMITTEE MEMBER 3	COMMITTEE MEMBER 4
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Alberta Trade Contractors Council (ATCC)	Jay Langejans (S)				7.000
Curling Committee (Calgary)	Jay Langejans (S)				
Golf - North	Jesse Flexhaug (N)	Troy Sauter (N)	Greg Stuart (N)		
Golf - South	Brock Grolla (S)	Peter Walton (S)			
Membership Committee	Jay Langejans (S)	All Board Members		1	
Nominating Committee	Matthew Kramer (S)	All Board Members			
Oldtimers - South	Brock Grolla (S)	Mike Kaiser (S)			
Sheet Metal Works Publication	Mike Kaiser (S)	Russell Pipke (N)	Matthew Kramer (S)	Dave Lewis (S)	Peter Walton (S)
SMACNA-AB Scholarship	Jesse Flexhaug (N)	Peter Walton (S)	Russell Pipke (N)	Jay Langejans (S)	Taylor Oliwa (N)



en years ago, Sheet Metal Works magazine was launched, and I had the privilege of helping get the very first annual edition off the ground. After the inaugural issue, I was in the midst of a career change, unsure of what the future would hold. I picked up the phone and called Wilma Agnew, who had not yet secured a publishing partner for SMACNA-AB's second annual edition. With her trust and encouragement and, working closely with me to launch the first edition, SMACNA-AB became the very first association partner of my brand-new publishing company, before we even had a website. I will be forever grateful for the faith Wilma and the SMAC-NA-AB board of directors placed in me. That leap of trust set the foundation for what has now become a decade-long journey, and together we've built one of the most successful magazines serving Alberta's HVAC industry.

From the very beginning, this magazine has been about partnership. Working with SMACNA-AB has been one of the great privileges of our company's history. Wilma has been an extraordinary champion for this publication, and her dedication has been a driving force behind its success. Wilma, we cannot thank you enough for your collaboration, leadership and friendship over the years.

Of course, a magazine is only as strong as the people who bring it to life. Our managing editor, Naomi Lakritz, has worked hand in hand with Wilma and the SMACNA-AB board to ensure that each issue delivers timely, relevant and meaningful content. Naomi's attention to detail, paired with SMACNA-AB's editorial leadership and guidance, has shaped the magazine from day one and this has led in recent years to the expansion of two issues annually, as there is so much excitement in the industry and lots of important issues to discuss from cover to cover.



We want to celebrate and thank our incredible advertiser partners who have stood behind Sheet Metal Works, many of whom have been with us from the very first issue and continue to support SMACNA-AB and make this magazine possible. Together, you represent the incredible breadth of Alberta's HVAC industry. This magazine reflects your dedication, innovation and investment in the sector's future. Quite simply, Sheet Metal Works could not exist without you, and we are proud to recognize your role in this anniversary issue. A big shoutout to our leadership team, Kara Di Paolo and Jay Cumming, who have led our sales and design team with such energy and commitment. This incredible milestone is a true reflection of the passion you put into delivering the highest quality publications that truly serve our associations, their members and the industries they represent.

Over the past decade, *Sheet Metal Works* has established itself as the definitive voice of Alberta's sheet metal and HVAC industry. We've provided industry updates,

shared critical information and supported the professional development of SMACNA-AB members. More than that, the magazine has become something that SMACNA-AB's members across the province and advertising partners tell us they look forward to and are proud to be part of. That kind of feedback fuels us, and it reminds us why

and it reminds us why this work matters.

When we look back, we see 10 years of stories, milestones and growth. When we look ahead, our vision is simple: to keep supporting SMACNA-AB, its members and this incredible industry. We may not know what the next decade will hold, but we do know this: so long as there is progress, innovation and dedication in Alberta's sheet metal sector, Sheet Metal Works will be here to celebrate it, report on it and give it the voice it deserves.

On behalf of everyone at The Davis Media Company, thank you.



Sean Davis President and Publisher, The Davis Media Company

Thank you to SMACNA-AB, to Wilma, to the board of directors, our advertising partners, and to you – SMACNA-AB's members – our readers. You are the sheet metal contractors across Alberta who are building the future of this industry every day.

What began with a single phone call and a leap of faith has grown

into a decade of partnership, trust and shared success. And in many ways, *Sheet Metal Works* helped lay the foundation for The Davis Media Company Inc. to become a trusted publishing partner for many associations across North America and we are forever grateful.

Here's to the past 10 years — and to the next 10!



Sean Davis President & Publisher, The Davis Media Company

Celebrating 10 Years of

SHEET METAL

The Official Publication of the Sheet Metal Contractors Association of Alberta



For a decade, Sheet Metal Works has been proud to showcase the innovation, craftsmanship and dedication that drive Alberta's HVAC and sheet metal industry. This milestone is more than an anniversary, it's a testament to the strong partnerships that have sustained and grown this publication from its earliest days.

We extend our sincere thanks to the many companies who have supported Sheet Metal Works over the years. Your commitment has not only made this magazine possible but has also helped strengthen and celebrate an industry that continues to build, adapt, and lead.

