

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Goodman Distribution Grand Opening
Celebration in Homestead (see page B12)



York Source 1 Grand Opening
Celebration in Ft Pierce (see page 10-11)



ACCA/CF Annual Fall BBQ & Trade Show
at The Pines in Windermere (see page B3)



Leone Green Entertains Golf Sponsors Poolside
at the Airport Hilton Palm Beach (see page 12)



7th Annual AirGuide and Leone Green
Golf Tournament (see page B14-B15)

Marcone Supply Now Distributing Luxaire & Samsung Air Conditioning in Florida



Jeff Schlichenmeyer
Publisher

Mini Split Air Conditioning Equipment. Marcone Supply currently stocks a full line of Luxaire Air Conditioning Equipment, Samsung Mini Split Air Conditioning Equipment and accessories in their four (4) South Florida locations: South Miami, Doral, Pompano Beach, and West Palm Beach.

"We are very excited to offer the Luxaire and Samsung product line to contractors in South Florida and look forward to expanding our footprint throughout the state in the coming months," stated Head of HVAC Sales Neal Fischer. "Also, we are proud to announce the addition of Alexis Terzado and Christian Grimaldi to our team of HVAC Territory

Sales Managers. Alexis is a 20 plus year HVAC industry sales veteran who most recently sold Goodman and Amana air conditioning equipment in the South Florida market. Christian is a 15 plus year HVAC industry sales veteran who most recently sold American Standard air conditioning equipment, also in South Florida. At Marcone Supply, we pride ourselves by offering quality products at affordable prices. Our goal is to create partnerships with HVAC and appliance contractors by offering the best customer service in the HVAC industry. Exceeding your expectations is our main goal."



Christian Grimaldi



Alexis Terzado

Alexis Terzado can be reached by phone 305-796-9531 or email him at alexis.terzado@marcone.com. Contact Christian Grimaldi by phone at 305-905-6227 or email him at christian.grimaldi@marcone.com.

Luxaire has been in existence since 1939 and has a long history of producing and distributing quality air conditioning equipment throughout North America. In 1981 Luxaire was acquired by Johnson Controls International and has become a proud member of the Johnson Controls International family of quality air conditioning equipment.

go to page 13

Sansone A/C Installs Donated York Heating And Cooling System In Mortgage-Free Home Honoring U.S. Military Veteran

On October 18th at 11am, Sansone A/C joined other local contractors and Building Homes for Heroes at a Welcome Home ceremony in Royal Palm Beach Fla. for Marine Corps Sergeant Brian Lowe.

Johnson Controls donated a York heating and cooling system and Sansone A/C provided installation services for the veteran's new home.

Marine Corps

Sergeant Brian Lowe joined the military in May of 2008 out of West Palm Beach, Florida because he wanted to serve his country and protect the freedom of all Americans.

After returning from a tour in Afghanistan, Sergeant Lowe began experiencing a lot of pain and other symptoms. Shortly after, he was diagnosed with cancer, which was intensified by exposure during his tour.



Sansone Air Conditioning and JCI York - Source1 Team
Back Row- Eric Bonde, Tara Qualls, Andrew Pujol -Founder, President &CEO of Building Homes for Heroes, Jim Schaefer, Kim Valdyke of Building Homes for Heroes, George Wallace Front Row- Dave Sansone, Bonnie Sansone, Marine Corps Sergeant Brian Lowe with his wife, Micah Ego, Mary Jo Sansone

go to page 6





It Costs
Time & Money
To Process Every
Purchase Order

Spending
TIME
On-hold

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Truck
Or by
Job

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Why Great Service Techs Usually Are Lousy Service Managers

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ruthking@hvacchannel.tv.**

You have a great service technician who wants to be service manager. He is a conscientious employee with few callbacks or customer service issues. You want to reward him and decide to promote him.

Reality quickly settles in. Problems start and more often than not, your great service technician, who you promoted to service manager, quits. It's too embarrassing to him to be demoted to service technician again.

In 29+ years I've been consulting with HVAC and plumbing companies, I've only seen a few service technicians who became great service managers at the same company. And, most had my help making the transition.

Most don't make it. Why?

The skill set to be a great service technician is vastly different than the skill set to be a great service manager. As a technician, you rely on your technical skills to solve problems. You are by yourself, maybe with the telephone help when needed from a manager or a manufacturer. You have a process to follow. You are told how to greet the customer, the proper diagnostic procedure, the payment procedure, etc. Most great technicians follow it and have few problems as a result.

As a service manager, you are responsible for overhead and profitability...something a technician rarely has to worry about. You have to deal with upset customers, technicians who don't follow the process, have rotten paperwork, getting work for the technicians, dispatch, and many other activities the technicians never see. You hire and fire.

To top it off, when a service technician becomes service manager, he loses his friends. His fellow technicians instantly become his employees. They won't tell him things anymore because he has hire and fire power over them. He can be friendly but not friend. It's lonely.

So, what do you do with a great technician who wants to advance? Two possibilities:

1. Make him a service supervisor.

In this job he is still in the field and producing revenue. Usually 30 hours per week. The other 10 hours are helping the other technicians. He will get a taste for the frustrations of management when a tech asks him the same question 100 times. If he can handle service supervision well, then perhaps he could become one of the few techs who succeed at service management.

2. Send him to a service manager school to see if he likes this job.

Over the years I've had many technicians who came to school and realized what the service management position really entailed and decided to stay in the field. Money well spent because you didn't lose a productive, revenue producing technician. Only a few have come to school and decided, they absolutely wanted this job with all of the headaches.

Don't make the mistake that many owners make taking a great technician out of the field and promoting him to service manager without teaching him the skills necessary to be a great service manager. It's a recipe for disaster, frustration, and failure.

Next Topic: Cash Flow Mistakes Can Kill Your Business - These six cash flow mistakes can kill your business:

1. You think you can lose money on maintenance and make it up on service or replacement.

If you have 1,000 maintenance agreements and you lose \$10 on each one that is a \$10,000 loss. Assuming that you normally earn 8% net operating profit you have to generate \$10,000/.08 or \$125,000 in revenue to make up for it. Can you? Maintenance agreement pricing should be at least break even.

2. You don't have proper cash handling procedures in place.

Put the proper procedures in place so that you keep the honest people honest and don't tempt them. Procedures

will never keep the embezzler at bay. He or she will find a way around the procedures. However, focus on the 99% of the population who is honest. Put, at a minimum, these procedures in place:

- bookkeeper does not sign checks
- owners or senior managers are the only ones who can add a vendor to your software program
- person who opens the mail does not make bank deposits
- send bank statements home.

3. Your CPA tells you to spend cash in December.

You are having a great year. Your tax bill is higher than you want to it be so your CPA says to spend your cash. Spend cash right before the slowest quarter of the year for most contractors? Doesn't make sense. I've seen many contractors have cash flow and survival issues in the first quarter taking their CPA's advice to spend money in December.

4. You go to the "Big Boys Toy Store" when you have a great year.

You are having a great year and you want to reward yourself. Beware of spending too much cash.

(See #3). It's ok to reward yourself. Do it sparingly and make sure you have enough cash to survive slower times!

5. You are not your own bank.

I've seen bankers put contractors out of business. The contractor has a line of credit with a bank and the bank is sold or management changes their loan practices. The bank calls the line and the contractor has 30 days to pay it back and can't do it. The bank takes all the assets pledged to the line and the business is out of business.

Build a maintenance program. Put at least 50% of the cash received from maintenance in a savings account. Then your pleasant dreams won't turn into nightmares wondering whether you have enough cash to make payroll this week.

6. Not putting 1% of every dollar that comes in the door in a savings account. This is a corollary to #5 above. Even if you don't put all of your maintenance agreement money away, you can still put 1% of every dollar you deposit in the bank into a savings account. Do it starting today.

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2018 AHR Expo to Host Show's Largest-ever Education Program

WESTPORT, Conn., October 17, 2017 – The 2018 AHR Expo has expanded its seminar program, making it the largest-ever education and training agenda in the Show's history.

The expansive program features more than 120 sessions including free best practices and industry trends seminars from leading HVACR organizations, professional certification opportunities, and continuing education programs from the ASHRAE Learning Institute (ALI).

The 2018 AHR Expo will be held Jan. 22-24 at McCormick Place in Chicago. To register, please visit the AHR Expo registration website.

"Contractors, engineers and other Show attendees always give us high marks for the value our education program delivers, and this year we have surpassed ourselves," said Clay Stevens, president of International Exposition Company. "The Show has

become THE place where industry professionals can earn CEUs, complete certification exams, and learn about the latest developments and best practices in free and paid seminars."

More than 70 of the free, one- and two-hour sessions will be presented by experts from prominent industry-leading organizations. Sessions have been designed to allow for easy integration of valuable education time into attendees' overall Show agendas.

AHR Expo will incorporate many opportunities for attendees to participate in ALI continuing education courses. A total of 20 courses will be offered prior to and during the 2018 AHR Expo coming to Chicago in January. All courses are approved for Continuing Education Units (CEUs) toward maintaining P.E. licensure. Advance registration and fee payment is required and can be completed by visiting ASHRAE's registration website.

New Regional and Territory Sales Managers at York Source 1

Eric Bonde is presently the Regional Sales Manager for York Source 1 in South Florida. Eric has lived in South Florida his whole life. Eric started in the HVAC industry 12 years ago. He started working with Sansone AC while still in college.

One of Eric's best assets is being able to delve into his experiences he had with general contractors, as well as inside sales (changeouts) and now on the distribution side, he works with mechanical contractors on a daily basis. Eric worked with Sansone for 10 years. Four of those years he worked in new construction and six years in inside sales. He was an account manager at York for 2 years. Eric's present responsibilities are to help account managers achieve their sales goals.

Eric is excited to be part of an amazing team that is bringing York back to the forefront of minds when

contractors think about HVAC. Eric has a Bachelor's degree from FAU-double major in Management and Finance. Eric can be reached at 561-225-4480 or email: Eric.paul.bonde@jci.com.



Eric Bonde



Marcus Thurston

Marcus Thurston is presently Territory Sales Manager for York Source 1. Marcus is based in Tampa Florida, and has lived in Florida for 15 years. He has been in the HVAC business for 14 years. Marcus started in the HVAC business at Carrier UTC. Marcus has held several responsible positions over the years, including counter sales, inside sales, as well as Territory Sales Manager positions.

Marcus is excited about working for a great company that provides great products, as well as a great team of people to work with. Marcus can be reached at 813-538-4321 or email: Marcus.n.thurston@jci.com

HARDI Announces Constance McCall Baxley Winner of Inaugural Annual Conference Contest



Constance McCall Baxley

COLUMBUS, Ohio, October 25, 2017 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced Constance McCall Baxley, corporate VP & COO of McCall's Supply Inc. based in South Carolina, as its inaugural Annual Conference Contest winner.

