

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



York Source 1 Grand Opening Celebration in Melbourne (see page 10)



Baker Distributing Customer Appreciation Turkey Fry in Jacksonville (see page B12)



AHRI 2017 Annual Meeting in Doral Florida (see page 16)



PBACCA 16th Annual Golf Tournament at Atlantis Country Club (see page B14-B15)



Tampa Bay Trane Hosts RACCA Tool Night (see page 14)

## Pro1 Thermostats Donates Over 11K Thermostats To Habitat For Humanity



Jeff Schlichenmeyer  
Publisher

Springfield, MO (HFHS) mission.

The Habitat for Humanity ReStore is a nonprofit home improvement store and donation center that sells new and gently used furniture, appliances, home accessories, building materials and more to the public at a fraction of the retail price. The ReStore is independently owned and operated by HFHS. Pro-

1 Thermostats donated 11,982 of refurbished thermostats to the Habitat for Humanity ReStore. The donated thermostats are expected to generate more than \$200,000 to support the Habitat for Humanity of

ceeds are used to support the HFHS mission; helping build strength, stability, self-reliance through shelter.

Habitat for Humanity of Springfield, Missouri (HFHS) believes every person in the Springfield and surrounding area deserves a decent place to live. As an affiliate of Habitat for Humanity International, HFHS impacts more than 130 households a year.

Since 1988, HFHS has either built or renovated

more than 490 homes, providing shelter for more than 998 men, women and children from Greene, Christian, and Webster Counties by helping people gain strength, stability and independence through housing, including home construction, rehabilitation and re-

pairs and by increasing access to improved shelter through products and programs. HFHS is a United Way of the Ozarks partner agency.



## Chemours Wins Counterfeit Case in China Over Freon™ and Suva™ Trademark Infringement

WILMINGTON, Del., November 10, 2017 – The Chemours Company, a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, announced today that on June 21, 2017 the Guangzhou Bai Yun People's Court ruled in favor of Chemours prosecuting Mr. Zhang Yong for trademark infringement of the Freon™ and Suva™ refrigerant brands.

The leader of a group Zhang Yong and his group selling counterfeit refrigerants in China has been sentenced to nine-month imprisonment and fined about RMB 47,000 (\$7,077 USD) on charges of infringing upon Freon™ and Suva™ trademarks owned by The Chemours Company.

As a part of the extensive investigation, the Guangzhou Police, in coordination with Chemours, raided a warehouse used by the group and seized RMB 74,248 (\$11,180 USD) in counterfeit products, including 101 cylinders of Freon™ R-22, Freon™ R-23, and Suva™ 407C along with 513 cylinders of Suva™ 134a. Other evidence recovered in the seizure directly indicated the prior sale of RMB 70,885 (\$10,674 USD) in refrigerants bearing the

misappropriated trademarks. The warehouse was found to have been used for pouring, producing, and distributing refrigerants bearing the Chemours name.

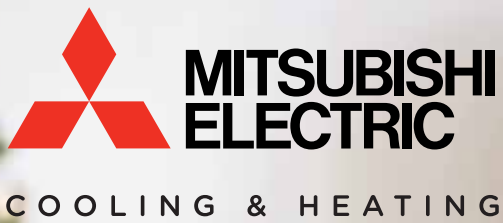
"We are pleased with this outcome as we take protection of our brands seriously. In addition, it is extremely important for the safety and efficiency of the equipment using these refrigerants to have a high level of confidence in the source," shares Lesley Aulick, Global Business Director and Brand Protection Leader for the Chemours Refrigerants business.

The seizure is part of the Chemours Brand Assurance Program, an initiative that aims to mitigate risk by ensuring customers receive a genuine product. Although the amount of counterfeit Chemours product continues to be very low, Chemours continues to diligently monitor and police counterfeiting on a global basis in order to protect its customers and its brands. Through compliance with customs and law enforcement officials, Chemours has made substantial progress in limiting illegal means of product transportation and in preventing the sale of counterfeit refrigerants.





# Mini-Split Gift Card Holiday



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## Why You Should NEVER Give Out Bonus Checks

**Ruth King's  
Contractors Cents**



**HVAC** Channel.tv

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

Reach her at  
[ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

One of your company perks should be a bonus based on company profitability. This bonus is given every year in February, and never at the Christmas holidays. You don't want employees to think that it is a "Christmas Bonus" and should be expected, even in years where company profitability is not good.

One company had a phenomenal year last year. The bonuses were large. The owners had a great time sharing the profits with the employees. They had a company meeting to celebrate and distribute the checks.

Unbeknownst to the owners, one of the employees was so thrilled with the amount of his check that he bragged to all of his friends about it. How did he brag? He took a picture of it and put it on Facebook!

And yes, the picture showed the check amount, account number and bank routing number clearly visible on the picture.

The owners didn't know anything about it until they got a call from their bank questioning some large withdrawals to an unusual location. They immediately told him that they didn't authorize any withdrawals and the banker shut down their operating account. It was caught in time before too much damage was done.

Then they investigated and found out about the check on Facebook. The employee wasn't trying to be malicious. He just didn't understand the consequences of posting a check picture on Facebook.

How to do it right:

Direct deposit the bonus checks. Employees receive a receipt showing the deposit, just as they get for their regular paychecks. And, email me if you want my formula for calculating bonuses.

Next Topic: I'm the Grinch that Stole Christmas  
Traditionally at this time of year I write about planning - and how simple it can be. So, I'm being the Grinch - reminding you that there will be no Christmas if you don't plan and don't track. And, if you don't plan and don't track, you can't complain about what happens to your business!

So, how do you get the Grinch to go away?  
Invest only an hour or two in each of three areas... and track the results. To make it even easier, you don't have to do the entire hour at once...15 minutes a day for a week can do that.

Where to find 15 minutes:

- Think for 7 minutes in the shower...that's half the day's 15 minutes.
- Close your door, shut off your phone, and research for 15 minutes...not at the busiest times of the day
- Or, stay home when everyone is gone. The quiet time will feel weird at first. You will begin to enjoy it.
- Record an idea into the audio app on your phone.
- Plan while you are eating
- Plan while you are walking your dog (I have many, many conversations while I am walking my dog, Blackie)
- Get your kids to help - they have heard you talk about business at the dinner table...get them involved. They probably will come up with ideas you would never think of

Over the next few months I'll give you the three planning areas...each turns into a page. And, unless you need a bank loan, these three pages are all you have to do! First, here are some of the best profitability areas to track:

1. Productivity - For every dollar you take in the door, how much do you spend on payroll and payroll taxes? This ratio includes all payroll - field, office, and owners. Don't include any benefits in

this calculation. Payroll taxes are FICA, Medicare, and unemployment. This percentage should be under 40%. The lower the better.

2. Net profit per hour - For each billable hour how much profit do you generate?
3. Overhead cost per hour - for each billable hour, how much overhead cost is there? To determine this number, take your department or company overhead and divide by billable, or revenue producing hours.
4. Average service ticket revenue and average job revenue.
5. Maintenance plan enrollment percentage. For every opportunity you have to talk to a customer about your maintenance program, how many en-

roll? The national average is 30%.

6. Maintenance plan renewal rate. This should be higher than 90%.
7. Sales closing ratio - for maintenance customers and non-maintenance customers. Your maintenance customer closing ratio should be 80% or higher. Your non-maintenance closing percentage higher than 40%.
8. Job cost. You need to know that all of your jobs are profitable.

Next month I will write about the first planning page. Thank you for reading Contractor Cents. Email me ([rking@profitabilityrevolution.com](mailto:rking@profitabilityrevolution.com)) if you have ideas for future programs or specific topics you'd like me to write about.



**"WE'D LIKE TO EXTEND OUR WARMEST REGARDS  
TO OUR CONTRACTORS THIS HOLIDAY SEASON"**

From our HVAC family to yours,  
**HAVE A HAPPY HOLIDAY.**

We'll see you in 2018 to help you have  
a prosperous 2018.

Until then, **SEASONS GREETINGS &  
HAPPY NEW YEAR.**



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## LG Expands HVAC Products With 'LGRED' Heat Technology To Provide Comfort In Extreme Weather

ALPHARETTA, Ga., Nov. 6, 2017 /PRNews-wire/ -- LG Air Conditioning Technologies is adding LG "Reliable to Extreme Degrees" (RED) heating technology to more products including the Multi F and Multi F MAX multi-zone outdoor units. LGRED technology not only delivers heat when traditional models are unable, but also does so with remarkable energy efficiency offering comfort to users living in even the coldest climates. LGRED is industry-leading heat technology that provides 100-percent-rated heating capacity down to five degrees Fahrenheit with continuous operation down to -13 degrees, offering comfort to users living in even the coldest climates.

"LGRED is an exceptional development in the HVAC industry, allowing LG's residential and light commercial systems to be installed in a wide variety of climates – including those areas with extremely cold temperatures," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. "LG is dedicated to providing the best technologies and systems for our customers, and LGRED allows us to deliver unparalleled comfort in areas that

were underserved because conventional systems have limited performance in those conditions."

LGRED is a key performance-enhancing feature of the compact yet powerful LG Multi F and Multi F MAX outdoor units. Created for residential and light commercial installations, these robust multi-zone systems have the option to be installed fully ductless for optimal performance or combined with ducted systems, including the new LG 4-Way Vertical Air Handler Units (VAHUs), for increased design flexibility. The LGRED Multi F systems also feature a SEER rating of up to 21, qualifying them for ENERGY STAR® certification, as well as eligibility for participating local utility company rebates.

LGRED also is available on LG's Art Cool™ Premier indoor units, including the 9K, 12K, 15K and 18K Btu/h models. Art Cool Premier, which earned the coveted ENERGY STAR "2017 Most Efficient" designation, features a sleek design which seamlessly integrates into any home décor. Art Cool Premier systems also feature a SEER rating up to 27.5 – one of the industry's highest – for low operating costs and optimal performance.



**Industry-leading Heat Technology Delivers Performance Down to -13 Degrees Fahrenheit for Expanded Geographic Application**

## Marina Kron Appointed to PCCLB

Marina Kron, Kron & West, Inc., St. Petersburg, Florida, was appointed November 9, 2017 to the Pinellas County Contractor Licensing Board as the Refrigeration and Air Conditioning Contractors Association (RACCA) representative. She will replace Jack Joyner, Jack Joyner Heating and Air Conditioning, who served with distinction on the Board for more than 20 years. Marina is a current member of the RACCA Board of Directors and a Past President.

Selected by the Pinellas County Commission from a slate of five candidates submitted by RACCA, Marina joins other members who represent major facets of the construction industry. The PCCLB oversees the regulation of Certified and Registered contractors and other locally licensed specialty contractors performing work in Pinellas County. The PCCLB is an independent agency created by the State Legislature. It is not funded or operated by Pinellas County government.

## HVAC Excellence Gets Hands-On

HVAC Excellence is pleased to announce the addition of several hands-on classes during the 2018 National HVACR Educators and Trainers Conference.

In their effort to continually improve the conference, HVAC Excellence is dedicating more time in the schedule for some hands-on training sessions during the 2018 conference.

**Ductless Inverter System Components Testing:** This exciting, hands-on session will focus on the testing of inverter boards, EEVs, compressor insulation, diode bridges, power modules, thermistors and other components found on inverter-controlled equipment. Attendees of the session will move from station to station as they learn to evaluate these components in a high-energy setting.

For safety reasons, this session is limited to 24 attendees. However, the session will be offered 4 times. To attend this session, make certain you register for this class when registering for the National HVACR Educators and Trainers Conference. Attendees of this session will receive a certificate from Daikin for participating in this hands-on session.

**AC/Refrigeration System Evacuation -Best Practices and Techniques:** This hands-on session will cover techniques to dramatically speed up evacuation service procedures and reduce call backs, while increasing profits and customer satisfaction. Prepare to learn about vacuum science, the latest innovative technology in vacuum gauges, and how to use them to properly diagnose and verify a complete evacuation. Attendees of this session will receive a certificate from Apion for participating in this hands-on session.

**Connecting with the iManifold: Hands-On Certification Class:** This instructor certification session will provide attendees with in-depth, hands-on exposure to the iManifold and its features. Those who pass the certification examination will be registered as "certified iManifold technicians" on North Park Innovation (iManifold) website, receive deep discounts on NP Innovations products, as well as become certified to administer iManifold training and certification testing to their students.

Attendees of this session will receive a certificate from iManifold for participating in this hands-on session. These are among fifty plus sessions being offered at the March 2018 conference. Please visit [www.escogroup.org](http://www.escogroup.org).

**Happy Holidays!**  
From all of our families to yours...  
Thank you to our friends and  
partners for your continued support!