This issue is a tribute to all of the SMACNA-AB members, advertisers and partners who have stood with us over the past decade. Here's to the next 10 years!





















































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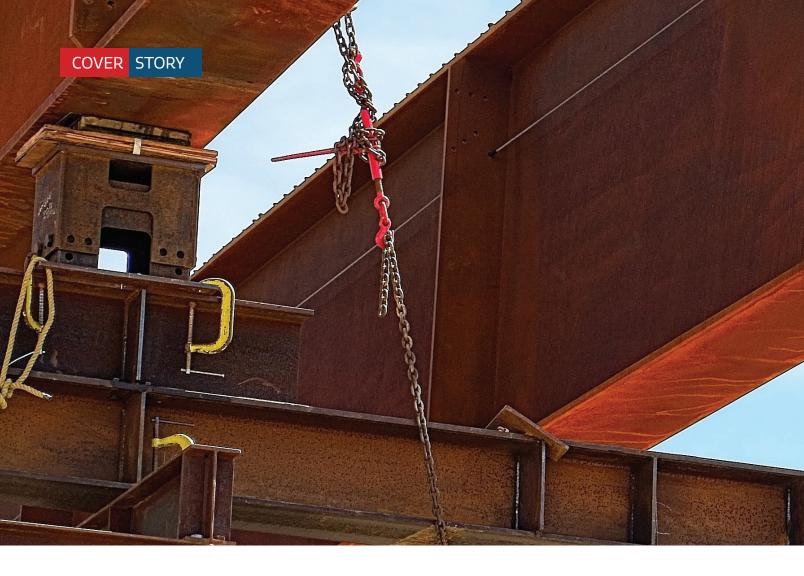
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Metal Fatigue

TARIFFS TAKE THEIR TOLL ON CANADA'S SHEET METAL SECTOR

By Linda Slobodian

ave Lewis, general manager of Nailor Industries Inc.'s Calgary branch, is optimistic that the aluminum and steel tariff dispute between Canada and the U.S. will eventually be resolved.

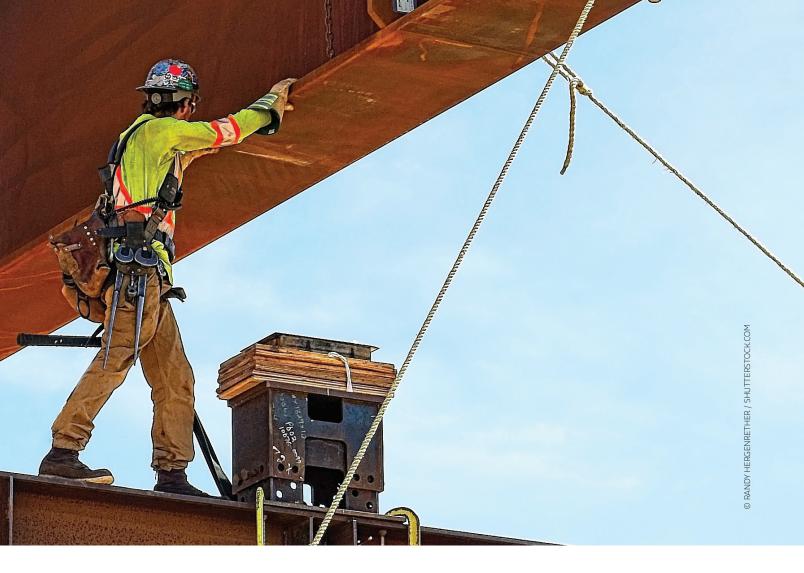
"There will be a deal worked out. There will be change coming in the future. It's just how soon it's going to come. We all just have to be patient and know that Canada is very resilient, always has been and always will be," says Lewis.

In the interim, it's taking nerves of steel to navigate through months of uncertainty concerning the Canada-U.S. trading relationship and the negative repercussions of tariffs, now at 50 per cent, which U.S. President Donald Trump imposed on this industry. These measures have jeopardized Canadian jobs, led to cancelled contracts, disrupted

supply chains and created pricing headaches.

"It does hurt the manufacturing industry because you used to know exactly where you were, and you had an idea of price increase," says Lewis.

First announced in February, the tariffs were then put on hold, enacted and then doubled. Faced with this unpredictability, the industry has had to contend with unexpected pricing adjustments.



"How do you recover from that because your projects have already been quoted? And now somebody has to pay the extra money. If it's tariffs, unfortunately you pass it on to your customers. You absorb some of it, but you can't absorb all of it," Lewis says.

"With our quotes, we've done a disclaimer at the bottom of the quote saying, 'This product may have a 50 per cent tariff cost.' They're not overly happy, but I think some people understand that the tariff costs are going to be there."

Next, Trump imposed a 50 per cent tariff, doubling the rates announced in February on steel and aluminum from

foreign nations, effective June 4, to "encourage" production in the U.S. and "end unfair trade practices and the global dumping of steel and aluminum" which allegedly undermines the U.S.'s industries.

Nailor is among the major businesses that have shouldered at least a portion of the tariff-linked costs to ease the impact on customers. And, according to a recent report by the Canadian Federation of Independent Business, almost 70 per cent of all small and mid-sized businesses have absorbed the entire tariff on imports.

Canada exported almost \$16 billion worth of aluminum to the U.S. in 2024 and imported

\$4 billion from across the border. Canada exports 94 per cent of its steel production to the U.S. and imports 40 per cent of its steel from there. Canada and the U.S. trade about \$20 billion worth of steel annually. Nailor has 11 manufacturing facilities in three countries with an international distribution network of representatives.

"So, if you send that product to the U.S., we have companies there, then you have to pay tariffs on it. When I'm shipping something to Houston that needs that part, and they're shipping something to me who needs that part, we have to cover the tariffs because we're inter-company.







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There's nobody to charge other than our company," says Lewis.

"With the tariffs' uncertainty, you have to forecast yourself very well. Also, there's supply and demand. Where are you going to get your product from? How much more is it going to cost you?"

A patriotic push to "buy Canada" was launched in response to a 25 per cent tariff imposed in March on all goods imported into the U.S. that don't fall under the Canada-U.S.-Mexico Agreement (CUSMA). However, about 95 per cent of goods are exempt under CUSMA. Trump signed an executive order bumping it up 10 per cent to 35 per cent effective August 1, citing Canada's alleged failure to stop fentanyl smuggling into the U.S.

Buying Canadian for this industry has benefits and drawbacks.

"If you try to shop Canadian, sometimes the product's a little more expensive but less than what you are paying the Americans. It's less than that tariff," says Lewis.

"There are inconsistencies because you are buying from multiple points. We'll get materials from three different plants and the thicknesses are different. Sometimes, it causes you a little bit of mechanical issues because your machine is punching something thicker so your likelihood of breaking down that machine is higher. And there's the wastage too."

