

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

Florida, Georgia, Alabama, Tennessee
North Carolina, South Carolina



NFACCA 2017 Indoor Air Show at the Jacksonville Fairgrounds (see pages B12-B13)



14th Annual WHVACR Conference at Tarrant County College Center (see page 12)



Tropic Supply Events during the Month of September (see page B4)



Southwire Offers Connectors and Tools for Mini-Split Installations (see page 6)

Goodbye Hurricane Irma! Our Air Conditioning is Back, Thank You FPL!



Jeff Schlichenmeyer
Publisher

There's no doubt Irma left her mark on our state. The powerful storm spawned tornadoes, uprooted large trees, transformed roads into rivers, flooded isolated areas, tore roofs off homes and businesses, created salt contamination that damaged electrical equipment and left millions of Floridians in the dark without precious air conditioning!

FPL assembled and pre-positioned the largest restoration workforce in U.S. history – and then continued to amass an army that at its peak numbered more than 28,000 hardworking men and women from 30 states and Canada who worked around the clock to get our communities back to normal.

"Every one of the 35 counties served by FPL, stretching from the Florida/Georgia border to south of Miami and up through Bradenton, was affected. In fact, 90 percent of our customers lost power. Irma was a much more expansive and widespread storm than Wilma, yet we restored customers at a much faster pace," said Eric Silagy, president and CEO of FPL.

Crews found extensive vegetation challenges in the hardest-hit areas, including fallen trees pulling down power lines and dense debris blocking roadways. In some cases, crews spent hours and days re-

moving debris before it was safe for restoration workers to access equipment and begin making repairs. In anticipation of the massive vegetation challenges, FPL brought in twice as many tree trimming crews to support the Irma restoration effort compared with Hurricane Wilma in 2005.

"In the wake of a natural disaster, it was extremely heartening to see Floridians from all parts of the state join as one Florida," said Silagy. "Governor Rick Scott has been a tremendous leader from the beginning, bringing everyone together before and after the storm, ensuring we all were singularly focused on getting Florida back on her feet, in lock step every step of the way. I also want to pay tribute to those first responders – from the Florida National Guard to police, fire and other emergency responders at the local, state and federal level – who gave so much these past couple of weeks. These individuals, along with our own restoration workers, are the true heroes of Irma and deserve our respect and appreciation. All of these men and women, who manned their posts throughout the storm, were essential to restoration efforts across Florida, including search and rescue operations, convoy and other vehicular support for fuel tankers and utility trucks and responding to fires and other emergencies."

"We are still in the heart of a very active and destructive hurricane season," said Silagy. "Irma, along with Hurricanes Maria and Harvey, are stark reminders that we must remain vigilant and ready to respond no matter what Mother Nature throws our way."



Founder of Saez Distributors, Pedro Justo Saez, Passes at 80



Pedro Justo Saez

Pedro Justo Saez, 80, of Miami, FL passed away peacefully at home on August 28, 2017. Justo was born in Baez, Cuba, to Jose and Josefina Saez.

He founded Saez Distributors in 1978, and created a legacy for many to follow with four locations in South Florida. The family owned company has been a key player in the

development and support of HVACR technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties. Justo loved business and people. He also enjoyed the game of baseball.

Justo is survived by his children, Jorge and Lilia, grandchildren Alex, Gaby, Rosie, Jorge, Andy, Katerina, Sofia, and three great-grandchildren. He was preceded in death by his wife Conchi of 57 years in 2016.

A memorial service was held on September 16th, at 2:30pm, at Our Lady of Mercy Catholic Cemetery in Miami.



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Have Less Than
\$1,000 in Savings

\$3,800
AVERAGE
SAVINGS
Balance

69%
Of Households Live
PAYCHECK TO PAYCHECK

Data From Business Development Resource, EGIA, Federal Reserve, Wall Street Journal, USA Today

Field Efficiency:
Why EVERY
Customer Needs a
Financing Option

Benefit

- There is a HUGE Benefit to Offering Financing to Every Customer
- Statistics show that financing increases close rates by 30% and average ticket by 20%
 - Top contractors are financing an average of 60% of their jobs
 - Yet only 12-15% of jobs are financed

Solution

- We Can Help You Close More Quotes and at a Higher Average Ticket
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3 Easy Ways to Increase Labor Productivity

Ruth King's Contractors Cents



HVAC Channel.tv

Industry expert Ruth King has helped contractors get and stay profitable for more than 25 years.

Reach her at ruthking@hvacchannel.tv.

In honor of Labor Day, let's look at three easy actions to increase labor productivity.

First, why is productive labor important? The more productive your employees, usually the more profit you earn. The more productive your employees, usually the more satisfied your customers. Increased labor productivity translates into increased customer satisfaction and profits.

Here are three suggestions.

1. Track field labor.

How many hours are they putting on their time cards? How many hours can you bill to a customer? Calculate the billable percentage. Put these percentages on a chart where everyone can see it. Productivity will increase. Why? Simply because it is being tracked. What gets watched gets improved. If you continue to track and post labor productivity every week, then this alone breaks the old habits. The week you stop tracking and posting is the week that everyone starts slipping back into old habits.

Your service technicians should be billing a minimum of 6 hours for an 8 hour day. Your installation crews should have a minimum of 7 billable hours for an 8 hour day. This means service technicians get dispatched from home. They receive one call at a time and are routed efficiently. Installation crews have all materials ready at the shop when they arrive in the morning. Or, they go directly to the job and their time starts when they arrive on the job.

Office personnel get the billing and accounting completed on time without overtime. They must answer the telephone promptly and handle other office functions when they are not on the telephone. Your office personnel (including managers) are responsible for ensuring the field personnel stay productive.

2. Give everyone an incentive to be productive.

The best way to do this is to share the profits of the company. If everyone works towards increasing productivity and profitability, they deserve a share of the results. How do you do this so it's fair? The best way is to determine what percentage of profits will be shared. Usually this figure is less than 50%. You need the other profits to be saved for manager's bonuses based on the profitability of their departments, future growth, increased raises, and company stability. Everyone must understand this.

All non-managers get a piece of the profitability percentage. It is based on their salary and the number of years they have been employed at your company. Many companies maximize the number of years at 20 years. The employee's percentage is their salary times the number of years they have been employed divided by all of the employees participating salaries times the number of years they've been employed.

Managers get a bonus based on the profitability of their department. They receive the percentage of the net operating profit that the department earns. For example, if their department earns 12%, they receive 12% of the net operating profit. If their department earns 20%, then they receive 20% of the net operating profit.

3. Ask everyone how to increase productivity in a manner that they understand.

For example, how can we bill 15 minutes more per day? How do we save \$100 per month in overhead costs? How do we generate \$10 more per service ticket?

They can visualize a 15 minute increment, a \$10 service ticket increase or \$100 overhead decrease. They can't relate to 5 hours or \$10,000. If five people have a different idea that can be implemented you'll increase revenues and cut costs. The key is to take their ideas, implement them, and track the results through a chart on the wall. Keep that chart updated every week.

For any of these ideas to be successful, you as the owner must be serious about change and implementing the changes. Communicate this to your employees, solicit ideas, implement them, track them constantly, and report the results. This is how long lasting changes get made, productivity increases, and your company's bottom line profits.

Next Topic: "I Don't Know Where My Next Paycheck is Coming From"

A salesperson at a company along the Gulf Coast said this after Hurricane Harvey devastated the area. He was concerned. The business was hit hard and was not operating. How could he survive? How could the business survive?

Even business interruption insurance takes time to pay the business. You need cash, period. You must

have a savings account to rely on.

How much should be in it? The answer is another question: What is your risk taking appetite? Some business owners keep a month's operating expenses in a savings account. Others keep six months and still others a year. You decide.

A month's operating expenses should get you through the devastation of a hurricane, earth quake, or other natural disaster.

How do you build it? Save 1% of every dollar that comes in the door. If you get a check for \$10,000, put \$100 in that savings account. You still have \$9,900 to use for operations. The 1% builds up quickly. Build your savings account. It could pay for the clean up after a hurricane or other natural disaster.

MONEY-MAKING TIP #101: SELL OUR FILTER HOUSING AND R/A STAND TOGETHER



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Trevor Dehmlow Joins Leone Green and Associates



Trevor Dehmlow

Leone Green and Associates is pleased to announce the addition of Trevor Dehmlow to our Sales Team.

After getting his MBA, Trevor has worked 6 years in the HVAC industry selling to the Wholesale channel. He will be based out of the Nashville area covering

Middle and East Tennessee.

Founded in 1981, Leone Green, headquartered in Marietta Georgia, represents market leaders in multiple categories of HVAC supplies and equipment.

We invite our vendor and distributor partners to contact Trevor and welcome him to the Leone Green team. He can be reached at 615-848-4482 or email: tdehmlow@leonegreen.com.

PBACCA Announces Their Sixteenth Annual Golf Tournament

Palm Beach Air Conditioning Contractors Association, Inc. announces that their Sixteenth Annual Golf Tournament will held at Atlantis Country Club, Atlantis, Florida on Saturday, November 18, 2017

The 4-man scramble will start the day with a complimentary Continental Breakfast during check in, SHOTGUN START at 8:00 a.m., snacks and drinks will be provided on the course, and a Barbeque Lunch at Atlantis Country Club immediately following the tournament. Additional lunch tickets may be purchased from PBACCA. In addition, there will be trophies for 1st, 2nd, & 3rd place and prizes for the longest drive, straightest drive, closet to the pin and more! Sign up your team now! Treat your friends, business associates or your employees to a day of fun! It is suggested that you register early, because this tournament will be a sell out with a waiting list.

Appion Launches New Website

At Appion, Applied Innovation doesn't just stop at our products, it goes into every aspect of our business. Our constant pursuit of excellence drives us every day, and it's why we're happy to announce our brand new website!

The new AppionTools.com features a brand new layout and a modern design to give you better access to product information and other resources. This new, easy to navigate website puts the world of faster recovery & evacuation right at your fingertips whether you're in the office or out in the field.

We're also giving you unprecedented access to our extensive (and ever growing) knowledge base. From educational videos & articles to HVAC/R News

and more, we're here to learn alongside our peers in the field and share our knowledge to make your recovery & evacuation jobs go faster than ever. Since Education and learning are at Appion's core, the new site goes beyond product information...be sure to check back for new content!

The industry leading lifetime technical and customer support comes standard with each Appion product, and with the addition of our Customer Portal, it's available any-

where you have an internet connection! Register your Appion products, view troubleshooting guides, submit and track service requests, and view/share data collected on the ION HVAC/R App™...with more features coming soon. Sign up for a free account today!



LG Expands Air Conditioning Technologies Roadshow



ALPHARETTA, Ga., Sept. 19, 2017 – LG Electronics USA Air Conditioning Technologies is expanding its popular technology roadshow with a second mobile "LG Power of Excellence" showroom providing customers across the United States another opportunity for a hands-on experience with LG's latest air conditioning technologies.

The new 30-foot-long mobile showroom features LG air conditioning innovations perfectly suited for residential and light commercial applications. The new roadshow augments LG's first mobile showroom launched this spring featuring products designed for commercial applications, which is still touring the United States. The goal of the mobile showrooms is to help educate contractors, distributors and building owners across the country about advances in both ducted and duct-free LG HVAC systems.

"Expanding our technology roadshow demonstrates LG's commitment to keep customers abreast of the latest technologies. The second mobile showroom is a unique and innovative means to allow them to experience LG innovations for the residential and light commercial marketplace firsthand," said Dale Fields, director of distribution sales, Air Conditioning Technologies, LG Electronics USA. "We offer a wide range of products and technologies to suite a variety of projects – regardless of location or climate, and we're proud to bring those solutions to our customers through this interactive experience."

Starting in Seattle, the new LG roadshow is scheduled to make stops this fall in Portland, Ore.; Dallas, Austin and Houston, Texas – and then move east for the remainder of the year. The second LG experience roadshow features more than a dozen of LG's most sought-after technologies for the residential and light commercial marketplace, including outdoor units, indoor units and controls.

