

TODAY'S A/C

& REFRIGERATION NEWS

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Johnstone Supply Ware Group hosts Mitsubishi Product Roadshow at the Isle Casino (see page 19)



Oldach Hosts Kissimmee Grand Opening and Holiday Celebration In Orlando (see pages B10-B11)



2018 York-Source1 Dealer Meeting at the OMNI Orlando Resort (see pages 10-11)



HARDI Annual Conference in Las Vegas at the ARIA Resort & Casino (see page 16)



Arco Supply Hosts Annual Holiday Pig Roast (see page B14)

The Future of HVACR will be on Display at the AHR EXPO in Chicago this Month



Jeff Schlichenmeyer
Publisher

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

Exhibitors will be displaying an impressive variety of new or enhanced HVACR-related products, systems and technologies across every facet of the industry, from complete systems engineered for large commercial and industrial buildings to labor-saving tools and profit-

generating services for residential contractors. With 2,000+ exhibitors, 100+ seminars and product presentations, and more than 65,000 attendees, the Show provides a unique forum for the entire HVACR industry, from product designers and engineers to installers and end-users, to come together and share ideas, discover new products, and find solutions to technical problems.

You will have the opportunity to see live demos and experience products hands-on to understand and compare the different solutions available and help inform major purchasing decisions.

The 2018 AHR Expo has expanded its seminar program, making it the largest-ever education and training agenda in the Show's history. The expansive program features more than 120 sessions including free best practices and industry trends seminars from leading HVACR organizations, professional certification opportunities, and continuing education programs from the ASHRAE Learning Institute.



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

On December 5th at 11am, Air Solution A/C joined other local contractors and Building Homes for Heroes at a Welcome Home ceremony in Miami Fla. for U.S. Army Sgt. Gerard Pierre Jr.

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

U.S. Army Sgt. Gerard Pierre Jr. was injured in Afghanistan in 2006 by an enemy rocket attack and since returning home, he has had to focus on his recovery. Pierre suffers from post-traumatic stress disorder, chronic back pain and hearing loss, so the gift will make a big difference in his family's life.

"This is the one thing that they now don't have

to worry about, mortgage payments (and) where are they going to get the money for that. They can continue to heal and recover from their injuries," James Rogers, of Building Homes for Heroes, said.

The couple currently rent an efficiency apartment, so they were thrilled as they toured the newly remodeled town house in southwest Miami-Dade. "I am shocked, shocked, shocked! I can't believe it, actually," Pierre said.

Building Homes for Heroes® is strongly committed to rebuilding lives and supporting the brave men and women who were injured while serving the country during the time of the wars in Iraq or Afghanistan.



Octavio Figueroa of York Source1, James Rogers, of Building Homes for Heroes, U.S. Army Sgt. Gerard Pierre Jr. and his wife Magdalene, and Gorman Rasmussen of York Source1

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Top 3 Ways Employees and Vendors Steal from You

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.

The statistics are chilling. In a blind survey, Kessler International research has shown that 95% of employees admit stealing from their employers. Hiscox, an international insurance company, reported that in 2016 US Businesses loss an average of \$1.13 million in 2016 to their own employees. Small businesses were hit the hardest with the median loss of \$289,864. Association of Fraud Examiners estimates that 7% of all business revenues are embezzled each year.

So, what do you do about it? Here are the top three ways that employees and vendors steal from you and what you can do about it. (From Ruth King's new book, *The Ugly Truth about Cash: 50 Ways Employees and Vendors Steal from You and what you Can Do about It.*)

1. Change your financial statement report totals. Very few business owners put their financial statement report expenses into a spread sheet to make sure they add up. They trust them.

Here's how to steal: The individual expenses don't add to the total expenses shown on your financial statement. For example, vehicle expenses: subcategories usually include gasoline, repairs, maintenance, tolls & parking. Each subcategory has an expense amount. When you add the subtotal expenses they are more than the total vehicle expense shown on the statement. The difference is stolen.

How do they get away with it? It's easy to create journal entries to change the numbers on your financial statements because journal entries never appear on your financial statements. Decrease the expense. Decrease the cash. Or, create a business checking account with a legitimate sounding name and write checks to that account. Or, if you have petty cash and don't reconcile it, that is an easy way for the embezzler to steal. Remember this is only a few hundred dollars taken from many different accounts over a year's time period. The busy business owner who doesn't pay attention never catches it.

Keep the honest people honest by entering your expenses stated on your P&L into an Excel spread sheet. You don't have to do it every month. You should do it a few times a year.

2. Use Signature Stamps

Three partners operated a business. One was focused on sales, one on operations, and one did the books. It was the perfect start up because each manager was focused on a critical area of business.

They decided that two signatures were necessary for any check that was written on the company bank account. The thinking was that two signatures would make all owners aware of money going out of the company.