As well, operating expenses escalate for companies that have turned to buying Canadian from mills in Central Canada, with added trucking costs of moving material to locations across Canada.

Lewis says that while the tariff issue is at the forefront, the industry continues to face non-tariff related challenges, including outdated tariff codes in the standardized system and a struggle to maintain an adequate supply of critical components like control actuator motors.

Tariff codes that are confusing, and potentially costly, to both business and customers are in dire need of a "cleanup," he says. "Some of the tariff codes we've used for 25 years don't always line up exactly to what the product is."

The codes, based on the World Customs Organization's standardized Harmonized System (HS), classify goods for import and export to help determine applicable tariffs. Many products can fit into multiple tariff classifications. HS codes use broad and even vague descriptions, which can lead to disputes over the correct classification.

"If you have a simple aluminum grill, the tariffs will say 'building material.' The customer is like 'Well, that's fairly vague.' It'll say steel building material or aluminum building mate-



Dave Lewis General Manager, Calgary Branch, Nailor Industries Inc.

rial, but it doesn't directly say what the product is," Lewis says. "We can't arbitrarily change it ourselves because we'll get fined. It's mandated by the government, so we have to go with whatever code is put on by the brokers."

Another problem surfaced following the February 2022 outbreak of the Russia-Ukraine war, when a supply of control actuator motors from Ukraine could no longer be relied on.

"The manufacturing industry is a tough one. We buy our motors from the United States. At one time, a lot of motors came from Ukraine. So, with what's happening over there with the war, aside from these tariffs, we already had shortages because we weren't getting those products. So, it's a double whammy," Lewis says.

"It's coming, but you have to diversify and find them elsewhere. With certain products you have shortages. You were getting 1,000; now, you're getting 400 or 500 and shipping times are a lot longer."

There are concerns that a deficiency in steel and increased prices throughout the economy will result from Prime Minister Mark Carney's countermeasures to protect Canada's steel and aluminum industries and the labour force.

The measures involve restricting and reducing foreign steel imports while preventing other nations affected by Trump's tariffs from redirecting steel and aluminum shipments into Canada. China and other foreign steelmakers have long supplied the Canadian market with steel below domestic prices of domestic suppliers.

Canada is tightening imports on steel from countries with which it has free trade agreements and doubled the surtax on Chinese steel and aluminum products by 25 per cent in addition to a 25 per cent tariff imposed last October. A 25 per



cent surtax will be applied to finished products made from Chinese steel shipped through other countries. A new tariff rate quota of 100 per cent of 2024 levels will apply to imports of steel products from non-free trade agreement partners with a 50 per cent tariff on imports beyond those levels.

Ottawa will also invest \$1 billion in steel companies and

workers "to help steel firms advance projects to increase competitiveness." Another \$70 million will fund training and income support for affected workers.

Although federal government action was welcome, both the Canadian Steel Producers Association and United Steelworkers Union said the quotas were still too

high and asserted in a joint statement that "the plan falls short of what the industry needs at this most challenging time."

Lewis noted that the tariff's impact isn't unique to the steel and aluminum industry.

"As an entire country, everything costs more. Do you want to pay 20 cents for an apple, or do you want to pay \$2? That's what a tariff does. It raises the cost of your produce, bottled water, anything that comes from outside of your country or we're selling to another country. It's essentially right across the board. It doesn't matter what it is. Everything is affected. We're not unique to any industry. Beef, milk, anything - everybody's having to pay the toll." •





Blue Hydrogen is on the Horizon

WHAT THE HVAC INDUSTRY NEEDS TO KNOW

By Tyler Nyguvest

s decarbonization efforts continue across Canada in the latter half of the decade, provincial mandates are progressing to allow for increased innovation and sophistication of the natural gas sector. Since numerous hydrogen 2022, blending pilot projects have been taking place in the country to study the impacts of the gas blend as an energy source in the home and to understand and expand the viability of its application in more universal settings.

On April 10, 2025, provisions were introduced to Bill 52, the *Energy and Utilities Statutes Amendment Act*, that may affect the HVAC industry. As Alberta welcomes new forms of hydrogen blending within heating and cooling systems to adhere to environmental regulations, questions have been swirling about how these changes will impact contractors and the current infrastructure.

If new gas blends are to be introduced through existing infrastructure, will that cause major disruption to the entire chain of workers who build and maintain those systems? Experts have been studying and grappling with new realities as blue hydrogen becomes ever more attractive as an alternative energy source.

Blue Hydrogen

Alberta leads much of the country's hydrogen efforts and the province is becoming internationally known not only as an innovator in the sector, but as a legitimate wellspring of hydrogen

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deposit and development. The province already boasts an opportune setting to test, create and distribute hydrogen due to its position as the natural gas leader. Canada itself is the world's fifth largest producer and fourth largest exporter of natural gas, according to the federal government and has the structural integrity in place to support industry developments.

As advancements are made in the field, hydrogen blending has become of great interest to energy suppliers to move away from carbon. Blue hydrogen is being widely measured in many different applications, thanks to its low greenhouse gas emissions.

"I guess it all starts with what we're trying to do, which is increase the use of hydrogen across various sectors of the economy. We like to say we've been producing hydrogen in this part of Canada for a long time," says Brent Lakeman, executive director of the Edmonton Region Hydrogen Hub. The Hub is a partnership of four organizations that have come together in the Alberta Industrial Heartland Association.

"We produce most of the hydrogen that's being used in Canada, and most of that comes out of the Edmonton area, so we have a lot of familiarity with producing it, and we do so for big industries like the refining industry, the chemical sector, fertilizer sector, those types of things. Now, the focus is on opening up some new application areas."