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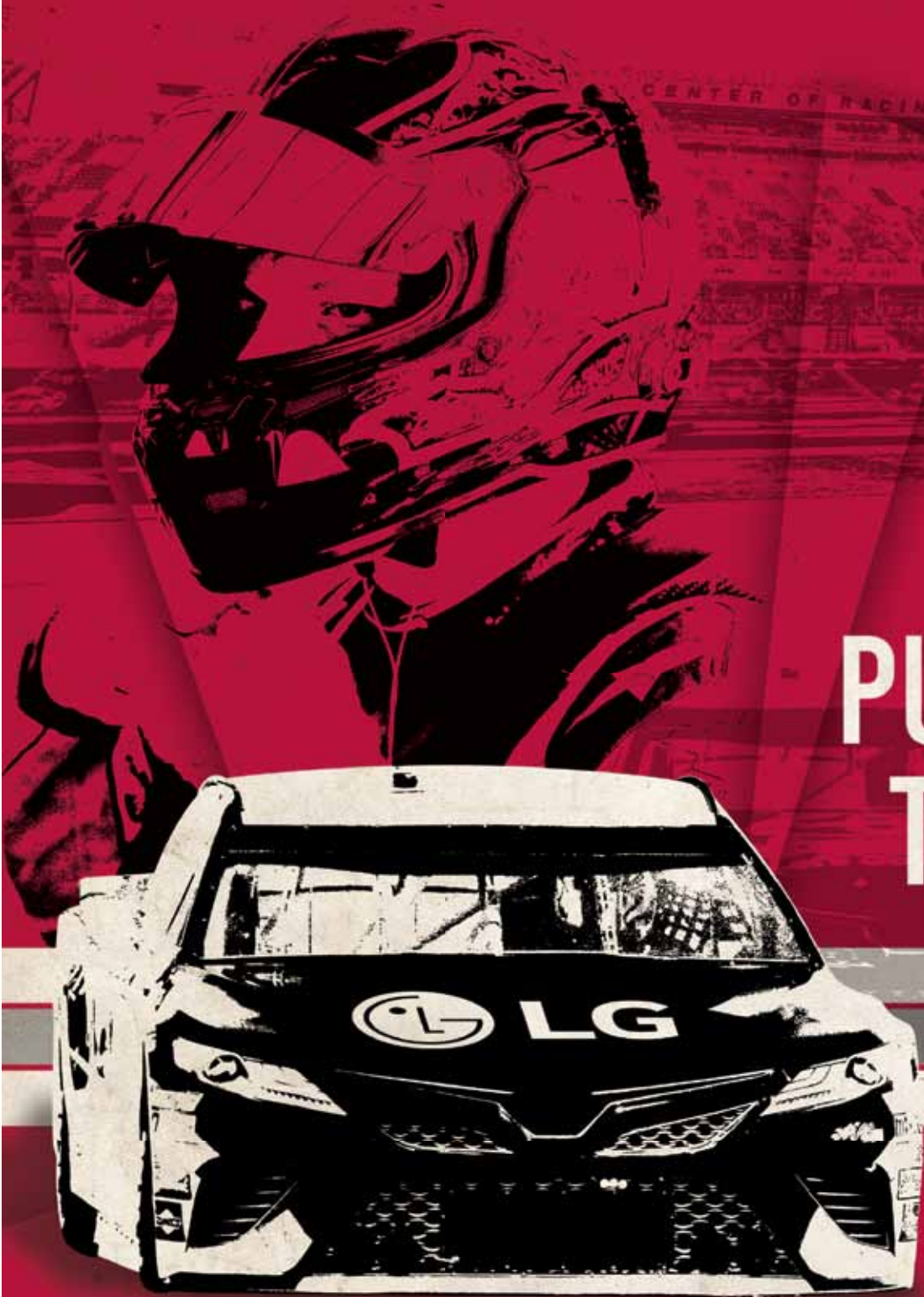
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PUT THE PEDAL TO THE METAL

‘17

LG EXCELLENCE CONTRACTORS, START YOUR ENGINES.
Now through the end of the year, when you sell, install, and register qualified LG products you are automatically entered for a chance to win a VIP trip package to Daytona, Florida that includes transportation and oceanfront accommodations PLUS a VIP ticket to the big race.

A new winner will be chosen every month from May to December 2017!

Reliable, efficient and easy to install - LG is the right choice for commercial and residential air conditioning applications.

Sell big to win big with LG

This program begins at 12:00:00 a.m. ET on 5/1/2017 and ends 11:59:59 p.m. ET on 12/31/2017 ("Promotion Period"). During the Promotion Period, eligible participants that complete a warranty submission for a qualifying LG model sold and installed during the Promotion Period will receive one (1) entry into a Sweepstakes. The Promotion Period is divided into eight (8) Entry Periods. Period 1 begins at 12:00:00 a.m. ET on 5/1/2017 and ends 11:59:59 p.m. ET on 5/31/2017. Period 2 begins at 12:00:00 a.m. ET on 6/1/2017 and ends 11:59:59 p.m. ET on 6/30/2017. Period 3 begins at 12:00:00 a.m. ET on 7/1/2017 and ends 11:59:59 p.m. ET on 7/31/2017. Period 4 begins at 12:00:00 a.m. ET on 8/1/2017 and ends 11:59:59 p.m. ET on 8/31/2017. Period 5 begins at 12:00:00 a.m. ET on 9/1/2017 and ends 11:59:59 p.m. ET on 9/30/2017. Period 6 begins at 12:00:00 a.m. ET on 10/1/2017 and ends 11:59:59 p.m. ET on 10/31/2017. Period 7 begins at 12:00:00 a.m. ET on 11/1/2017 and ends 11:59:59 p.m. ET on 11/30/2017. Period 8 begins at 12:00:00 a.m. ET on 12/1/2017 and ends 11:59:59 p.m. ET on 12/31/2017. Prizes: (8 total, 1 per entry period) Trip for one (1) to Daytona Beach, FL for the 2018 Daytona 500 on 2/18/2018, roundtrip coach airfare, one (1) single occupancy hotel room for two (2) nights; roundtrip ground transportation between airport and hotel; roundtrip ground transportation between the hotel and Daytona International Speedway; one (1) VIP ticket to the Daytona 500 Club for the 2018 NASCAR Daytona 500 ("Prize"). Travel must occur between 2/17/2018 and 2/19/2018; no alternative dates are available. ARV: \$5,850 each. Total ARV: \$46,800. In order to be eligible to participate in the Program you must be: (i) An LG Excellence Contractor; (ii) Registered in the LG PerksPLUS Program; (iii) A legal resident of the 50 U.S./DC; (iv) 18 years of age or older (19 or older if a resident of AL or NE); (v) Sell, install and complete a warranty submission for one (1) qualifying LG model on or before 12/31/2017 and (vi) An Excellence Contractor on the date Prizes are awarded. This Program is void outside the 50 U.S./DC and where prohibited, and is subject to the Program's complete Official Rules, available at www.lgperksplus.com. Sponsored solely by LG Electronics U.S.A., Inc., Englewood Cliffs, NJ. Sponsor reserves the right, in its sole discretion to cancel, modify or suspend the Program. ©2017 LG Electronics U.S.A., Inc., Englewood Cliffs, NJ. All rights reserved. LG Life's Good is a registered trademark of LG Corporation.



AHRI Releases July 2017 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 830,175 units in July 2017, up 5.7 percent from 785,255 units shipped in July 2016. U.S. shipments of air conditioners increased 6.8 percent, to 588,703 units, up from 551,121 units shipped in July 2016. U.S. shipments of air-source heat pumps increased 3.1 percent, to 241,472 units, up from 234,134 units shipped in July 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.2 percent, to 5,214,936, up from 4,774,720 units shipped in July 2016. Year-to-date shipments of central air conditioners increased 8.9 percent, to 3,519,619 units, up from 3,232,815 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 9.9 percent, to 1,695,317 units, up from 1,541,905 units shipped during the same period in 2016.

Southwire Now Offers Connectors, Tools Designed with Mini-Split Installations in Mind

Carrollton, GA – September 06, 2017: Southwire, one of North America's largest wire and cable producers, has enhanced its EZ-In™ Mini-Split cable offering with connectors and tools created to make installations faster and easier.

"The best connectors and tools for EZ-In Mini-Split cables are those designed to work with mini-split solutions in mind," said Chuck Eddy, VP, HVAC Sales. "Our connectors fit perfectly with both our mini-split cables and offer easy installation with many different types of equipment. The rotary cutter, scorer and wire stripper quickly remove the PVC insulation, armor and wire insulation, making connec-

tions even easier."

Using appropriate tools for mini-split installations also reduces the chance of damage to internal wires that could lead to improper functioning and wiring safety concerns.

The connectors are liquid-tight and steel- and zinc-plated. Tools include a rotary cutter that easily handles all common armored (MC and BX) cables, a compact jacket cutter/conduit scorer with a reamer blade, and heavy-duty, stainless steel wire strippers.

Southwire's market-leading EZ-In™ Mini-Split cable offers ease of installation and savings by eliminating the conduit and cable trays found in typical HVAC installations. The company recently introduced a shielded configuration for the mini-split cable, which protects from electrical noise and interference from adjacent cables.

EZ-In Mini-Split cable is constructed from stranded bare copper THHN/THWN conductors with PVC insulation and a nylon jacket cabled together with an aluminum interlocking armor applied over the assembly. It is moisture-resistant, sunlight-resistant and flame retardant thanks to an over-armor PVC jacket.

Mini-split heating and cooling systems allow for individual room heating and cooling; they are relatively uncomplicated to install and do not require ductwork. The systems are used in whole house and new construction, but also are an option for houses that have non-ducted heated systems and for room additions where extending or installing ductwork isn't feasible. You can learn more at hvac.southwire.com.

A leader in technology and innovation, Southwire Company, LLC is one of North America's largest wire and cable producers. Southwire and its subsidiaries manufacture building wire and cable, metal-clad cable, portable and electronic cord products, OEM wire products and engineered products. In addition, Southwire supplies assembled products, contractor equipment and hand tools. For more on Southwire's products, its community involvement and its vision of sustainability, visit www.southwire.com.



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11 a.m. – 2 p.m.

NOVEMBER 10

11 a.m. – 2 p.m.

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801 South Kings Hwy.
Fort Pierce, FL 34945
Phone: 772.742.7138

MELBOURNE

605 Distribution Dr.
Suite 2
Melbourne, FL 32904
Phone: 321.775.6277

Both grand openings will include:

- Food and drinks
- Door prizes and giveaways
- Equipment specials
- Vendors onsite

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Doral, FL 33172
786.437.9603

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904.440.7620

ORLANDO

10003 Satellite Blvd.
Suite 208
Orlando, FL 32837
407.850.0147

SARASOTA

7910 25th Ct. E.
Suite 109
Sarasota, FL 34243
941.536.9828

TALLAHASSEE

5215 West Tharpe St.
Tallahassee, FL 32303
850.241.0191

FORT MYERS

9353 Laredo Ave.
Fort Myers, FL 33905
239.694.0291

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Suite 300
Largo, FL 33773
727.431.1444

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Pompano Beach, FL 33069
954.545.9500

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Tampa, FL 33619
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WEST PALM BEACH

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West Palm Beach, FL 33409
561.618.3830



Trade Talk:

By Tommy Castellano
Owner, Castellano A/C Services
in Tampa, Florida



Thinking Like a Successful Business Person

I was having lunch a few days ago and ran into an old contractor friend of mine. We were discussing HVAC in general, and somehow we ended up talking about how people think differently when it comes to business ... he went on to tell me a little story.

An HVAC contractor and his wife were going to their high school reunion. When they got there, they decided to split up ... to find their friends from the good old days. They agreed to meet back at the punch bowl two hours later.

The wife, who happens to be an attorney, runs into a few of her old girlfriends. The husband, who is an HVAC contractor, finds several of his old classmates. Separately, the husband and wife are both having a marvelous time chatting with their school mates.

As planned, the two meet back up ... the contractor questions his attorney wife as to how the evening was going.

The wife says, "It's been wonderful. I saw Michelle, who I haven't seen in at least ten years. She too is an attorney ... and while we were talking, I found out that Michelle charges her clients \$300 an hour. I only charge \$250 an hour, but come Monday, I'm going to start charging \$300 just like Michelle does. How did things go for you, my handsome hubby?"

The HVAC contractor husband replies, "It was great! I caught up with so many of my high school buddies ... and you know what? Joe, the guy who owns an HVAC company across town was here, and we got to talking. I learned that he charges his customers \$100 an hour, just like I've been doing. But, starting on Monday, I'm going to lower my rate to \$80 an hour so I that can get more business!"

That story would be funny ... if it wasn't for the fact that I know it's true.

And why shouldn't it be true? Many air conditioning contractors don't know the difference between gross sales and net income. If they did, they wouldn't be installing air conditioning systems for

the same price they were charging ten years ago.

Recently, I met up with my daughter at a neighborhood restaurant for dinner. The waitress noticed my truck outside, and mentioned that the air conditioning at home was broken. She asked if I could give her an estimate on a new system.

The next day, I arrived at her house and performed a check on the system (which was pretty much beyond repair) ... all the while, she was questioning me about how much it was going to cost. I finally asked, "What is your budget?" She told me she was looking to spend the least amount possible, and that she had already received several other estimates ... she then went on to share the amount of the lowest quote.

After pausing for a moment, I told her there was no way that a legitimate air conditioning contractor could possibly replace a system for the amount she said.

You know what she did? She showed me the written estimate.

It was exactly the amount she told me. The quote was there in print ... along with the name of the company and the brand (and it was a leading brand).

When you are thousands of dollars higher than the first guy, there is very little you can say. Why should she pay thousands more, when she can get the same new system for less?

I had to agree with her when she said that at the price she was quoted, if something broke ... even if she had to pay for a few repairs here and there, she would still be saving money. She was right.

When I left the waitress's house, I called the company she had received the low quote from, and I spoke with the owner. I asked him, "How can you possibly sell the equipment for the same price that you paid for it?"

His reply honestly left me a little speechless ... and sad. Over the past three decades, I've heard a lot of different explanations for low-balling a job. Reasons like "It was a new system for my mother; it

was a replacement part for my grandmother, my high school teacher, my best friend" ... and the list goes on and on.

But in all of my working years, this was the first time I ever heard: "I had to make payroll on Friday, so I had to make sure I got that job."

Fellow contractors ... the day you have to resort to selling an air conditioning system for the same amount you pay for it (and he didn't even include the sales tax), is the day you need to be working at a convenience store because you have no business being in business.

At that point, you aren't really in business anymore because somebody isn't going to get paid.

In the 30+ years I've been in business, I've made a tremendous amount of mistakes ... the same mistakes many people are making right now.

I am grateful to say that I was lucky. I realized early on that I was a fantastic mechanic, but a lousy businessman. And that is the problem with many HVAC contractors ... they don't know it (or won't face it), but they need guidance and training to get out of what I call "the mechanic mentality".