"I am super excited about being the winner of this contest and am looking forward

to attending the 2017 Annual Conference in December," said Baxley. "I want to thank HARDI for this awesome opportunity!"

Baxley was one of over 70 potential first-timer entrants ranging from branch and territory managers to presidents and CEOs of HARDI member companies.

"HARDI is a wonderful organization, that represents the wholesale distributor and their suppliers, with strong leadership, knowledge, and an awesome team of individuals with a true understanding of the obstacles we face each and every day in the HVACR industry," continued Baxley. "We, here at McCall's, are proud to be a member of such an outstanding organization that truly cares."

"HARDI Annual Conference is one of the premier events in the industry and THE event for HVACR distribution," said HARDI Marketing Manager Chris DeBoer. "We held this promotion to encourage members – who have never attended before – to see why Annual Conference attendance is a staple to HARDI membership, with all of the value and opportunities it brings to their businesses."

"The HARDI team looks forward to seeing Constance at Annual Conference, as well as any other first-timers who make it out to Vegas," continued DeBoer.

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

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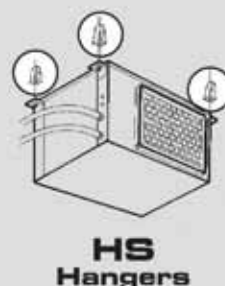


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Sansone A/C Installs Donated York Heating And Cooling System In Mortgage-Free Home Honoring U.S. Military Veteran

(continued from cover)



There was an awesome community turnout for the "Welcome Home" reception for Marine Corps Seargent Brian Lowe



JCI York-Source 1 & Sansone Air Conditioning Team
Jim Schaefer, Bonnie Sansone, Mary Jo Sansone, George Wallace, Tara Qualls, Eric Bonde, Dave Sansone, and Micah Oge



Dave Sansone and Bonnie Sansone of Sansone Air Conditioning installed the York Heating and Cooling System

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For his service to his country, Sergeant Lowe has been awarded the Navy and Marine Corps Achievement Award, Marine Corps Good Conduct Medal, Sea Service Deployment Ribbon, National Defense Service Medal, NATO Operation Enduring Freedom Medal, Navy Meritorious Unit Commendation Medal and the Global War on Terrorism Service Medal.

Building Homes for Heroes® is strongly committed to rebuilding lives and supporting the brave men and women who were injured while serving the country during the time of the wars in Iraq or Afghanistan. The organization builds or modifies homes, and gifts them, mortgage-free, to veterans and their families. It's their honor to support the men and women who have loyally and courageously served our country.

To further assist veterans, the organization has added programs, including financial planning services, family funding, and emergency support. Each home recipient is provided with a financial planning representative. This program is designed to provide the new, and sometimes first-time, homeowners with advice and guidance needed to maintain home expenses and to plan for a successful future.

Building Homes for Heroes invites anyone wishing to volunteer or make a donation to contact Building Homes for Heroes by email at info@buildinghomes-forheroes.org.

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Trade Talk:

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



The One Thing!

Another month has flown by and I'm sitting here at my computer thinking, "What can I share with the readers today for my "Trade Talk" article?"

While I take writing this monthly article very seriously, I have to admit that I sometimes get distracted ... especially when working on my article in the evening at home. But tonight, it happened to be the exception to the rule about not trying to write an article with the television on ... it actually turned out to be wonderful inspiration!

I was sitting at the dining room table with my computer, starting to type out a few sentences. Even though I'm not really paying attention to what's showing on the TV just a few feet away, I realize the movie that's on is an oldie-but-goodie ... "City Slickers".

So I pick up the remote and turn up the volume, right at the moment when Jack Palance is talking to Billy Crystal, and he says to Crystal, "The secret to life is this." (and he holds up one finger) Crystal says, "Your finger?" Jack says, "One thing!" Crystal asks, "What's the one thing?" Jack says, "That's what you've got to find out."

BRILLIANT! Here I thought I am going to find out the one big secret to LIFE only to be told it's only one thing ... and I have to find out what it is!

I had to put writing my article on hold, just until the end of the movie ... but of course, it got me thinking about the "one thing".

What is the Secret of Success in Life?

It's not immediately obvious what it means to be successful in life. The term is used generally to describe a professional success. That is, a signal achievement at work, indicated in part, but only in

part, by having made a lot of money ... or simply, making more money than everybody else.

And we're all in a hurry. The pace of life has increased, and rushing through our days, through our lives ... has now become the norm. We want everything now; happiness now, success now, health now, love now. Not surprisingly, this is the way we approach our goals and life changes as well.

Patience is hard to come by. We expect results now, and if we haven't reached our goal yet, it must be because we're not working hard enough or fast enough.

Learning to Take Baby Steps

This may be the simplest, yet the most effective strategy we can use ... as consistency and learning to build on small victories are the keys to success. The happiest and most successful people will tell you that they have achieved their level of life and work success by taking small steps, and making one positive choice after another.

Maybe we would be better off with mini victories ... but what is a mini victory? A mini victory is a realistic, quickly-achievable, smaller portion of a larger objective. This bite-size goal will vary depending upon our specific intention, time frame, and motivation. The reason this strategy works is because we are able to see tangible progress rather quickly, so we feel a sense of accomplishment. We are encouraged to move on to our next mini goal, using the small successes as stepping-stones to larger change.

Such as with organization ... we all want to be more organized, but when we attempt to organize or de-clutter our entire home or office all at once, we

usually get overwhelmed and don't finish the project. Instead, when we organize one area at a time ... change one messy habit, or develop one productive routine, we have better success. The logic then is to tackle one project, and then add in another change when the first one is well established.

Another common desire is career success, but that too usually comes in steps ... one rung up the ladder at a time. It could be with taking one course, achieving one certification, or improving one skill.

And, an important part of career success is building your network. Making a few new connections at each event, conference, or gathering ... to slowly build your list of business contacts. It's better to cultivate quality relationships with a small base of contacts, and then gradually expand your network.

Maybe Jack is right ... the "one thing" that is the secret to success (in both life and business) could be the one-thing-at-a-time strategy. It is definitely useful in almost every aspect of life ... and especially when trying to achieve any goal.

Just work towards one mini-victory at a time, and be sure you celebrate each success in some way ... no matter if the achievement is large or small. A little success goes a long way in propelling us across the finish line.

From my family to yours ... have a very Happy Thanksgiving!

Until next time,
Tommy Castellano

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COM06429	SFCOM096-23020C	ZR94KCE-TF5-950	COM11176	ZP103KCE-TF5-950	COM08840
COM06430	SFCOM096-46020C	ZR108KCE-TF5-950	COM08725	ZP120KCE-TF5-950	COM08831
COM06433	SFCOM108-23020C	ZR11M3E-TWC-961	COM11445	ZP137K5E-TF5-950	COM08849
COM06434	SFCOM108-46020C	ZR12M3E-TWC-961	COM11447	ZP154KCE-TE5-950	COM11801
COM06437	SFCOM110-23020A	ZR125KCE-TF5-950	COM08727	ZP182KCE-TE5-950	COM11480
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COM08289	SFCOM120-46020C	ZR19M3E-TWC-961	COM11451	ZP295KCE-TEC-951	COM11588
COM08290	SFCOM125-23020A	ZR190KCE-TE5-950	COM11483	ZP385KCE-TEC-966	COM10882
COM08291	SFCOM125-46020A	ZR250KCE-TEC-951	COM11486	ZP83KCE-TFD-950	COM09082
COM08292	SFCOM168-2302AA	ZR300KCE-TEC-965	COM11488	ZP90KCE-TFD-950	COM08991
COM08293	SFCOM168-46020A			ZP103KCE-TFD-950	COM08841
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York Source 1 Grand Opening Celebration in Ft Pierce

October, 26 2017

On October 26th, York Source 1 celebrated the Grand Opening of their newest location in Ft Pierce. The showroom and warehouse was fully stocked and the York Source 1 team was ready to serve the local contractors who came to partake in the festivities.

The Woody's Burgers Food Truck was on site preparing some real tasty burgers made to order with the ingredients that you choose! York Source 1

vendors and manufacturers representatives were in attendance showing their new products and giving product demonstrations.

With more than 24,000 industry leading parts and tools in their growing inventory (like Honeywell, Copeland, White Rogers, Sporlan, Source 1 HVAC Service Parts and many other brands) chances are they have what you need to get the job done right away.

Visit your local Source 1 to see their full line of YORK® and Guardian® HVAC systems or discuss your needs with their HVAC Account Representatives. York Source 1 carries ductless mini-splits, packaged rooftop solutions & indoor/outdoor split systems in every store.

With over 56 nationwide locations and even more on the horizon, there is a Source 1 HVAC Supply near you.



Charlotte Elliott and Keith De Mario of the York Source1 Ft Pierce location



Woodys Burgers was excellent! tasty burgers made to order



Tom Ragonese of Abba Air with Keith De Mario of York Source1



Jack Scott, Dave Sansone, Nick Sansone, of Sansone Air Conditioning, and in back is Scott Kuschel of Miami Tech



Vince May of Service Refrigeration with Erik Johns of Honeywell



Mike Daberko of Sharkey Air, Bobby Pickney of York Source 1, Brian Higbee of Polar Express Air Conditioning



Marcus Thurston of York Source 1 with Wade DeMont of York Parts



Luis Mourlot of Sansone Air Conditioning Sean Wahl of ProDev-RGF Environmental, Jerome Price of Sansone Air Conditioning



Larry Dudro of Complete Restaurant Service Refrigeration with Brad Cox of Nu-Calgon



Rick Farrow of Cain Sales showing a Fieldpiece meter to Jerome Price of Sansone Air Conditioning



Christe Kerlin of The Metal Shop with Carolyn Mustain of V.A.C. Air Conditioning



Shane Studer of York Source 1, Chris Jarrach, Bo Harden, and Daniel Yates of American Air Cares



Johanne Bueno of J. Nichols & Associates with Vincent Cervasi of V.A.C. Air Conditioning



Bruce Cottrall of Samsone Air Conditioning with Andy Taylor of Act Agents Ron McLaughlin & Associates



Kevin Beatty of The McAllister Group with Tara Qualls and Keith De Mario of York Source1



ALSO!

York Source1 2nd Anniversary Celebration in Florida on October, 12th 2017



Jim Schaefer, Octavio Figueroa, and Gorman Rasmussen of York Source 1

On October 12th, three of the York Source 1 locations celebrated their 2nd Anniversary as a York factory distributor in Florida.