One of those areas is for residential purposes, which



explains why blue hydrogen has been making its way into homes. Blue hydrogen is a type of hydrogen fuel produced from natural gas using a method called steam methane reforming. In the process, natural gas reacts with high-temperature steam in

the presence of a catalyst, producing hydrogen and carbon monoxide. Water is then added to convert the carbon monoxide into carbon dioxide and more hydrogen. The amount of mixture is usually categorized under percentage levels.

If the carbon dioxide produced is captured and stored underground, the process is considered to have lower carbon emissions and the hydrogen is referred to as blue hydrogen. Blue hydrogen has been cited for its huge potential in the energy field and its capacity for reduced negative environmental impacts.



Brent Lakeman Executive Director, Hydrogen Hub, Edmonton Region

However, concerns remain because the extraction and the transportation of natural gas can lead to methleaks. Also, ane questions abound about whether existing infrastructure will be able to handle hydrogen

mixes and to what percentage the mixes can rise. As percentages go up, could expensive and time-consuming refitting efforts be needed in response to the change?

"There's been other pilot projects in Ontario and California. I think Washington State even has one, and in parts of Europe. So, there's been quite a number of companies and utilities having a look at this as one option for decarbonization," says Lakeman.

"I think the feeling is that at these low concentrations, there will not be a very significant impact, or any impact, on the HVAC industry. But I think it's being attuned to what is being planned. What are the long-term plans? Do we go beyond, let's say, a five per cent plan to a 10 per cent plan, and then what does that mean for the industry?"

A lot of this talk is speculation and although there is much to consider, the levels at which hydrogen is being mixed and tested today have not caused disruption. Developing hydrogen has largely been an efficient process carried out in Canada, more specifically Edmonton, for years without any issue. The reason for the increase in dialogue is mainly due to Bill 52.

Bill 52 and Residential Infrastructure

To accommodate for the future of decarbonized living, Bill 52 proposes several changes to Alberta's energy and utilities legislation. If approved and implemented by 2027, the bill will make hydrogen blending largely commonplace. A key feature of the bill is the removal of regulatory barriers to allow hydrogen blending into the natural gas distribution system, aiming to



support emerging technologies while maintaining safety and reliability for residential and commercial heating.

In light of the provisions, more suppliers will begin testing or using hydrogen in their blends, which means more hydrogen could be used in homes' existing piping. Heating and cooling professionals and the HVAC industry may have some homework to do with regards to their products and installations.

"So groups like the CSA (a standards development organization) have been watching this very closely to make sure whatever is done meets any current or future standards and that we understand any impacts on the infrastructure. Most likely, a little bit of new training may be needed to be able to detect hydrogen in order to know things like what leakage pathways could potentially look like. However, the feeling is that with these low concentrations, you're not going to really see much of that anyway," says Lakeman.

"There's been some talk about 100 per cent hydrogen communities but that would require significant changes in policy and I don't think we're quite there yet with the Bill 52 requirements."

For the HVAC industry and general contractors across Canada, the consensus is that there is little need to worry about major, expensive upgrades. The existing systems should be able to handle hydrogen blends and anything new coming down the pipeline is roughly two years away, with plenty of planning and warning ahead.

As for the future of fully hydrogen communities, Alberta continues to innovate. For example, a Calgary-based company, Gradient Thermal Inc., recently opened a fully hydrogen house in Sherwood Park, setting a new precedent for Canada's progress and leadership in the natural gas sector. Many more fully hydrogen communities are already taking shape in the province, and the HVAC sector could see major industry disruption over the next five years.

While there are years of transformation ahead to reach and sustain an energy sector with more positive environmental impacts, scalable improvements and healthy experimentation are proving beneficial to the industry, its customers and the future of green energy in Canada.





































Cold Facts, Warm Homes

CHOOSING THE RIGHT FURNACE FOR AN ALBERTA WINTER

By Mario Toneguzzi

lberta homeowners bracing for another unpredictable winter need to understand that their furnace options can make all the difference between comfort and frustration. No one knows this better than Matthew Kramer, owner of Horizon Heating in Calgary.

Kramer shares his insights from years of experience in

heating technology, furnace options and what makes Alberta a uniquely challenging region to heat.

A Family Business

"We've been around since 1988. I am the second-generation owner," he says. "I've owned Horizon almost as long as my father did. My father's been gone for 18 years." With that kind of legacy comes deep knowledge of Alberta's weather and how to stay warm through it.

Heating Alberta's Wild Winters

Alberta's winters are unlike most other regions in Canada. While areas like Winnipeg experience consistently cold weather throughout the season, Alberta swings wildly between mild and extreme conditions.

"Alberta is a little different than places like Winnipeg or some parts of Ontario," says Kramer. "Winter isn't always winter. Our winters are very variable. So we've got plus 5° days, -10° days and we've got -35° days."

This variability creates a significant challenge when it comes to designing heating systems.

"Designing a system is a little bit more challenging in some ways for Alberta. Northern Alberta might be a little bit different, but places like Calgary, the weather changes. So how do you design a system that's going to give you the comfort you want to deliver for the entire winter? It's difficult."

Kramer says this is where understanding the types of furnaces – single-stage, two-stage and modulating – becomes critical.

Breaking Down the Furnace Types

He explains that a single-stage furnace has only one heating output.

"It doesn't matter what temperature it is outside, that furnace is coming on at 100 per cent every single time. It's got one operating speed. Usually, you set it and you leave it," he says. "On a plus 5° day or a normal winter day, like a –10° to –5° Calgary day, that furnace is coming on at 100 per cent every single time."

That over-performance, he noted, leads to inefficiencies.



"So it cycles on and off. That isn't necessarily the best for comfort or even the best for the equipment. Turning it on and turning it off continuously is hard on stuff."

By contrast, a twostage furnace offers two levels of heat output.

"The high is the same as a single-stage, 100 per cent. So it's great for -35° days. But the lower output is better for those milder days," Kramer says. "It just gives you the right amount of heat that we need on those normal winter days." That translates to better efficiency and comfort.