To be successful, you have to be in the learning mode at all times. It's important to invest in yourself, and to look for smart resources where you can really grow as a business person.

One way to do that is by being a member of Florida Air Conditioning Contractors Professional Alliance (Florida-ACCPA).

If you're not yet a member, I encourage you to join today at www.florida-accpa.org ... for access to a variety of quality professional and educational resources, to help you become a more successful and profitable business person.

Before you know it, you won't just be thinking like a successful business person ... you will be a successful business person!

Until next time,
Tommy Castellano

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DISCOVER YOUR
Legacy

14th Annual WHVACR Conference Tarrant County College Center September 27th - 29th, 2017

The WHVACR 14th Annual Conference on September 27-29 was SOLD OUT! This was the first time ever that their conference was a stand-alone event. The conference was held at the Tarrant County College Center for Energy Excellence in Fort Worth, TX.

With the support of their members and sponsors Women in HVACR was excited to open this next chapter in the growth of their organization.

All event attendees were invited to a welcome reception on the sunset deck of the Reata in downtown Fort Worth on Wednesday evening before the conference.

The selection of conference speakers was excellent. Matt Michel discussed how the HVAC industry is changing and the change is accelerating. The major topics included energy, employment, government, and the internet.

The keynote speaker was former US Army Black Hawk pilot, Elizabeth McCormick who flew command and control, air assault, rappelling, top-secret intelligence missions, and also transported high

level government VIPs including the Secretary of Defense. Immediately following the conference attendees enjoyed a nice dinner at Joe T Garcia's.

The final activity was a field trip to the AT&T Stadium with a VIP guided tour and lunch. After the tour, everyone met at the Fort Worth Stock Yards to see the Cattle Drive downtown.

Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. Join Today!



The official banner for the first WHVACR stand alone conference!



Angela Garcia Co-Treasurer, Julie Decker President, and Mary Jo Gentry Vice President of WHVACR



WHVACR held a welcome reception on the sunset deck of the Reata in downtown Fort Worth Wednesday evening before the conference



WHVACR is strong because of the time and effort put in by those willing to lead and share their knowledge with others



With the support of their members and sponsors, WHVACR is excited to open this next chapter in the growth of the organization



WHVACR is intent on providing multiple avenues for women to connect and grow, both professionally and personally



Marjorie McAllister, Kristin Jordan, and Mary Jo Gentry of WHVACR



The "Legacy" conference was sold out this year with exciting, informative workshops and educational sessions presented by several industry leaders



Patti Ellingson, Keynote Speaker, former US Army Black Hawk pilot, Elizabeth McCormick, and Marjorie McAllister past WHVACR President



Julie Decker, President of WHVACR, welcomed everyone to the conference



Keynote speaker Elizabeth McCormick is a premier leadership trainer and top performing founding member of the John Maxwell Team of speakers



Guest speaker Rhonda Wiggins is an HVACR instructor at Hennepin Technical College



Guest speaker Melissa Santillan works inside sales at AC Supply Co. and graduated with an A.A.S. as a residential installation technician



Immediately following the conference attendees had dinner at Joe T Garcia's



WHVACR members work together to identify resources and networking opportunities

RGF's Rapid Recovery Unit Wins Dealer Designer Award



Riviera Beach, FL – RGF Environmental Group, Inc., the leader in IAQ and innovative technologies, was recognized once again for excellence in product design in the 14th annual Dealer Designer Awards Program sponsored by The Air Conditioning Heating & Refrigeration News ("The ACHR News") magazine. An independent panel of contractors acted as judges in the contest that had 81 entries. The com-

pany's Rapid Recovery Air Purification and Odor Destruction System (RRU)® was awarded the Bronze Dealer Design Award for Innovative IAQ technology. This is the company's eighth award over the past five years. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning and refrigeration industries.

The RRU utilizes RGF's patented PHI-Cell® technology, which produces an advanced oxidation plasma similar to nature's oxidizers. This process features a broad-spectrum UV light and a quad-metallic target that combine to generate nature's friendly oxidizers: hydro-peroxides, hydroxides and super oxide ions, to kill microbes and reduce odors and gases in the space while being completely safe for occupants. These are called friendly oxidizers, which return to oxygen and hydrogen after making contact and destroying pathogens. The RRU system comes standard with an internal fan and an odor absorbing media filter, which enhances the speed and efficacy of the system by reducing gross particulates such as pollen. Filtration, however, is not the core method utilized to reduce or eliminate pathogens and odors, but it is the advanced oxidizers, created by the PHI-Cell®

that actively treat the air external to the unit.

Ideal for duct cleaning, the portable RRU-16-DS option comes with a flexible hose assembly on the end cap, which enables maintenance personnel or HVAC contractors to attach the hose into the return air vent. In doing so, the hydro-peroxide molecules can be distributed throughout the entire HVAC system to greatly reduce mold, bacterial growth, odors and gases. Once the unit is activated, it will quickly and efficiently clean the ducting, in as little as 30 minutes for an average size home.

This latest award is the result of RGF's award-winning engineering and vertically integrated



"Made in the USA" manufacturing and assembly process. Since RGF designs their own products, they can produce far superior products in quality and performance than other companies in the corresponding HVAC/IAQ marketplace.

"RGF's Rapid Recovery Unit® is the ideal solution to resolve malodor issues of all types and can be used to rapidly and effectively treat many problem areas during daily maintenance and housekeeping operations within occupied spaces. The luxury

hotel, cruise ship, property management and HVAC industries have taken a proactive approach in utilizing RRUs to sanitize, disinfect and deodorize guest rooms and suites, common areas, meeting and function rooms, and to sanitize vents and ducting after regular duct cleaning," said Walter Ellis, executive vice president and general manager of RGF Environmental Group, Inc.

ACHR News Publisher Mike Murphy stated, "These awards give us a unique opportunity to recognize the outstanding research and development efforts that go into many of the products serving the HVACR industry, and the awards issue gives our readers an opportunity to read about innovative installation and service solutions." Winning entries in the Dealer Design Awards were featured in the July 24, 2017 issue of The ACHR News, which is distributed nationally to over 33,000 HVACR contractors, wholesalers and other industry professionals. For more information and further coverage, visit www.achrnews.com.

RGF manufactures over 500 environmental products and has a 32-year history of providing the world with the safest air, water and food without the use of chemicals. RGF holds numerous other patents and patents-pending and previously invented the Guardian Air PHI-Cell® (Photohydroionization) and patent-pending REME-Halo both for the HVAC industry. RGF's Advanced Oxidation Systems are proven and tested to be extremely effective in destroying mold, odors, bacteria and viruses while also being completely safe for occupants, and the REME-Halo has the added benefit of reducing particulates.

For additional information, please contact Lisa Bailey at RGF Environmental Group, Inc. 1101 West 13th Street, Riviera Beach, Florida 33404 USA. Tel: (561) 848-1826 or 800-842-7771 Fax: (561) 848-9454, or visit our website: <http://www.rgf.com/air-purification>.



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SBA Approves Over \$5 Million Disaster Loans in Florida: Businesses, Nonprofits, Homeowners and Renters Are Encouraged to Apply

ATLANTA – The U.S. Small Business Administration announced that over \$5 million in low-interest disaster loans have been approved for Florida businesses and residents affected by Hurricane Irma that began on Sept. 4, 2017 in Florida.

"Currently, 108 disaster loans have been approved in the amount of \$5,569,900 for affected survivors. The SBA encourages anyone who has not applied to take action right away. Our mission is to help businesses and residents rebuild and resume their normal lives as quickly as possible," said Frank Skaggs, director of SBA's Field Operations Center East in Atlanta.

The disaster declaration covers the counties of Alachua, Baker, Bradford, Brevard, Broward, Charlotte, Citrus, Clay, Collier, Columbia, DeSoto, Dixie,

Duval, Flagler, Gilchrist, Glades, Hardee, Hendry, Hernando, Highlands, Hillsborough, Indian River, Lafayette, Lake, Lee, Levy, Manatee, Marion, Martin, Miami-Dade, Monroe, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Putnam, Sarasota, Seminole, Saint Johns, Saint Lucie, Sumter, Suwannee, Union, and Volusia in Florida which are eligible for both Physical and Economic Injury Disaster Loans from the SBA. Small businesses and most private nonprofit organizations in the following adjacent counties are eligible to apply only for SBA Economic Injury Disaster Loans: Hamilton, Madison and Taylor in Florida; Camden, Charlton, Clinch, Echols and Ware in Georgia.

SBA disaster loans are available to businesses of all sizes, most private nonprofit organizations, hom-

owners and renters to cover uninsured losses from the disaster. Interest rates are as low as 3.305 percent for businesses, 2.5 percent for private nonprofit organizations, and 1.75 percent for homeowners and renters. Loan terms can be up to 30 years.

To be considered for all forms of disaster assistance, applicants should register online at www.DisasterAssistance.gov or on the FEMA mobile App. If online or mobile access is unavailable, applicants should call the FEMA toll-free helpline at 800-621-3362. Those who use 711 or Video Relay Services may also call 800-621-3362. People who use TTY may call 800-462-7585.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA's secure website at <https://disasterloan.sba.gov/ela>. Disaster loan information and application forms may also be obtained by calling the SBA's Customer Service Center at 800-659-2955 (800-877-8339 for the deaf and hard-of-hearing) or by sending an email to disastercustomerservice@sba.gov.

Loan applications can be downloaded from www.sba.gov/disaster. Completed applications can be returned to a recovery center or mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The filing deadline to submit applications for physical property damage is Nov. 9, 2017. The deadline for economic injury applications is June 11, 2018.

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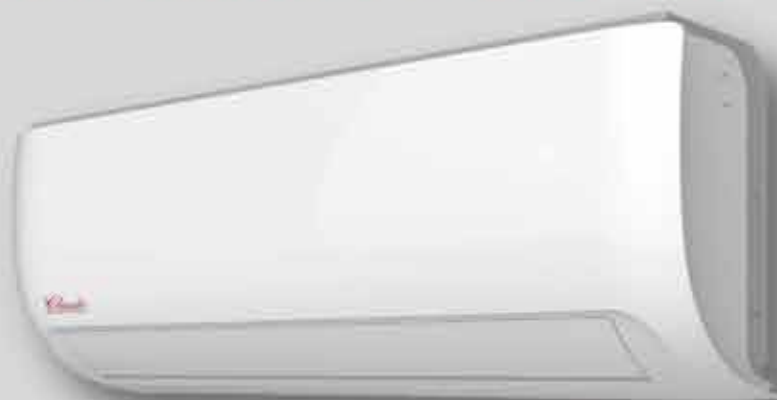


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Danfoss Variable Frequency Drives Receive AHRI Certification

Easy-to-use, energy-saving Danfoss VLT® HVAC Drives have been certified under AHRI Standard 1210/1211 for stated efficiency and performance

Danfoss has received the Air-Conditioning, Heating, and Refrigeration Institute's (AHRI) certification for variable frequency drives, confirming the performance of its VLT® HVAC Drives based on rating standards.

According to AHRI, certification under Standard 1210/1211 enables equipment users to make informed, reliable decisions about variable fre-

quency drives. To receive certification, VFDs are rigorously tested according to three standard rating conditions, including efficiency at various speeds and loads, drive-generated harmonics at full load and speed, and peak voltage and rise time.

"We are pleased to offer our customers the assurance of independent AHRI certification, which sets a high bar for reliability and accuracy in the

industry," said James Kluck, senior product marketing manager, Danfoss. "As the first to engineer a variable frequency drive dedicated for HVAC applications, Danfoss is committed to helping equipment manufacturers and building owners enjoy the benefits of better, more reliable control and energy efficiency through VFDs — reducing costs, meeting energy standards, and even enabling utility re-

bates to be secured. Not only are Danfoss drives designed to be the most intelligent, easy-to-use solution on the market, but, now, industry-recognized AHRI certification verifies that they truly are the reliable, high-performance solutions our customers have depended on for more than 30 years."

Engineered specifically for the unique needs of HVAC pump, fan, and compressor applications, Danfoss VLT® HVAC Drives enable optimized process control to reduce energy consumption, meet environmental targets, and significantly reduce costs in today's buildings.

Featuring an easy-to-use design with built-in intelligence, the AHRI Certified® drives are fast and cost-effective to commission, and ensure maximum uptime even in harsh environments. A compact design and efficient heat management system make VLT® HVAC Drives ideal for applications where space is restricted. With the intelligence built into the drive to precisely maintain the exact flow required using the four auto-tuning, multi-input, multi-control PID's, users experience the control and comfort expected.

Available enclosures include NEMA/UL Type 1, 12, 3R and 4X, with coated circuit boards providing an extra layer of protection. Integrated DC chokes and RFI filters safeguard installations by minimizing harmonic distortion and electromagnetic interference. Having the right mix of hardware features, software features and the ability to communicate with building automation systems makes the VLT® HVAC Drive an ideal solution for precise, efficient, reliable HVAC.

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Repair or Replace? Service Recommendations for Post Irma and Harvey Flooded A/C Units

by James Bowman, National Technical Manager--HVACR, RectorSeal, LLC.



The wake of Hurricane Irma and Harvey left thousands of residential air conditioning systems flooded throughout regions of Florida, Georgia and southern Texas and Louisiana.

Now, hundreds of HVAC service companies are facing decisions of restoring or replacing those air conditioning units. Not all properties have flood insurance. Therefore, many property owners are faced with prioritizing repairs on a very limited budget or even through charity and government assistance.