One of the owners started to have health problems and was not present in the business as much. The partners decided to have a signature stamp made of his signature and gave it to the partner who was responsible for the financial segment of the business.

This was the wrong person to give the signature stamp to! Why? This was the partner that was embezzling at least \$50,000 a year from the business.

Here's how to steal: Whenever he wrote a company check to himself, he had two signatures: his and the signature stamp. He coded the check to whatever he felt would not be noticed. Fifty thousand dollars is less than \$1,000 per week. Usually he coded it to things that would not be noticed because the expenses were very large as a rule.

Do not use signature stamps. If you require two signatures on checks, they should be two signatures, not a signature and a signature stamp.

Also, review financial statements every month. They trusted the financial partner and never looked at the statements each month. Had they done so,

they might have seen the penalty expenses and questioned them.

3. Your Suppliers Steal from You

A business owner was reviewing his bank statement and noticed a copy of a check to his auto repair shop that seemed higher than he remembered.

The next morning he brought the bank statement to the bookkeeper and asked her to pull the back up for the check to the auto repair shop that we used. The invoice from the auto repair company showed \$49. He signed a check for the \$49. The amount taken from the company's bank account on the bank statement was \$449. The microfiche picture on the bank statement showed \$449.

Someone in the auto repair shop had altered the check and added \$400 to the check! The owner

took the bank statement, the actual invoice for \$49 and the check stub showing the check for \$49 to the bank. They credited his account for the \$400 and went after the auto repair shop for the funds.

Most of us never imagine that our vendors will steal from us. Yet, vendors' employees can steal just as easily as yours can. Had the owner not reviewed the bank statement and remembered the amount of the check that he had signed, the thief would have gotten away with \$400. It is easy to do. Credit the owner's account for the \$49, which was owed, deposit the check for \$449 and take the difference. The owner of the auto shop would never know. If in the unlikely event he caught it, the employee could say that it was an error and show him the original invoice!

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Marcone Supply Is Hosting An HVAC Rollout Party This Month

Marcone is hosting an HVAC Rollout Party and you are cordially invited!!

Marcone Supply, a privately owned company and the world's largest distributor of Appliance Parts for all major Manufacturers, has entered the HVAC INDUSTRY in a Big Way. Marcone is now distributing LUXAIRE Residential and Light Commercial AC Equipment in its 4 South Florida Locations; South Miami, Doral, Pompano Beach and West Palm.

We are so excited to be selling LUXAIRE Residential & Light Commercial AC Equipment, Mini Splits and a full line of HVAC ACCESSORIES that we decided to have a party. LUXAIRE has very exciting and some never before heard of Benefits to offer you.

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Come Hungry, Ready to have Fun and Learn about a Great Opportunity. We will be serving lunch, have hourly door prizes, giveaways, meet industry leaders, vendors and local media will be on site. Two Miami Dolphin Cheerleaders will be in attendance. Don't miss out on your chance to have a picture taken with one these two ladies.

Come Join Us At:
Marcone Supply
8861 NW 18th Terrace
Miami, FL 33155

Thursday, January 25th, 2018 - 10am to 5pm

RGF Continues its Commitment to Quality with ISO 9001:2015 Certification

Riviera Beach, Florida - RGF Environmental Group, Inc. the leader in environmental solutions for air, food and water, is proud to announce that they have received Certification to ISO 9001:2015 for the design and manufacturing of purification products for the air, water and food industries. ISO 9001:2015 is a worldwide recognized standard that specifies the requirements for an audited Quality Management System (QMS). The auditing and certification was conducted by TÜV SÜD and will be maintained by regular surveillance audits.

RGF developed their QMS to promote continuous improvement in every aspect of their business, including administrative functions, product development, quality control, engineering, production, marketing, sales, logistics and customer service.