"Instead of cycling on and off to control its heating, it actually is producing less heat. So it can heat your home at a little bit more of a relaxed, comfortable, more efficient manner."

Finally, there's the modulating furnace, which offers the most adaptability.



Matthew Kramer Owner, Horizon Heating

"Modulating furnaces have a variable output between a much lower first stage, and many different speeds in between. So, typically about 40 per cent to 100 per cent and almost anywhere in between." Kramer

explains. "Whereas a twostage is about 66 per cent and 100 per cent and of course a single-stage is 100 per cent.

"Modulating just gives you added flexibility that could provide a heating output that's more appropriate for the temperature outside. When it's warmer outside, you only need a little bit of heat to heat your home up."

He likens it to driving a car. "We don't always drive at 100 kilometres an hour, right? Sometimes, we need 30 kilometres an hour. Sometimes, we need 50 kilometres an hour. So if you only had a car with one speed, it's a wild ride

and you're not going to get to your destination comfortably."

The benefit of a modulating furnace is clear: "The more adaptable a system is to meet (your home's needs) at that time, the more comfortable and more efficient it's going to be."

Alberta is a little different than places like Winnipeg or some parts of Ontario. Winter isn't always winter.

The Best Furnace for Alberta?

"Modulating would be best," says Kramer. "And I would say for the whole province, because the whole province has varying (weather)."

Recent weather proves his point: "People's furnaces came on (recently). It was six degrees in my house in the morning," he says. "I bet the heat would've come on, but we've turned the furnace off."



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Hydronic vs. Forced Air Heating

When asked about hydronic versus forced air heating, Kramer clarifies the distinction and its relevance.

"Hydronic systems are not as common as gas furnace heating in Alberta," he says. Forced air is the traditional gas furnace system that most homes use. Hydronic heating, on the other hand, uses water as a heat source. "Instead of a gas burner system in the furnace, there's hot water providing the heat to either a hydronic furnace or to in-slab heating or radiators," Kramer says. "Comfortable, could be very efficient, typically more expensive."

Comparing Costs: What Do Homeowners Choose?

Cost is often a deciding factor when homeowners are choosing a heating system. Kramer offers a general hierarchy without naming specific price tags.

"So, single-stage is the lowest cost. Two-stage is more expensive. Modulating is more expensive on top of that. Modulating systems typically need specialized thermostats as well, so there are some added costs."

As for what people actually install, Kramer sees a clear trend depending on the market.

"In the new-home market, especially in the smaller, more basic homes, single-stage is what we would find," he says. "But there are some builders that realize the benefits to a two-stage furnace system."

In the retrofit market where homeowners are replacing an old furnace, two-stage systems are the most popular.

"We typically see people choosing two-stage. Some modulating, but there's a lot of two-stage standard."

Advice from a Heating Expert

As unpredictable weather continues to be the norm, understanding your home's heating needs is more important than ever.

Whether you're building a new home or upgrading an aging system, the choice between single-stage, two-stage and modulating systems should reflect both the climate and the comfort you want in your home.

"The more adaptable a system is to meet your home's needs at that time, the more comfortable and more efficient it's going to be." •



Keeping Your Clients Warm

PRE-WINTER FURNACE ADVICE EVERY CONTRACTOR SHOULD PROVIDE

By Linda Slobodian

atthew Kramer, the owner of Horizon Heating in Calgary, can't emphasize enough how crucial it is to tell your clients they need to ensure that their homes' HVAC systems are adequately maintained before winter's bitter cold settles in.

A contractor should explain to customers that a number of regular residential maintenance tasks are necessary to prevent significant unexpected discomfort and financial setbacks, says Kramer, who sits on the boards of SMACNA-AB and the Safety Codes Council - Building Sub-Council.

"One of the benefits of doing regular maintenance is that very consistently, we can do the right testing and checking to make sure that the system is working properly and hopefully catch any issues before they become an issue, before it

becomes an emergency issue," says Kramer.

"A gas appliance like a furnace requires regular maintenance. Is the regular maintenance deemed to be annual? Maybe. Depending on what kind of furnace it is, it may very well need annual maintenance, but regular maintenance as per the manufacturer's recommendations is what we should follow. This is the guide of what the contractor should be telling customers.

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5799 – 3rd Street SE Calgary, AB T2H 1K1 CANADA p. 403 255 7535 f. 403 640 0767 www.trotterandmorton.com Come up with a plan with the customer on what that regular maintenance will look like."

The busiest furnace maintenance months tend to be September and October, but times can vary.

"It depends on when the anniversary date is. Sometimes, we've got people who install the furnace in December. We set them up as the annual maintenance is in December. They can change that, as long as it's kept up and consistent. That's something we tell the customers."

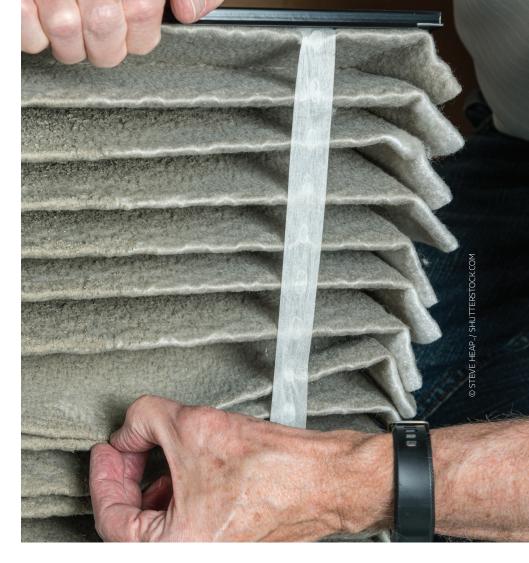
The average cost of a standard professional equipment maintenance service is somewhere in the \$200 range.

"If you end up having an emergency service on Christmas Eve or some worstcase scenario, that's gonna cost more, right? Double that or whatever, depending on what's involved," he says.