Flooded A/C units don't always mean replacement, because there are various degrees of damage. If a service tech has a chance to save a mildly-damaged unit or simply replace a component, it might be a tremendous benefit for a flood-ravaged homeowner already facing tens of thousands of dollars in other residential construction material replacement costs. A quick fix with the strategy of later replacing the unit could also be beneficial to homeowners attempting expedite the drying out a flooded home's interiors.

Therefore, the following is a service tech guide with tips for determining whether or not to salvage a flooded unit. Obviously, the floodwaters must have receded, power must be restored to the home, and all electric to the unit shut off.

A condenser damaged by 10-inches or less of floodwater is a good restoration candidate, because the electrical components probably weren't submerged. If only the bottom of the condensing coil was submerged, rinsing initial flooding residual, followed by applying a non-acid, foaming coil cleaner, will restore its thermal transfer capabilities. The foaming action is important for lifting any adhered flooding residue. Rinsing the coil thoroughly afterward is critical for coil longevity as residual chemical could potentially corrode the fins or tubing over the long term. Typically these cleaners can clean and brighten any condenser coil in five minutes. High pressure washers shouldn't be used, because they can potentially bend condenser coil fins leading to other problems.

Condensers submerged in more than 10 inches of water will require inspection and replacement considerations, because the electrical components, the compressor terminals, and possibly the fan motor could be beyond repair. For the condenser fan motor, first "ohm it out" and check for continuity to electrical ground.

Condenser fan motors may need replacement. However, depending on the flooding severity and duration, motor windings could be dried with a quick-drying degreaser spray *designed specifically* for cleaning electrical contacts with no danger of shorting out components. Open motors can be sprayed directly. Sealed motors can be sprayed directly into drain ports. Fan assembly bearings are typically sealed. However, units 20 years or older may have non-sealed bearings needing definite replacement.

Electrical contacts and terminals can be subject to poor conductivity or corrosion after flooding. Therefore, another safeguard is cleaning with an electrical contact degreaser spray and/or a brush, followed by a copper flake/petroleum oil paste that brushes on for long-term protection from corrosion. Likewise, outdoor electrical disconnect boxes require drying, cleaning and corrosion protection as well. It is also an opportune time to tighten all unit terminal connections.

A condenser with a flooded circuit board or a closed relay will definitely need replacement. They're not worth salvaging, because they could fail prematurely, which can then damage other components.

A gas-fired furnace subjected to flooding should be totally replaced and not salvaged, especially if any electrical, gas or safety controls were submerged. Possibly, the blower or blower motor could be refurbished as discussed in the above outdoor condenser section. However, the laborious replacement or refurbishment of the controls and the heat exchanger could surpass the cost of a new unit. Furthermore, it's not worth the dangers or liabilities of attempting to refurbish a flooded gas-fired air handler and its safety devices that could fail later with fatal consequences.

Flooded electric indoor air handlers have potential for cleanup and refurbishment versus their gas-fired counterparts. The evaporator coil should be cleaned with an indoor coil cleaner that's environmentally-friendly and non-toxic so that any unrinsed residual

won't affect IAQ. In some cases the coil may need to be removed and cleaned depending on accessibility. A submerged indoor coil that has not been thoroughly cleaned and rinsed should not be used in occupied spaces. Some blower motors can be dried and cleaned in a similar fashion and restrictions outlined in the aforementioned condenser motor section.

Any flooded ductwork, especially with internal insulation, needs replacement. In an age when mold inhalation dangers have been exposed, it's not worth the cost savings of cleaning it, because newly spawned mold can hide in seams and crevices not to mention many of the other nasty contaminants found in flood waters. This is critically important for return air ducts that connect to the bottom of a closet air handler through a wooden return platform, the latter which also needs replacement.

If the air handler doesn't already have a UV light, now is the time to put it in. It will keep the evaporator coil and interior encasement free of mold, but also disinfect airborne mold spores spawned by the flooded home interiors.

If the system is used to dehumidify the home, don't lower the temperature below 70°F, especially if nighttime temperatures drop below the indoor set point, because the refrigerant pressures could drop low enough to freeze the coil.

Before work ensues, the service tech should establish a strategy with the homeowner. Either the goal is a short term, less expensive, quick fix to get the unit running with the knowledge of compromised longevity, or the goal is a long term solution of total or partial replacement.

James Bowman is the national technical manager--HVACR at RectorSeal, LLC, (www.rectorseal.com), Houston, which manufactures Renewz™ condenser and Clean-N-Safe™ evaporator coil cleaners; ZIPP II™ environmentally-friendly electrical component cleaner spray; Copper-Rich™ anti-seize and copper contact protector—all available from HVAC wholesale distributors. Bowman is a former service tech for several HVACR service contractors where he's had several experiences with flooded A/C units. He is EPA-certified, NATE-certified, holds a Class A contractor license in Texas.

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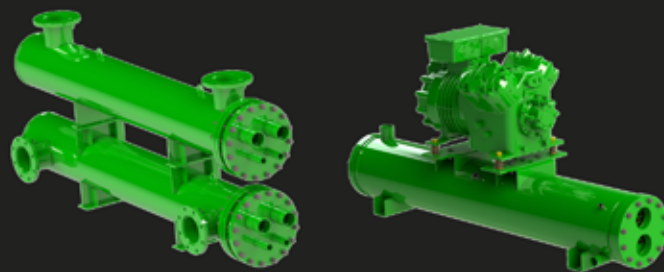


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Performance Pointers

by David Richardson



Three Tips to Improve Static Pressure Measurements

I hear a lot of reasons for not measuring static pressure on every service call. One of the most common is that it takes too long -- there isn't enough time on a call to do it. Let's face it, technicians have a lot of responsibilities and measuring static pressure adds to them. What if there was a way to streamline this measurement to take less time? Would you do it then?

There are technicians out there who have been measuring static pressure for a long time and they all have tips to speed up the process. Based on their input and experience, here are three tips to help you improve your speed and remove some common barriers.

Number One: Have Everything You Need

Professionals who measure static pressure consistently have everything they need in a single place. They all carry common test instruments and accessories needed for each call. This includes the following:

- Manometer – analog or digital
- Static pressure tips and tubing – neoprene or silicone
- 3/8" test port plugs
- Small drill / impact gun with a unibit and 3/8" drill bit with a sheath / stop
- Thin screwdriver – for cleaning out internal duct liner.

A complete kit that includes these items can typically be put together for less than \$200 dollars. You might be tempted to remove some of these items, but don't. They all have a purpose.

Additional information to make sense of the pressure readings is also a part of every toolkit. This includes:

- Static pressure test diagrams – to help remember test port locations
- Static pressure budgets – to make sense of the pressure readings
- Field reference guides – for those who have been to NCI training classes.

These items are all kept together, not randomly scattered throughout a service van. This increases your time management. Most technicians can find their fa-

vorite set of refrigeration gauges blindfolded. These test instruments should be the same-- know where they are.

Some technicians carry these items in their everyday service bags, while others keep them in a dedicated hard case or tool bag. This decision is based on personal preference and what works best for you. I kept mine in a ballistic nylon briefcase made by Fieldpiece with the rest of my test instruments. The key is to have them with you, in one location.

Number Two: Have a Process

To measure static pressure in the most efficient way possible, you need a process that works. This may sound cumbersome and rigid, but it's simply a plan to help account for variables that affect getting your measurements.

The two issues that affect this the most are equipment type and installation location. These two factors determine where and how you install your test ports. Once you know how to account for them, the rest of the process stays the same. Here's an example:

- Identify the air handling equipment type – gas furnace, air handler, package unit
- Identify test port locations & install test ports
- Find and record equipment maximum rated total external static pressure (TESP) from the indoor nameplate
- Hook up your manometer, tubing, and static pressure tip
- Turn on the equipment so it operates at the highest blower speed
- Measure and record your four static pressure readings
- Calculate TESP and pressure drops
- Compare measured TESP to equipment maximum rated TESP
- Compare measured pressure drops to static pressure budgets
- Identify restrictive components based on highest pressures.

The improvement of your skills is in direct proportion to the amount of practice you're willing to invest in. The first few times you measure static pressure, it's going to take some time because you're unfamiliar with the concepts. With a little training and repetition, these steps can be performed in less than five minutes.

Number Three: Have a Purpose

The last tip helps to establish what you plan on doing with the static pressure readings. Every successful technician has a purpose for measuring static pressure. For some, it's to uncover hidden problems that other technicians miss. For others, it's to diagnose and solve elusive comfort complaints other companies deem unfixable. Whatever your purpose is, be sure to define it and use it to motivate yourself daily.

My original purpose was to discover low airflow issues and the source(s) of it. As I continued testing, this measurement became much more. It evolved from a troubleshooting skill into a lead generator for discovering bad duct systems.

Don't Procrastinate

The decision to open the doors available from measuring static pressure is up to you. The key is to do it, don't procrastinate - the time will never be right. To help you out, I'm offering a Static Pressure Quick Start Guide that includes the basic information you'll need to start measuring. Send me an email to request your copy.

David Richardson serves the HVAC industry as a curriculum developer and trainer at National Comfort Institute, Inc. (NCI). NCI specializes in training focused on improving, measuring, and verifying HVAC and Building Performance.

If you're an HVAC contractor or technician interested in diagnosing and solving airflow problems, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website -- www.nationalcomfortinstitute.com -- is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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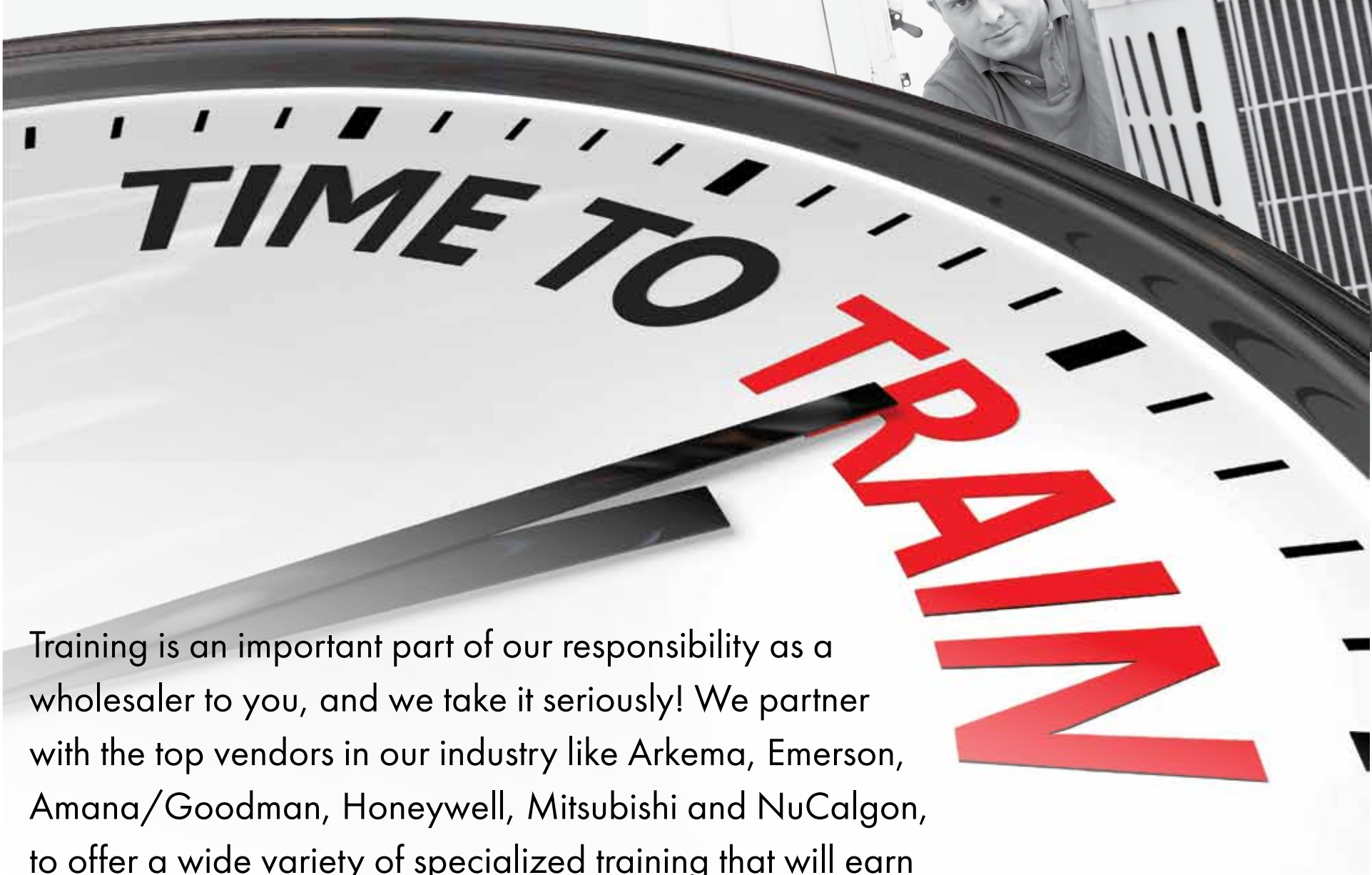
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WET BULB TEMPERATURE and ENTHALPY

Why do we care? What the heck is Enthalpy?

article by
Andrew C. Ask, P.E.



I promised you a while back an explanation of the terms we use to describe humidity. I have been avoiding *wet bulb* (wb) temperature because not only is it hard to explain; we don't even need to know about it anymore now that we can measure *enthalpy*, which I'll talk about below. But first, some history of wet bulb temperature...that you probably don't need to know.