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embraco POWER IN. CHANGE OUT.

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**J. NICHOLS  
& ASSOCIATES**

Jim Nichols  
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Easy to sell, install and service

- Strong brand recognition and consumer loyalty
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Discover why contractors who install LG Air Conditioning Technologies are more profitable.

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## Midwest Tool Introduces Portable Work Surface (PWS)



STURGIS, MI – November 10, 2017 – Midwest Tool has introduced the Portable Work Surface (PWS) that can be easily transported and set up in any workspace.

The PWS has two height positions that enable it to be used as scaffolding in the lower position (21.6 inches) and as a worktable in the upper position (31.25 inches). The PWS has a built-in power strip with a three-port electrical outlet and weighs just 30 pounds. The adjustability minimizes the strain of working on flimsy makeshift tables or constantly kneeling on the ground, and its reversible work surface gives it a wide range of applications.

Four snaps on the edge of the PWS allows a person to switch out the work surface based on the specific needs of the job. When used in the scaffolding

position, the blue work surface offers traction and a safe surface to stand on. When used as a work bench or table, simply undo the snaps and reverse for a durable, wood work surface with handy measurements. The work surface area is 33.5 inches by 18.6 inches, providing ample workspace while still being a convenient size for storage.

The PWS is ideal for using in HVAC, industrial and building projects including roofing, siding and drywall. However, its customizable engineering and ease of use make it a quality tool that can be used in any professional job.

Midwest Tool and Cutlery Company began manufacturing metal cutting snips and related hand tools in Sturgis, Michigan, in 1945. Today, Midwest Tool is a privately-held Michigan corporation that operates manufacturing facilities in Sturgis and Kalkaska, Michigan, as well as Caledonia, Ohio.

For more information about the Midwest Tool PWS, go to [www.midwestsnips.com/worksurface](http://www.midwestsnips.com/worksurface).

## HARDI Distributors Report 0.2 Percent Revenue Increase in September

COLUMBUS, Ohio, November 1, 2017– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 0.2 percent in September 2017. The average annualized growth for the 12 months through September 2017 was 5.6 percent.

“September 2017 had one less billing day than 2016, 21 percent fewer cooling degree days, and two hurricanes disrupting operations,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The heat wave out west led to very strong sales growth that influenced the average calculation. The median distributor’s sales declined by 1.6 percent.”

“It looks like weather was the major factor behind HARDI distributor sales in August and September because the underlying economy remains strong, said HARDI Senior Economist Connor Lokar.” “The US

labor market is generally tightening. September’s 4.1 percent unemployment is the lowest level since before the Great Recession. The number of hours worked is rising after contracting through most of 2016. The increase signals an increase in demand for labor and the number of job openings is generally rising.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now near 44 days. “This is the normal DSO pace for this time of year,” said Loftus. “It is the midpoint of the recent levels for September.”

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

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs.

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**Results Are Amazing!**



**The Original ClenAir™ Odor Neutralizer**  
Available in Mini Tub, 1/2 lb., 1 lb., 3 lb., 10 lb., 30 lb. Tubs and also a Wall Unit.



**CherryAir™ Odor Neutralizer**  
Available in Mini Tub, 1/2 lb., 1 lb., 3 lb., 10 lb., and 30 lb. Tubs



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# GRAND OPENING

**JANUARY 12**  
11 a.m. – 2 p.m.

**ORLANDO (HUB)**  
4127 Seaboard Rd.  
Building 902  
Orlando, FL 32808  
407.362.9750

**Grand opening will include:**

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

**OTHER CONVENIENT LOCATIONS**

**DORAL**

8941 NW 23<sup>rd</sup> St.  
Doral, FL 33172  
786.437.9603

**FORT PIERCE**

801 South Kings Hwy.  
Fort Pierce, FL 34945  
772.742.7138

**LARGO**

12161 62<sup>nd</sup> St.  
Suite 300  
Largo, FL 33773  
727.431.1444

**ORLANDO**

10003 Satellite Blvd.  
Suite 208  
Orlando, FL 32837  
407.850.0147

**SARASOTA**

7910 25<sup>th</sup> Ct. E.  
Suite 109  
Sarasota, FL 34243  
941.536.9828

**TAMPA**

3409 Cragmont Dr.  
Tampa, FL 33619  
813.663.9332

**FORT MYERS**

9353 Laredo Ave.  
Fort Myers, FL 33905  
239.694.0291

**JACKSONVILLE**

6631 Executive Park Ct. N.  
Suite 210  
Jacksonville, FL 32216  
904.440.7620

**MELBOURNE**

605 Distribution Dr.  
Suite 2  
Melbourne, FL 32904  
321.775.6277

**POMPANO BEACH**

1280 Northwest 22<sup>nd</sup> St.  
Pompano Beach, FL 33069  
954.545.9500

**TALLAHASSEE**

5215 West Tharpe St.  
Tallahassee, FL 32303  
850.241.0191

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## Trade Talk:

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



# Thinking Through Your Business Plan

Air Conditioning Contractors are usually natural “do-ers” rather than thinkers. When it comes to running a company, many of us fail to put together a business plan ... which defines how our firm would differ from others in the field, and why that difference represents a huge business opportunity.

Planning is powerful. This is a message every Contractor should remember when focusing on the current market place ... no matter if it is someone just starting a new business, or if it's a contractor who has been in business for many years.

When asked about the “plan” for their businesses-to-be, many new contractors (like so many of their successful self-made counterparts) are apt to say, “What plan?” It's rare that any of them are fanatical about sitting down and saying, “Let's think things through.” ... myself included!

### A Trio of Advantages

Even for the most relentless A/C Contractor “do-er”, formal business planning is neither an oxymoron nor an option. It's really an essential business tool that provides a trio of powerful advantages ... which is definitely something to think about!

That trio includes: (1) careful thought, (2) clarity of purpose, and (3) a benchmark to measure progress.

#### 1. Careful Thought

While undergoing the weeks (or months) of agonizing research and reflection involved in drafting a business plan, a Contractor is forced to confront and answer questions that he or she might not have even raised if fully engaged in “doing”.

In its ability to force careful thought, to discipline the entrepreneur to test the reality of enthusiastic optimism ... a plan leads to a wealth of specific knowledge, which in turn boosts self-confidence. All of this goes a long way towards assuring the success of the venture.

A word of caution: There are no short cuts here. Gathering the data, doing the analysis, and writing the plan are the Contractor's responsibilities. It couldn't be any other way, for in this challenge, process trumps product.

#### 2. Clarity of Purpose

If a business plan defines the path for the entrepreneur, it does so as well for his or her “significant others” ... namely members of the management team, other financiers, and professionals.

A plan offers a clear and consistent snapshot of the organization's objective from the beginning ... or from where you are right now. It provides clarity of purpose, the given against which changes can be made.

#### 3. Benchmark for Progress

A well-documented business plan enables you to avoid the dangerous trap of confusing activity with progress. Instead of a mere locomotion, a plan offers a steady benchmark where you can begin to measure real progress. As each goal is achieved, you will gain a greater level of personal and organizational satisfaction.

It goes without saying that a formal plan is an absolute necessity for convincing your team to contribute to the overall success of the organization.

#### Taking Advantage

When it comes to working your plan, you need to consider these three key fundamentals: (1) a well-thought-out concept or idea that will form the basis of the business, (2) a clear assessment of the size of the market for the product or service, and (3) a comprehensive study of existing or potential competitors.

A look at your competitors should include who they are, how good they are, how they differ from what you are, who their clients or customers are ... and how you can win over prospects from them.

#### Beyond the Basics

In addition to the business plan fundamentals already mentioned, this list of do's and don'ts will provide some helpful direction for putting your plan in motion.

#### What to do:

- Keep the plan as short as possible, no more than 20 pages.
- Start with a one-page executive summary, drafting the summary last.
- Write and arrange the plan to be orchestrated as an oral presentation.
- Estimate sales potential on hard evidence of your product/company's marketability.
- Involve your management team and professional consultants.
- Disclose current or potential problems so that others hear the bad news from you first.

#### What not to do:

- Don't use jargon, which shouts arrogance ... instead, shoot for verbal simplicity.
- Don't over-diversify ... instead, focus on one or two products or markets.
- Don't include unnamed members of the management team who will “join later” ... instead, identify everyone involved.
- Don't make ambiguous, vague or unsubstantiated statements, which label you a fuzzy thinker or a dreamer ... instead, use facts to describe market size.

#### Does Having a Business Plan Really Matter?

You bet it does! We Contractors have come a long way. We're not just “do-ers” ... we are do-ers with a plan!

Think of a business plan as your do-er's vision in writing. It is the tangible record of your dreams. Through it, you're able to examine the present reality, inject your own ideas, and describe the new reality that you would like to create.

You can do this ... just go for it, realize and capitalize on the advantages of having a formal business plan!

The year is coming to an end and I can't believe how fast 2017 has gone by. I am grateful to Today's A/C for providing me the opportunity to share my thoughts with you over the past year here in my “Trade Talk” monthly column ... and I look forward to sharing new conversations with you in 2028!

Wishing you and your family a very Merry Christmas!

Until next time,  
Tommy Castellano

A Special Thank You to all of  
our vendors, distributors, and  
contractors that made it possible  
for another wonderful year.  
Have a Merry Christmas  
and a Prosperous New Year

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# Wendy Cox

## 40 YEARS OF DEDICATION

In recognition and appreciation of over 40 years of dedication, innovation, and service to Gemaire Distributors and the HVAC industry, we celebrate the career of Wendy Cox – Director of Marketing and Program Management with Gemaire Distributors. This December, Wendy will be moving on from Gemaire to pursue her newest adventure.

Wendy, we thank you for your tireless devotion to the industry you have served these many years, for the exemplary customer service that has earned the trust and loyalty of our customers for more than four decades and, most of all, for your leadership and friendship. We wish you all the best as you begin your next exciting chapter.

**GEMAIRE**  
DISTRIBUTORS







# York Source 1 Grand Opening Celebration in Melbourne

## November, 10th 2017

On November 10th, from 11am to 2pm, York Source 1 celebrated the Grand Opening of their newest location in Melbourne. 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.

Dave's Famous T&L Hot Dogs food trailer was on site, featuring hot dogs, grilled cheese, and sliders York Source 1 vendors and manufacturers representa-

tives were in attendance showing their new products and giving product demonstrations.

"We have a growing customer base in and around Melbourne and we make it a priority to be conveniently located and easily assessable for our customers," said Anthony Pascucci, a regional general manager with Johnson Controls. "The Melbourne supply center will offer a wide array of HVAC test instruments, tools, supplies and provide contractors with training

programs in their local area."

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.



**The York Source1 Melbourne  
Grand Opening Team**



**Brian Saltzman of Honeywell with  
Robert Hudspeth of All Brevard Air & Heat**



**Earl Miller with TurboTorch, Tony Ramos of York  
Source 1, and Sal Hamidi of Target Sales**



**Jody Long of Nu-Calgon ordering lunch from  
Dave's Famous T&L Hot Dogs food trailer**



**Jenny Finch and Tina Jewell of Comfort Pro  
Air Conditioning with Ryan Reynolds of EV Dunbar**



**Dennis Sukri of Comfort Pro Air Conditioning  
with Denise Wensel of York Source 1**



**Anthony Pascucci, Denise Wensel,  
Jahmari Cover, Tony Ramos, and Todd Walls  
of York Source 1**



**Steve Hajek and Grady Stewart of AireServe  
enjoying lunch from Dave's Famous T&L Hot Dogs**



**Jody Long of Nu-Calgon discussing  
the new products available at Source1**



**Jahmari Cover of York Source 1 with  
Christe Kerlin of The Metal Shop**



**Bobby Pinckney of York Source 1 with  
Terry Brady of Alpine Refrigeration  
and Sam Smith of Port Canaveral Authority**



**Tommy Dempsey of Freedom Air with  
Keith Holland of Leone Green**



**Cliff Hagan of York Source 1 with James Bates  
and Jesus Algarin of Palm Bay Air & Heat**



**Chris Wasko of York Source 1 with  
Walt Lorraine of Walt's Air Conditioning**



**Sean Wahl of ProDev-RGF Environmental,  
with Chuck Simonds of Johnson Controls**



## YORK® brand of Johnson Controls Launches American Quality Campaign Showcasing Employees' Pride in Workmanship

MILWAUKEE – (Nov. 15, 2017) – The YORK® brand of Johnson Controls today launched its American Quality Campaign, which is a fully integrated digital marketing campaign showcasing YORK® employees' commitment to quality workmanship. Geared toward homeowners, it supports YORK® contractors with a positive message and content that will engage their customers as it ties the brand to the people who put quality into YORK® products.