"We're inspecting something regularly and cleaning the parts that need to be cleaned, checking things that need to be checked for what needs to be done for that product. If it's not done and something breaks down, then not only do we have the inconvenience of a service call, we also might be paying for a part which cost money as well."

He adds: "If something can be maintained and kept going so that it doesn't break down, then you don't have the replacement cost of the parts as well, which adds to the cost of an emergency."

Properly maintained gas furnaces, ventilation systems, air conditioning units, heat



pumps and humidifiers contribute significantly to the comfort of homes and energy efficiency, which means lower bills for the client. Furnace and air conditioning filters are at the forefront of required routine maintenance activities.

"The most important item of all is the furnace filter. If you don't take care of your furnace filter, nothing's going to work. A lot of service calls are somehow either directly or indirectly related to a dirty filter," says Kramer.

Clients need to know that a dirty filter can't be ignored because it causes dirt to be



Matthew Kramer Owner, Horizon Heating

circulated throughout the home, which significantly hampers the filter's ability to effectively clean the air. A dirty air filter also restricts the air flow to the furnace.

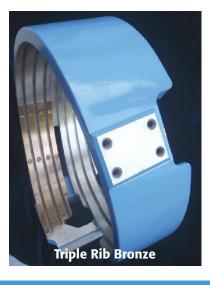
"Air flow is the biggest thing in system

maintenance. Furnaces and air conditioning are designed to have a certain amount of air flow," says Kramer. "If the air flow is reduced in heating mode, the furnace can overheat because it has got less air flow. So, the furnace gets too hot and shuts down."

The same thing happens in summer with air conditioners. "The air conditioning requires

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a certain amount of air flow. If the filter is dirty and the air flow is reduced, the air conditioning is too cold and could actually freeze up or shut down," Kramer says.

More modern units prompt the system to identify an issue, leading to an automatic shutdown. However, if the system is an older one, it may lack these safety measures, resulting in various complications.

"Now, it is possible that you can have a filter that's brand new, that's the wrong kind of filter for your system. So, you do need to ask your service person, the company that you use for all your maintenance, what filter to use," he says.

Clients need to be aware that filters must be changed at different intervals depending on how many people reside in the home, what part of town the home is located in and how many pets the client has, he adds.

"Basic filters, those would be the one-inch style filters, are recommended to be changed either every month or every three months. More advanced filters, the four- to five-inchwide filters, those can be changed every three to six months depending on the filter. But there are also some that are good up to a year in those high-end four-inch-wide filters."

Remaining proactive about clean filters is "a really easy thing to do" if the client puts it in their calendar or into phone reminders.

However, clients also shouldn't regard furnace maintenance as a cure-all: "There is no guarantee that if we do maintenance that the furnace won't break down during the winter. You can't guarantee that. The maintenance is not going to prevent the breakdown, but hopefully, it will catch something before something happens."

Kramer adds: "Mechanical pieces can fail out of the blue for no reason as well. That does happen. It's important that we don't sell this as a preventative be-all-and-end-all type of service because repairs can still be needed."

If you've got a houseful of pets ... there's going to be pet hair everywhere, including in a mechanical HVAC system.

Clients also may not know that circuit boards play a crucial role in the effective operation of every component within the HVAC system.

"Contractors should really consider offering customers surge protection devices on new equipment or on installed equipment," says Kramer. "They protect circuit boards and sensitive electronics that new equipment has. Furnace motors and heat pump motors and heat pump condensers have a lot of electronics in them that weren't in equipment 10 years ago. Those are sensitive to power surges, brownouts, power outages or power spikes and even lightning strikes."

"The surge protector, some of them, may only last one lightning strike, but if it protects your \$1,500 circuit board from being damaged, then whatever the surge protector may cost, \$200 or whatever, that to me is a good investment," Kramer says.

Contractors inspecting system should "take a look around and make sure nothing is falling apart, or the ductwork is not dirty." But Kramer cautions that duct cleaning "is a little overrated or oversold. You don't need to do it every year. As long as the filter is kept clean, it's going to keep the ductwork clean. It also depends on the number of pets in the home. Pets shed. If you've got a houseful of pets and maybe your house is a little dirty overall, there's going to be pet hair everywhere, including in a mechanical HVAC system."

What should contractors tell clients to watch for that indicate an HVAC system needs an upgrade?

"If we're talking about air conditioning units, if parts or refrigerants aren't available anymore, then it's due for an upgrade. For furnaces, anything that's out of warranty and is having some issues or has had little to no maintenance over the years, through no fault of the homeowner. Maybe they bought a home that they don't know the history of and discovered nothing was ever maintained over the years. Maybe it's a good idea to consider replacement or upgrade," says Kramer.







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Prompt Payment Legislation Gets an Upgrade

HOW WILL IT AFFECT YOU?

By Tyler Nyquvest

ffective April 1, 2025, amendments to the *Prompt Payment and Construction Lien Act* (PPCLA) came into force that could affect certain skilled workers depending on where they fit into the construction pyramid. First, the requirements for public works projects will change and, second, engineers and architects will

be allowed to opt out of certain provisions. Many in the industry are curious about what the repercussions of this change will mean for them.

"The state before the new legislation was that consultants had potential rights to register a builder lien if their work was intrinsic to the actual process of the construction performed. So, an architect who designs the building that is constructed has a right to register a builder lien if the architect is not paid," says Tom Brookes, a partner at Gowling WLG.

"By means of contrast, an architect who drafts plans for a building that does not go ahead does not have any builder's lien rights because its design was not involved in

the actual process of construction. So that was under the original *Builders Lien Act* prior to these new amendments," he explains.

"The April amendments to the PPCLA, as they relate to engineers and architects, really just allow those consulting professionals to 'turn back the clock' on some of the amendments made in the original PPCLA: that is, they can waive their rights to lien in exchange for not having a holdback on their payments. The April amendments do not have any other specific effect upon architects and engineers."