Wet bulb is fairly easy to understand in practical terms and most of us know how to measure it: cover the bulb of a stem thermometer with a wet "wick" and "sling" it fast as you can through the air and observe how much the temperature falls as compared to the surrounding temperature. The wet bulb cools by evaporation. The dryer the air, the colder the wet bulb gets. So, it's an indication of how much moisture is present.

We old-timers started out using a Bacharach Sling Psychrometer; two mercury stem thermometers secured to their plastic base connected to a similar piece through a swivel used as a handle. One thermometer's bulb was wrapped in a wick coming out of reservoir filled with water. That thermometer obviously had the "wet bulb." Calling the other thermometer "the normal one that isn't wet and measures room temperature" didn't stick. So Carrier called it the "dry bulb," a term we are stuck with to this day that simply means "temperature."

What most of us didn't know was that you had to sling at 1,000 fpm to get a true reading. Now not even an eighth-grade boy can move that fast with that kind of grip. Even if wb bottomed out for an accurate reading, the thermometer was hard to read spinning that fast.

The only reason we're interested in wet bulb was that it is a fairly accurate indicator of enthalpy. If you know wb, you can just look up enthalpy in the water tables.

Now, what's this enthalpy thingy all about? Enthalpy is the combined amount of heat energy con-

tained in moist air due to air plus water and it's measured in BTU/lb. When we heat, cool, dry, or humidify air; we change its enthalpy. How much we change enthalpy is how much heating or cooling we are doing, expressed by the formula: $BTUH = 4.5 \times SCFM \times Dh$ (h stands for enthalpy in BTU/lb-dry air.)

Outside air on a design day in FL can have an enthalpy of 42.5 BTU/lb; 75 °F. / 50% rh room air contains 28.1 BTU/lb.; 55 °F. saturated supply air about 22.7 BTU/lb.

Many of you are in the HVAC business. In order to know how much money you're making you have to run a profit and loss statement, analyze a bunch of stuff like payroll and other expenses, etc.; and eventually a number on the bottom gives you an answer. Or, you could just check your bank balance: how much money you got? Enthalpy is the one number that tells you how much energy you got, and one of the most important concepts we have in the study of humidity.

Up until a few years ago, to determine enthalpy (or relative humidity for that matter), I had to measure and record db and wb with the sling psychrometer, and then take those numbers to a psych chart. I'd call you and tell you the rh and enthalpy next Tuesday, after I'd been back in the office. Now, I use a Fieldpiece SDP2 psychrometer that reads out db, rh, wb, dp, and enthalpy digitally and immediately. I can move about a building and see differences in dew point in real time that I never would have believed existed.

We don't make a practice of endorsing products in the hard news part of this newspaper, but I've not seen anything to compare to the SDP2. If you know of anything else like it for under \$250, let me know and I'll share that information with our readers.

Now that we can measure and read enthalpy (and dew point) directly, easily, and cheaply in the field, my trusty Bacharach (still have the one I bought in 1965) has taken its place next to my slide rule and abacus on the shelf of memories. We don't need it and we don't

need to know about wet bulb anymore.

But I'm not quite ready to let go of wet bulb. Carrier's discovery of its relationship to saturation and enthalpy is an amazing story. To be sure I got it right, I hit the books; Willis Carrier's 1940 book, that is, *Modern Air Conditioning Heating and Ventilating*.

In Carrier's own words (heavily edited by me) talking about wet bulb and enthalpy, "...They are approximately equal, and thus for practical purposes [is]...equivalent. This is entirely fortuitous, and the two temperatures are appreciably different for other mixtures of vapors and gases." *So there is absolutely no theoretical or science basis for the relationship between wet bulb and enthalpy! What I find amazing is how did Carrier ever think this up?*

If you are really into this stuff, try to get your hands on a copy of *Modern Air Conditioning* (and read what Carrier really said). Mine is the third edition published in 1959 and I found it on EBay. It's an absolute gold mine of HVAC science. Until next month then...stay tuned.

Andy Ask is a Cape Coral HVAC Engineer and Consultant to Ultra Aire Dehumidifiers in Madison, WI.



HARDI Distributors Report 1.5 Percent Revenue Decline in August

COLUMBUS, Ohio, September 28, 2017—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members declined by 1.5 percent in August 2017. The average annualized growth for the 12 months through August 2017 was 6.7 percent.

"I think the slight decline for the month is actually very good performance because August 2017 is being compared to the extraordinary August 2016 when average distributor sales were up by 19.5%," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The population-weighted cooling degree days were 40% above normal in August of 2016. Even though August 2017 had 7% more cooling degree days than normal, it was 26% fewer than the prior year heat wave."

"One would think that this off month was likely driven by hurricane Harvey injecting some noise into the equation," said HARDI Senior Economist Connor Lokar, "but the results do not bear that out. Sales in the Southwest actually rose 0.5%, on average, for the month. While 0.5% growth would not normally be impressive, it outpaces the total aver-

age decline for the month."

Like all of us, ITR is still assessing the post Harvey and Irma terrain. "Katrina and Sandy showed us that the severity of a localized storm is not enough to shift a major economic trend like GDP or US Total Industrial Production. Accordingly, there is no need to change those forecasts for the near term."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now near 42 days. "July and August are the seasonal low points for the annual DSO cycle," said Loftus. "This report matches the August 2015 and 2016 reports, so no sign of economic fatigue or stress."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

For more information, please contact Anthony Lagunzad at alagunzad@hardinet.org.

Carrier, Midea Launch Residential Ductless HVAC Joint Venture in North America

ATLANTA, Sept. 29, 2017 - Carrier and Midea America, today announced the launch of Carrier Midea North America. The new joint venture will bring together Carrier's extensive distribution network and Midea's ductless development expertise to meet growing demand in North America for residential ductless HVAC systems. Carrier, will hold the majority ownership position.

Midea is a long-time global supplier of residential ductless HVAC systems to Carrier. Through the creation of the joint venture, Carrier and Midea will transform their existing supplier relationship into a long-term collaboration dedicated to better meeting North American demand for energy-efficient residential ductless solutions.

"The ductless HVAC segment continues to grow in North America as residential customers look to efficiently and easily address comfort in their home, from a single room to their entire home," said Chris Nelson, President, North America HVAC Systems & Services, Carrier. "This relationship will provide homeowners and contractors with a better, more efficient ductless product portfolio they demand, backed by a global ductless system manufacturer, Midea."



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Tropic Supply Events in September

CPS Vacuum Pump Clinics, NFACCA 2017 Indoor Air Show in Jacksonville



The "Ruud Dude" Selfie Booth - contestants received a free Ruud T-Shirt



Tom Gibbons of CPS Products shows a subcooler to Jeff Faircloth of A Degree Above Air Conditioning



The Ruud trailer had interactive exhibits and touch-screen displays, as well as select high-efficiency heating, cooling and water heating products

The Tropic Supply events for September started off with the CPS Vacuum Pump Clinics that were held all around the state. Tropic customers were able to bring in their vacuum pumps for a FREE oil change and performance test performed by a CPS manufacturer's representative. Many CPS products were on display for everyone to try and have their questions answered. Customers received a FREE VPXJ220 jumper power cord with the purchase of the VP6D vacuum pump.

Tropic Supply attended the NFACCA 2017 Indoor Air Show in Jacksonville in full force! Air Show attendees were able to tour Ruud's state-of-the-art 53-foot road show trailer which was parked outside the entrance of the event.

Inside the trailer, contractors enjoyed live EcoNet demos, Ruud equipment demos, and interactive iPad Apps. Tropic Supply's marketing, operations and product management teams were there to meet and answer questions! Tropic Supply also provided the Indoor Air Test Track for hands-on opportunities to see the latest testing instruments in action! Attendees were able to enter a drawing for a chance to win a Ruud 20-SEER heat pump system!

Tropic Supply is one of Florida's leading stocking distributors of the world's best air conditioning, refrigeration equipment, and supplies. Watch for more training events at Tropic Supply by going to www.tropic-supply.com/events.



The Ruud Display Trailer was a very popular place to visit during the NFACCA Indoor Air Show!



CPS Vacuum Pump Clinic at Tropic Supply in Jacksonville



Heather Anusbigian of Tropic Supply gives a goodie bag to Rob Bouchat of Air Excell



Steve Doane of Charlie's Tropic Heating & Air with Tom Gibbons of CPS Products

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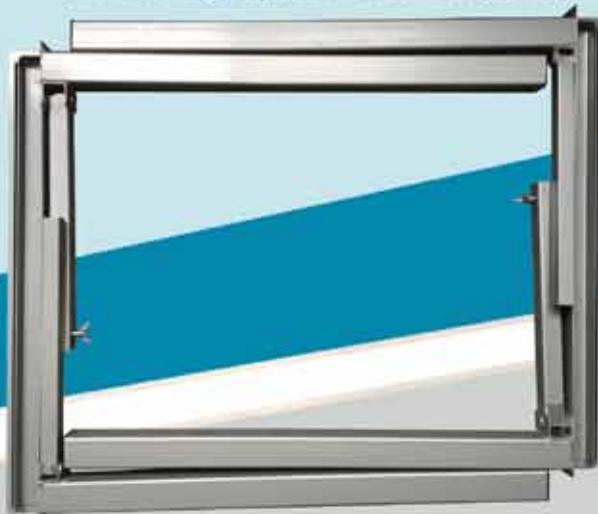
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Johnstone Supply Ware Group Training Schedule for October

Come join us during the month of October for some excellent training events featuring Owens Corning, Robert Shaw, First Company, Packard, Amana, and Cooper Atkins at one of Johnstone Supply Ware Group location near you. For more information please call Darlene at 954-318-7688. Two CEU credits are available for attending the Packard training event.

Owens Corning Ductboard -Bob Place			Amana Inverter - Dave Norton - Cost \$65		
10/9	8:30 - 10:30am	West Palm Beach	10/17	8 - 11:30am	Dania Beach
10/9	12:30 - 2:30pm	Boynton Beach	10/18	8 - 11:30am	Miami Lakes
10/10	8:30 - 10:30am	Boca Raton	10/19	8 - 11:30am	West Palm Beach
10/10	12:30 - 2:30pm	Sunrise	Cooper Atkins - Patti Ellison		
10/11	8:30 - 10:30am	Dania Beach	10/10	8am - 12pm	Melbourne
10/11	12:30 - 2:30pm	Ft Lauderdale	10/11	8am - 12pm	Orlando
10/12	8:30 - 10:30am	Miami Lakes	10/12	8am - 12pm	Jacksonville Dtnw
10/12	12:30 - 2:30pm	Kendall	Amana Inverter - Shane Pontz - Cost \$65		
Refrigeration Controls - Jessica Organ			10/4	8 - 11:30am	Tallahassee
10/17	8:30 - 11am	West Palm Beach	10/5	8 - 11:30am	Jacksonville Dtnw
10/18	8:30 - 11am	Dania Beach	10/11	8 - 11:30am	Clearwater
10/19	8:30 - 11am	Miami Lakes	10/12	8 - 11:30am	Brandon
First Co Hydrotech HP - Randy Black			10/24	8 - 11:30am	Melbourne
10/24	12:30 - 2:30pm	Boynton Bch	10/25	8 - 11:30am	Orlando
10/25	8:30 - 10:30am	Dania Beach	10/26	8 - 11:30am	Daytona
10/25	12:30 - 2:30pm	Sunrise	Mits M&P Install - Bob Wandtke - Cost \$40		
10/26	8:30 - 10:30am	Miami Lakes	10/18	8-11:00 am	Tallahassee
10/26	12:30 - 2:30pm	Kendall	10/19	8-11:00 am	Jax D
Electricity & Motor Troubleshooting - Rick Streaker			10/25	8-11:00 am	Brandon
10/31*	8:30 - 10:30am	West Palm Beach	10/31	8-11:00 am	Orlando
10/31*	12:30 - 2:30pm	Boynton Beach	Gas Furnace - Robert Hazel - Cost \$65		
* 2 CEU Credits for attending			10/17	8 - 11:30am	Columbia
			10/18	8 - 11:30am	Charleston

Goodman® Flood Relief Program: “Operation Returning Comfort”



As a Houston based business, Goodman and its employees, friends, and community experienced the devastation resulting from Hurricanes across Texas and Florida.

Hopefully the storms have passed and now we can all begin the long-term restoration and reconstruction processes that will allow families to return to what will be defined as normal in the future. Homes that were damaged face a variety of conditions.

Not only are furnishings, the structure of the home, and personal belongings ruined by hurricanes and flood waters, a home's central heating and cooling (HVAC) system may be damaged too. This is one of the many reasons why Goodman has created Operation Returning Comfort

Goodman understands that many homeowners will be faced with large, unplanned expenses as they recover from the aftermath of a hurricane or flood. Currently Goodman has offered special discounts on Goodman brand heating and cooling systems to all participating Goodman dealers in your area.

The pricing discount promotion is designed so that the savings are passed directly to an affected homeowner. To ensure that the discount is received by the homeowner, Goodman's Homeowner Support team will make random calls to homeowners to confirm they received the appropriate pricing. Further, the local Goodman dealer and affected homeowner will need to complete and sign a participation form that confirms the installation.

This is a substantial discount that will help homeowners replace any damaged HVAC systems as quickly as possible. Many Goodman employees and dealers live in your local community and they, too, have experienced many issues relating to the storms. The promotional program: Operation Returning Comfort is just one small way that the company wants to support the affected communities.