The national campaign centers around a series of day-in-the-life videos that feature YORK® employees talking about their jobs—why they go to work every day, what their work means to them and the pride they take in the work they perform. The first of these videos features Chris, a senior test technician at the company's Wichita manufacturing facility, a husband and the father of two young boys. Describing his job, Chris says, "We make sure the quality is right; that it's going to run efficiently." He adds, "You're put-

ting your name on something, and when you put your name on something, you want it to be the best."

"Each of these videos tells the story of a YORK® employee, at home and at work, who is driven to do the best work possible," said Liz Haggerty, vice president and general manager, unitary products group, Johnson Controls. "In this first video, we celebrate and thank Chris, who, like so many others throughout our company, brings passion to his work every day and a commitment to take the extra steps to deliver the very best product he can, as if he is building a unit for his own home."

With Chris' help, YORK® residential heating and cooling systems are designed, engineered and assembled in America with the highest quality standards, delivering performance, efficiency and reliability homeowners can trust. Nearly half of all YORK® air conditioners, heat pumps and furnaces display the ENERGY STAR® label, a government-backed

symbol for energy efficiency. In addition, many are recognized by industry experts with awards such as Consumer's Digest Best Buy ranking and the Good Housekeeping Seal of Approval.

YORK® products can be found in millions of homes throughout the United States, including those that are part of the Building Homes for Heroes® program. Through its sponsorship, Johnson Controls, along with YORK® distributors and independent contractors nationwide, has donated quality heating and cooling systems, including installation, labor and on-going maintenance, to military families since 2014.

To learn more about YORK® quality and see how Chris brings his passion to work – and to each unit YORK® makes, visit [www.YORK.com/AQ](http://www.YORK.com/AQ). Also follow on YouTube, @YORKHVAC on Twitter and @yorkhomecomfort on Instagram. #GoodDay-ForQuality

## Tim McDonald Joins the TRUaire Team as their Managing Director of Business



Tim McDonald

TRUaire is pleased to announce its recent hire of Tim McDonald, who joined the TRUaire team as the Managing Director of Business on November 1st, 2017. With this new role, McDonald will be able to touch every aspect of the TRUaire dynamic, and add one more layer of professionalism into the TRUaire model.

"I am very excited to join TRUaire given their relentless focus on true customer satisfaction," says

McDonald. "Whether it be the product features, quality, and/or service that puts the customer needs ahead of everything else. Period."

McDonald comes to TRUaire with over 20 years of experience in the HVAC manufacturing and distribution environment. Most recently, McDonald worked as the Vice President of Wholesale for Johnson Controls. His wealth of knowledge, skill, experience and expertise helped McDonald make an easy transition into his new position with TRUaire.

McDonald graduated with a BA in Marketing from The University of Missouri, St. Louis. Starting his career with Emerson Electric as a Sales Engineer, McDonald worked his way through increasingly responsible roles and disciplines with Inven-sys and Honeywell.

Currently, McDonald lives with his wife Gretchen and their 2 daughters in Florida. They will all be transitioning to Southern California in the upcoming months.

Year after year of explosive growth has catapulted TRUaire to a remarkable position in the Grille, Register and Diffuser market from coast to coast.

Kenneth Grubbs, Vice President of Sales for TRUaire knew that adding a key player like McDonald to the TRUaire team was vital.

"2018 is going to be a benchmark year for Truair," says Grubbs. "The addition of Tim McDonald represents a thrilling new chapter in the TRUaire story. We could not be more excited about the future together, bringing unparalleled value to our distributors and their contractors".

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# How Contractors can Generate More Profit with the Same Team



## Part Three; Sales

Jacksonville, Florida, November 1, 2017. The statistics are staggering. For the most part, HVAC/R contractors have a huge opportunity to improve efficiency. Data shows inefficiencies impact techs in the field, office staff, and the sales process.

This final in a series of three Efficiency is BOSS articles, “Sales,” examines opportunities to improve the efficiency and results of contractors’ sales process. Easing out of the hectic summer and hurricane seasons, this can be the perfect time to look at tools and partners that create an efficient and effective sales process that generates more profit with the same team.

### Sales Efficiency Opportunity to Increase Close Rate 30%

In the sales process, data shows that contractors have an opportunity to benefit from offering every prospective customer financing options. Business Development Resources (BDR) reports that only up to 15% of all jobs are financed while top contractors are financing up to 60% of their jobs. Not only does BDR’s data show that financing increases close rates by up to 30%, but that financing also increases the average ticket by up to 20%. According to statistics reported in USA Today, the need for financing might be greater than expected as 69% of households actually live paycheck to paycheck.

### Financing Options that are Easy to Set Up and Fast and Easy to Use

Johnstone Supply’s financing partners make offering financing easy. There are several different partners from which to choose to meet the varying

needs of contractors. Contractors choose the two or three different financing options they want to offer – for example, 24 months same as cash, varying rates and time, etc. - and the simple approval process provides the consumer with financing choices based on what the contractor chooses to offer.

### Build in Cost and Get Paid Right Away

There is a cost to the contractor to offer financing. Through Johnstone’s financing partners, it is easy to bake that cost into pricing and the contractor gets paid in full within days.

### Quickly Turn “No’s” into “Yeses”

If the consumer’s first look at financing is declined, Johnstone has financing partners that provide an immediate second look that can quickly turn that no into a yes. Plus, these financing approvals can be done on the spot – no more leaving to check credit and get back to the customer.

### Proposal Automation for Immediate Good, Better, Best Options that Improve Sales

Proposal software is another tool to increase close rates and average ticket. Proposal software enables contractors to quickly generate Good, Better, Best proposals at the kitchen table. Many contractors leave a prospect’s home to eventually email a proposal. Would it help to input the information currently used to put together a manual proposal in a tool that immediately produces an attractive and easy to understand proposal covering multiple options that a customer can accept right then and there?

### Easily Meet Customer Needs while Increasing Profits

What if, using financing partners, the higher SEER Best option was actually less per month than the Good or Better options? Would it help sell more efficient systems at a higher ticket average? What if answers to the software’s homeowner questionnaire also automatically included options to choose IAQ or connected home accessories in the proposal? Or, what if maintenance was always included as an option for new customers? The proposal can offer the final choices as a one-time charge, or monthly pay-

ment, or both. Would this increase close rates and average ticket?

All of this is available right now and can be easily displayed for the homeowner to make an informed choice at the kitchen table without any hard sales techniques.

### Vetted Partners Focused on Contractor Success

Johnstone has evaluated financing and proposal software options and has chosen quality partners that make the whole process easy. For more information on Johnstone’s financing or proposal software partners, or any of the Efficiency is BOSS solutions, call (904) 998-5110 to reach a friendly Efficiency is BOSS specialist, contact a local Johnstone representative, or visit [www.EfficiencyIsBOSS.com](http://www.EfficiencyIsBOSS.com).

### All About Saving You Time. Making You Money.

To combat the inefficiencies that rob contractors of both time and money, Johnstone Supply, The Ware Group has developed its Efficiency is BOSS program. With the challenges they hear from contractors about finding additional help, Johnstone is working through its Efficiency is BOSS program to help its customers increase efficiencies and grow profit with their current team. A key to The Ware Group’s Efficiency is BOSS program is how they work with contractors on implementation, making sure the solution actually results in improved efficiencies.

*The Ware Group is Johnstone Supply’s largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain. Across 26 branches in Florida and South Carolina, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money. The Ware Group’s Branch Support office is located in Jacksonville, Florida. [www.JohnstoneWareGroup.com](http://www.JohnstoneWareGroup.com)*



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Jax FL Southside (904) 641-2282	Lakeland FL (863) 665-4045	Melbourne FL (321) 676-4177	Miami FL Kendall (786) 249-4828
Miami Lakes FL (786) 476-7340	Ocala FL (352) 873-4443	Orlando FL (407) 849-0598	Port Richey FL (727) 817-0248
Sanford FL (407) 324-8003	Sarasota FL (941) 753-8491	Summerville SC (843) 873-8199	Sunrise FL (954) 284-3903
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[www.JohnstoneWareGroup.com](http://www.JohnstoneWareGroup.com)

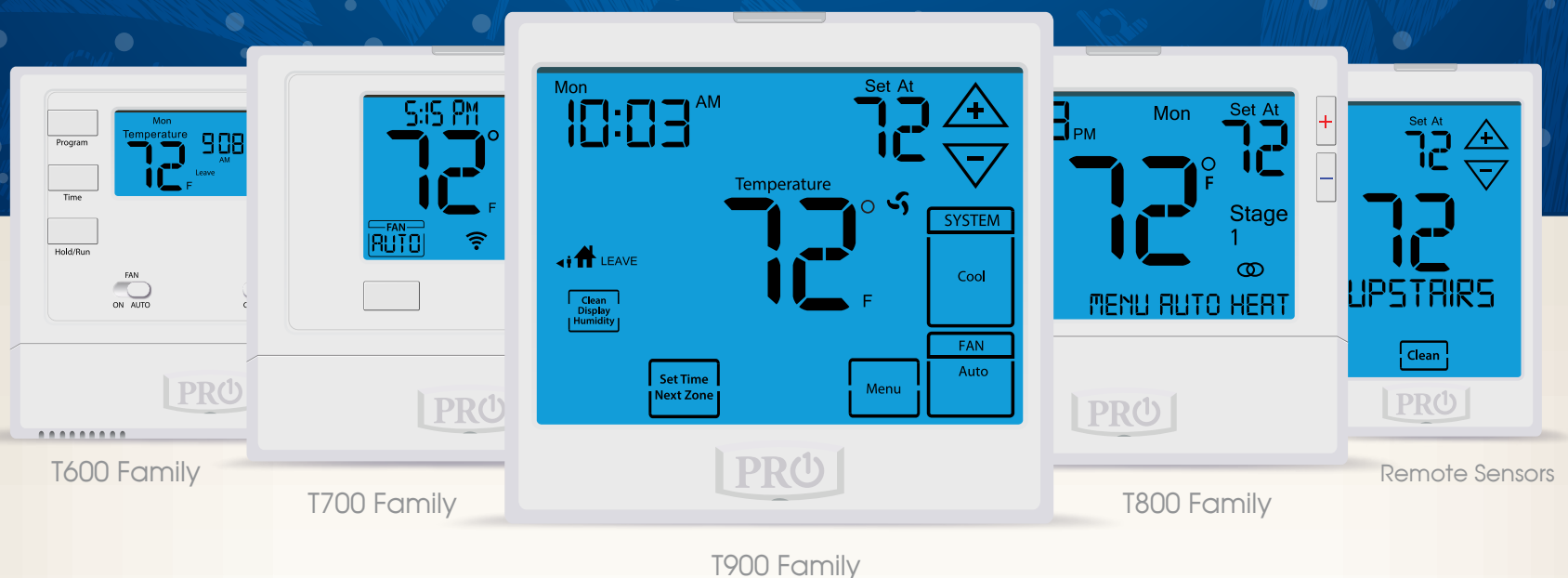


*Warmest Wishes for a Joyous Holiday Season and a Happy New Year*  
*The Ware Group*



# HAPPY HOLIDAYS FROM ALL OF US AT PRO

Thank you for a great 2017 as we celebrate  
10 years of dedication to the trade!



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Pro1 is a family owned business like much of the HVAC Industry. Your partnership has led us to become one of the largest thermostat manufacturers in the USA. We are proud to celebrate 10 years of exclusively supporting the professional channel. We understand your business and want to thank you for your partnership and continued support. As a way to show our customers we appreciate their partnership, we offer a DOUBLE Loyalty Points till the end of 2017 to reward and thank you for your loyalty. Simply collect your box tabs and visit [Pro1iaq.com](http://Pro1iaq.com) to redeem for gift cards or Pro1 gear.



THE ORIGINAL BRAND FOR PROFESSIONALS



## HARDI Official Statement on Introduction of Tax Reform Bill, the Tax Cuts and Jobs Act

HARDI applauds today's introduction of the Tax Cuts and Jobs Act to the House of Representatives. Regarding specific portions of this Tax Reform bill, HARDI applauds the inclusion of the provisions from the HEAT Act, repeal of the estate tax and preservation of the LIFO accounting method.

"We are glad to see that this bill is in line with the White House framework from just over a month ago," says HARDI CEO Talbot Gee. "There are still many details to work out and gain clarity from but we look forward to working with the House and Senate to make sure this opportunity for reform and growth is maximized."

## Denise Wensel is Branch Manager for York Source 1 in Melbourne Florida



**Denise Wensel**

Denise Wensel is Branch Manager for York Source 1 in Melbourne, Florida. She lived previously in Cedar Rapids, Iowa and has been in the HVAC industry for 7 years.