The Jacksonville, Pompano, and Fort Myers locations all started their events at 11am with great special birthday savings, like buy two, get two free as well as 2 for \$200.

Everyone enjoyed fabulous food with a variety of menu of items to choose from a local food truck which was parked right on site.

The fun continued throughout the day with several great prizes that were awarded to attendees of the celebration!



Jim Schaefer of York Source 1 with Esteban and Mike of PMI Air Conditioning



The York Source 1 showroom in Pompano was busy during the celebration!



Eric Bonde, Regional Sales Manager for York Source 1



Woody's Burgers food truck was excellent! food served hot, and made to order!



Jim Schaefer and Eric Bonde of York Source 1, with Chris of The Best Air Conditioning Company



Cindy Cabeza, Tara Qualis, and Andy Busgith of York Source 1



York Source 1 in Pompano knows how to have fun!



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Leone Green Entertains Golf Sponsors Poolside at the Airport Hilton Palm Beach



Scott Russel of Ultravation, Bobby Cupp and Sean Ince of Pro1 IAQ, Steve Rush of Watsco, Frank Leone of Leone Green and Associates, Dave Sansone of Sansone Air Conditioning

On Thursday evening October 20th, Frank Leone of Leone Green and Associates, hosted an evening of food, relaxation, and excellent company poolside at the Airport Hilton in Palm Beach.

Many of the manufacturers that Leone Green represents came in from various cities to sponsor and participate in the AirGuide Leone Green Golf Tournament at the Wellington National Golf Club the next day.

It was good to see everyone again, and also meet some new faces. Thank you Frank for a nice evening. Everyone had a great time!



Dave Pearson of Tradewinds, Frank Leone of Leone Green and Associates, Doug Marty of AirGuide



Roy Oft, Alejandra Parra of Tradewinds, and Angela Garcia of Watsco



Justin Kiger of Fantech, Bob Williams of Leone Green and Associates, Phil Rivas of Fantech



Hunter Shepard of Fergusen, Chris Craft of Diversitech, Mike Knoop, Chip Kirkland of Atco Rubber Products



Mike Woolsey of Glassfloss, Trevor Dehmlow of Leone Green and Associates, Mike Plathe of Baker Distributing



James Wallace, Dustin Wickham of North Florida HVAC Supply, David Eidson of K-Flex, and Keith Holland of Leone Green and Associates



Ken Connell of Gemaire, Don Said of Gemaire, Cameron Perkins of Johnstone Supply Ware Group



Chuck Eddy of Southwire, Don Said of Gemaire, Jeff Sarno of K-Flex, Bianca Michels



Chris Erickson of Baker Distributing, Dave Hallway of Honeywell, Wyatt Swartz of Baker Distributing



Steve Rush of Watsco, Bill Obrien, Maria Rush, George Ezzell of Gemaire



Group photo: Eight of the Leone Green Reps along with Representatives of companies in attendance. Airguide, Atco, Avery Dennison, Cambridge Resources, Diversitech, Fantech, Glassfloss, Tradewinds(Gree), JB Industries, K-Flex, Mason Industries, Pro 1, Southwire and Ultravation

Marcone Supply Now Distributing Luxaire & Samsung Air Conditioning in Florida (Continued from cover story)

Today, Luxaire continues to be produced in the Johnson Controls factories located in Wichita, Kansas and Norman, Oklahoma, occupying well over 2,000,000 square feet and employing thousands of well trained and highly dedicated individuals.

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Pompano Beach: 1800 N Powerline Road, Pompano Beach, Florida, 33069 Tel: 954-960-0182

Doral: 8861 NW 18th Terrace, Suite 110, Doral, Florida, 33172 Tel: 800-432-2805

South Miami: 19301 SW 106th Avenue, Unit 1, Miami, Florida, 33157 Tel: 305-255-4333



Neal Fischer, Head of HVAC Sales,
Christian Grimaldi and Alexis Terzado HVAC
Territory Sales Managers

AHRI Releases Economic Analysis of HVACR Industry

Arlington, Va. – America's heating, ventilation, air conditioning, commercial refrigeration, and water heating industry has bounced back from the Great Recession and has surpassed its 2008 economic indicators, according to a report issued today by the Air-Conditioning, Heating, and Refrigeration Institute, which represents manufacturers of that equipment.

The report found that in 2015, the most recent year figures are available, the industry shipped \$42 billion worth of products and equipment to consumers in the United States. Although manufacturers alone account for about 125,000 U.S. jobs, together with upstream suppliers, and downstream distributors, that number increases 883,100 U.S. jobs. In addition to these jobs, there are approximately 408,000 jobs associated with installation, construction, and maintenance related to HVACR which combine to

bring the total number of jobs, including contractors, to nearly 1.3 million. The manufacturer jobs alone generated \$15.5 billion of value added to the U.S. economy on \$10.1 billion of labor compensation.

A state-by-state analysis found that the top three states in upstream (supplier) employment were Texas, California, and Tennessee. The top three states in downstream (distributor/contractor) economic impact were California, Texas, and Florida.

As with other U.S. manufacturing segments, direct HVACR and water heating manufacturing employment fell from 191,000 jobs in 2000 to 125,000 in 2009, where it has remained, essentially steady, since. The vast majority of the decline is due to productivity gains, which have increased at an average rate of 2.2 percent per year, rather than to a decline in output.

HARDI Has Launched The Conference in a Course Series

COLUMBUS, Ohio, October 12, 2017 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has launched a new component to the HARDI Talent resource offerings to members: the Conference in a Course series.

HARDI members will now be able to have access to video-recorded seminars and sessions from HARDI Focus Conferences starting with the 2017 Supply Chain Excellence and Strategic Leadership & Finance events from earlier this year.

"This Conference in a Course series is a great opportunity for attendees of our Focus Conference to access and review the information and takeaways received at our Focus Conferences, as well as to share this content with others at their companies in order to maximize the value gained from attending," says HARDI manager of training & HR solutions Nick

Benton.

Attendees of respective HARDI Focus Conferences receive free access to the recorded course offerings from that event.

"One issue that does come up with our annual Focus Conference schedule is that there are always some people who would love to attend but have a scheduling conflict," Benton continues. "HARDI Focus Conferences are also a great resource that more HARDI members should be aware and take advantage of. The Conference in a Course series both allows members to get the educational content they missed as well as give prospective attendees a taste of the value they can expect at a HARDI Focus Conference."

To learn more about HARDI's Conference in a Course series and to receive a demo, email hardi-mail@hardinet.org or call 614-345-4328.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 654,312 units in August 2017, down 5.5 percent from 692,214 units shipped in August 2016. U.S. shipments of air conditioners decreased 9.4 percent, to 432,446 units, down from 477,436 units shipped in August 2016. U.S. shipments of air-source heat pumps increased 3.3 percent, to 221,866 units, up from 214,778 units shipped in August 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7.4 percent, to 5,869,248, up from 5,466,934 units shipped in August 2016. Year-to-date shipments of central air conditioners increased 6.5 percent, to 3,952,065 units, up from 3,710,251 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 9.1 percent, to 1,917,183 units, up from 1,756,683 units shipped during the same period in 2016.

International Code Council And Bureau Of Standards Jamaica Sign A Milestone Agreement To Advance Building Safety In Jamaica

Kingston, Jamaica – The International Code Council (ICC) and the Bureau of Standards Jamaica

(BSJ) recently signed a milestone memorandum of understanding to update Jamaica's building codes. Under this agreement, the Code Council will work with BSJ to produce customized building codes for Jamaica based on ten of the International Codes, including the International Building Code, International Plumbing Code and International Mechanical Code. ICC will also provide its expertise to help with

strengthening training programs for code officials in Jamaica.



Mark Johnson, Executive Vice President at the International Code Council with James Rawle, Chairman of Bureau of Standards Jamaica and Stephen Wedderburn, Executive Director at Bureau of Standards Jamaica

risk reduction measures. Between 2001 and 2010, ten major natural disasters impacted Jamaica, affect-

The World Bank Group, as part of its Disaster Vulnerability Reduction Project, and the Global Facility for Disaster Reduction & Recovery (GFDRR) facilitated this agreement through a \$30 million loan granted to the Government of Jamaica to support investment in resilient infrastructure and disaster risk reduction measures. Between 2001 and 2010, ten major natural disasters impacted Jamaica, affecting approximately two million people and causing nearly \$1.21 billion in property losses. This agreement is a much-needed boost to Jamaica's efforts to address the effects of natural disasters and prevent the loss of lives and property.

The Code Council's engagement in Jamaica complements a simultaneous effort carried out by the Government of Jamaica to enact a new Building Act, expected to be passed by Parliament by December 2017. The act would considerably modernize building control processes and formally give legal effect to the adapted ICC building codes. BSJ Chairman James Rawles noted that "ICC engagement is critical to Jamaica as it will set the stage for a successful implementation of the new Jamaican Building Code. This will be a major step to protect health, safety and welfare and make Jamaica more resilient to natural disasters."

"This is a landmark agreement with the potential to protect health, safety and welfare in Jamaica," said ICC Executive Vice President Mark Johnson. "We are excited to be working with Jamaica and many other countries around the world to establish strong building codes, resilient communities and safe buildings."

The International Code Council is a member-focused association. It is dedicated to developing model codes and standards used in the design, build and compliance process to construct safe, sustainable, affordable and resilient structures.

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West Palm Beach	1300 N Florida Mango Road, West Palm Beach, Florida 33409	561-683-0396
Pompano Beach	1800 N Powerline Road, Pompano Beach, Florida 33069	954-960-0182



The Past, Present and Future of Air Filtration and Purification

On Tuesday October 10th, from 12-2pm, ASHRAE Miami Chapter held their first yearly ASHRAE meeting at the 94th Aero Squadron Restaurant in Miami.

Tulia Rios, ASHRAE Miami Chapter president started the meeting by providing an update on the upcoming events and introduced Don Hess, Chief

Technology Officer of SecureAire LLC, who was the guest speaker. The topic for this meetings presentation and discussion was on "The Past, Present and Future of Air Filtration and Purification."

Simple technologies used for particulate air filtration can be traced back to the 1600's. A closer look at the past 50 years reveals an ever-increasing

need for air purification tools to combat noxious vapors, toxins, bio-toxins and even radioactive particles.

HEPA, Ultra Violet irradiation, activated carbon and ionizer technologies are modern tools available to system designers, engineers and operators to ensure acceptable indoor air quality.