To take advantage of this special promotion, please contact your local, participating HVAC dealer for full details. To find an independent Goodman dealer, you can use this link: <http://www.goodmanmfg.com/support/find-a-dealer>

HVAC Company Steps In And Cools Off Service Dogs

ATLANTA – When a local non-profit organization focused on training service dogs noticed one of their facilities was not staying cool enough, the phone rang and the problem was solved when an HVAC company was looking to help.

Canine Assistants received a call on September 14th from Estes Services whose timing couldn't have been any better. After a brief conversation, they had determined the Puppy Barn had been warmer than normal this summer. The very next day, Estes sent a diagnostic technician out who identified and repaired the issue on the spot at no cost to Canine Assistants.

“We have a special place in our hearts for dogs, especially those designated as service dogs,” explained Tommy Estes, owner of Estes Services. “We knew this was something we had to do, to make sure all those dogs were not overheating. Having a canine mascot, Bo, we knew this was the right thing to do and



look forward to finding more ways to help out such an awesome organization.”

Canine Assistants team members were doing what they could to keep the pups cool by laying out cooling pads to ensure the dogs were not overheating. Keeping the dogs cool is important because dogs have a slightly elevated body temperature in comparison to humans. The average hovers around 101.5 degrees Fahrenheit and a temperature increase in living conditions can potentially create health risks.

“The safety and well-being of our future service dogs is top on the list of importance to Canine Assistants and keeping them cool during the summer months is a priority. We cannot thank Estes Services enough for coming out to the farm to fix our AC system to make sure our dogs have comfortable kennels to stay in. Their commitment to the community is outstanding,” explained Grace Murphy, Canine Assistants director of development.

HARDI Official Statement on Proposed Tax Reform Framework

September 27, 2017 - Heating, Air-conditioning & Refrigeration Distributors International (HARDI) applauds the introduction today of the proposed tax reform package framework jointly put forth by the House Committee on Ways & Means, Senate Finance Committee and the White House.

“We acknowledge that specific details on the provisions included in the framework are forthcoming, but certain provisions such as Estate Tax repeal, Alternative Minimum Tax (AMT) repeal and broad capital expensing are in line with HARDI Advocacy efforts,” says HARDI CEO Talbot Gee. “We are optimistic about the details to come on these provisions and we look forward to working with Congress on a much-needed update to a tax code that has been virtually left unchanged for decades.”

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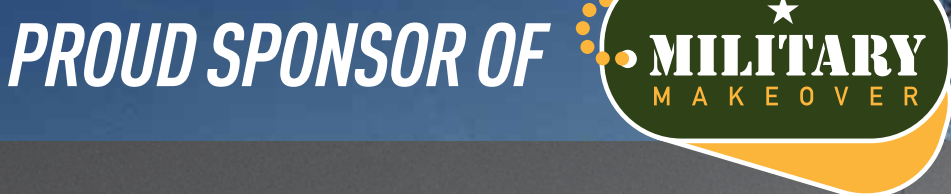
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This TV series salutes those that have risked their lives, offering hope and a helping hand right here on the home front.



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Two New Branch Managers at Baker-FCS in South Florida

Luis Chinaea is the new Branch Manager for Baker FCS in Pompano Beach, Florida. Luis, who migrated to Florida from Puerto Rico, has been in the HVAC industry all his life. His father started in the HVAC business in the early 60's and his son helped his father from an early age.

Luis moved to Florida with his wife and daughter for the new position with Baker FCS, and is very excited about his new position. He considers it a great opportunity with a big challenge. His responsibilities as Branch Manager include sales, warehouse and the overall management of the Branch. Luis has a Bachelor Degree as well as being a Licensed HVAC tech-

nician. Luis can be contacted at: E-mail: alchinaea2@bakerdist.com or phone him at 787-385-3606.

Bob Hays is the new Branch Manager of Baker FCS in West Palm Beach, Florida. Bob moved from Ohio to Florida 20 years ago. His father owned a HVAC business so he learned the business from an early age.

For Bob the most rewarding and exciting aspect of the position is dealing with some of the best employees ever. Bob's goal as the Manager of Baker

FCS is to provide the customers the very best service in the industry. Bob can be contacted by E-mail: rhays@bakerdist.com



Luis Chinaea



Bob Hays

ServiceTitan Receives Two Stevie® Awards for Great Employers

GLENDAL, Calif. – Sept. 28, 2017 – ServiceTitan, the leading enterprise software for residential HVAC, plumbing and electrical services businesses in the U.S., was awarded Silver and Bronze Awards at the 2nd Annual Stevie® Awards for Great Employers in New York City, Sept. 22.

The ServiceTitan team won Silver for Employer of the Year – Computer Software – in the Up to 250 Employees category. They also won Bronze for Achievement in New Employee Onboarding.

The Stevie Awards organizes several of the world's leading business awards programs including the prestigious American Business Awards and International Business Awards. Stevie Award winners are determined by a unique blending of the votes of employees and the general public, and the scores of industry experts. The Employer of the Year category

recognizes the world's best employers since the beginning of 2016. One evaluator in this category stated about ServiceTitan: "Impressive benefits and perks for a midsize company. Well thought out ideas to grow the team and maintain your strong culture!"

The Achievement Award for New Employee Onboarding recognizes specific achievements - individual, team, or organizational - since the beginning of 2016. One of the highlights of the nomination for ServiceTitan in this category noted that regardless of the position of the employee, the new employee program aims to give a business awareness.

"We are blessed to have a great team serving our customers," said Ara Mahdessian, co-founder and CEO of ServiceTitan. "It is an honor fighting in the trenches with brilliant, passionate and extraordinary people."

ServiceTitan also garnered Gold and Bronze Stevie Awards at the 11th Annual Stevie Awards for Sales & Customer Service earlier this year.

"We are fortunate to be part of an amazing industry of home service professionals doing great work every day," Mahdessian said. "These Stevie Awards recognize our Titans serving a great roster of remarkable customers."

ServiceTitan was launched in 2013 and has experienced rapid growth. The company is currently on Forbes' list of 25 companies with a strong shot at reaching a valuation of \$1 billion or more. ServiceTitan was also recently named No. 28 in the L.A. Business Journal's list of top places to work.

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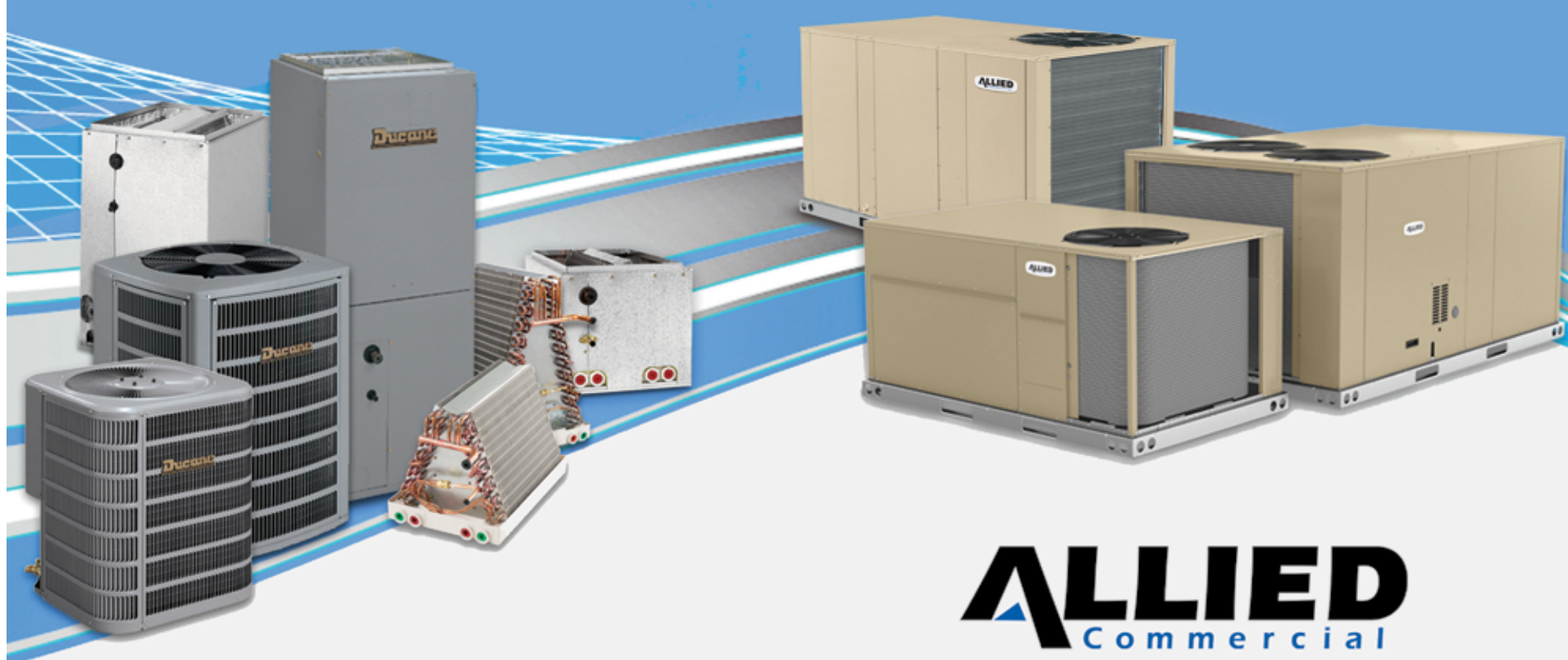
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Tools & Testing Corner

By Bill Spohn, President & CEO, TruTech Tools, LTD



To recap, in the last article I covered Pitot tube and how to select the appropriate manometer for use with a Pitot tube.

Let's now review some more pressure related air flow tests and including capture hoods / balometers.

The TrueFlow Grid is a pretty awesome, patented device (US Patent 6439061 issued on August 27, 2002) device made by the Energy Conservatory in Minneapolis, MN. At its heart, it is a Pitot tube array embedded into a panel. The primary use is measuring total system airflow in a residential HVAC/ air handling system.

The panel assembly is constructed of a solid sheet of transparent plastic with multiple large diameter holes (12 or 16, depending on the duct size) which direct streams of air across 2 tubes arranged in a serpentine pattern. One tube senses the average of all the total pressure points (holes) in the array openings. The other tube senses the average of all the static pressures (holes) in multiple areas where shielded behind the plastic sheet.

So, upon proper connection to a digital manometer, one number, the average velocity pressure of the system is shown, hence a bulk measurement. An equation was developed by the manufacturer to properly convert that custom velocity pressure into flow or cubic feet per minute.

The TrueFlow grid comes with slip on adapters so it can fit in the filter slot of most residential air handlers to measure total system air flow in CFM. Since the air filter must be removed the solid parts of the panel simulate the flow resistance of HVAC filters. The proper use of the grid involves a first step of determining Normal System Operating Pressure (NSOP) with a static pressure tip.

The NSOP number is entered into a manufacturer provided formula. Or if you are using Dual Channel Digital manometers from either the Energy Conservatory or Retrotec Energy Innovations, the measurement procedure and formula are built right in to the unit.

The grid can also be placed to a central return (after removing the filter) to determine system air flow. This number can be relied upon as total system airflow only if the duct system is known to be fair tight (leak free).

The beauty of the device is that it quickly averages the airflow across the duct without the need for traverse (scanning) yielding one number or a simple, bulk measurement.

It does have some operational limits and can only be used on air handlers in the 1-5 ton range. Time to take a test with this method can be from 2 to 4 minutes.

To squeeze the best performance from the unit (+/- 7% accuracy), it is necessary to use a digital manometer with an accuracy of +/- 1%. The time of test is equivalent to all the steps in temperature rise method and the accuracy of result is far superior.

The unit comes complete with 2 calibrated Metering Plates, 8 spacers which attach to the Metering Plates to provide for sizing adjustments, a static pressure probe for determining NSOP.

If you choose to use your own fine resolution, precision manometer it comes with flow conversion tables used to convert the pressure measurements to flow in Cubic Feet per Minute. Plus, you get a decent amount of tubing to connect the unit to the digital manometer, a manual and carry case.

This kit provides a remarkable amount of convenience, speed and accuracy for about \$850. A suitable digital manometer must be added. Appropriate digital manometers without calculation can be had for \$450 or so. If you have a blower door or duct leakage tester, the manometer that comes with those kits has a built in modes to use this device.

Next, we move on the most icon looking device in the industry; the flow hood or Balometer®.

Fun Facts: The one word term Flowhood® is actually a registered trademark of Shortridge Instruments, Inc. Additionally, the term Balometer® (air balancing o-meter) is a registered trademark of Alnor Instruments which is now a part of TSI.

A passive flow hood has a fabric "skirt" which collects/directs the air flowing from a supply or return vent across a sensor that is built into its base. This is a "bulk measurement" and simplifies testing by avoiding the need to traverse the grill or vent cover or use open area calculations.

Most capture hoods used a Pitot tube array often called a velocity grid. The grid is placed in a capture zone of a known cross-sectional area. In this way, the capture hood removes the need to calculate open area of the grille as ALL the air flow is directed over grid and the grid is sitting in a known area, so the average velocity is multiplied by this area to yield a CFM number.

This device simplifies the measuring process by removing several "human interface" parameters, such as the need to traverse, the need to calculate open area, and the need to average velocity. You get a bulk measurement; one number in CFM.