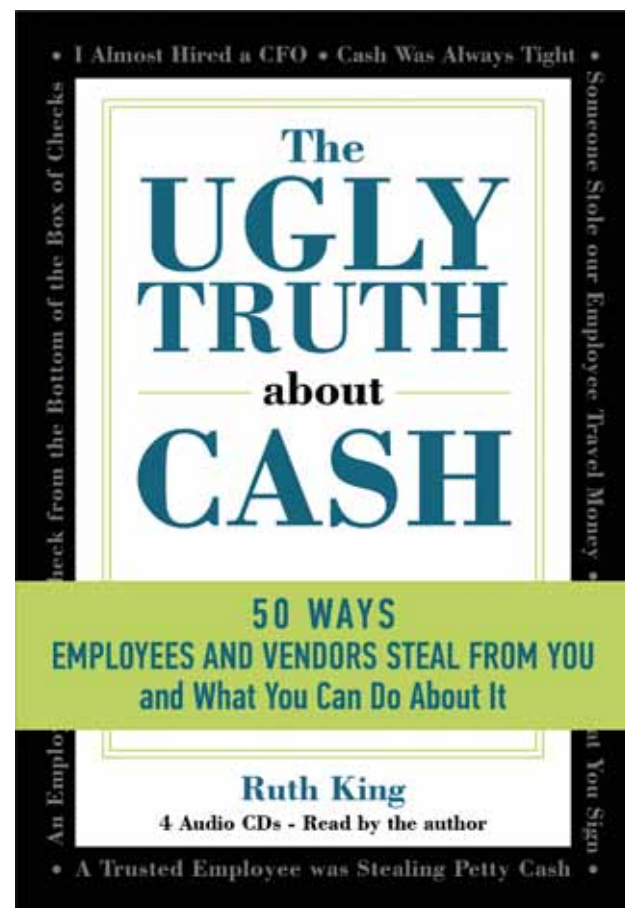
RGF has once again strengthened its' commitment to providing industry-leading products and

world-class customer service. Walter Ellis, Executive Vice President /General Manager, stated "Implementing this comprehensive management system and receiving certification further demonstrates our passionate commitment to our loyal customers." Mr. Ellis went on to say, "We are the center of excellence for our industries, delivering the best designed products on-time and to the highest possible quality. Our implementation of the ISO 9001:2015 standard was the logical next step in furthering our commitment to our customers." Ron Fink, President and CEO of RGF, added "Special thanks were owed to both Walter Ellis and Milton Dean (Director of Operational Excellence) for creating our custom intranet-based QMS system in record time as well as under budget and according to our audit team, it is actually above and beyond the requirements of the standard."

Ruth King : Contractor Cents Top 3 Ways Employees and Vendors Steal from You (continued from page 3)

Always ask your bank to send your bank statements home. And, look at your on-line bank balances at least every other day. This is the first line of defense against embezzlers. Look at the microfiche copies of the checks. You signed the checks. If something doesn't look right, you can spot it and ask the bookkeeper for backup.

Another great reason for sending your bank statements home is you see all of the bounced checks, late payments, etc. associated with your bank account. It's your hard earned cash. Watch what is going on with it.



The Ugly Truth about Cash, which has many other ways people steal from you, comes out January 9, 2018...and I am trying to get it to #1 on Amazon that day.



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Air Solution A/C Installs Donated York Heating And Cooling System In Mortgage-Free Home Honoring U.S. Military Veteran (from cover story)

The organization builds or modifies homes, and gifts them, mortgage-free, to veterans and their families. It's their honor to support the men and women who have loyally and courageously served our country. To further assist veterans, the organization has added programs, including financial planning services, family funding, and emergency support. Each home recipient is provided with a financial planning

representative. This program is designed to provide the new, and sometimes first-time, homeowners with advice and guidance needed to maintain home expenses and to plan for a successful future.

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



There was an awesome community turnout for U.S. Army Sgt. Gerard Pierre Jr. and his wife Magdalene



Gorman Rasmussen and Octavio Figueroa of York Source1, with Sergio Gener of Air Solution A/C who installed the York Heating & Cooling system

Danfoss Announces Expansion of its Danfoss Turbocor Compressors Operations in Florida



Governor Rick Scott yesterday announced that manufacturer Danfoss Turbocor Compressors will be building a new facility in Tallahassee, Florida, and will add 120 new jobs. The new facility will expand the company's existing footprint within Innovation Park in Tallahassee, which includes the engineering and manufacturing operations of Danfoss and its brand-new Application Development Center that opened earlier this year.

Governor Scott said, "I'm proud to announce that

Danfoss will be building a new facility and creating 120 new jobs for families in Leon County. Florida manufacturers like Danfoss help create job opportunities across our state, and we permanently eliminated the sales tax on manufacturing machinery and equipment last year to make it easier for these businesses to continue growing in Florida."

The new jobs will include full-time research and development positions within advanced manufacturing. Construction is expected to begin in early 2018 and is expected to be completed in 2019. Danfoss is the pioneer of oil-free, magnetic bearing, variable speed technology and manufacturer of high-efficiency electronic components, controls, compressors, and variable frequency drives for air-conditioning, heating, and refrigeration systems.

Ricardo Schneider, president, Danfoss Turbocor Compressors, said, "The investment in this new facility signifies Danfoss' commitment to bringing new, innovative technologies to the market, and to partnering with our customers to engineer high-efficiency, reliable, environmentally-responsible solutions. In Tallahassee, we have the tremendous opportunity to collaborate with world-class researchers in aerodynamics, power electronics, and magnetic technologies at Florida State University. We are excited and proud to grow our capabilities here and further build on the success and potential of our relationship with great local partners like FSU."