Sam Martin of SRM Mechanical, Tulia Rios, ASHRAE Miami Chapter President, and Chris Pille Student Activities Chair



Dave Kooby, Jason Ayala, Amanda Zumstein, and Steven Fulton of HVAC Associates



Alfredo Sotolongo Jr., Alfredo Sotolongo of Protec Inc, with Pete Quintela, Grassroots Government Advocacy Chair



Daniel Emliani, Alejandro Rivas, Sustainability Chair, Adrian Sanchez Chapter Honors and Awards Chair, and Robin Bryant of B&I Contractors



Don Hess of SecureAire LLC, Luis Rinzivillo and Frank Suranyi of AccuAir



Tulia Rios, ASHRAE Miami Chapter President, opened the meeting with an update of upcoming events



Luis Rinzivillo Historian Chair, Victoria Garcia Massimo, President Elect, and Jaime Bernat, Refrigeration Chair



Don Hess, Chief Technology Officer at Secure Aire presented an in-depth look at the state of the art in air filtration and purification



Don Hess discussed how cleanrooms use multiple HEPA filtration, and high air change rates to achieve contamination free spaces

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Performance Pointers

by David Richardson



Total External Static Pressure and the Single-Piece Air Handler

A topic I've gotten quite a few questions on recently is static pressure testing on air handlers. Since this can be a confusing subject, I thought we would revisit it. This month we'll look at single-piece air handlers.

There are three internal components that affect the pressures in a single-piece air handler. They are the coil, the factory-shipped air filter (if equipped), and the electric heat strips (if equipped). Failure to understand how these internal components respond to pressure, and how they are accounted for, leads to inconsistent measurements and results. Let's look at these internal components and how to measure total external static pressure (TESP) on a single-piece air handler.

"As-Shipped"

"As-Shipped" is a concept we use at NCI to help students understand where to measure total external static pressure. To apply this term, think about how a single-piece air handler comes from the factory as-shipped in the box. When you unpackage it, what's included? These are the components included in the TESP measurement by the manufacturer – everything else is external.

The Coil

The coil in a single-piece air handler is included when measuring TESP. A single-piece air handler comes from the factory with the coil as part of the "as shipped" package. This means you should leave out coil pressure drop when measuring. By adding it in, you will find yourself chasing excessive static pressure that doesn't exist.

Also, including the coil as part of the overall TESP reading can present some issues in the future when the coil is dirty. This is one reason why coil pressure drop should be measured separately. Do not assume anything. When an air handler is rated in a laboratory, the coil is clean. If the coil is dirty, and you only measure TESP, it will be very low.

To overcome this issue, measure and document "clean" coil pressure drop at startup. Performance data for internal coil pressure drop often isn't available for

many coils used in single-piece air handlers. Startup may be your only chance to document the clean pressure drop as a baseline for use in future diagnostics and maintenance procedures.

The Factory Air Filter

Various manufacturers include a factory air filter with a single-piece air handler. Though this practice is becoming much less common, you need to know the impacts it can have on TESP readings. Most factory filters have a very low pressure drop. To keep things simple, include the pressure drop of the filter in the TESP reading. Don't get tied up trying to account for the factory rated filter pressure when doing this -- you'll end up pulling your hair out.

Electric Heat Strips

Electric heat strips typically don't influence airflow enough in a residential air handler to worry about them. If you're interested in this value, look at the engineering data for the heater. Whatever you do, don't try to measure pressure drop across the heater. You might get electrocuted trying to obtain a reading that doesn't have much value.

Measuring Total External Static Pressure

Once these factors are accounted for, you'll need to install two test ports for measuring pressures. The following steps are for TESP only.

1. Install a 3/8" test port into the duct or equipment on the exiting air side of the filter. This is your pressure measurement after the filter, just before air enters the coil in the air handler. Inspect before you drill -- you don't want to drill into a drain pan.
2. Install a 3/8" test port into the supply duct on the leaving air side of the equipment (supply plenum). This is your pressure measurement as air leaves the air handler.
3. Turn on your digital manometer, or if using an analog manometer, level and zero it.
4. Attach a hose to each pressure tap of the manometer and insert a static pressure tip into the opposite end of each of those hoses.

5. Insert the static pressure tip attached to the hose going to the (+) port of the manometer or (high) port of the Magnehelic into the 3/8" port you installed in the supply plenum.

6. Insert the static pressure tip attached to the hose going to the (-) port of the manometer or (low) port of the Magnehelic into the 3/8" port you installed after the filter.

7. The measured TESP reading will appear on the display of the manometer.

8. Read and record the measured TESP.

Diagnose the TESP Reading

Ideally, the measured TESP reading should not exceed the maximum rated TESP of the air handler. This rating is typically found on the air handler's data plate located on the blower door.

Compare the measured total external static pressure reading against the maximum-rated TESP. Most residential air handlers are rated for .50" w.c. (inches of water column). In this example, the measured TESP reading should not exceed .50" w.c. If it does, you could have problems. The typical air handler can't move proper airflow when pressure is high.

Don't be surprised at how many systems you find running high static pressures. It is very common. These systems provide a source of opportunity for you to better serve your customers by correcting the issues that contribute high pressure and poor operation.

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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Johnstone Supply Ware Group Training Schedule for November

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US Motors - David Starich		
11/7 *	8:30 - 10:30am	West Palm Beach
11/7*	12:30 - 2:30pm	Boynton Beach
11/8*	8:30 - 10:30am	Sunrise
11/8*	12:30 - 2:30pm	Dania Beach
11/9 *	8:30 - 10:30am	Kendall
11/9*	12:30 - 2:30pm	Miami Lakes

Mits M&P Install - Dave Norton - Cost \$40		
11/7	8-11:00 am	Dania Beach
11/8	8-11:00 am	West Palm Beach
11/9	8-11:00 am	Miami Lakes

Basic Electricity & Motor Troubleshooting - Rick Streaker		
11/1**	8:30 - 10:30am	Dania Beach
11/1**	12:30 - 2:30pm	Sunrise
11/2**	8:30 - 10:30am	Kendall
11/2**	12:30 - 2:30pm	Miami Lakes

Amana Split System Install & Startup - Shane Pontz		
11/1	8 - 11am	Tallahassee
11/8	8 - 11am	Clearwater
11/9	8 - 11am	Brandon
11/14	8 - 11am	Melbourne
11/15	8 - 11am	Orlando
11/29	8 - 11am	Sanford
11/30	8 - 11am	Daytona

Mits M&P Install - Bob Wandtke - Cost \$40		
11/8	8-11:00 am	Tallahassee
11/9	8-11:00 am	Jax Dtnw
11/14	8-11:00 am	Brandon
11/21	8-11:00 am	Orlando

Split System Installation & Start Up- Dave Norton		
11/14	8 - 11am	Columbia
11/15	8 - 11am	Charleston

* 1.5 CEU Credits for attending
** 2 CEU Credits for attending Amana Split System



The Owens Corning Ductboard Training with Bob Trace covered Safety, UL Ratings, Codes, Tools, and Fabricating



The First Co Hydrotech HP with Randy Black discussed Installation and Startup, the Sequence of Operation, and Troubleshooting



Robertshaw Refrigeration Controls with Ferron Stokes was a NATE qualifying training session on refrigeration commercial components



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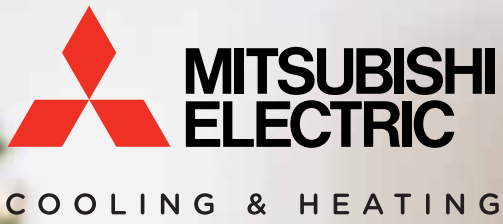
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| Bottled Water or Juice | Beans |
| Stuffing or Rice | Canned Soup |
| Instant Potatoes | Ketchup/Mustard |
| Peanut Butter | Pancake Mix |
| | Canned Meat |

Each donation will earn you one entry into our raffle for a chance to win one (1) of twenty two (22) prizes, each valued at \$200 or more*.

*One winner per Tropic Supply Resource Center

RAFFLE PRIZES

- One (1) \$500 Tropic Supply Gift Card (From PRO 1)
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- Two (2) \$200 Tropic Supply Gift Cards (From Ruud & Global the Source)
- Set of two (2) Klein Tools Trade Pro Backpacks
- Set of two (2) VP6D Vacuum Pumps
- Fujitsu Tailgate Tent
- One (1) Lyric Thermostat from Honeywell
- Yeti Cooler from Hart & Cooley
- Two (2) sets of three (3) APCO Units from FreshAire
- Two (2) Gift Cards valued at \$200 each from SnapRite & Johnson Controls
- One (1) set of Defrost Timers that includes (1) Universal Defrost Timer and (1) Auto Voltage Defrost Timer
- Two (2) \$200 Amazon Gift Cards from Intermatic and KE2Therm
- One (1) Uniweld Vacuum Pump
- One (1) LD-5000 Prowler Leak Detector
- One (1) Yellow Jacket Refurbished Bullet Vacuum Pump
- One (1) SSTK Kit from Sporlan
- One (1) \$250 Lowes Gift Card from Bard
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ACCA/CF Annual Fall BBQ & Trade Show



Gary MacIldod, Yolanda Pizarro, Emery Cary, Paula Huband, Jeanne Lachapelle, and Diane Kramer

On October 19th, from 3:30pm - 7:30 pm, ACCA/CF hosted their Fall BBQ and Trade Show at The Pines of Windemere in Orlando.

Live music by Chicken Train, Lonie Carter, Dan Tish, and Dennis Gaugh, kept the event "rock-in and rollin". The tasty BBQ Chicken, Burgers, and Dogs were prepared by Chef Scott.

Several vendors and trade representatives attended the event. Attendees received entries for a raffle drawing with many great prizes donated by the vendors. Watch for other upcoming ACCA/CF events by visiting www.accacf.com



Chicken Train entertained everyone with classic rock and roll!



Mutt Stroud, Jason Black, and Bruce Fortenberry of Blacks Supply, with Steve Kuhle of Kuhle Services



Jonathan Romberg of Danfoss with Henry Dinh, Zachary Conklin, and Thai Nygen of Westside AC, Anthony Thomas of Amsco



Stephanie Joyce, Todd Walls, and Candace Matthews of JCI York - Source 1



Edwin Torres, Kevin Ruttenbur, Scott Simantz, Patrick Stanton, Rachel Bush, Justin Seppi, of Johnstone Ware Group, Juan Martinez - DelAir, Al Espinales - Energy Air



Leon Essex of Manufacturers Marketing, Penny Anderson and Frank Suranyi of AccuAir Inc.



Dennis Pallotta of Tony Duncan Air Conditioning with Stan Immach of Tropic Supply



Josh Coaten, Mary Lou Napolitano, Craig Kersten, Louie Cazares, Chris Minotti of Carrier Enterprise



Ryan MacNaughton, Jennifer Valentine, Mike Sims, Chris Gregg, and Russ Wright of Daikin



Larry Franklin of Star Air & Heat, with Ryan Charles and Sean Wahl of ProDev - RGF Environmental

Air King Provides Another Range Hood Solution for ASHRAE 62.2 Continuous Ventilation

West Chester, PA – October, 2017 – Air King, a leading manufacturer of ventilation products, announced the addition of the LE600A range hood power pack to its line of ventilation and indoor air quality products.