To improve the measurement quality, some hood manufacturers use straightening arrays to "kill the swirl" and turbulence in the incoming air stream. Other manufacturers (Dwyer SmartHood) capture the flow directly from commercial grills and split it into 4 different flow grids rather than channeling it into one flow grid. This device also has specifically modelled major grill manufacturers to improve accuracy of measurement to 3%. Additionally, they provide a smart phone controlled

Predictive Balancing method (PredictAir) that can shave 30% or more off the time of doing a commercial balancing job by predicting the optimal flow set point for each register and the order in which they should be adjusted.

There's a brand new, unique capture hood available from CPS called the EasyHood. It uses a mini-vane that rotates at the air velocity. It contains a flow straightening grid and uses Bluetooth to connect to an app in a smart phone or tablet. The measurement range is limited to 1200 CFM.

There is also another unique hood (FlowFinder) that uses an internal fan to compensate for any back pressure in the air flow caused by covered the grill with the hood. The technical term for this is insertion loss. The measurement range is limited to 500 CFM on this device.

Accuracy of capture hoods can be in the +/-5% range. The range of measurement can be in the 7 CFM to 2500 CFM depending upon model.

Setting up a hood can take from 3-5 minutes and they weigh from 5 to 8 lbs. Some units measure additional parameters such as air temperature, humidity, and barometric pressure.

Price points can range from \$400 to \$3300 for a capture hood, so it is best to consult your trusted, technical distributor when evaluating a purchase of one of these devices.

Finally, I'd love to hear your feedback and answer your questions, so feel free to reach out to me at Bill@TruTechTools.com to get in touch.

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NFACCA 2017 Indoor Air Show

Jacksonville Fairgrounds

September 20th, 2017



The North Florida Air Conditioning Contractors Association had their annual Indoor Air Show on September, 20th 2017 at the Jacksonville Fairgrounds. The show featured over 100 booths from all over the HVAC spectrum. There was a special Owners and Principals Happy Hour to preview the show from 4:00pm until 5:00pm. The Air Show show started at 5:00pm and ended at 8:00pm with

lots of door prizes and FREE give away's throughout the evening.

Tropic Supply had their 53 foot Ruud product trailer on site to showcase the latest and greatest Ruud has to offer. The highlight of the show was the Indoor Test Track which attendees were able to test drive the latest in HVAC test instruments, from refrigerant gauges to air flow test equipment on an

actual operating HVAC system.

The Grand Prize was a Benelli Super Black Eagle Realtree Max 5 12-gauge shotgun won by Mark Kammer of Weather Engineers. The Second Place raffle prize was a 50-quart Yeti cooler won by Joshua Murray of Weather Engineers. The fun continued the next day with the NFACCA Fall Golf Tournament at Deer Creek.



Bobby Burnett of Tropic Supply with John Figan of Testo



Dave Isenbarger of Rectorseal, Bing Berringer of Ron McLaughlin & Associates, Sean Ince of PRO1, Ron McLaughlin of Ron McLaughlin & Associates



Mike Sysak, Bobby Burnett, Chris Siegrist, Ken Maroney, David Smith and Keegan Ivey of Tropic Supply



Nick Vossburgh of Fresh-Aire UV, Chad House of McAllister & Associates, Sean Moseley of Fresh-Aire UV, and Bill Ullrich of Ferguson



Jim Jacobs, Jackie Tutko, and Christie Kerlin of The Metal Shop with Jessie Elder of Elder Htg & Cooling, and Mike Bielamowicz of Baker Distributing



Sherri Harris and Austin Bernard of Ace Electric with Paula Huband of FRACCA



Trey Miller of EWC Controls with Zack Sokak of NEFBA



Chris Schwartz of Weather Engineers, Jonathan Romberg of Danfoss, and Amy Hardin of Weather Engineers



Travis Mclean of Crawford Electric, Justin Seppi and Chad Walton of Johnstone Supply Ware Group, Mike Quillen of Air Solutions, Joe Briciban of FCC



Mike Strickland of York-Source1, Lonnie Biatre of John Q Bullard, Michelle LaVasser, David Garr, and Bobby Pickney of York-Source1



Mark Hamilton and Sonny Hendrix of Hamilton and Associates



Bayne Davis, TK Shelton, Joseph Floyd, and Wyatt Swartz of Baker Distributing



Damian Nickens, Geoff Gallagher, Caleb Colucci, Joe Aderman, and Kelly Dillon of Trane Supply



Mark Hucko of Inficon, and Matthew Cowley of Spectroline working the booth of J. Nichols & Associates



Anthony Pierce, Tiffany Dzerve, and Paul Millard of Broan-NuTone



NFACCA 2017 Indoor Air Show - Jacksonville Fairgrounds - September 20th, 2017



Brian Freeman and David Hallway of Honeywell, Wyatt Swartz of Baker Distributing, and Gene Moses of Honeywell



Garth Jax of Appion (right) discussing the G-5 Recovery Machine with Air Show attendee



Jose Perez, Phillip Diaz of Robertshaw, with Derry Hudson of Madden Aire



Tom Gibbons of CPS Products, Jerry Klein of 5-2-1 Products, and Gerrad of Baptist Health



Brad Cox of Nu-Calgon, Jason Taylor of Lloyd's AC, Jody Long of Nu-Calgon, Sonny Lloyd and Wayne Smith of Lloyds's AC, and Bill Gray of GPS



Tim Roberts and Mike Winkle of Cain Sales, with Aaron Schwatz of Tropic Aire



Chris Vosburgh of Ecobee, Don Driscoll and Ryan Reynolds of EV Dunbar with Air Show



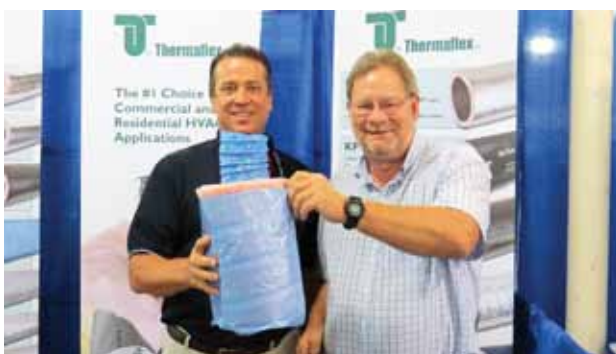
Chad House, Bruce Haupt, Steve Huelsman, Brad Dixon, and Kevin Beatty of The McAllister Group



Jessie Elder of Elder Heating and Cooling with Dave Kirshner of Modine



Mike Walton of Cool Air with Sal Hamidi of Target Sales



Jim Nichols of J. Nichols and Associates with Rick Harper of Florida Comfort



Chris Craft of Diversitech, Keith Holland and Bob Williams of Leone Green & Associates



Michelle Sheffield, Taylor Grindle, Val Eguizabal, Melody Micketto of Gemaire, and Chris Galvin of Bosch



Steve Masters of US Motors



Mike Plathe, Wyatt Swartz, and Karissa Ickes of Baker Distributing, with Michael Hollis of Cain Sales



Kurt Milafi and Jenny Honn of JB Industries, Anthony and Sarinyargh Wilkenson of Del-Air



Ryan Charles of ProDev, Kelly Dillon of Trane Supply, Amy Hardin and Joshua Murray of Weather Engineers, Sean Wahl of ProDev, and Danny Towers of Weather Engineers. Josh won the cooler!



Dan Griffin and Mark Kammer of Weather Engineers, (Mark won the shotgun), Katie Ade of NFACCA, and Scott Wilson of Howard Services



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Pinellas Technical College In St. Petersburg, FL Granted HVAC Excellence Accreditation

Pinellas Technical College in St. Petersburg, Florida has been granted accreditation of their Heating, Ventilation, Air Conditioning and Refrigeration "HVACR" program by HVAC Excellence.

Since 1962, Pinellas Technical College has offered students first-rate career and technical education at their two campuses, in Clearwater, and St. Petersburg, plus extension and clinical locations. Pinellas Technical College's emphasis is on post-secondary education, focusing on over 40 exciting career areas.

Pinellas Technical College understands that HVACR is one of the fastest growing industries in the United States. They wanted to validate that their HVACR program had the resources necessary to prepare graduates for this trade that cannot be outsourced or automated. To do this, they pursued programmatic accreditation of their HVACR program.

Programmatic accreditation is an independent third party review of an educational program. The process validates that established standards of excellence for HVACR educational programs are met. These standards are designed to ensure that our future workforce receives the quality of training required to provide the skills necessary for success in the HVACR industry.

In order to pursue accreditation the staff at the school had to submit a self-study filled with narratives and examples of how they complied with each of the required standards. The self-study once completed was sent to the HVAC Excellence accreditation review board to thoroughly assess for compliance against each standard.

HVAC Excellence having approved the self study sent an onsite team to conduct an intense onsite review of the program. The onsite team consist of two members, one who has served as an HVACR instructor, the other as a school administrator. These onsite team members are seasoned professionals that possess the knowledge, training and experience to successfully evaluate every aspect of an HVACR program.

Upon a thorough review of all of the documentation presented by the school and the onsite accreditation team, the HVAC Excellence accreditation review board decided to grant accreditation of the program. The final determination was made with a special commendation, as Pinellas Technical College is one of a hand full of schools to have zero compliance corrections for their accreditation.

Now that the HVACR program has been granted accreditation it can: provide students with quality assurance of the program, provide employers assurance that graduates are properly trained, can assist in establishing articulation agreements, is an eligibility determinant for funding, can increase enrollment, student placement and employer satisfaction is enhanced, requires faculty participation in self-study and annual reporting, can assist students in the acceptability of transfer credits, creates goals for self-improvement, can lead to advanced placement opportunities.



Dr. James Crisp (HVAC Excellence), Sylester "Boe" Norwood (Director), John Lambert (HVACR Instructor), Loren Wunderle (HVACR Instructor), Juan Murillo (HVACR Instructor), Bruce Nelson, M.Ed., CMHE (HVAC Excellence), Chuck Drake (Assistant Director)

Don't Become A Victim A Second Time

TALLAHASSEE – The storm may be over, but the worst may be yet to come. Unlicensed contractors have taken to the streets in communities devastated by Hurricane Irma, and are preying on vulnerable Floridians.

The Florida Home Builders Association (FHBA) urges Floridians affected by Hurricane Irma to be on the lookout for dishonest individuals posing as licensed contractors.

"Hurricane victims should be on alert for unlicensed contractors, especially door-to-door solicitors, that require large sums of money up front," said Jeremy Stewart, President of the FHBA and a Crestview home builder. "Licensed contractors will show proof of insurance and licensure, their license can be verified with the State of Florida, and they will never ask for money up front."

Unlicensed contracting is illegal, and it can be easily avoided if the appropriate precautions are taken. FHBA, a member of the Disaster Contractors

Network, encourages homeowners to follow these safety measures:

- Obtain at least three estimates from licensed and bonded contractors.
- Get the estimate in writing,
- Ask for and check references,
- Ask for proof of insurance,
- Get a written contract, and
- Make sure all work that requires city or county inspection is officially approved in writing before final payment is made.

Homeowners are encouraged to verify a contractor's license by contacting the Florida Department of Business and Professional Regulation (DBPR) at 850.487.1395 or www.myfloridalicense.com. To report unlicensed activity, contact DBPR at 866.532.1440. Additionally, homeowners can report incidents of price gouging by calling 866.9NO-SCAM.



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2017 Success Summit Celebrates Home Performance Success Stories From Contractors Across The U.S.



CENTERVILLE, OH – September 27, 2017 – More than two hundred HVAC professionals from across the country have begun gathering in Chicago today for the annual AeroSeal Success Summit, a three-day conference for contractors looking to share information and first-hand accounts on how expansion into home performance is paying off for their business. The 2017 Success Summit, sponsored by AeroSeal and Comfort Institute, include presentations from leading home performance experts including a keynote presentation from Sam Rashkin, former chief architect of U.S. Department of Energy's Building Technologies Office and author of Retooling the U.S. Housing Industry.

Attendees of this year's Success Summit will also examine current trends within the HVAC industry including the growing consumer demand for home performance products and services.

"We've been hearing for the past several years that home performance servicing represents the future of the HVAC and home contracting industry," said Ken Summers, senior partner, Comfort Institute. "But you only need talk to the attendees of this summit about their growing business success to know that the future is now."

"The practical business information I get and the quality networking that goes on at the AeroSeal Success Summit makes this the single most valuable event of the year for me," said Bill Wallace, AeroSeal of Peoria. "Each year, I come away with solid, effective tips on how to take my business to the next level – and it works. I'm excited to be back again this year for more."

Along with learning about revenue-generating opportunities and current trends in home performance, attendees of the 2017 Success Summit are attending workshops and training sessions designed to highlight the best practices being implemented by today's most successful home performance contractors. A full line-up of speakers, including business success consultant Mark Matteson, author of Freedom From Fear, and Chad J. Willett, author of Smash The Box, are sharing insights on business leadership and creative thinking, and explaining how to best apply these skills to the home performance-related business. Attendees are also sharing real-life experiences and success tips on how to best leverage existing HVAC skills in order to take advantage of the growing home performance market.

In addition to workshops and training sessions, Success Summit attendees are learning about new products and breakthrough technological innovations that maximize profits and help ensure the success of today's home performance contractor. Included in the program will be the unveiling of AeroSeal's HomeSeal Connect, the next generation of AeroSeal duct sealing equipment.

"Well over 50 percent of a home's comfort, indoor air quality and energy efficiency is contingent on some aspect of its HVAC system," said Amit Gupta, CEO of AeroSeal LLC. "And that has translated to real opportunity for HVAC business that embrace a home performance sensibility. We are finding that contractors, for instance, who add duct sealing to their line of customer service offerings are seeing, on average revenue increase of 20 percent or more."