Denise has lived in Florida for 7 years and started the HVAC industry at Advanced Refrigeration & Air, holding positions in Purchasing, and Customer Service. Here is Denise's contact information: 321-775-6277 or E-mail: denise.l.wensel@jci.com

## Tecumseh Opens Multi-Purpose Training Room

Customers and guests joined the Tecumseh management team in the Grand Opening of the company's new Multi-Purpose Training Room. The new room, which is located at the company's headquarters in Ann Arbor, Michigan, is now home to the second Tecumseh University training program in North America. In addition to Tecumseh University, the room will be used to conduct training seminars aimed at local refrigeration service technicians and authorized wholesalers' counter personnel.

Doug Murdock, President and CEO, made it clear that "our new training room is All About You." Doug went on to say that "while the room is located at our facility here in Ann Arbor, it's for customers and trade organizations to use. Tecumseh understands the importance of training and education and, we're making a renewed commitment to our customers, the refrigeration and air conditioning industry and, our employees to invest more in this area. Similar training facilities are being developed at other key Tecumseh locations around the world.

Increased sophistication of refrigeration systems, combined with the changes in refrigerants, refrigerant oils and, government imposed efficiency regulations are among the reasons that Tecumseh is investing in training.

Bill Merritt, Vice President – Global Product Management, Marketing and Sales, stated that "Customers rely on Tecumseh for understanding

trade-offs of the various Low GWP refrigerants, especially when it comes to the application of our compressors and condensing units and, the impact on system efficiency. OEM customers engage with Tecumseh in application testing and we anticipate that this new room will be used to collaborate with them on application test plans and to keep them abreast of our new products and development plans."

Tecumseh has been and will continue to be an active participant in AHRI's Alternative Refrigerants Evaluation Program with much of the testing being conducted in the company's Ann Arbor facility, as well as its other technology centers around the world.

The company spent the last two (2) years re-designing its line of commercial refrigeration condensing units to comply with the U.S. Department of Energy's new requirements for Walk-In Coolers and Freezers.

Mandy Grewal, Pittsfield Township (Ann Arbor, Michigan area) Supervisor, spoke briefly during the event congratulating Tecumseh for its continued investment in its facilities and the community. The area is ranked among the "Top 10 Places to Live in Michigan" which has helped in attracting new talent.

Tecumseh will be announcing its Tecumseh University Winter/Spring 2018 class dates in the coming weeks, along with scheduled training seminars.



## Tampa Bay Trane Hosts RACCA Tool Night



**Jerry Klein of 5-2-1 and Tom Gibbons of CPS Products giving tool demonstrations**



**RACCA Tool Night attendees were able to earn 3 CEU credits**

On November 15th, from 6pm-8:30pm, Tampa Bay Trane hosted the RACCA Tool Night at their Himes Avenue location. This event is one of the RACCA TechTalks Education Course Series.

Contractors were able to view air conditioning and refrigeration tools of the trade up close and personal. There was also a nice raffle prize for a lucky attendee.

Light meal and beverages were sponsored by Johnstone Supply, United Refrigeration, Jack Rise HVAC, Simpson Air Conditioning, TWC Services, and Florida Air Services.

RACCA is the largest, oldest and most active local HVACR Trade Association in the state of Florida. Contractors, as well as other firms, with a direct interest in the air conditioning industry benefit by joining the Association! RACCA is an affiliated chapter of the state organization, Florida Refrigeration and Air Conditioning Contractors Association (FRACCA).

RACCA takes an aggressive role in promoting industry standards and professionalism. RACCA provides Continuing Education (C.E) courses for contractors and Apprenticeship Programs for HVACR Technicians.



**Jackie Tutko and Christe Kerlin of The Metal Shop showing their newest refrigerant tank racks**



**The Apption booth had several recovery machines on display**

## A General Filters, Inc. Thanksgiving

General Filters, Inc. employees again supported families in need during the Thanksgiving Holiday by donating food and other items that would provide for a complete Thanksgiving meal. Five families each received a turkey, stuffing, potatoes, apples, brownies and frosting, dinner rolls, green beans, corn, sweet potatoes, and so much more.

Families were selected by the city of Novi's Youth Services Organization, who also delivered the boxes on General Filters' behalf. "We would like to thank the City of Novi, and Barbara Shonibin of Youth Services for their help in locating families that need help", said Marketing Manager Paige Freeland.

"As life is often unpredictable, we know that any one of us could also find ourselves in a similar position. We feel blessed that we can do this." She said.

Founded in 1937, General Filters, Inc. professional experience spans three generations. Manufacturers of whole house residential indoor air quality (IAQ) products (humidifiers, dehumidifiers, air cleaners, UV light purifiers and ventilation systems) and residential heating fuel oil filters, General Filters' brands include GeneralAire®, HealthyAire™, Gar-Ber, Unifilter® and General. With a manufacturing plant in Novi, MI and offices in Canada, products can be purchased from wholesaler

and contractor customers across North America. Visit: [www.generalfilters.com](http://www.generalfilters.com) for more information.



**Meals were packaged inside GeneralAire® Humidifier boxes**





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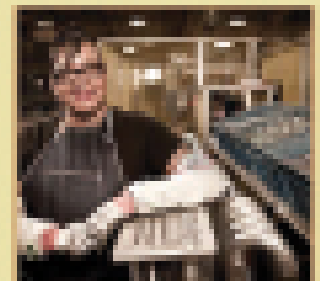
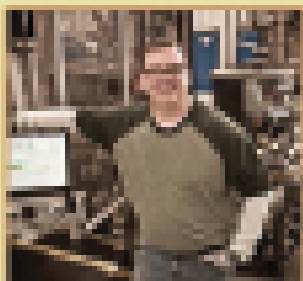
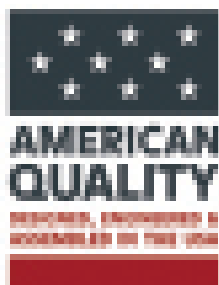
## Marcone Supply has Partnered with Luxaire Air Conditioning and currently Stocks a Full Line of Equipment in their South Florida Locations

***Luxaire's New Micro Channel Technology has proven to be Equal to or Superior than Tube & Fin Technology (in Florida, Texas & Louisiana) when considering total Warranty Claims***

- Fewer Warranty Claims over the last three years
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- Smaller Size & Weight versus Tube & Fin
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West Palm Beach	1100 N Florida Mango Road, West Palm Beach, Florida 33409	561-683-0396
Pompano Beach	1800 N Powerline Road, Pompano Beach, Florida 33069	954-868-0182





# 2017 Annual Meeting in Miami

## November 12-14, 2017

AHRI held its Annual Meeting November 12–14 in Miami, Fla., during which it elected its new officers and presented awards to industry leaders.

“We are honored to recognize very deserving individuals and also to welcome these innovative leaders,” said AHRI President and CEO Stephen Yurek. “We are very grateful to them for their service to

AHRI and the HVACR and water heating industry.”

AHRI's new Chairman is Chris Peel, President and COO of Atlanta-based Rheem Manufacturing, a manufacturer residential and commercial water heaters and boilers, heating, ventilating, and air conditioning equipment.

The AHRI Annual Meeting is the premiere net-

working experience of the heating, ventilation, air-conditioning, and commercial refrigeration manufacturing industry, addressing the most pressing issues of the industry. Each Annual Meeting offers opportunities to learn about the top issues facing the industry, network with industry leaders, and participate in product section meetings.



The AHRI registration desk at the Trump National Doral was busy all day



The AHRI Annual Meeting is a great time to network with other industry leaders



There was an estimated attendance of more than 700



2017 AHRI Chairman Chris Drew reported on the state of the association, and events from this year



John Ehlen receives the Public Service Award from 2017 AHRI Chairman Chris Drew



AHRI honored Dave LaGrand, retired from Nortek Global HVAC with the Distinguished Service Award



Chris Peel from Rheem, delivering his address as incoming Chairman for 2018



Mick Ebeling, CEO of Not Impossible Labs, and author of New York Times bestseller, Not Impossible, was the keynote speaker



AHRI President & CEO Stephen Yurek speaking at the Chairmans Breakfast

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- Simple installation & use - smart alerts, humidity sensor, flexible schedule, geofencing,

**Sensi Touch**

- Why is it an upgrade - HD color touch screen
- Smart Home compatible, humidity sensor, multi-stat control, contractor-on-call



**10% off Sensi during counter days!**


### December Sensi Counter Day Schedule:

Tuesday, 12/12:	1819 Old Okeechobee Rd., WPB	8am - 11am
Wednesday, 12/13:	1143 Gateway Blvd., Boynton Beach	8am - 11am
Thursday, 12/14:	329 N. Bryan Rd., Dania Beach	8am - 11am
Friday, 12/15:	790 International Pkwy., Sunrise	8am - 11am
Monday, 12/18:	12390 SW 131st Ave., Kendall	8am - 11am
Tuesday, 12/19:	13968 NW 60th Ave., Miami Lakes	8am - 11am
Wednesday, 12/20:	6500 E. Rogers Circle, Boca Raton	8am - 11am
Thursday, 12/21:	5620 NW 12th Ave., Ft. Lauderdale	8am - 11am

Get the latest on Sensi - new products, features, benefits, all with outstanding contractor support. See you there!







*To all of our Customers,  
Vendors, and Friends...  
Thank you for another  
wonderful year!  
Have a Merry Christmas  
and a happy, healthy  
and prosperous 2018!*

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Miami, Florida 33122  
Tel: 305-592-2330  
Fax: 305-477-0709

Kendall Branch  
11550 SW 120th Street  
Miami, Florida 33176  
Tel: 305-971-6400  
Fax: 305-971-6401



Hialeah Branch  
9615 N.W. 80th Avenue  
Hialeah Gardens, Florida 33016  
Tel: 305-821-4766  
Fax: 305-821-4936

Broward Branch  
5610 N.W. 12 Avenue  
Fort Lauderdale, Florida 33309  
Tel: 954-358-1315  
Fax: 954-358-1312



# Performance Pointers

by David Richardson



## Total External Static Pressure and the Two-Piece Air Handler

Last month we looked at measuring total external static pressure (TESP) on single-piece air handlers. We'll continue the air handler theme this month looking at two-piece, or modular air handlers. Let's see what makes them different from their single-piece cousins and how to measure them correctly.

### "As-Shipped"

The "As-Shipped" idea is helpful when measuring the TESP of two-piece air handlers. So, what is included when you unpackage a two-piece air handler from the factory, "as-shipped?" For those familiar with this equipment, you know only the blower section is included. The coil, filter, and electric heat strips (if equipped) are shipped in separate containers.

To avoid any confusion, consider what happens to the blower and coil sections once they are unboxed at the jobsite. The two pieces are field assembled to form the air handler. Even though the sections are combined in the field, the "as-shipped" portion is the blower section only. This is how the manufacturer rated the equipment in the laboratory, not with a coil attached.

### The Coil

Don't treat the coil in a two-piece air handler as an internal pressure drop. The coil would be handled just like a gas furnace -- it is external. This means the pressure drop of the coil must be accounted for when you measure. I've seen many technicians accidentally include the coil as an internal pressure drop on this air handler style and get inaccurate readings.

It's important to note that cased coils used with two-piece air handlers have pressure drop data available for them. With this information, you can compare the coils rated pressure drop against your measured coil pressure drop to determine if the coil is dirty or restricted. This isn't a luxury you have with single-piece air handlers.

### The Air Filter

Two-piece air handlers do not include a factory air filter - it is field installed as an add-on accessory. Just like the coil, the air filter is external, and its pressure drop must be accounted for when measuring total external static pressure.

### Electric Heat Strips

Electric heat strips typically don't influence airflow enough in a residential air handler to worry about them. 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 understood, you'll need to install two test ports for pressure measurement. The following steps are for TESP only.

1. Install a 3/8" test port into the blower section, on the exiting air side of the coil. This is your pressure measurement after the coil, just before air enters the blower. Inspect before you drill -- you don't want to accidentally drill into the coil.
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 blower section. Try to get this reading about 12 inches away from the cabinet. You may pick up fan turbulence and obtain an inaccurate reading if you're too close to the fan discharge.
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. Then 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 the (high) port of the Magnehelic -- into the 3/8" port you installed in the supply plenum.
6. Insert the other static pressure tip -- the one attached to the hose going to the (-) port of the ma-

nometer or (low) port of the Magnehelic -- into the 3/8" port you installed after the coil.

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 data plate located on the blower section's door.

Compare the measured TESP reading against the maximum-rated TESP. Most two-piece 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.