The LE600A provides a two in one solution for both continuous and local ventilation as outlined in the ASHRAE 62.2 standards. The power pack is the quietest range hood on the market today and operates at a barely audible low speed that meets the continuous ventilation needs of the home. During times when the kitchen is in use, the power pack can be set for up to 600 CFM of ventilation power using the three speed controller. Air King president, Jeff Kenkelen says, "Complying with ASHRAE 62.2 can be a challenge for builders and installers, being able to solve for two components of the standard with one product just makes a lot of sense and is being very well received."

The LE600A is a first of its kind in the industry. Air King was the first to introduce a continuous operation range hood and now is the first to introduce a

power pack with a continuous operation feature.

Traditionally the continuous operation ventilation needed for ASHRAE 62.2 has been handled through a bathroom fan or a fan installed into the living area of the home. ASHRAE 62.2 specifies that the ventilation should be located in a centralized location of the home. In most installations the bathroom is not centralized and when the door is closed the airflow is greatly restricted. Installing an additional fan in the living area is exactly that – an additional fan, additional ducting, and additional cost. In contrast the kitchen is typically a central location of the home or at least open to the rest of the home. It is also where the largest amount of contaminants are produced. Ventilation already needs to be installed above the cooking surface, so solving for both needs in one product just makes sense.

Key features of the LE600A include:

- Solution for ASHRAE 62.2 continuous ventilation as well as local kitchen ventilation.
- Continuous operation settings of 30, 50, 70, and 90 CFM allow the unit to be used in most residential homes.

• Nearly silent operation, homeowner may not even know it is operating on continuous speed.

• ENERGY STAR® Certified.

• Only requires a 10" deep cutout.

• Two 6.5 watt front mounted LED lamps

Air King America, LLC is an US based manufacturer dedicated to producing high quality, energy efficient exhaust fans and range hoods as well as commercial and industrial grade air circulators.

King's corporate headquarters and main manufacturing facility are located in West Chester, PA. For more about Air King, LLC visit www.airkinglimited.com.





Tropic Supply Events in October

CPS Vacuum Pump Clinics, Browning Training, Ke2Therm Training, Testo - Superheat, Subcooling & Saturation Training, Honeywell T Series & IAQ Products Training, NuCalgon - iWave Training, RobertShaw Intro to Commercial Refrigeration Basics



Doug Lofland of Browning gave each attendee a tool bag with a Belt Tension Checker, Groove Gauge, Pocket Belt Guide, Baby Belt Flash Drive, Pen, and Flashlight



CPS Vacuum Pump Clinic at Tropic Supply Ft Lauderdale North

The Tropic Supply events for October continued with the CPS Vacuum Pump Clinics. 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.

The Browning Belt Drive Optimization training course covered Belt Drive Optimization, Fundamentals, Maintenance, and Tensioning.

The KE2 Therm Training was designed to help technicians become experts in refrigeration system operation and analysis.

The NuCalgon iWave Training discussed the benefits of cold plasma technology and how it can be used to reduce particles, kill pathogens and control odors.

The Honeywell T Series & IAQ Products Training discussed features and benefits of the new T-series thermostats.

The RobertShaw Intro to Commercial Refrigeration Basics covered Refrigeration Concepts, Refrigeration Systems, Defrost Controls, Temperature/Pressure Controls and much more.

The Testo - Superheat, Subcooling & Saturation Training explored the pressure/temperature measurements needed to maintain the correct refrigerant charge in AC systems.

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.tropicsupply.com/events.



The Honeywell T Series & IAQ Products Training held in Sunrise



Zac Myers of Nu-Calgon showed how iWave's cold plasma system is distinctly different from all others on the market



The Ke2Therm Training in Sunrise had a demonstration of how KE2 Therm solutions work with an iPhone or tablet



Jessie Dupruis of Browning showed how you can reduce costs and reduce energy consumption



James Murphy of AAA Able Air Conditioning with Tom Gibbons of CPS Products



The NuCalgon iWave Training at Tropic Supply Cape Coral discussed the self-cleaning cycle that gives years of worry-free, purified air.



The Ke2Therm Training included hands-on opportunity for contractors to test 3 different controllers on display



Dave Kennedy of Honeywell went over the ASHRAE 62.2 ventilation codes and what they mean for the residential new construction side of the business

Danfoss Named A Winner In The 2018 AHR EXPO Innovation Awards

Danfoss, the pioneer of oil-free, magnetic bearing, variable speed technology, has been named a winner in the prestigious 2018 AHR Expo Innovation Awards, green building category, for its Turbocor® TTH/TGH high-lift compressors.

Featuring the award-winning oil-free, variable speed, magnetic bearing operation of other Danfoss Turbocor® compressors, the new Danfoss Turbocor® TTH/TGH high-lift compressors offer outstanding full- and part-load efficiency, low vibration and sound, a small footprint, and reduced maintenance — while providing an expanded operating map suitable for high-lift applications like air-cooled chillers and heat recovery.

In air-cooled chillers, Turbocor® TTH/TGH compressors can support operation at high ambient temperatures with pressure ratios as high as 6.2, which facilitates a greater operating range in hot climates while still being able to support applications such as air-to-water

heat pump chillers. The compressors can also support high-lift applications such as heat recovery in water-to-water heat pumps, enabling additional operating cost savings by utilizing waste condenser heat to heat water.

Danfoss Turbocor® high-lift compressors are available in two versions — a nominal 325-kW (90 ton) model using R-134a or R-513A (TTH325) and a nominal 250-kW (70 ton) model using low-GWP HFO-1234ze (TGH250).

“We are thrilled to have been recognized once again by ASHRAE for our commitment to innovative engineering that pushes boundaries on energy efficiency and looks toward meeting future challenges,” said Jose Alvares, vice president, sales and marketing, Danfoss Turbocor Compressors. “This marks the 27th time Danfoss has been recognized in the Innovation Awards program — the fifth time for Danfoss Turbocor Compressors, including having won Product of the Year in 2015 for our Turbocor® VTT compressor series.”

“The new Danfoss Turbocor® TTH and TGH compressors give chiller manufacturers a new, high-efficiency, oil-free compressor option for use in air-cooled chiller, heat recovery, and water-to-water heat pump applications,” said Ricardo Schneider, president and CEO, Danfoss Turbocor Compressors. “Up until now, positive displacement compressors have been the commonly-used compressors in these applications.

But now for the first time, chiller manufacturers have an oil-free option that can significantly boost full- and part-load efficiency by 25 percent and lower sound by as much as 8 dBA in an oil-free platform with no performance degradation over the life of the product. Plus, the available low-GWP R-513A and ultra-low GWP HFO-1234ze refrigerant options on the Turbocor® TTH and TGH models provides a future-proof, environmentally-friendly solution today that complies with evolving refrigerant regulations and standards around the world.”

FIELD CHECKING DEHUMIDIFIERS

How can we tell if a dehumidifier is working properly?

article by
Andrew C. Ask, P.E.



As you know, I have a passion for dehumidifiers. I also have a passion for good science. And I want to know that my equipment and systems have been installed and are working “by the book.” That can be a problem with dehumidifiers because most of the time there ain’t no book.

When starting up or troubleshooting an air conditioner, we know what CFM, amps, temperature difference, and refrigerant pressures we are looking for. Most manufacturers don’t publish that sort of performance data for Dehu’s, so how do we do a check, test, and startup?

Dehumidifiers aren’t guaranteed to deliver an exact CFM at a given static pressure or inlet and outlet db and wb. The only thing you are promised is how many pints of H₂O condensate will be removed, so let’s start there—how much water should there be in the bucket?

The model number usually embeds “ppd,” the pints-per-day rating—in the big number written on the side of the unit as part of the logo. The people I represent make a very popular 70-ppd model, but as you will see below, that makes for messy arithmetic. So let’s suppose we have a dehumidifier rated at 72 ppd. That suggests that if I run it flat out for 24 hours and drain all the condensate into a bucket I should have 9.0 gallons of water the next morning; because there’s 8.0 pints in every gallon, $72 \div 8.0 = 9$ gallons. Well, not exactly, as the Hertz commercial used to say. That will happen only under *laboratory conditions*; where have we heard that before?

Most dehumidifiers are rated according to DOE’s Energy Star program, which says the pints-per-day must be measured at 80 °F. and 60% rh entering air conditions. If you can arrange to run the DH in those conditions—maybe in your shop or in a house when the A/C is off—you will really accumulate water in your bucket at the stated rate, 72

ppd \div 24 hours per day = 3.0 pints per hour. In my experience, the manufacturers are pretty honest in this respect—their dehumidifiers perform as-advertised. But how do they work when you operate at different temperatures and relative humidity, and when they are connected to ductwork?

(For purposes of this discussion, 1.0 pint = 1.0 pound of water. Take your pick.)

So the first thing I do is set my 72 ppd DH on the floor with no duct connected, either in the shop or in the guy’s house while you are setting up, plug it in, and put a cup under the drain. If it happens to be 80 °F. / 60%, it should fill a 16-ounce cup in 20 minutes (or 3 of them per hour). If you don’t have time for that nonsense, measure discharge air—it should read about 120 °F. and 18% rh.

Now suppose you run the dehumidifier at 75 °F. and 50% rh entering air—how it will probably work in the real world, or sitting on the floor in the customer’s home. (I always have to laugh at myself when I say that: if the home was already at 75/50, why do we need a DH?) At these conditions it will produce 2/3 of rated capacity, about 2.0 lb/hour, 48 ppd. It will take 30 minutes to fill the 16-ounce measuring cup and your leaving air will be about 100 °F. / 22% rh.

At another extreme, run the DH on 100% OA in the middle of our Florida summer and you will remove almost twice as much water. You will also get 130-140 °F. L.A.T., maybe go off on high head or winding thermostat.

I recommend this procedures 100% of the time, either before installation or when you pull a DH out for service. It’s a little late once installed in the attic and tied to ductwork—about all you know is that it’s vibrating and making noise. It’s so hard to tell if they are doing any good.

You can get a general indication of what an

installed dehumidifier is doing by A) cutting into the condensate drain and measuring volume, B) observe inlet and outlet air temperature and humidity, and C) measure power consumption—it should be around 500 watts for the little guy in our example. For that I use a “Kill A Watt®”, \$25 at the big box store. All I’m trying to prove is if the compressor or just the fan is running? (Yes, you are allowed to laugh when you see a college kid engineer try to put an Amprobe around a 120 volt power cord.)