Sheet Metal Contractors

Before the PPCLA, there were no mandated timelines in the legislation for when a contractor had to invoice. Consequently, a contractor could invoice every 60 days instead of 30, and all payments made below that line would follow the delay. Also, a contractor had no legislative deadline for when the subcontractor needed to pay. However, the April changes to the PPCLA attempt to give more power to each contractor or subcontractor to get their due payment.

"One significant change for (subcontractors): the April amendments give adjudication more teeth. Firstly, they confirm that the adjudicator's determination is binding and remains binding unless overturned by a court. The earlier version of the legislation suggested that merely appealing an adjudicator's determination was enough to pause its effect, raising the risk that the

losing side could appeal an adjudication just to pause its effect, then drag out the appeal."

Brookes adds: "Secondly, the April amendments allow a party to commence adjudications until 30 days after the date

final payment is due, which is a longer timeframe than the earlier version of the legislation. This lets parties now adjudicate for the final payment owed under the subcontract."

This lets parties now adjudicate for the final payment owed under the subcontract.

Last, the amendments permit concurrent adjudication and court procedures. "A court procedure will only terminate an adjudication if the court rules on the merits of the dispute under adjudication. Under the earlier version of the legislation, any court process about the dispute would automatically terminate the adjudication, raising the risk that a party could simply start a court process about a dispute simply to prevent an adjudication."

Brookes says all of these changes "combine to broaden the duration of payment disputes it can cover, limit the cases a court process will



Tom Brookes
Partner,
Gowling WLG

terminate and make an adjudication decision effective unless and until a court overturns it on appeal."

Since its introduction in Alberta nearly four years ago, the PPCLA has been met with praise by con-

struction workers, subcontractors and industry professionals alike, prompting provinces across the country to follow suit and push the legislation as a top priority.

The PPCLA establishes payment deadlines for owners, contractors and subcontractors for work done or materials furnished for the improvement of real property and establishes procedures to file a lien against such property or initiate adjudication in order to collect accounts that are due and owing.

"The Prompt Payment and Construction Lien Act is a new legislation by just a few years ago, and updates various processes of the Builders Lien Act, which includes the new processes of prompt payment and also includes the process of adjudication, which is the fast means of dispute determination as a replacement," says Brookes.

"It's an alternative to either arbitration or to litigation through the courts – these things go hand in hand. That is, if someone does not abide by their prompt payment obligations, then you can take them to adjudication."

The construction industry has long been notorious for payment delays and messy court filings that often left site workers or other hired contractors improperly compensated or not at all. With the housing industry being what it is in Canada, and the need for skilled tradespeople of all kinds to push the housing mandate forward, it can beg the question as to why this act has taken so long to gain momentum in the first place.

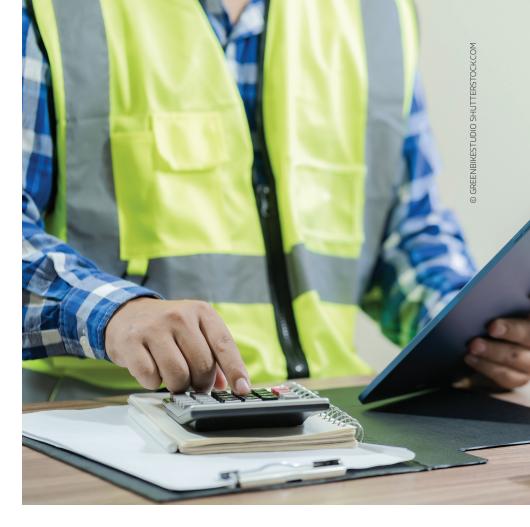
"Prompt payments and the adjudication procedures have been the standard state of law in the United Kingdom. In the early 2010s, there started to be greater rumblings in Canada for such a regime to occur in the country," says Brookes.

"The first province to study the act and its effects in detail was Ontario, which authored a report called Striking the Balance, which was about how prompt payment adjudication could be transitioned into the Ontario context," explains Brookes. "Ontario went ahead and was the first province to do so. Alberta waited a few years and then largely copied the Ontario legislation with some customization for Alberta specifically."

"It is now spreading across Canada and will be in most provinces within the next two years and is also presently applicable to the federal government."

Who Benefits

Generally, before the legislation, payment deadlines spanned undetermined lengths, often between 90 to 180 days. This also meant the contractor could accept payment from an owner, then enjoy the benefit of cash flow for



several months without paying out their subcontractors.

"Naturally, this led to additional risk to subcontractors on lack of cash flow, longer wait periods of payment, increased potential for insolvency. It also often forced them to add additional contingencies into their base bids in order to address the limits of cash flow, and also, as a consequence, would result in more litigation," says Brookes.

"The hope of this new regime is that because everyone is invoicing more promptly and getting paid more promptly, the amount at stake in disputes is just going to be less, because, instead of having many months of accruals built up with many months' worth of interest, you're only ever

going to have one month's worth of accruals at stake."

The original PPCLA was a step forward for the industry and for the respect and responsibility owed to contractors. For the housing market to move forward, for projects to get finished and for people to get paid, all these components must work in balance and in unison.

The April amendments should offer sheet metal contractors and all other subcontractors more power so that each working party can get what is due. As the wheels of the world turn, each piece of the construction puzzle needs a share in order to keep moving, keep building and keep contributing to a robust, operable housing market that is sorely needed in Canada today.

From Shop Floor to Scholarship

APPRENTICES GET THEIR DUE



ince the establishment the **SMACNA-AB** Scholarship Program, our members have successfully raised over \$85,000, which has enabled the awarding of 94 scholarships totalling \$59,000. This significant achievement has been made possible through our members' diligent fundraising efforts, particularly during our golf tournaments and the newly introduced Fun Money Casino event.