Even though most two-piece air handlers are rated at .50" w.c., many models with constant-speed fans are equipped with weak fans. Because of this, they can barely move the needed amount of airflow once a coil, filter, and duct system are added to the blower section.

The best choice when using this style of air handler is to select a model equipped with a variable-speed fan. This gives you a little more fan strength to compensate for the pressure drop of the additional components.

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.



**The Ware Group**  
Saving You Time.  
Making You Money.

## Johnstone Supply Ware Group Training Schedule for December

Come join us during the month of December for some excellent training events featuring Daikin, Amana, Appion, Mitsubishi, Ecobee, and NuCalgon at one of Johnstone Supply Ware Group location near you. For more information please call Darlene at 954-318-7688.

**Appion Recovery & Evacuation Best Practices**  
12/5 8:30 - 10:30am West Palm Beach  
12/5 12:30 - 2:30pm Boynton Beach  
12/6 8:30 - 10:30am Dania Beach  
12/6 12:30 - 2:30pm Ft Lauderdale  
12/7 8:30 - 10:30am Kendall  
12/7 12:30 - 2:30pm Miami Lakes

**iWave Certified Installers Workshop**  
12/18 8:30 - 10:30am West Palm Beach  
12/18 12:30 - 2:30pm Boynton Beach  
12/19 8:30 - 10:30am Ft Lauderdale  
12/19 12:30 - 2:30pm Dania Beach  
12/20 8:30 - 10:30am Miami Lakes  
12/20 12:30 - 2:30pm Kendall

**Ecobee Thermostats Training**  
12/19 8 - 11am Sunrise

**Amana- Goodman Split System Installation and Start Up - Cost \$65**  
12/5 8-11:00 am Miami Lakes  
12/12 8-11:00 am Dania Beach  
12/13 8-11:00 am West Palm Beach

**M&P Series Installation - Bob Wandtke**  
12/5 8-11:00 am Melbourne  
12/6 8-11:00 am Daytona

**M&P Series Service - Bob Wandtke**  
12/12 8-11:00 am Melbourne  
12/13 8-11:00 am Daytona

**Amana Split System Install & Startup-Shane Pontz**  
12/5 8 - 11am Gainesville  
12/6 8 - 11am Lakeland

**Daikin Split System Service & Troubleshooting**  
Robert Hazel  
12/6 8 - 11am Columbia  
12/7 8 - 11am Charleston



The Basic Electricity & Motor Troubleshooting Class by Rick Streaker of Packard gave an understanding of basic electricity and the solutions for motor failures



Kevin Beatty from The McAllister Group conducted two training classes: The New Nest "E" Thermostat and Fresh-Aire APCO purification



David Norton from Johnstone Ware Group giving a class on split system install and start up in South Carolina



## ASHRAE Seeks Additional Comments for Proposed Standard Assessing Moisture Affected Areas, Fungal Contamination of Educational Facilities

ATLANTA (Nov. 16, 2017) – ASHRAE seeks a second round of public comments on BSR/ASHRAE/IAQA Standard 3210P, Standard for the Assessment of Educational Facilities for Moisture Affected Areas and Fungal Contamination. Standard 3210P is open for a 45-day public review until Dec. 25. Those interested in reviewing and commenting on the proposed standard can do so at [www.ashrae.org/publicreviews](http://www.ashrae.org/publicreviews).

A joint ASHRAE-IAQA standard, Standard 3210P is intended to provide a uniform and repeatable procedure, specifically tailored to educational facilities, to identify areas in buildings, materials, equipment and systems that are subject to moisture or are suspected of fungal contamination or adverse conditions associated with fungal contamination.

The proposed standard will provide essential information and guidance to determine if and to what degree facilities that are used for educational purposes are contaminated. This standard does not apply to biological contamination beyond fungal growth.

“Gaining input from the public on new ASHRAE standards is crucial toward improving the safety of education facilities,” says Jay Stake, chair of the Standard 3210P committee. “The goal of SPC 3210P is to guide professionals through the proper assessment to obtain a healthy indoor environment for educational facilities and its occupants.”

ASHRAE's research concludes moisture damage and microbial growth cause billions of dollars in repair costs and interruption of building operations. The buildup of moisture indoors can be controlled through the building's design, construction, and operation and the actions of its occupants.

To make a comment or learn more, please visit [www.ashrae.org/publicreviews](http://www.ashrae.org/publicreviews).

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability.

## Regal Receives DOE \$1 Million Grant to Fund Electric Motor Research

Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, announced that its Marathon Motors division has been awarded a U.S. Department of Energy (DOE) grant for research and development aimed at increasing energy efficiency in electric motors.

The DOE announced a total of \$25 million in grants to enable innovative electrical motors used in manufacturing, of which Marathon Motors received \$1 million to develop a rare-earth element-free motor.

“The Marathon Motors team will direct its research toward developing a motor that uses soft magnetic composites and grain-oriented electrical steel in a state-of-the-art, conical air gap motor architecture,” said Paul Knauer, advanced technology manager, Regal Beloit. “The project aims to improve the efficiency of a 5-kilowatt standard industrial motor from 92 percent to greater than 96 percent.”

According to the U.S. Office of Energy Efficiency

and Renewable Energy, industrial electric motors account for 70 percent of the overall electricity usage by U.S. manufacturers and almost 25 percent of all electricity used nationally. The goal of the grant program is to increase the efficiency of these motors, thereby saving energy and increasing competitiveness for American manufacturers.

“The opportunity to further develop this motor technology came with Regal's acquisition of Nova-Torque's technology in 2016 and our ability to now leverage that technology,” said Howard Richardson, business leader, Regal Beloit. “We are excited to be a part of this grant, along with the research group of Dr. Hamid Toliyat of Texas A&M, which is assisting in model and testing development.”

NovaMAX™ motors are ultra-efficient, electronically commutated permanent magnet motors. These energy-efficient motors are designed for use in air handling, pumps, data centers, conveyors, general industrial and other applications.

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# 14 DAYS OF HOLIDAY TOOL DEALS

Visit your local resource center to take advantage of significant savings on the following high-quality products.

**Day 1 - December 4**

**Klein**

32292 - 15-in-1 HVAC Screwdriver  
55421-BP14 - Tradesman Pro Backpack



**Day 2 - December 5**

**CPS**

CC220 - Charging Scale  
MT2H7P5 - Manifold



**Day 3 - December 6**

**JB**

DV-200N Platinum 7 CFM 2-Stage Vacuum Pump  
F6-DP - F6 Recovery Unit



**Day 4 - December 7**

**Inficon**

705-202-G1 TEK-Mate Refrigerant Leak Detector  
712-202-G1 D-TEK Refrigerant Leak Detector



**Day 5 - December 8**

**Uniweld**

RHP400 - Nitrogen Regulator  
KC100P - Complete Welding/Brazing Kit



**Day 6 - December 11**

**Klein**

65131 - Slide Drive Stubby  
65129 - Slide Drive 6 inch



**Day 7 - December 12**

**JB**

DS20000 - Atlas Refrigerant Charging Scale  
SHLD-MULTI Universal Refrigerant Locking Cap Key

**Day 8 - December 13**

**Fluke**

116/323 HVAC Combo Kit  
62MAX - Infrared Thermometer



**Day 9 - December 14**

**Yellow Jacket**

93600 - 7 CFM Bullet Vacuum Pump  
42004 Series 41 Manifold with 3-1/8" Gauges



**Day 10 - December 15**

**Testo**

549i - Pressure Smart Probe Kit  
550-2 Digital Manifold w/ Bluetooth



**Day 11 - December 18**

**Uniweld**

USMAN5 - SmarTech Digital Manifold  
UVG - Vacuum Gauge w/ Adaptor



**Day 12 - December 19**

**Yellow Jacket**

29986 - 3PK Plus II 1/4" Hoses  
95730 - YL-LTE Recovery System



**Day 13 - December 20**

**CPS**

LS2 - Leak Detector  
BTLH5E - BlackMax Hydraulic Tube Expander Kit



**Day 14 - December 21**

**Fluke**

116 Digital Multimeter  
325 Clamp Meter - True RMS



Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11): (239) 989.0088  
Daytona Beach (T-19): (386) 258.8337  
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Ft. Lauderdale S.(T-4): (954) 522.2874  
Ft. Myers (T-8): (239) 278.1117  
Ft. Pierce (T-6): (772) 465.4707  
Jacksonville (T-18): (904) 332.0990

Miami N. (T-1): (305) 652.7717  
Miami S. (T-3): (305) 255.0438  
Mid Miami (T-7): (305) 638.9673  
Naples (T-10): (239) 643.7118  
Ocala (T-22): (352) 512.6980  
Orlando (T-17): (407) 219.3255  
Port Charlotte (T-12): (941) 255.8330  
Sarasota (T-14): (941) 378.0910

Sunrise (T-20): (954) 835.6020  
Tallahassee (T-21): (850) 300.6595  
Tampa E. (T-15): (813) 514.1198  
Tampa W. (T-16): (813) 514.9939  
West Palm Beach (T-5): (561) 684.3997  
Export (T-1): (305) 652.7717

\*Promotional pricing valid on dates specified above at all 21 Tropic Supply Resource Centers. Limit one daily deal per customer per day. While supplies last.



# Game Changer.



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## Introducing the innovative Explorer Mini.®

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- ✓ Full API available
- ✓ Residential, commercial and fan coil models





## DiversiTech Expands Leadership Team

**Daniel McInerney joins as Vice President, Logistics; Ted Zerafa joins as Vice President, Global Sourcing** Highly experienced leaders will help enhance best-in-class customer service and product portfolio

ATLANTA, Oct. 30, 2017 – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), today announced the appointment of Daniel McInerney as Vice President, Logistics and Ted Zerafa as Vice President, Global Sourcing, effective immediately.

As Vice President, Logistics, Mr. McInerney will be responsible for creating a new paradigm in logistics strategy and distribution, working across DiversiTech's network of four manufacturing facilities and 11 distribution/light assembly facilities. As Vice President, Global Sourcing, Mr. Zerafa will be responsible for the enhancement and execution of DiversiTech's global procurement and sourcing strategy, helping to build on the company's leading product portfolio in both existing and new categories.

"As we continue to build on our commitment to providing our customers with the highest level of service and an even broader, more attractive portfolio of products, we're pleased to welcome Dan and Ted to the DiversiTech team," said Jon Evans, Chief Operations Officer of DiversiTech. "They are both proven supply chain leaders who will bring critical strategic insights and experience to help fuel our growth. We look forward to working closely with them to enhance our supply chain capabilities going forward."

Mr. McInerney noted, "DiversiTech's strong customer value proposition underscores its status as a leader within the HVAC/R industry, and I'm

delighted be joining the Company during such an exciting period of growth. I am eager to work with the team across the Company's network of facilities to help ensure we are providing our customers with best in class service supported by an efficient and cost-effective logistics and distribution strategy."

Mr. Zerafa commented, "I'm excited to be joining DiversiTech, a company with such an outstanding reputation and exciting growth prospects. I'm looking forward to working with Jon, Dan, and the rest of DiversiTech's talented team to leverage technology and best practices to optimize the Company's global procurement and sourcing strategy and deliver outstanding products and customer service."

Mr. McInerney previously served as Vice President, Distribution & Logistics at HD Supply's Facilities Maintenance business

where he led a team of 2,500 across 42 distribution centers. He began his career working at Allied Tube & Conduit (Tyco International) for over a decade before joining Home Depot, and later HD Supply. He holds a B.Sc in Mechanical Engineering and an MBA from Illinois Institute of Technology.

Mr. Zerafa joins DiversiTech from Kimberly Clark, where he most recently served as Senior Director, Indirect Goods and Services, Global Procurement and was responsible for managing all indirect goods and services categories. Prior to his time at Kimberly Clark, Mr. Zerafa spent a decade at Lafarge North America Inc, where he held various procurement roles. Mr. Zerafa began his career at ConocoPhillips. He holds a BA in Marketing from Michigan State University and an MBA from Northwestern University.



**Daniel McInerney**



**Ted Zerafa**

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 575,920 units in September 2017, down 1.3 percent from 583,531 units shipped in September 2016. U.S. shipments of air conditioners decreased 1.6 percent, to 377,408 units, down from 383,526 units shipped in September 2016. U.S. shipments of air-source heat pumps decreased 0.7 percent, to 198,512 units, down from 200,005 units shipped in September 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 6,445,168, up from 6,050,465 units shipped in September 2016. Year-to-date shipments of central air conditioners increased 5.8 percent, to 4,329,473 units, up from 4,093,777 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 8.1 percent, to 2,115,695, up from 1,956,688 units shipped during the same period in 2016.