Now let’s talk about airflow...because the manufacturers don’t. The Energy Star rating procedure, which in turn derives from AHAM (Association of Home Appliance Manufacturer’s), is essentially at free discharge. .60” S.P. is the biggest external static pressure you’re going to see listed, but at a serious penalty in airflow. I don’t have hard numbers for you, but let me assure you dehumidifying capacity goes down, not up, when operating against high SP. The low SP offered by the DH manufacturers combined with high SP we see in normal Florida practice does concern me, might even say it’s a sore point and I might not return your call the day you want to talk about DH airflow.

But the bottom line on this is not all that bad: you’re going to get about 50 ppd real-world moisture removal if you connect the 90-100 pint readily-available size unit to your duct system and that happens to match the load in most homes. Or, use the 70’s if you are clever enough to avoid high ESP in your installation.

Did I mention I’m paid to be passionate about humidity control? Until next month then...stay tuned.

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

Tropic Supply and Glasfloss Support Breast Cancer Awareness Month!



Tropic Supply employees in Sunrise showing their support for Breast Cancer Awareness Month!



For the second year in a row, Tropic Supply partnered with Glasfloss Filters to help raise awareness for Breast cancer. Together, Tropic and Glasfloss donated \$6,000 to Susan G. Komen to provide financial assistance, education and support services for underserved individuals who are actively undergoing breast cancer treatment. In addition, contractors purchasing one or more cases of Glasfloss filters during the month of October were given a FREE “Power of Pink” shirt. They were also eligible to enter a SELFIE contest for a chance to win a weekly \$100 Tropic Supply gift card.



Robin from Harris Mechanical in East Tampa supporting breast cancer awareness while installing a Glasfloss filter!



Selfie Contest Winner Week 1
Dean Gibson of Central Heating & Air
with Jason Godwin and James Taylor



Selfie Contest Winner Week 2
Josh Clemons - Keep It Cool
T-22 Ocala Resource Center



Selfie Contest Winner Week 3
Dudley - Shultz Air Conditioning
T-11 Cape Coral Resource Center

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Florida-ACCPA Education Event & Trade Show Sheraton Tampa East - October 12th, 2017



Josh Pinney and Lisa Tamargo
of Florida ACCPA

The Florida-ACCPA Education Event & Trade Show was held on Thursday, October 12th at the Sheraton Tampa East Hotel and Conference Center.

This exciting event was designed to improve your business skills while connecting you with the latest industry resources and technology.

There were a variety of dynamic classes, all of which focused on business success -- and everyone who attended had the opportunity to network with contractors from across the state, as well as to meet in-person with many knowledgeable industry partners. Great speakers, vendors, and contractors! This was a nice event!



Tommy Castellano, Florida ACCPA president
with Ken Bodwell past Florida president



Ruth King, Profitability Master, had a session
on the Top 10 ways customers and vendors
steal from you and what to do about it



Wanda Rivera of The Florida Bureau of Compliance
spoke about the elements and essentials
of Workmans Compensation



Suzi Lemen of Dynamic Corporate Solutions
had a session on HR Fundamentals
for HVAC Contractors



Deborah Mueller and Brian Moll of A-Tec Heating & Air
with Ryan Charles of ProDev - RGF Environmental



Tom and Debbie Kingma of Air Scrubber Plus
with Jim Heinz of Heinz Air Conditioning



Bobby Williams of JCI York Source 1,
Ben Shari of Balanced Air, Emily Harrison
and Neal Oakes of JCI York Source 1



Aaron Friedman of Total Air
with Ruth King, Profitability Master



Eric Wilson and Chadwick Macferran
of Field Edge / Desco



Eric and Keri Urrutia of North Park Innovations
displaying the iManifold

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Tools & Testing Corner

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



To recap, in the last article I covered the balance of the pressure-related air flow tests including capture hoods / balometers. Let's now cover the hot wire anemometers.

A hot wire (or thermal) anemometer measures the electrical impact (e.g. current change or amp draw) required to keep a heated wire at a specific temperature.

Through design and calibration in a wind tunnel, this calibrated current allows the meter to determine air speed (velocity) via the wind-chill effect. The "hot wire" is usually a bead in the center of a wire that is held across an opening at the tip of a probe on the anemometer.

The tiny "hot bead" only knows the air velocity immediately in the area of the bead. So, you are really taking pinpoint measurements. This is similar to the narrow opening for total pressure in a Pitot tube. That is why a multipoint position measurement (eg. traversing a duct) is critical to obtaining a solid understanding of the air flow in the entire duct. (Traversing was covered in more detail in the September 2017 edition of this column.)

In order to improve the measurement; a thermocouple is placed in close proximity to the bead to measure the temperature of the colder air that is impacting the bead. This thermocouple information is usually extracted and shown on the meter screen, giving a secondary measurement of air temperature in most hot wire anemometers. This temperature measurement is also used in many meters to compensate for the change in air density due to temperature.

When using a hot wire in turbulent air streams the measured results can be greatly impacted by turbulent airflow striking the measurement sensor from multiple directions. These "eddy currents" or "wind gusts" could indicate a higher measured value than other air flow measurement methods. This

happens in duct types where turbulent airflow can occur even at very low velocities.

To overcome the effect of turbulence, all measurements should be made in a straight section of duct if at all possible, otherwise measurement quality will suffer. An ideal location is in a duct where the upstream transitions (elbows, turns, or reducers) are a minimum of 10 diameters before the measuring spot and at least 4 diameters downstream. (If you cannot get 10, at least try for 3 duct diameters.) Also, the airflow should not be inferred with by dampers. These transitions can cause odd air movement patterns that will be sensed by the hot wire; actually, sensed by almost any in duct air flow measurement method.

Hot wires are calibrated to a specific air density and either require the density to be input to the meter or a correction to be made after the fact. Many are calibrated to standard air which is 68 degrees F, 0% rH (relative humidity) and at a barometric pressure of 29.92 mm Hg. Consult with the distributor or manufacturer of your hot wire anemometer to see if any of these corrections are built in or available for you to input. Hot wires are best suited for low velocity measurements at or near standard air conditions. Care must be used when measuring conditioned and turbulent air. Hot wires are not recommended for air velocities exceeding 2000 FPM unless they are specifically designed for that purpose. Heavy duty models are available that can measure in excess of 6000 FPM.

You may have noticed; we have not discussed the use of hot wire anemometers at supplies and returns. With a steady hand, a hot wire may be used to traverse the face of a return, but you must realize the constriction of air and resultant increase in velocity that is happening very close to the front of a return grille. Therefore, you must have consistent distance away from the face of the return grille in

order to make a decent measurement.

The use of a hot wire to measure a supply grille is very tricky. So, tricky that I do not recommend it. The jets of air squirting out of the grille openings, the dead zones in front of grille material, plus the application (estimation?) of an open area factor make this a difficult process.

So in review:

- You assume you are testing the same density of air that the unit was calibrated in. However, for better results, temperature (and even humidity and air density) corrections can be built in or input into the meter itself.
- You use good measuring techniques, such as avoidance of transitions in duct work and avoiding measuring supplies.
- You pay attention to the measuring range limits which are generally 2000 feet per minute (FPM) with a resolution of typically 1 FPM. Resultant measurement accuracy can be from +/- 5% or better
- This type of test equipment costs from \$100 (smart probes) to \$250 or more.
- The time to set up is seconds and the time to take a test is minutes (depending on the size of duct and the number of traverse points you take.)
- The resulting measurement is an average air velocity which must then be multiplied by the cross-sectional area of the where you made the measurement (usually the duct area) to get CFM

Next time, we'll morph some popular song lyrics to highlight our discussion of vane anemometers!

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.

Remember, Never Stop Learning!



Oldach In Orlando Sends Needed Supplies To Puerto Rico For Hurricane Maria Victims



Oldach Orlando Locations came together with local contractors to send two containers of needed supplies to Hurricane Maria victims in Puerto Rico. Oldach also purchased and donated items to help Oldach employees and families in Puerto Rico.

"We started with one 53-foot container and ended up shipping a second, 45-foot container as well, stated Oldach Regional Sales Branch Manager Jose Ramos. "We want to thank Hector Dominicci and Ferran Services for their help in gathering 9 pallets of supplies for the hurricane victims. Orlando branch manager Freddy Villalona and Kissimmee branch Manager Gabriel Rivera and their employees devoted a lot of time and effort in making this happen and they deserve a big thank you as well."





SFACA October Program Meeting

There's an "APP" for That!

The SFACA October Program Meeting was held on October 4th at 6 p.m., at the Sheraton Suites in Plantation. This meeting was about "There's an APP for That." Oftentimes the traditional method of doing something is the best. Whether it's checking refrigerant levels or searching for leaks, the HVAC world is full of jobs that just can't be done any other way. Still,

the rise of mobile technology has opened up all kinds of possibilities to heating and air conditioning specialists. With just a touch of a button, even the most seasoned technician can perform an accurate load calc or verify warranties and parts availability in the field.

The SFACA November Program Meeting will be held on November 1st at 6 p.m., at the Sheraton Suites

in Plantation. The meeting topic is about reducing employee turnover. It can make or break your growing HVAC business, depending on how you handle key parts of your hiring, training and incentives. Explore common problems that surround employee turnover and why engaged employees become loyal individuals that champion your brand, products and services.



Javier Crespo of Saez Distributors registers with Cheryl Harris of SFACA



Kevin Flannery, Pablo Lopez, and Paul Mynatt, of Carrier Enterprise



Ernie Sariol of Gil Garden Avetrani Insurance, Sam Block of Custom Air Designs, Jaime Bernat of Saez Distributors



Bob Volin HVAC Design Professional, Charlie Del Vecchio of Tropic Supply, Michael Affronte and John Marinello Jr. of Pyke Mechanical



Bob Anderson of Custom Air Designs, Pat O'Keefe of Sutton Leasing Kelly Dexter of Air Quality Control



John Riley of Al Packard Ford, Doug Lindstrom, Budd Suffoletta, and Joseph Canosa of Lindstrom Air Conditioning



Gorman Rasmussen of JCI York Source 1 making the chefs selection his selection



Jim Schaefer and Gorman Rasmussen of JCI York Source 1 discuss all the features of the York Mobile App UPNET



Paul Mynatt and Pablo Lopez of Carrier Enterprise gave an overview of the Carrier HVAC Contractor Assist Mobile App

LG Expands HVAC Vertical Air Handling Line With New 4-Way Installation Capability



ALPHARETTA, Ga., Oct. 3, 2017 – LG Electronics USA Air Conditioning Technologies has expanded its line of vertical air handling units (VAHUs), providing seamless solutions to integrate into a variety of ducted residential and light commercial applications. The new VAHU units feature a number of upgrades, most notably four-way installation capabilities, offering contractors even more design flexibility and further expanding LG's vast portfolio of functional and energy-efficient HVAC solutions.