In 2025, we awarded eight scholarships to employees affiliated with SMACNA-AB members throughout Alberta. Daikin Comfort Technologies Canada, U.L.C. directly sponsored two of these scholarships. We would like to sincerely thank Derek Chamberlin of Daikin for his valuable support in facilitating access to these additional scholarships for two highly qualified apprentices. The scholarships were awarded in June at our golf tournaments in Calgary and Edmonton.



Jericho McCready - Legacy Heating



Bailey Whitehead and Paul Carlson -Hawk Sheet Metal



Brad van Ree - Advantage Heating

The 2025 scholarship winners are:

Bradley van Ree, Advantage
Heating, Calgary
Cass Kennedy, Legacy
Heating, Calgary
Cole Schindler, Luced
Services, Edmonton
Jericho McCready, Legacy
Heating, Edmonton
Kurt Tuble, Alggin, Calgary
Paul Carlson, Hawk Sheet
Metal, Red Deer



Cole Schindler - Luced



Kurt Tuble - Alggin; Willow Geddes-Prentice - Murray's Sheet Metal

Willow Geddes-Prentice,

Murray's Sheet Metal, Calgary **Bailey Whitehead**,

Hawk Sheet Metal, Red Deer

Exciting News!

The 2026 SMACNA-AB Scholarship applications will open in March 2026. Employers, keep your eyes peeled and be ready to pass along this fantastic opportunity to your apprentices. Let's support the next generation of skilled tradespeople! •



his year's SMACNA-AB golf tournaments in Calgary and Edmonton were once again a resounding success, bringing together industry professionals for a day of camaraderie, competition and celebration. Most importantly, both events gave us the opportunity to award SMACNA-AB scholarship cheques to eight deserving apprentices across Alberta – an inspiring highlight of the season.

Edmonton Tournament at The Ranch

Despite a dramatic turn in the weather, our Edmonton tournament at The Ranch Golf & Country Club delivered plenty of memorable moments. Congratulations to the winning team from Luced Services: Ryan Graf, Gord Lewis, Travis Jackman and Chase Provencal. Although a torrential downpour forced us to wrap up the tournament early, spirits remained high. And in true Alberta fashion, the skies cleared just as everyone sat down to enjoy a delicious meal – classic timing!

Calgary Tournament at The Hamptons

Our Calgary tournament sold out in record time, with 148 enthusiastic golfers teeing off at The Hamptons Golf Course. The weather was spectacular and the new venue proved to be a hit with everyone. From pristine fairways to top-tier hospitality, the course exceeded expectations. Hats off to the winning team from Ecco Supply: Ed Sugden, Trent Leski, Brett Pratt and Eric Wasylenko. They won the Jan Langejans Memorial Trophy, presented to them by the Langejans family.



Calgary Golf Tournament Winners, Ecco Supply: Ed Sugden, Trent Leskis, Brett Pratt and Eric Wasylenko.



Edmonton Golf Tournament Winners, Luced Services: Ryan Graf, Travis Jackman, Gord Lewis, Chase Provencal, Jesse Flexhaug, Taylor Oliwa.

Looking Ahead: Springbank Links

By the time this article reaches you, we'll have hosted our fourth tournament of the year – this time at Springbank Links, a fresh addition to our rotation. It's always exciting to explore new courses as an association and we're hopeful for great weather and an even better turnout. •



HAPPENINGS IN THE HVAC INDUSTRY

Metal Mastery

Sheet Metal Workers Training Centre Society showcased some amazing craftsmanship and technical virtuosity by stu-



dents recently. The Society hopes the projects will "inspire future students to tap into their endless ideas and creativity!" More than 500 of Canada's top students and apprentices also recently competed at the Skills Canada 2025 B.C. Provincial Competition in Abbotsford. One of the projects featured was modelled after Davidson, Sask.'s World's Largest Coffee Pot.

Source: Sheet Metal Workers Training Centre Society

Here to Help

I isn't coming for job. vour However, Suzanne Rigdon of LG Air Conditioning Technologies, writes that AI has some



practical uses in the HVAC industry. "Artificial intelligence can be used to increase HVAC profits in several ways. One approach involves developing AI-powered chatbots that are accessible through multiple channels, such as an app, website, and QR codes. The chatbot integrated within these software tools ensures consistent and accurate information sharing," Rigdon writes. "By reducing wait times, improving first-call resolution, and streamlining communication, it saves time for ... contractors, enhancing operational efficiency." AI can optimize HVAC systems for energy efficiency, lowering operational costs and boosting profits. It can analyze data and improve maintenance schedules, minimizing downtime and service costs. Predictive analytics can also help target marketing strategies, increasing sales and revenue.

Source: www.hvacinformed.com

Bigfoot, Big Job

tor Dan O w e n s of Aldergrove, built a 10-ft. tall, 800lb. sasquatch in his yard out of 130 metal



parts, each with a double bend. The sasquatch is anchored in place by a post that extends four feet up into one of the sasquatch's legs and six feet down through a plate secured to the ground. "You can actually spin him around on the plate with one finger. It's kind of trippy for some people because they won't drive by that often and all of a sudden, he's moved." Owens says he's done "a lot of different, very intricate jobs, but all you have to do is build some big, stupid thing and all of a sudden everybody wants to talk to you."

Source: Canadian Fabricating & Welding

Virtual Welding

ugmented reality, 3D glasses and real welding equipment make welding training effective, practical and of a high



standard, writes Harald Langeder of Fronius International: "Today, around 80 per cent of componentrelated training can already be carried out on a simulator." Langeder says a simulator makes it easy to hone manual dexterity and often basic theory, too. "The advantages of this largely virtual training are obvious: no material for practice pieces is required, and there is no risk of welding spatter, heat, smoke or glare to the eyes. On the other hand, virtual coaches provide support and immediately indicate if, for example, the angle of attack of the torch or the speed at which it is guided is not correct. This makes welding simulation an attractive and safe way of training professionals and speeding up training."

Source: metal-interface.com



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