## Modine Unveils 30-60 Ton Atherion® D Cabinet HVAC Unit

Racine, Wis. – Nov. 30, 2017 – Modine Manufacturing Company, a leader in technology in the HVAC industry, has released the new Atherion D cabinet, an HVAC commercial rooftop unit with up to 60 ton capacity.

Expanding on the success of the Atherion B and C cabinets, the Atherion D cabinet greatly expands Modine's offering by doubling the cooling capacity and nearly tripling the gas heating capacity.

"When it comes to HVAC unit cost effectiveness, bigger is almost always better," said Kimberly Raduenz, marketing communications manager for Modine. "A larger unit, like the 60 ton Atherion D cabinet, makes more financial sense than multiple smaller units when the building or application can handle the larger unit."

In addition, the Atherion D cabinet comes with top mounted PF™ Aluminum Microchannel condenser coils with EC condenser fan motors and right and left side access doors for ease of blower, filter, damper and heat section maintenance.

"This unit is perfect for any large building that needs ventilation and/or makeup air because it effectively and efficiently heats, cools and dehumidifies and filters high volumes of outside air for superior indoor air quality (IAQ)," Raduenz said. "From hotels, labs and restaurants to multi-unit dwellings, malls and factories, the Atherion D cabinet has the airflow capacity to handle a variety of applications. It has a wide range of modulating capability, so the unit can match capacity to the load, which results in high part load efficiency with superior temperature and dehumidification control, regardless of climate extremes."

While the 30 and 40 ton units are available now, the 52 and 60 ton units will be available in early 2018.

For more information about the Atherion D cabinet, visit: <http://modine-atherion.com/>. For more information about Modine's other HVAC solutions or to find your local representative, visit <http://www.modinehvac.com>.



## ASHRAE Miami and Gold Coast Chapters Host Refrigeration Tour at the BB&T Center

The Miami Chapter teamed up with the Gold Coast Chapter to host a Refrigeration Tour at the BB&T Center.

On Tuesday November 14th, ASHRAE members took a tour of the refrigeration plant at the BB&T Center at 5:30 pm followed by a Florida Panthers hockey game against the Dallas Stars at 7:30pm. The cost of the Tour and the Panthers ticket were included in the package deal.

The seats were on the Club Level where they had access to carving stations, bars and more. ASHRAE colleagues, customers, friends and family came out to watch the Panthers face off against the Dallas Stars!



**ASHRAE members took a tour of the refrigeration plant at the BB&T Center**



**The seats for the Panthers vs Dallas Stars hockey game were excellent!**





## Tropic Supply Events in November

**Ruud EcoNet and Inverter Training, Uniweld - Brazing Training,  
Testo - Superheat, Subcooling & Saturation Training  
RobertShaw Intro to Commercial Refrigeration Basics**



Gil Ledoux of PED gave a step-by-step procedure on setting up an oxyacetylene outfit and the proper safety procedures to apply when in use



The RobertShaw Intro to Commercial Refrigeration Basics included troubleshooting defrost timers

The Tropic Supply events for November continued with the RobertShaw Intro to Commercial Refrigeration Basics class which 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.

The Ruud EcoNet and Inverter Training covered air conditioning and heat pump systems that utilize inverters and inverter-driven compressors. Electronic expansion valves, pressure transducers, inverter theory and inverter operation was also discussed. The Residential Communicating Controls (Econet) course covered control center technician set-up, translator application and installation, as well as EcoNet WiFi hardware installation, user interface and diagnostics.

The Uniweld Brazing Training gave an introduction to Uniweld products, a review of the Fire Triangle, a general discussion on the different types of fuels used to braze and solder copper tubing, a review of nitrogen regulators and flow indicators, a brazing demonstration, and much more.

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](http://www.tropicsupply.com/events).



Gil Ledoux of PED reviewed capillary action of brazing alloy with proper brazing techniques and which flame tool to use in certain applications



The Ruud EcoNet and Inverter Training discussed the sequence of operations, system installation, and diagnostics.



The Ruud EcoNet and Inverter Training talked about why residential communicating controls are important today



Gil Ledoux of PED went over safety precautions when working with the various fuel gases and cylinders



John Figan from Testo gave a review of the refrigeration cycle and its components

## Tropic Supply's Food Drive for Fighting Against Local Hunger was a Great Success

Tropic Supply's 21 Resource Centers throughout the state of Florida collected over 3600 food items and over \$1000 in cash this month to support

their yearly November Food Drive. Donations were delivered to 18 different organizations throughout the state.



Left - JC of The Cooling Company of Southwest Florida, Center Top - Sailfish Mechanical LLC of West Palm Beach Area, Center Bottom - American Pride Mechanical out of Sunrise Area, Right - Dr. Kool Air Conditioning and Refrigeration - Naples Area

## 2018 SFACA Apprentice Program

### New Program for Training HVAC Technicians

- 160-200 hours of annual education and training
- 1-2 classes per week taught by experienced HVAC instructor
- On-The-Job training component required
- Free OSHA 10 training for new apprentices
- Three-year program
- Apprentice program is in cooperation with the ABC Institute
- Department of Labor and Florida Department of Education Approved
- Contractor Cost
  - Enroll 1-5 – \$780 annually per student
  - Additional Enrolled 6-10 – \$390 annually per student
  - Additional Enrolled 11 plus – \$250 annually per student
  - Non-SFACA Members – Add \$200 per student to the first rate
  - No cost to the apprentices

Classes begin January 2018 - Training centers located in Miami and Broward Counties (minimum of 15 enrollees per center required) Hurry ... deadline for application is December 31, 2017. Call SFACA Today!! 727-209-0890



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## Fujitsu and Ventacity Partner to Provide Broader HVAC Solutions

Fujitsu General America announced today it is partnering with Portland, OR-based Ventacity Systems, a producer of intelligent, ultra-efficient ventilation and controls solutions. The partnership delivers a new approach to energy efficient ventilation and HVAC solutions for commercial building projects.

"Our customers are looking for smart building solutions to provide more efficient, healthier ventilation and better zone-by-zone controls. Fujitsu chose to work with Ventacity because their technology enhances energy efficiency, comfort, control and ventilation," said Andy Armstrong, Fujitsu VP of sales and marketing.

"Ventacity welcomes this great opportunity to work with Fujitsu to bring our advanced ventilation

and whole building control technology to the market," said Sal D'Auria, founder and CEO, Ventacity. "Fujitsu is forward-thinking in offering its customers the best available solutions. Both companies are in sync on how we see smart ventilation and overall HVAC networking and control technology evolving, so it is a great mutual alliance."

Fujitsu will begin to distribute an advanced, VRF-based HVAC solution in conjunction with Ventacity products and technology in 2018.

The joint solution will be on display at the international Air Conditioning, Heating, Refrigerating Exposition (AHR Expo) in Chicago January 22-24, 2018 at both the Fujitsu booth #5346 South Hall and Ventacity booth #1146, North Hall.

## Beginning 1/1/18 Changes Come Regarding Section 608

There are many changes coming, beginning in January, regarding Section 608 of the Clean Air Act, some of the big changes are below:

1. You must be a Section 608 certified technician to purchase HFC refrigerant (Starting 1/1/18)
2. Refrigerant distributors may only sell HFC re-

frigerants to certified technicians and must maintain records for those sales (Starting 1/1/18)

3. You must be a Section 608 certified technician to open HFC appliances (Starting 1/1/18)
4. Certifying organizations must post a list of new technicians certified after 1/1/17 (Starting 1/1/18)

## Testo's Combustion Promotion Ending

SPARTA, N.J. — Testo's fall promotional campaign, "60 Years of Excellence," celebrates the company's 60th anniversary. This promotional campaign offers customers the opportunity to receive a free testo 770-3 hook clamp meter with the purchase of any 320 or 330 combustion analyzer kit as well as an extra year of sensor warranty.

The testo 320 and 330 combustion analyzers set the standard for handheld combustion analysis with a wide range of key features, rugged design, and exceptional quality. Features include all the functionality required to perform tuning and troubleshooting on residential, commercial, and light industrial appliances and uniquely include pre-calibrated user-replaceable

sensors, and full color graphic displays.

Complimentary to the testo line of combustion analyzers, is the testo 770-3 hook camp meter which is ideally suited for electrical work in all HVAC applications. You can work safely in tight spaces as well as identify the testing in-process with unique hook-on clamp, Bluetooth functionality and a host of features designed specifically for HVAC techs, including TRMS, capacitance, microamps, starting current, and frequency measurement.

This offer is valid for purchases from August 1 through December 31, 2017 at all testo authorized distributors with redemption accepted through January 31, 2018. For additional information, visit [testo.com](http://testo.com)

## AHRI to Host Free Educational Seminars at AHR EXPO

Arlington, Va. — The AHR Expo, the world's largest HVACR marketplace event, will take place in Chicago January 22-24, 2018. Visit AHRI at booth #4710 to learn more about standards, membership, certification, and our new Directory of Certified Product Performance.

AHRI will host three free educational sessions during the Expo. No advance registration is necessary.

### Best Practices for Humidification Systems

Tuesday, January 23

3 p.m. – 4 p.m. | McCormick Place, Chicago

Learn why humidity control is important, and details on steam system and adiabatic system design. The presenters also will discuss special applications for humidification, such as healthcare and cooling.

### Benefits of Flexible Gas Piping Systems for Commercial Applications

Tuesday, January 23

2 p.m. – 3 p.m. | McCormick Place, Chicago

Presenters will explain how corrugated stainless steel tubing (CSST) provides efficiencies in cost, installation time, rough-in space, and weight. Its flexibility offers safety advantages in areas of seismic activity and high-rise construction, and works well in system upgrades and electric to gas conversions.

### Utilizing Variable Frequency Drives

Tuesday, January 23

4 p.m. – 5 p.m. | McCormick Place, Chicago

Learn about the benefits of variable frequency drives (VFD), and how AHRI Standards 1210/1211 are used to rate and test VFDs. This session will also include an overview of the AHRI VFD certification program and how to use VFD certified ratings.

AHRI is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.

# Merry Christmas!

*Thank you to all our Customers, Distributors, Manufacturers,  
and Friends for your continued Support and Partnership!  
Wishing you a Happy Holiday season from everyone at...*

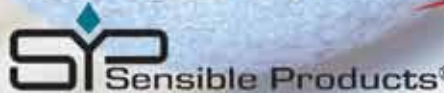
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## A&R Supply Hosts Thanksgiving Customer Appreciation Lunch

### November 22nd, 2017

On November 22nd, A&R Supply hosted a Thanksgiving Appreciation Lunch at all three of their South Florida locations from 11:30am to 1pm.

A&R Supply wanted to thank all of their customers for their great support during 2017. The A&R Supply staff served up a delicious Thanksgiv-

ing feast with Turkey, Mash Potatoes, and Rice and Beans. During the lunch event each location raffled several Mega Tool Bag Kits with all the tools included! This was a great way to start the holidays!

A&R Supply now offers a complete line of efficient and affordable Payne air conditioning prod-

ucts. Payne products are designed, built and tested for long lasting operation.

A&R Supply now has three locations to serve you better. A new location just opened in Broward! Call 954-971-8804 for information. In Doral call 305-471-4788 and in Kendall call 305-506-1980.



**Hector Santiago of A&R Supply serving customers and having fun too!**



**The Ice Team - Juan & Tito with Juan Arboleda of A&R Supply (ctr)**



**Air At Your Door - Henry, Karibe Mechanical - Daniel & Pedro, Chill's Air Conditioning - Carlos, and A&R Supply - Juan Arboleda**



**Cool Breeze - Vince & David with Isaac Abraham of A&R Supply (ctr)**



**The Thanksgiving buffet is ready to go including Turkey, Mashed Potatoes, and Rice & Beans**



**Ameri Temp - Steve (ctr) with Juan Arboleda & Isaac Abraham of A&R Supply**



**The counter in Broward was busy with hungry contractors!**



**Kendale Air Conditioning - Gamma with Juan Arboleda of A&R Supply**



**Hector Santiago of A&R Supply is getting ready to raffle a Mega Tool Bag Kit!**

## Pinellas County Contractor Licensing Board Updates RACCA Members on Changes

In November the Pinellas County Contractor Licensing Board's (PCCLB) interim Executive Director Gay Lancaster along with the Pinellas County Sheriff's officers Lt. John Spoor and Sgt. Kim Killian (PCSO) addressed members of the Refrigeration and Air Conditioning Contractors Association (RACCA) on the changes and challenges facing the PCCLB. The Licensing Board is a stand-alone agency that recently came under heavy criticism from a Tampa Bay Times reporter which resulted in the resignation of the long-time PCCLB executive director and operational changes. It put the future of this 50 plus year old Board in jeopardy with some State legislators looking to abolish the agency altogether. However, one of the positive outcomes of all the turmoil is reenergized focus on enforcement of unlicensed activity.