With four-way installation, the new LG VAHUs can be installed vertically, horizontally from the left and right, or inverted with a down flow conversion kit, affording contractors flexible installation options for virtually any project. For homeowners, the new models include a factory-installed LG Dry Contact to easily connect a third-party thermostat. The new VAHUs are also Wi-Fi capable giving homeowners the ability to control their air conditioning system using the LG SmartThinQ™ app

alongside their other LG Wi-Fi enabled products.

"LG strives to provide high-performing, energy-efficient technologies to create a more seamless installation process and improved ownership experience," said Kevin McNamara, senior vice president, Air Conditioning Technologies, LG Electronics USA. "LG is the industry leader in HVAC innovation, and with the expanded VAHU line, we're making integration into traditional infrastructure even easier, allowing homeowners to enjoy the benefits of inverter technology without overhauling their entire system."

The new LG VAHU lineup includes 18, 24, 36, 42, and 48 Btu/h capacities in one-to-one configurations with the 18, 24, and 36 options also compatible as part of a multi-system with the LG Multi F and LG Multi F Max outdoor units. The new models also feature an Electronically Commutated Motor (ECM) making them eligible for a number of regional and local rebates. Rounding out the upgrades, the VAHUs feature both temperature and pressure sensors, enabling them to reach set temperature up to 30 percent faster in cooling mode than traditional systems, which only leverage a temperature sensor.

The expanded line of LG VAHUs is available for order now. For more information, please visit www.lghvac.com.

Is This For Real?

My name is Glenn Pilgrim I'm retired from many years in the HVAC/R trade and now two of my sons are working as HVAC/R technicians. One of them, Dan, who works for a company in Destin FL, sent me these photos the other day and ask me if I had ever seen anything like this before. A large oak tree had completely grown around the liquid, suction lines and electrical. Of all the years I worked in the trade never have I seen anything like this. Believe it or not the unit still worked only after the electrical was pulled loose did it stop working.



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Goodman Distribution Grand Opening In Homestead Florida

October 3rd, 2017

Goodman Distribution celebrated the opening of their newest location in Homestead, Florida, on October 3rd. The event started at 11am and finished at 2pm. Customers who attended were welcomed by the branch staff, and a select group of vendors were on site displaying their latest products available at Goodman.

Many product specials were available during the grand opening, as well as some great prizes and giveaways. The Cuban Guys food truck served up a huge variety of menu items like Cuban burgers, steak sand-

wiches, pulled pork, chicken tenders, and of course Cuban sandwiches, giving Goodman customers a well needed break from their busy day!

For over three decades, the Goodman brand has concentrated on something more important than simple brand-recognition consumer advertising. Since 1982, we've focused on helping millions and millions of homeowners achieve reliable, high-quality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A.

As a result, the Goodman brand has earned the loyalty and respect from thousands of local independent heating and cooling professionals across North America.

The new 4.2 million square foot, state-of-the-art facility consolidates Goodman's HVAC manufacturing, engineering, logistics, and customer support under one, very large roof. This allows Goodman to improve efficiency, quality, communication, delivery and responsiveness to better meet the needs of our customers.



The new Goodman Distribution Homestead location is next to the speedway



Leon Granger, Rick Fisher, Scott Wallis, Chris Gregg, Kevin Pomeroy, John Mertins, Raymond Perez, Gary Missi



Rick Farrow of Cain Sales with Humberto Fontana of Goodman Distribution



Everyone enjoyed the cuban cuisine at the Homestead Grand Opening!



Chris Gregg of Daikin (right) discusses some special ductless applications



Scott Kuschel of Miami Tech with Carlos Suar and Ivan Gonzalez of The Cooling Depot



"The Cuban Guys" food truck had several menu items to choose from



Peter Moreno of Goodman Distribution, Tulio Rios of Modine, and Raymond Perez of Goodman Distribution



Miguel Delgado of Delgado's Service, Alberto Leal of Hertz Tech, and Dave Schopp of Leone Green



Mat Heise, Kenneth Laycock, and Kevin Pomeroy of Goodman Distribution



Several vendors were on site displaying their latest products available at Goodman.



Betty Soto of Goodman Distribution holds up the new Nest E Thermostat



The Goodman Homestead Team Van Johnson, Betty Soto, Scott Wallis and Jorge Perez



Orelvis Gonzalez of Air & New Solutions, Brad Carson of Target Sales, Ruben Falcon of Goodman Distribution



Matt Heise of Goodman Distribution with Kevin Beatty of The McAllister Group

Shane P. Studer is Territory Sales Manager for York Source 1



Shane P. Studer

Shane P. Studer is presently a Territory Sales Manager for York Source 1. His territory extends from Vero Beach north to West Palm Beach south. Due to his father being a local HVAC contractor, he has spent most of his early life installing air conditioners. Shane holds a bachelor's degree from Murray State University.

Shane is married with two children. In 2015 he worked on the distribution side as branch manager and territory manager under Florida Cooling Supply and Baker Distributing. He is looking forward to working with this incredible leadership group and support staff. He enjoys the art of the deal and the challenges that come with breaking into a new market.

SBA Deadline for Florida Private NonProfit Organizations To Apply for Physical Damage Disaster Loans is Nov. 20

ATLANTA – The U.S. Small Business Administration is reminding eligible Private NonProfit (PNP) organizations in Florida of the Nov. 20 deadline to submit disaster loan applications for physical damages caused by Hurricane Irma from Sept. 4 through Oct. 18, 2017.

PNPs located in Alachua, Baker, Bradford, Brevard, Broward, Charlotte, Citrus, Clay, Collier, Columbia, Desoto, Dixie, Duval, Flagler, Gadsden, Gilchrist, Glades, Hardee, Hendry, Hernando, Highlands, Hillsborough, Indian River, Jefferson, Lafayette, Lake, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Martin, Miami-Dade, Monroe, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk,

Putnam, Saint Johns, Saint Lucie, Sarasota, Seminole, Sumter, Suwannee, Taylor, Union, Volusia and Wakulla counties in Florida are eligible to apply to SBA. Examples of eligible non-critical PNP organizations include, but are not limited to, food kitchens, homeless shelters, museums, libraries, community centers, schools and colleges.

The SBA offers low-interest disaster loans to PNP organizations for physical losses up to \$2 million. The interest rate is 2.5 percent with terms up to 30 years. Applicants may be eligible for a loan amount increase up to 20 percent of their physical damages, as verified by the SBA for mitigation purposes. Eligible mitigation improvements may include a safe room or

storm shelter to help protect property and occupants from future damage caused by a similar disaster. Additionally, PNPs can obtain loans for unmet working capital needs. To be considered for this assistance, PNPs need to apply by the deadline.

The SBA also offers Economic Injury Disaster Loans to help meet working capital needs, such as ongoing operating expenses to PNP organizations. Economic Injury Disaster Loan assistance is available regardless of whether the organization suffered any physical property damage.

PNP organizations are urged to contact their County's Emergency Manager for information about their organization. The information will be submitted to FEMA to determine eligibility for a Public Assistance grant or whether the PNP should be referred to SBA for disaster loan assistance.

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. Applications can also be downloaded from the SBA's website at www.sba.gov/disaster. Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

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7th Annual AirGuide and Leone Green Golf Tournament

October 20th, 2017



This years tournament returns to the Wellington National Golf Club. Hats off to the sponsors and everyone who put this together. Registration began at 9AM. A Box Lunch and Goodie Bag were presented to all the golfers. A Shotgun start began the four person scramble at 11AM sharp. The fairways and greens were perfect!



The Hole in One Prize was \$10,000 in cash on hole #16 which no took home the money! After the 18th hole everyone was welcomed to a cocktail reception and delicious buffet which included grilled Steaks and burgers. Then the Awards were presented. There was 1st, 2nd, and 3rd place prizes for the lowest scores. Win-



ners of the Closest to the pin were Jim McGuigan and Kevin Pomeroy. The Longest drives for both holes was Greg Etimos. Special thanks to Frank Leone of Leone Green and Associates and to everyone who helped to raise over \$22,000 for Operation Homefront - Serving military Families!



Mike McDermott, Randy Gardner, Drayton Stott, Doug Marty, and Jarrod Saltalamachia



Dougie Marty, Mark Dagnan, Sean Burnett and Phil Garrett



Eric Bonde, Anthony Pascucci, Bobby Pickney, and Dave Sansone



Chris Ferrilli, John Noble, and Kevin Pomeroy



Craig Sanscrainte, Ray Messier, Ken Laycock, and Dennis Duff



Art Alba Jr, Dave Montanis, Cliff Boady, and Tom Miller



Jim Janka, Jim McGuigan, Steve Simms, and Albert Barcia



Mark Elie, Chip Kirkland, Ken Connell, and Rafael Castillo



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Bob Zappolo, Scott Russell, Jenny Honn, and Mike Plathe



AirGuide & Leone Green Golf Tournament Winners Circle



3rd place tie at 60, Jim Janka, Jim McGuigan, Steve Simms, and Albert Barcia



2nd place with a 60 is Kevin Pomeroy John Noble, and Chris Ferrilli



1st place with a 57 is Mike McDermott, Randy Gardner, Drayton Stott, Doug Marty, and Jarrod Saltalamachia



Bill Fowler, Dan Jeffs, Scott Alliy, and Mark Bergeron



Matt Butterworth, Dan Phillips, Tim Shelly, and Bobby Cupp



Tom Andriola, Matt Lupardo, Dave Pearson, and William Imundo



Chuck Eddy, Neil Crawford, Sean Ince, and Cameron Perkins



Pam Porzio, Trevor Dehmlow, Mark Holland, and Hunter Sheppard



Chuck Hansen, Mike Knoop, Randy Besosa, and Wyatt Swartz



Danny Navarette, Mark Holloway, Danny Marty, and Nacho Lescica



Steve Leone, John Blosser, and Brian McEntee



Pablo Pino, Matt Averkamp, John Bowers, and Greg Etimos



Joe Dymkowski, Art Dahm, David Weeks, and Dean Vocaturo



Gregg DeSantis, Reno DiCarlantonio, Stan Derisio, and Kenny Paradise



Greg Bachmann, Jim Pickard, Rich Petrocine, and Mark Muller



Everyone discussing who had the best score for the tournament



After the tournament, golfers enjoyed a delicious buffet including steaks and burgers on the grill



A great day of golf, food, fun, and friends!