For more information or to register for the 2017 AeroSeal / Comfort Institute Success Summit visit <https://aeroseal.com/success-summit/>.







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Homeowner Wins New High-Efficiency YORK® Home Comfort System

MILWAUKEE – (September 14, 2017) – Gil Caringella from Chicago is the proud new owner of the recently revealed YORK® Affinity™ Variable Capacity Residential System after winning an American Quality photo contest from Johnson Controls.

In keeping with the YORK® American quality story, photo submissions showcasing the American values of pride, quality in work and service to country were accepted through May 29, 2017, and were voted on from June 1 to June 30. All entries were eligible to win the YORK® system. YORK® Affinity Variable Capacity Residential Systems are the most efficient in the entire YORK® product line-up, offering a seasonal energy efficiency ratio (SEER) up to 20 and ENERGY STAR® Most Efficient certification.

Caringella received the most votes on his photo which showcased American values through the stringed instruments he makes in his Chicago home. "I had started taking guitar lessons when I was in my mid 40's and it was a steep learning curve," said Caringella. "I determined that I was never going to be really good at it, but I still wanted to have my hands on the instruments. I loved the smell and feel of the wood. I met people over time who showed me how to build guitars instead of buying them, and I've been doing that ever since." These instruments are often donated to charitable organizations or deserving students to help further musical education.

The unpredictable midwestern climate poses a challenge to keeping Caringella's indoor air at a quality that is comfortable for his family and his instruments, which are highly susceptible to changes in temperature and humidity.

"You have to control the humidity. In the summertime, there's more humidity so the wood takes on the moisture and swells. And then, in the winter, the wood gets dry and it can separate and crack. You need constant temperature and humidity, because even

though the wood isn't on the tree, it's still a living thing," said Caringella.

In addition to the benefits the YORK® Affinity system offers Caringella's instruments, his family will experience many improvements to their home comfort as well. One of those improvements is the ability to control their home's temperature on the go with the YORK® Affinity™ Hx™ Touch-screen

Thermostat. Through a proprietary app, the Caringellas will be able to remotely monitor and control their HVAC anywhere they have internet access.

Designed, engineered and assembled in the United States, YORK® systems draw on more than 140 years of Johnson Controls experience in designing and installing heating, ventilation and air-conditioning (HVAC)

systems. Highly Accelerated Life Testing (HALT) facilities aid in the systematic testing of components, including more than 20 years of accelerated operation testing for weather, humidity and temperatures as high as 125° F and as low as -10° F to ensure lasting performance and world-class quality. In addition to ENERGY STAR® efficiency, models have earned Good Housekeeping Seal of Approval accolades.

"We're so glad we could provide Gil and his family with a more comfortable home environment," said Liz Haggerty, vice president and general manager, Unitary Products Group, Johnson Controls. "Unlike conventional systems that simply turn on and off, the system he is receiving includes technology that adjusts airflow to more precisely meet optimum comfort needs, eliminating temperature swings, regulating humidity and reducing energy consumption. This will be especially helpful for Gil's sensitive instruments too."

For more information or to locate a trusted YORK® HVAC contractor, visit www.YORK.com. Follow us on YouTube, @YORKHVAC on Twitter and @yorkhomecomfort on Instagram.



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Homeowners Impacted By Hurricane Irma To Receive Rebates On Johnson Controls HVAC Equipment

MILWAUKEE – (Sept. 28, 2017) – Johnson Controls is taking steps to assist all homeowners who live and work in areas affected by Hurricane Irma. Effective immediately, the company is offering homeowners living in Florida and Georgia counties within the defined Federal Emergency Management Agency (FEMA) Disaster Areas (DR-4337 and DR-4338) rebates on the purchase of replacement heating, ventilation and air-conditioning (HVAC) equipment.

Homeowners and Johnson Controls employees can apply for rebates online at www.johnsoncontrols.com/irma. The program assigns rebates according to equipment efficiency (expressed as Seasonal Energy Efficiency Ratio or SEER for air conditioners and heat pumps and as a percentage for furnaces), with more efficient products earning larger rebates. The program applies to any of these YORK®, Coleman® HVAC, Luxaire®, Champion®, Fraser Johnston®, Guardian® or Evcon™ products:

Air conditioners/heat pumps
 20 SEER \$250
 18 SEER \$200
 16/17 SEER \$150
 14 SEER (R410/R407) \$100
New, high-value 14 SEER R-407C: \$100
Furnaces
 All 90+% AFUE models \$150
 All 80% AFUE models \$75
Residential package equipment \$125
Air handlers \$50

Although rebates cannot be combined with other rebate offers, they can be applied for retroactively. Homeowners can call (855) 324-3650 for rebate filing assistance.

Johnson Controls is particularly hopeful that rebates on R407C units will help homeowners, because they are a cost-effective way to replace existing R-22 systems. R407C units save homeowners money and time as they work to recover from Hurricane Irma.

To help homeowners find a trusted HVAC dealer in their area, Johnson Controls has also included a dealer locator on its landing page – www.johnsoncontrols.com/irma. “We’re dedicated to helping those affected by Hurricane Irma and we want to ensure homeowners have direct access to the services they need,” said Liz Haggerty, vice president and general manager, Unitary Products Group, Johnson Controls. “After finding a dealer near them, we encourage homeowners to have their HVAC equipment inspected, even if it seems operational, because damage to equipment is not always immediately apparent.”

The site also provides homeowners with useful information—everything from how to deal with damaged HVAC equipment to helpful tips provided by the Federal Trade Commission, FEMA and American Red Cross.

Visitors to the Johnson Controls landing page will also be able to contribute to the recovery by donating to the American Red Cross. “Although the company donates \$500,000 every year to the organization as part of our Annual Disaster Giving Program, we realized the current situation calls for a more direct effort by our company,” said Haggerty. “This site makes it easy for employees to help provide the resources that are bringing relief to thousands of people in Florida and Georgia.”

Johnson Control employees are also benefitting from actions taken by the company. “The needs of our employees are our number one concern,” said Haggerty. “To that end, we’ve launched a Johnson Controls Irma Relief Fund, which will allocate donations directly to employees who have lost their homes and property. I’m proud to report Johnson Controls will match donations made to this fund. Additionally, we have put together a team whose focus is assessing the impact of the storm and forming a strategy to respond to the short- and long-term needs of our employees.”

To learn how Johnson Controls can help you with damaged HVAC equipment, as well as next steps on the path to recovery, visit www.johnsoncontrols.com/irma.

Older Homes Need the Unico System

Common in older homes, air conditioning is provided via unsightly and loud window units, which detract from the otherwise beautiful exterior. Because of this, upgrading outdated and traditional HVAC systems has become a desire. Often, highly trained and respected HVAC contractors turn to the Unico System in providing customers of older homes looking to receive unparalleled comfort without detracting from their home’s original charm.

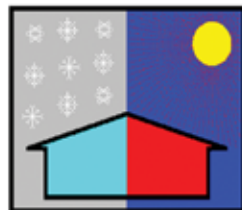
“Innovative Air Solutions only aims to install the finest heating and cooling systems in New York, which is why we install The Unico System®. ... The Unico System provides superior indoor comfort in all applications.” – Michael Carlo, Co-owner/Innovative Air Solutions/Mt. Vernon, NY

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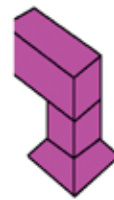
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CLASSIFIED ADS



DIRECTOR OF HVAC SALES

The HVAC Regional Sales Manager is responsible for increasing sales of HVAC equipment and supplies in their assigned market. Directs HVAC Consultants and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base and contributes to the development of training and educational programs for HVAC Consultants and customers.

Selling & Relationship Building:

- Responsible for modeling and championing our core values of: Trust, Relationships, Ownership, Positive Attitude, Integrity and Consideration.
- Ensure that all HVAC consultants operate consistently within our culture and operational standards while maintaining a customer service focus.

Management and Development of HVAC Sales Consultants and Sales Support Teams:

- Develop and implement 12-month rolling sales targets for all HVAC Consultants and products.
- Gather sales data and activity reports from HVAC Consultants on a weekly basis.
- Monitor monthly performance goals of each HVAC Consultant.
- Coach and develop HVAC Consultants through consistent evaluation and training.

Manage Supplier Relationships:

- Act as the main liaison with key HVAC supplier partners

Requirements

- Bachelor's degree required, Master's degree is a strong plus.
- Minimum five (5) years of experience in a sales management role with responsibility for the productivity and development of others.
- Minimum four (4) years of progressive sales experience.
- Minimum of five (5) years of experience working in an industry with relationship building value.

If interested, please send your resume to recruiting@tropicsupply.com. You can also contact Sonja Roberts, Director of Human Resources at (954) 835-6010

HVAC SALES CONSULTANT - FORT PIERCE

The HVAC Consultant is responsible for developing long-term relationships and driving sales growth for HVAC equipment and related supplies in their assigned territory.

- Act as a strategic partner to assigned contractors by providing value-added services such as business consulting, product support and sales, marketing and finance training.
- Develop and execute a sales plan to meet / exceed Company-assigned sales goals.
- Deliver profitable revenue growth in accordance with sales plan for assigned territory with new and existing accounts (30-50 Accounts).
- Communicate all available marketing and training programs, including rebates, co-ops, reward programs, contractor spiffs, etc. to new and existing customers.
- Provide weekly strategic sales summaries that communicate opportunities for growth, challenges, technical issues, etc. that offer effective solutions and ensure timely resolution.
- Provide product training classes to assigned contractors with the assistance of the Tropic Supply Technical Advisor.
- Partner with Resource Center Managers to ensure we are effectively and efficiently supporting customer needs.
- Develop and maintain an accurate forecast of HVAC equipment product sales mix and report any significant changes to HVAC Product Manager to assist with inventory management.
- Maintain personal sales and technical product knowledge by attending company and/or industry training sessions.

If interested, please send your resume to jobs@tropicsupply.com or contact Sonja Roberts at (954) 835-6010.

BRANCH MANAGER – ORLANDO

Tropic Supply is currently searching for a Branch Manager to run and oversee the Orlando resource center. This is an amazing opportunity for an individual that has had experience in the HVAC and/or Refrigeration industry running a location. This location is growing and needs a mentor to assist in working with the Area manager to continue building strong customer relationships and operational goals.

The individual must have previous industry and at least five years of Branch Management experience . Must have experience with General operations, inventory control, showroom displays and understanding how to effectively run a resource center. This position requires an individual who can develop and maintain relationships with customers and provide a high level of customer service. The individual must possess the analytical and cognitive abilities required to accurately enter data into company operating system and follow-up on customer orders. This is a key role for the management team and requires the ability to work with minimum amount of supervision.

This is a Fast paced environment, we are continually growing and educating our teammembers and would like to find the next Orlando Team member to join our Tropic family. If interested, please send your resume to JOBS@tropicsupply.com - you can also contact Sonja Roberts, Director of Human Resources at (954) 835-6010 for additional questions.



HVAC TERRITORY SALES MANAGER POSITIONS
Miami, Ft. Lauderdale & West Palm Beach

Marcone Supply is a solid, 85 year old company, that has 55 Branches in North America. Marcone Supply has immediate openings in its growing HVAC Division in South Florida. (Please note, that Marcone is the largest Distributor in North America of Appliance Parts.)

Qualifications

1. Proven HVAC Sales Background (in South Florida preferred) with at least 5 years of experience.
2. Bachelor Degree in Business Preferred or in related field.

Duties

1. Strong knowledge of the existing HVAC Dealer base in South Florida (Miami, Ft. Lauderdale & West Palm Beach)
2. Grow sales with existing customer base.
3. Obtain new customers and create brand loyalty.
4. Expand our HVAC Market Share in South Florida.
5. Manage assigned Territory while keeping track of competitive pricing, etc

All interested candidates, please send resumes to neal.fischer@marcone.com



POSITIONS AVAILABLE

Central Florida HVAC Distributor accepting applications for several positions that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: tracy@blackssupply.com

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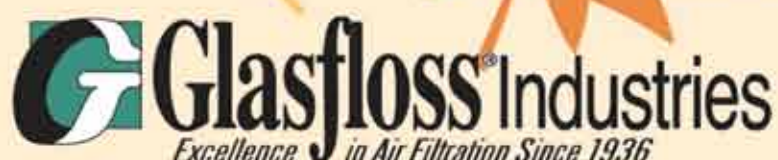
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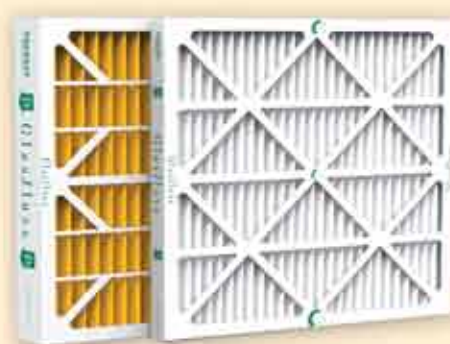
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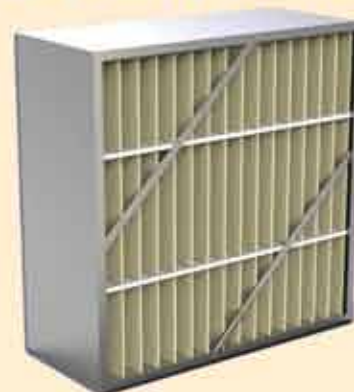
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