A Pilot Program under the PCSO for Unlicensed Contractor Enforcement began on August 7, 2017 and is scheduled to terminate on February 3, 2018. It is a six-month program aimed at identifying and prosecuting unlicensed individuals working in Pinellas County, in violation of 75-489, and Chapter 489, FS. It took about three weeks for the Construction License Investigative Unit to get up and running full speed, but Hurricane Irma had other plans, and sidelined the program for over a week while all hands were focused on emergency

response.

The unit consists of a Supervising Lieutenant, the managing Sergeant and two deputies. Every complaint or report that comes in, whether it is to PCSO or PCCLB, is going through a single logging system. The two agencies are working cooperatively, along with Consumer Protection and the State Attorney's Office to curb unlicensed contracting. Reports are taken through an on-line application called "SEE CLICK FIX" that can be downloaded through [www.pinellascounty.org](http://www.pinellascounty.org). Phone and walk-in reports are also taken and each one is investigated.

In mid-October, an Enforcement Day took place which resulted in 55 charges, including 18 arrests or warrants. As of the end of October, more than 300 cases had been assigned for investigation, and the unit is averaging 26 cases per week. The next focus for the unit will be repeat offenders who are repeatedly cited and consider the payment of a fine simply the cost of doing business.

Sheriff Gualtieri, who made the commitment to fully fund the CLU Pilot Project, said he wanted to stop the victimization of unwitting citizens who hired unlicensed people, as well as licensed contractors who abide by the rules and conduct their business lawfully. The weekly meetings of the agencies' staff have provided valuable insight into

the work that each agency does to help maintain an even playing field for legitimate contractors and consumers alike.

As the project nears its completion, the Sheriff will provide a full analysis of the program's achievements, challenges, and costs to the Board of County Commissioners, the PCCLB and the community.



**Marina Kron, Pinellas County Contractor Licensing Board, (PCCLB) interim Executive Director Gay Lancaster along with the Pinellas County Sheriff's officers Lt. John Spoor and Sgt. Kim Killian (PCSO)**



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# Tools & Testing Corner

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



To recap, last time we covered hot wire anemometers and the importance of probe placement when making a measurement / doing a traverse.

Next up, I'll cover an airflow measurement method that gets its roots from the work of Leon Battista Alberti who is said to have invented the first mechanical anemometer around 1450. His design embodied horizontally spinning cups on a vertical shaft. Numerous others improved on the design over the centuries including, Hooke, Robinson (who's design had four cups) and Patterson (who developed the three-cup anemometer).

The simple elegance of this design is that air flow past the cups in any horizontal direction turned the shaft at a rate proportional to the air/wind speed; note that the first main use of this design was in measuring outdoor windspeed. Shaft turns are counted (eg RPM) and via calibration in a wind tunnel the result is equivalent to air velocity!

You've likely seen one of these at a small airport, farm or outdoor environmental station. One key element is the tail, that (due to Bernoulli pressures) keeps the cups pointed into the wind stream.

Now, getting to the vane anemometers that we use in HVAC, you will notice that they contain a propeller with faces directly into the windstream, thus eliminating the need to hold perpendicular to the flow (like the cup and tail design). But, this design mandates that you are directly facing the vane into the air stream; no auto positioning like the cup design.

Luckily, modern vane anemometer designs are tolerant to being off axis about 10 degrees, and you can check you position by being sure to get max value, as that occurs when you properly align with the air-stream.

The first HVAC Vane anemometers used mechanical linkages from the shaft to a dial or counting apparatus. We all know that that means mechanical inertia, and gear train slop will factor into making the

first designs being less than ideal.

Many of today's vane anemometers use man-made jeweled bearings to minimize rotor friction and a photo cell (or inductive pick up) to count revolutions, so the detection method yields a "cleaner" measurement.

CFM or volume flowrate may be calculated once you have the air speed from the vane and you plug in cross-sectional area.

When properly used, the rotating vane anemometer is highly accurate and quick measurement, and often is best way to measure airflow. Vane anemometers have several advantages over any other method. The primary advantages are speed, accuracy, and ease of use. Vane anemometers do not require air density compensation due to air temperature, humidity, or atmospheric pressure.

There are even mini-vane designs (about 1/2" in diameter) that allow for a full duct traverse with an automatic calculation of the CFM in the duct if the dimensions are input into the instrument before the measurement is taken. It is imperative that the ducting attached to the appliance, and the base pan, if side returned is used, is sealed. A large vane can be used at the registers to proportionally balance the system or for accurately measuring airflow at the return.

Usually the heads on vane anemometers used for supply and return airflow measurements are about 3 to 4-inches in diameter. The large head size intercepts a larger area of often fluctuating air flow streams or jets, thus automatically averaging velocity (and via calculation, volume readings).

One challenge that is relieved is that these devices operate pretty much independent of air density unlike most other air velocity measurement methods, as they are directly measuring windspeed.

One challenge that does come into play is the physical mass of the vane (inertia) needs to be accounted for in situations where the air flow is rapidly

changing, you need to move slowly enough in a traverse to let the vane come up or down to speed.

Another challenge comes from rotating air that hits a vane and causes it to speed up (or slow down), due to swirl (rotational energy), not air speed. To overcome this, testo makes a unique attachment for their model 417 vane anemometer. It is essentially a long tube and internal grid to quiet the air and remove the swirl of the air crossing the vane.

The measuring range limits are dictated by the design, so check with the manufacturer of your device or where you bought it.

Test equipment cost ranges widely depending upon size of vane and features, from \$50 to \$600.

The time to set up and make a test measurement is about 15-30 minutes, depending on if you are doing in duct testing and have to plug sampling holes. Tests at supplies and returns can be done quite quickly.

Mini vane types are used for in-duct traverses. Large vane anemometers are used for grille traverses in supplies and returns. Keep in mind induct and return measurements do not need correction for "open area" or what some people erroneously call K factor. (I'll get into K factors in a subsequent article.)

Some large vane anemometers have accessory scoops (mini hood or flow funnel) for low flow measurements. PLEASE READ THE DIRECTIONS on these mini hoods, as they are often limited to VERY low airflows (like 50 CFM) due to the back pressure caused by covering a supply or return. Scientific labs call this smothering effect insertion loss.

A few months ago, CPS introduced the EasyHood which uses a 1' mini vane anemometer centered in a small hood that is preceded by a flow straightener, to iron out the turbulence. This compact, low cost device can measure lows from under 10 CFM to 1200 CFM at a cost of 1/8th the typical flow hood (which has a more capabilities.) Preliminary lab tests show it to be surprisingly accurate.

go to page B16






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Thank goodness for Goodman.





## SFACA November Program Meeting Reducing Employee Turnover

The SFACA November Program Meeting was held on November 1st at 6 p.m., at the Sheraton Suites in Plantation. The meeting topic was about reducing employee turnover. Cliff Budnick of In-O-Vate Technologies discussed how employee turnover can make or break your growing HVAC business, depending on how you handle key parts of your hiring, training and

incentives. Cliff explored the common problems that surround employee turnover and why engaged employees become loyal individuals that champion your brand, products and services.

The upcoming SFACA December Meeting will be the 2018 Technology Showcase, which will be held on December 6th at 6 p.m. The event will include a nice

social time and vendor presentations. Join SFACA in an evening of discovering the cutting edge products and services to help grow your business and better serve your customers. Everyone will benefit from attending this event. Heavy hors d'oeuvres will be served in a holiday social setting. SFACA invites you to participate in the holiday showcase drawing.



Todd Williams Jr. & Sr. of All Temperature Service with Charlie Del Vecchio of Tropic Supply (center)



Ernie Sariol of Gil Garden Avetrani Insurance, Ramon Delgado of Johnstone Supply Ware Group, and Cliff Budnick of In-O-Vate Technologies



Oscar Calleja, past SFACA president, Doug Lindstrom current SFACA president, and Scott Behanna of Gemaire



Skip Farinhas SFACA Vice President, with Sam Block, SFACA director



Cheryl Harris, executive director of SFACA, gives an update of the upcoming events



Oscar Calleja discusses some code changes taking place in the near future



Budd Suffoletta of Lindstrom Air Conditioning making his dinner selections from the buffet line



Oscar Calleja talks to the members about the new apprenticeship program



Cliff Budnick of In-O-Vate Technologies was the speaker on how to maintain and keep your employees

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**Wishing you and your loved ones a very safe and happy Holiday Season & Happy New Year!**

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# Customer Appreciation Turkey Fry in Jacksonville November, 16 2017

On Thursday November 16, 2017, Baker Distributing held their annual Customer Appreciation Turkey Fry on Edison Avenue in Jacksonville from 11am to 2pm.

Baker has hosted this event for over a decade now, and usually expects around 400 people in attendance. Baker Distributing believes this is a great way to say thanks and to celebrate the upcoming holidays.

The Turkey Fry Menu consisted of Fried Turkey, Green Bean Casserole, Rolls, Dessert, and Drinks. Along with the great food were also some great drawings for door prizes.

With over 200 locations in 22 states, each Baker Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry. With a complete inventory of HVAC/R products and technical assistance, Baker

Distributing Sales Centers can provide you with the products and information you need to make your job and you more efficient.

Founded in 1945, Baker Distributing Company is engaged in the sales and distribution of HVAC, refrigeration, food service equipment, parts and supplies for residential, commercial and marine applications.

Thank you for another successful Turkey Fry!



The Turkey Fry Menu consisted of Fried Turkey, Green Bean Casserole, Rolls, and Dessert



Amy Meadows and Andrea Kirkpatrick of Baker Distributing greeted all who attended



Everyone enjoyed the delicious fried turkey with all the side dishes



There was even outside seating to handle the large attendance



Joanne Hunt of The Metal Shop, Connie Nguyen and Reka Sanders of Baker Distributing



This is the food serving team who plated hundreds of turkey dinners



What a great way to start the holiday season with other industry friends



Joey Floyd, Bayne Davis, Larry Clark, Tim Roberts, and Keith Holland



Terry and Kevin Parrish and Marvin Monte of Weather Engineers



Charles Guffin and Al Lendino of Baker Distributing



Jeremy Huckelberry, Phill Stevenson, Reuben Sanson, and Marty Algrim of MaddenAire



Igor Sereda, Yeegemiy Gyrych, and Maid Dzafic of Avalon Heating & Air



Chris Grantham, Tim Roberts, Scott Schroeder, and Larry Clark fried the turkeys



Ronnie Taylor, Richard Benedix, Greg King, Tim Norman, Tarek Ghandour of Duval County



Here is the group who made the Baker Customer Appreciation Turkey Fry a huge success!



# Tecumseh Responds to U.S. EPA 2015 HFC Regulation Ruling

On August 8, 2017, the U.S. Court of Appeals for the D.C. Circuit vacated the Environmental Protection Agency's (EPA) Significant New Alternatives Policy (SNAP) program Rule 20 which phases-out HFC refrigerants.

The word vacate suggests that Rule 20 is no longer valid, however, a rehearing request on the ruling was recently submitted by multiple third parties.

If the court wishes to re-hear, the earliest that any decision will be made on the current HFC phase-out is late 2017. As such, all phase-out dates for commercial refrigeration product are still in effect until a decision is made.

Does this change Tecumseh's alternate refriger-

ant plans for North America?

No, this does not change Tecumseh's position. We've reviewed and agree that Low GWP refrigerants, inclusive of hydrocarbon refrigerants, are the right solution for the refrigeration and air conditioning industry and the environment. Tecumseh has and will continue to be an advocate of refrigerants that provide the best solution with respect to system energy efficiency and the environment.

What are the next steps for Tecumseh's product offering?

Tecumseh is in the process of approving new and existing scroll and reciprocating compressor and condensing unit products for use with HFO and HFO-blended Low GWP refrigerants. These

products are currently approved for use with refrigerant R513A as an alternative for R134a. Additionally, products are approved for use with refrigerants R407A, R449A, R448A and R452A as an alternate for R404A. Compressor and condensing unit Model and Item Numbers (Bill of Material) will not change. However, the additional refrigerants will be listed on the product nameplate as approvals are completed. Performance data for these alternate refrigerants is available on request. Please contact your Tecumseh regional sales manager for more information.

Will all Tecumseh compressor and condensing unit series be approved for HFO-blended refrigerants?