Johnson Controls Unveils New Vertical Stacked Water-Source Heat Pump Sound Room

Customers can experience best-in-class water-source heat pump sound performance in a residential setting

MILWAUKEE – (Oct. 17, 2017) – Johnson Controls today unveiled its new Vertical Stacked Water-Source Heat Pump Sound Room in Ajax, Ontario, Canada. The Sound Room contains two working Johnson Controls vertical stacked water-source heat pump (VS-WSHP) units, allowing customers to experience first-hand the best-in-class sound performance of the high-efficiency 13 EER model and the premium-efficiency 16 EER model in a residential setting.

“Johnson Controls is the only manufacturer to offer two performance platforms for water-source heat pumps,” said Karl Washburn, principal engineer, acoustics, Building Technologies & Solutions at Johnson Controls. “Both units are engineered and manufactured to minimize noise and have undergone independent sound testing according to AHRI 260. The new Sound Room complements our recently released Sound Application Guide for the vertical stacked heat pump and gives customers the opportunity to listen to the units before purchasing them.”

The quiet operation of VS-WSHPs can be attributed to cabinets that are isolated from the wall structure to prevent vibration and noise transmission. The optional isolated chassis further reduces noise and vibration to contribute to a quieter, more comfortable environment for occupants and a more marketable facility for building owners.

Designed to replicate a room in a condominium, the 250-square-foot Sound Room demonstrates one of several applications for VS-WSHPs that also include high-rise apartments, dormitories, renovated office space, assisted living communities and other multi-story buildings with repeating floor patterns, as well as the replacement market.

“High-rise construction, whether two stories or twenty stories, presents unique HVAC challenges,” said Dan Tyson, product manager, Indoor Packaged Equipment (IPE), Johnson Controls. “The challenge is to maximize floor space for occupants and still create efficiencies during and after construction. Our vertical stacked heat pumps feature design and construction details that provide the flexibility you need—things like a compact footprint, the flexibility and comfort of a four-pipe fan coil system at the cost of a two-pipe system, optional individual tenant metering and easy service access.”

Johnson Controls VS-WSHPs also deliver total system efficiency with energy recovery for heating, cooling, humidifying and dehumidifying. For additional operating efficiency, the units offer fully integrated digital controls featuring BACnet®, MS/TP and LON® protocols and seamless BAS integration. And because water transfers heat more efficiently, the water-source heat pumps are the ideal solution for water-loop and geothermal applications, reducing energy costs up to 50 percent, when compared to conventional cooling and heating systems. Energy conservation can also be attributed to a design that places less load on the cooling tower and boiler.

To learn more about how Johnson Controls can help create safe, comfortable and sustainable environments, go to www.johnsoncontrols.com.









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Ruskin® Introduces ABD-FD Automatic Balancing Damper and Curtain Fire Damper Assembly

Grandview, MO – (Oct. 24, 2017) – Ruskin® introduces a new series of pressure-independent automatic balancing dampers (ABDs). The ABD-FD automatic balancing damper and curtain fire damper assembly is the only unit in the industry that combines an ABD with a UL555 1 ½-hour static-rated fire damper to meet building code requirements.

The Ruskin ABD-FD automatically regulates damper positioning for precise and automatic airflow in supply applications. It also protects rated barriers, while providing constant balanced airflow. The result is energy-saving performance that mitigates stack effect in high-rise buildings and improves comfort for building occupants, making it ideal for commercial and hospitality settings, such as offices and hotels.

The damper works across the full pressure range in supply applications. With a sleeve assembly that fastens to the wall and requires no retaining angles, the ABD-FD is easy to install. Contractors and facility managers will also appreciate access through the damper grille and the unit's tool-free CFM adjustment,

with up to 20 set point positions. A Ruskiprene™ “T” seal ensures long-lasting durability.

The ABD-FD also features a unique-to-the-industry antimicrobial agent that mitigates the growth of mold and bacteria and contributes to improved indoor air quality. In addition, the damper is UL 2043-listed with a UL94V-0 flame and smoke spread rating.

The ABD-FD is the fourth product in the Ruskin ABD series, which includes the ABD, ABD-SEA and ABD-SEA-E. Like all products in the Ruskin offering, the ABD-FD is covered under the Ruskin five-year limited warranty program. The program – recently extended from one year to five years from the date of de-

livery – demonstrates the company's commitment to quality and makes it easier for engineers to specify Ruskin products.

To learn more about the Ruskin ABD-FD damper, visit www.ruskin.com/model/abd-fd. To view a view video and download a brochure about the ABD series, visit www.ruskin.com/ABDnews. For more information about Ruskin, visit www.ruskin.com.



Two New TSM's at Goodman Distribution in South West Florida

Dustin Dunnahoe is Territory Sales Manager for Goodman Distributors in the North Port area.

Dustin has lived in Florida for over 30 years, and has been in the HVAC Industry for 8 years. He became interested in the industry because of his family being in the HVAC business.

In his present position Dustin manages medium to large accounts. He is also responsible for the overall customer service needs of the contractors.

Dustin is excited about his position, learning how to overcome challenges and creating new opportunities. Dustin is also anxious to grow the territory by providing close attention to the contractors needs. Dustin's e-mail is: dustin.dunnahoe@goodmanmfg.com



Dustin Dunnahoe

Jeff Young is the Territory Sales Manager for Goodman Distributors in the Fort Myers area.

Jeff has lived in Florida for over 40 years, and has been in the HVAC business for over 20 years.

Jeff chose the HVAC business because he realized the high demand for HVAC in Florida.

Jeff worked for a large HVAC contractor in Fort Myers. In his present position as Territory Sales Manager for Goodman Distributors, he is very happy with building relationships with Dealers and watching their businesses grow.

Jeff's goal for the Fort Myers territory is to provide his customers great service. Jeff's e-mail: jeff.young@goodmanmfg.com



Jeff Young

University of Florida Receives 2017 Energy Efficiency Leader Award from Trane

Gainesville, Fla., – Trane®, a leading global provider of indoor comfort systems and services and a brand of Ingersoll Rand, presented its annual Energy

Efficiency Leader Award on Aug 29 to the University of Florida. The award recognizes the university's commitment to providing a healthy, productive learning environment with minimal impact on the environment.

This commitment includes an energy-efficient approach to the renovation of the university's J. Wayne Reitz Union building, an upgrade project that continues to exceed performance expectations. Actual energy savings have surpassed 53 percent since infrastructure upgrades were implemented. The upgrades are saving more than \$550,000 a year, which represents more than 150 percent of anticipated savings.

"The University of Florida has a long-standing commitment to sustainability and we wanted to ensure that our work on the union upgrades reflected this environmental stewardship pledge," said Eddie Daniels, assistant vice president of Business Services, who helped lead the project for the union. "We are here to provide educational opportunities for students, and this project demonstrates our commitment to doing that in an energy efficient and sustainable way."

Each year, Ingersoll Rand and its brands recognize organizations which demonstrate an outstanding commitment to implementing best practices in energy efficiency and sustainability. Trane has selected the University of Florida as one of just three organizations to receive the award in 2017.

At the award ceremony, Felix Wilson, vice president, Commercial HVAC NA & EMEA, at Trane®, presented the award to university leaders, including Eddie Daniels and Curtis Reynolds, vice president for Business Affairs.

"The University of Florida exemplifies the leadership in energy efficiency and environmental stewardship that we seek to recognize with the Energy Efficiency Leader Award – both based on their results, as well as their overall commitment in implementing their vision of sustainability," said Dave Regnery, president of commercial HVAC North America and EMEA at Trane®. "This institution is truly demonstrating the 'gold standard' in leading sustainability for campus communities."

Given tight budgets, it can be challenging for colleges and universities to fund renovation and infrastructure upgrades needed to provide a more sustainable environment. According to the Wall Street Journal®, a recent report by Sightlines®, a facilities advisory firm, found that the deferred maintenance backlog at colleges nationwide topped \$100 per gross square foot of space in 2015, up from \$81.72 in 2007.

For the University of Florida, funding the infrastructure improvements with a performance contract enabled the school to pay for the upgrades through future energy savings rather than additional capital expenditures.

Prior to implementing the upgrades, university leaders completed an audit of the building to identify opportunities for improvements. Based on the results, University of Florida leaders maximized energy conservation measures for the facility. Improvements included an upgraded chilled water system designed to lower environmental impact. The project team also added a building automation system to control HVAC and lighting systems throughout the building and to use for scheduling occupied/unoccupied control for night setback of cooling and heating set points.

The union upgrade project also received the 2016 EBie® Power to the People Award for the greatest percentage reduction in building energy use from the Urban Green Council in New York.

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Goodman Distribution 2017 November Training Schedule

NOV 03	Mini Split Install and Commissioning, Fort Myers
NOV 06	Advanced Troubleshooting with the D Checker, Fort Myers
NOV 07	Mini Split Install and Commissioning, Sarasota
NOV 08	Advanced Troubleshooting with the D Checker, Sarasota
NOV 28	18-20 Seer Inverter Install and Commissioning, Fort Myers
NOV 30	18-20 Seer Advanced Troubleshooting, Fort Myers

Note: Advanced troubleshooting with the D checker is a hands on class and is limited to six attendees and has a requirement prerequisite of attending the install and commissioning class. I will add additional dates as demand dictates in the winter training schedule. Fort Myers Classes will be held at the Goodman branch, 3200 Hanson Street, unit #2 Fort Myers FL, 33916 * classes will be limited to 15. North Port Classes will be held at Sleep Inn 806 Kings Hwy. Port Charlotte, FL 33908, Sarasota Classes will be held at Hampton Inn 975 University Pky. Sarasota, FL 34243, Naples classes /TBD. For registration please sign up in person at any Goodman distribution Branch or by email Eric.Bristol@goodamnmfg.com

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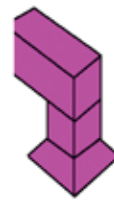
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Atlantis Country Club

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November 18, 2017
8:00 Shotgun Start

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- Refreshments provided on the course
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- 4 Hole-in-One Prizes sponsored by **Al Packer Ford – Lincoln**
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S&P / The Metal Shop	16
Saez Distributors / Friedrich	17
Source 1 / York	7
The Metal Shop	3
Trane Supply	8&9
Tropic Supply	B1
Women In HVACR	11
Yellow Jacket / YJ-LTE	14

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COUNTER INTELLIGENCE.



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Ronald Fortune, Dennis Hall, Mark Harris



Johnstone Supply Ware Group Dania Beach
Carl Daigle, Carlos Borja, Michael Weber,
Bobby Lewis, Kevin Kowel, William Jones



Johnstone Supply Ware Group Clearwater
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Johnstone Supply Panama City Beach
Donald Green, Mickey Coiner,
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