The majority of Tecumseh's existing commercial refrigeration product offering will be available for use with alternate refrigerants. Depending on the compressor type and application code, some refrigerants may not be applicable for use. Please contact your Tecumseh regional sales manager for more information.

Will there be any change to the Product Model Nomenclature with respect to refrigerants?

Yes, "Y" Refrigerant Code will include "R134a and R513A" and, "Z" Refrigerant Code will include refrigerants "R404A, R407A, R448A, R449A and R452A."

Founded in 1934, Tecumseh Products Company LLC is a leading global manufacturer of hermetic

reciprocating, rotary and scroll compressors ranging in capacity from 1/15th to 30 horsepower, as well as

offering a complete line of condensing units and systems for use in residential and commercial refrigeration

and air conditioning applications. Tecumseh products are manufactured on four continents and sold globally

through a network of sales professionals, authorized wholesalers and licensed distributors offering brand

names that include: AE®, AE2®, AW®, Celseon®, L'Unite Hermetique®, Masterflux®, Silensys®, and Wintsys®.

Tecumseh Products Company LLC is headquartered in Ann Arbor, Michigan.

For more information on Tecumseh visit [www.tecumseh.com](http://www.tecumseh.com).



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# 16th Annual Golf Tournament Atlantis Country Club November 18th, 2017



On November 18th 2017, PBACCA held their 16th Annual Golf Tournament at the Atlantis Country Club, 128 Golfers teed off at 8:00 a.m. A continental breakfast was served before tee time. Refreshments were provided on the course (Arco Supply Sponsored). An awards luncheon followed the tournament. Over 3,300 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund.

PBACCA would like to thank all the sponsors,

participants, volunteers for helping make this golf tournament a big success! Beneficiaries of the Education & Scholarship Fund were The Royal Palm Beach High School Air Conditioning Program and The Maury Jacobson Scholarship Fund.

Closest to the Pin Winner: Brian Eisenberger, City of Lake Worth, Sponsored by: Federated Insurance. The Straightest Drive Winner: Mike Fricano, Aspen Air, Sponsored by: Ygrene. The Longest Drive Winner: Mike Connors, Trane, Sponsored by: Economic

Electric Motors. Par 3 Poker Winner: Scott Frost of Scott frost A/C with 4 eights.

Grand Prize Winner: Tom miller of Swell A/C won 65" LG Smart T.V. donated by Johnstone Supply.

Carrier sponsored the Golf Shirts and Unifirst sponsored the Hats. Al Packer Ford- Lincoln sponsored the hole in one vehicle and vacation packages.

We hope to see you at next year's PBACCA 16th Annual Golf Tournament scheduled for Saturday November 10th 2018!



The registration process included a tournament golf shirt, hat, and goodie bag



Getting in a few practice putts before the tournament



Everyone was getting ready for the start of the tournament



Phil Ivins, Raul Mastrapa, and Stephen Jezionwski on the Integrated Cooling Solutions Team



Tom Miller, Cliff Broadly, Dave Montanis, and Mike Andio on the Goodman Distribution Team



Jamie Englert, Victor Loyola, and Greg Pagel of the Goodman Distribution Team



Kodi Merrell, Dan Merrell, Mark Rosenbaum, and Stan Zabytko on the Goodman Distribution Team



Dave Elbers, Mike Settle, Alan Long, and Harrison Vaughn on the Farmer & Irwin Team



Alberto Oliver, Orlando Puyol, Tony Davis, and Jim Oliphant on the Goodman Distribution Team



Christopher Payne, John Longden, Craig Cassidy, and Blake Zanzig on the EDS Air Conditioning Team



Cary Hagenbaumer and Dan Look on the Johnstone Supply Ware Group Team



Steve Whitcomb, Chris Whitcomb, Jason Liberto, and Greg Schramm On The Edward Jones Team



Steve Geck, Mike Coulson, Michael Danzey, and Bob Geck on the Economic Electric Motors Team



Jim Pickard, Scott O'Connor, David Hutchison, and Marty Davenport on the CMI Air Conditioning Team



Tom Bachinski, Mike Hart, Tom Gibbons, and Yoel Garcia on the CPS Products Team



Gary Giancari, Wendy Whaler, Steve Ruud, and Bill Herrera on the Carrier Team



Rich Petrocine, Jack Wallace, Bryan Hatfield, and Tom Meingasner on the CMI Air Conditioning Team



Mike Fricano, Steve Rimel, and Manny Benavides on the Aspen Air Team





## 16th Annual Golf Tournament Atlantis Country Club November 18th, 2017



Greg Chassey, Kevin Flannery, Mike Connolly, and Dennis Duff on the Carrier Team



Sean Whalen, Todd Sorrocco, Greg Swindler, and Rob Graham on the Arco Supply Team



Alex Dukeshire, Jordon Armsey, Mike Thompson, and Scott Patrick on the Unifirst Team



Bill Haste, Alan Haste, John Olson, and Tim Kepler on the WL Haste Team



John Lee, Angel Martinez, Zachary Fritzler, and Charlie Gonzalez on the Arco Supply Team



Anthony Robinson, Joe Vanstetten, Ed Bossie, and Rob Mayhew on the Tropic Supply Team



Chuck Walsh, Jason Ross, Norbert Erasime, and Kevin Beatty on the Triatomic Team



Dave Sansone, Bill Obrien, Nick Vosburgh, and Don Said on the Triatomic Team



John Weber, Leigh Vanneman, Kieth Archbold, and Adam Rousseau on the Trane South Florida Team



Jerry Spencer, Jim Bailey, and Terry Barrett on the Smyth Air Conditioning Team



Randy Castricone, Mike Connors, Roger Dufort, and Sean Macdonald on the Trane South Florida Team



Phillip Sherwood, Ryan Murphy, Chris Snyder, and Nick Bakakos on the RGF Environmental Team



Robert Frost, Jim Gibbs, Chris Thatcher, and John Gerbach on the Robert S. Frost Team



Ken Hilgendorf, David Stewart, Jim Mentzer, and Steve McGuirk on the Service Experts Team



Jeremy Mann, Cliff Mann, Douglas Mann, and Steven Tota on the RGF Environmental Team



Randy Poulette, Jerry Poulette, Mike Oneill, and Kelly Ward on the Randy Poulette/Good Guy AC Team



James Earl, Steve Arteaga, Joe Lamaruggine, and Brian Eisenberger on the R.E. Michel Team



Tom Miller of Swell A/C won the 65" LG Smart T.V. donated by Johnstone Supply



Third Place: Service Experts Team with a score of 58, David Stewart, Ken Hilgendorf, Steve McGurk, & Jim Mentzer



Second Place: Trane South Florida Team with a score of 56, John Weber, Leigh Vanneman, Keith Archbold, & Adam Rousseau



First Place: Goodman A/C Team with a score of 55, Kodi Merrell, Dann Merrell, Marc Rosenbauny & Stan Zabytko



## Tools & Testing Corner by Bill Spohn

(continued from page B9)

As promised, here's a portion of my "air flow" re-take of the lyrics to a song popular in the 1970's:

You're So Vane

You flowed right into the room  
Like you were pressurizing a small duct  
Your Pascals strategically dipped below 25  
Your CFMs were less than 50  
You had one hose in the plenum  
As you watched your insertion pressure rise  
And all the techs dreamed that they'd find their answer

They'd find their answer, and

You're so vane  
You probably think you know about airflow  
You're so vane I'll bet you think you know about airflow  
Don't you? Don't you?

I had fun writing those lyrics which include inside references to manufacturers, trainers in the field and some of my travels all while underscoring the challenges embodied in making good air flow measurements.

And someday soon, you can actually hear me sing these lyrics if you tune in to a new podcast I have started.

I am host of the BuildingHVACScience (<http://bluecollarroots.com/building-hvac-science/>) podcast. It is part of the Blue Collar Roots (BCR) media network of podcast channels. [www.BlueCollarRoots.com](http://www.BlueCollarRoots.com)

The purpose of the Building HVAC Science podcast is trifold:

First, are building the audience's understanding of the science of HVAC, especially around the topic of measurement science. Second, we review topics in building science and home performance.

Third, we cover the intersection of worlds of Building Science and HVAC

We are adding new episodes every week. I encourage you to download or subscribe or look it up on Facebook.

Next time, we'll talk about K factors, garbage bags and more.

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

Remember, Never Stop Learning!

## OSHA Extends Electronic Reporting Deadline to Dec. 15

To allow affected employers additional time to become familiar with a new electronic reporting system, the Occupational Safety and Health Administration has extended the date by which employers must electronically report injury and illness data through the Injury Tracking Application (ITA) by two weeks to Dec. 15, 2017. OSHA's final rule to Improve Tracking of Workplace Injuries and Illnesses requires certain employers to electronically submit injury and illness information they are already required to keep under existing OSHA regulations. The following OSHA-approved State Plans have not yet adopted the requirement to submit injury and illness reports electronically: California, Maryland, Minnesota, South Carolina, Utah, Washington and Wyoming. Establishments in these states are not currently required to submit their summary data through the ITA. OSHA is currently reviewing the other provisions of its final rule to Improve Tracking of Workplace Injuries and Illnesses, and intends to publish a notice of proposed rulemaking to reconsider, revise or remove portions of that rule in 2018.







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## Panasonic Introduces EZ Soffit Vent For Enhanced Home Ventilation



Panasonic Eco Solutions North America, a division of Panasonic Corporation of North America, has launched the EZ Soffit Vent, the only Home Ventilating Institute (HVI) certified termination system that lets contractors complete all ducting work before soffit is installed. Continuously motivated by builder and remodeler customers who are dedicated to building greener and more energy efficient homes, Panasonic Ventilation introduced the EZ Soffit Vent to allow bathroom fans to maintain peak performance, thus limiting callbacks. This airflow solution is an extension of Panasonic Ventilation's Indoor Air Quality (IAQ) focused product lines that contribute to more breathable homes across the United States and Canada.

Ideal for new residential construction, the Panasonic EZ Soffit Vent is easy to install and cost-competitive to provide contractors and installers with the perfect finishing touch to meet customers' design, ventilation and performance requirements. A low-resistance back damper eliminates drafts and improves blower door test results while the grille can be rotated 180 degrees so discharge aligns with ductwork. Installers will achieve optimal airflow along with a lower total installed cost, and unlike with roof or wall penetrations, there's minimal risk of water intrusion.

Many bath fan installations include complicated duct work that can contribute to excess and compressed duct work, leading to poor fan performance. The EZ Soffit Vent from Panasonic lets the fan installer complete ducting in a single trip before soffit installation. There's no risk of compromised airflow due to excess duct being handled by the siding contractor. The installer simply needs to cut a hole for the grille. This helps reduce total installed costs, including callbacks, labor and parts.

"The Soffit EZ Vent is rigorously designed with contractors in mind to decrease callbacks caused by common installation issues that can negatively affect a project's profitability," said Patricia Monks, National Marketing Manager, Panasonic Eco Solutions North America. "Using feedback from our customers and recognizing the top challenges they face, Panasonic is able to develop and deliver innovative solutions that enhance productivity and performance of a whole ventilation system. The EZ Soffit Vent is a welcomed addition to our high performance ventilation system offerings."

For more information about Panasonic ventilation fans, please visit [us.panasonic.com/ventfans](http://us.panasonic.com/ventfans).

## YORK® Affinity™ Series Gas Furnaces designated ENERGY STAR® Most Efficient 2017



MILWAUKEE (Nov. 30, 2017) – YORK® Affinity™ Series 97.5 percent and above AFUE gas furnaces from Johnson Controls have been recognized as ENERGY STAR® Most Efficient 2017, when combined with touch-screen Communicating Control thermostats. The ENERGY STAR Most Efficient 2017 designation is awarded to the most efficient products among those that qualify for ENERGY STAR. The YP9C model has also been recognized as a Consumers Digest Best Buy.

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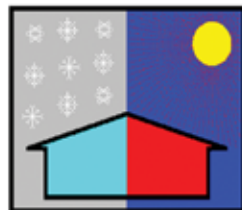
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## TODAY'S A/C NEWS

December 2017  
Volume 29 / Number 5  
Today's A/C & Refrigeration News  
is published monthly,  
(12 times a year)

by Today's A/C & Refrigeration News  
P0 BOX 451821,  
Ft Lauderdale, FL 32170

Ph: 954-674-1580 / FAX 866-320-2773  
E-mail: [jeff@todays-ac.com](mailto:jeff@todays-ac.com)

Application to mail at periodicals postage  
rates is pending at Longwood, FL  
and additional mailing offices.

**POSTMASTER:**  
Send address changes to  
Today's A/C & Refrigeration News  
P0. Box 451821,  
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher  
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Today's A/C & Refrigeration News

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