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Trade Talk:

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



ANOTHER NEW YEAR!

It's the time to start thinking about those resolutions that we'll work on in 2018. The problem with resolutions is that they often fail because we'll never reach these unreasonable and unrealistic goals. We're businessmen. We always try and conquer the unconquerable!

However, if you set goals that are achievable if you stretch yourself, New Year's Resolutions can help you gain perspective and achieve goals that can make you a stronger individual both personally and professionally.

For myself, New Year's Resolutions can be a valuable assist in determining my long-term success. Here are 10 New Year's Resolutions that every contractor should consider as they welcome this upcoming year.

1. Understand your finances.

Don't think that understanding the basics of ac-

counting is unnecessary just because you have an accountant or even your own accounting department. The thing is, all Contractors should familiarize themselves with at least accounting basics since this will help them;

- Make financial predictions by examining future revenues, future operating costs, and assets needed to service future demand.
- Pay off your bad debts
- Lower your expenses as much as possible (both personal and business)
- Measure the progress of your business so that you know whether or not you're hitting targets.
- Get your personal credit up as personal credit is a factor in getting business loans.

2. Improve your health.

How do you expect to effectively run a business if you're exhausted and burnt out? You need to be

healthy mentally, physically and emotionally.

3. Become a stronger leader.

One of the biggest challenges that entrepreneurs face is being an effective leader. This means delegating tasks, rallying the troops when morale is low, creating an environment that welcomes creativity and outside-of-the-box thinking, never losing sight of where you want your business to go.

4. Get more social.

If for some reason you believe social media is unimportant, I've got some bad news for you -- you're 100 percent wrong. Social media is one of the best ways to engage and interact with customers, spread brand awareness and connect with influencers and investors in your industry. If you have a Facebook, Twitter or LinkedIn Account that is dormant, spend the next year being active and optimizing these channels. It's expected.

5. Spend less time in the office.

Working 60 hours per week might work for someone like Jeff, but for most of us, that's just isn't feasible or desirable. Spending almost every waking minute in the office is a surefire way in getting burnt out and losing sight of why you became a business person.

Make time for yourself, friends and family. Step out of the office from time-to-time to clear your head, refresh and improve your overall health. Trust me. The place isn't going to burn down just because you took a vacation or a long weekend.

6. Keep up with current events.

Paying attention to the news keeps you cultured and assists in starting conversations. It provides entrepreneurs with insights into their markets so that they can make more informed decisions. Remember, we live in a small and connected world now. What's going on around the world impacts your business.

7. Hire smarter.

Hiring the right people is crucial for business owners. They'll bring out the best in you and your current team. They'll help your business grow because they'll be your biggest brand advocates. And, low turnover keeps costs low.

Hiring isn't easy, but attracting and retaining talent that fits in your company's culture greatly increases your chances of success.

8. Be more empathetic.

Empathy is "the feeling that you understand and share another person's experiences and emotions; and the ability to share someone else's feelings." It is one of the most beneficial traits a leader can possess. Communicating empathetically with customers, employees and associates, helps your business succeed. You'll understand what's important to them and they will appreciate that you care enough about them to make that a priority.

9. Take some classes.

Whether it's attending a class at your local college or participating in a free online course, learning a new skill such as accounting, marketing, programming or public speaking will make you a more well-rounded and productive entrepreneur.

10. Remember why you became a Contractor.

Regardless if you're in a rough patch or enjoying substantial growth, never forget why you became an entrepreneur in the first place. For most of us, we had an idea to make the world a better place in our niche. Take the time next year to remember why you embarked on the entrepreneurial journey. Use that to guide you going forward.

Here is to an amazing 2018!

Until next time
Tommy Castellano

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The registration table was very busy before the York-Source 1 dealer meeting began



John Brescia of Cousins Air, Skip and Susan Farinhas of GMC Air Conditioning, and Doug Lindstrom of Lidstrom Air Conditioning



David and Lisa Hammond of Hammond Services with Janet Englehart of JCI York-Source 1



Rick Rhodes of Aire Associates, Bobby Williams of JCI York Source 1, Nick Martin and Ron Ward of Gembecki Mechanical



Liz Haggerty and Jim Schaefer of JCI York Source 1



2018 York-Source at the OMNI O IMAGINE - ELE

On December 14-15, York-Source 1 hosted their 2018 York Dealer Meeting at the OMNI Orlando Resort. This event was over the top with great speakers and presentations packed with information about the York product offering and all the tools available to help generate more leads and close more sales.

The York-Source 1 team knows how to have fun. The location they selected for this dealer meeting was excellent! Great food and great people make for an enjoyable time.

Source 1 has always been known as a leader in HVAC service parts. Now they are your one-stop HVAC supply destination, offering a comprehensive line of HVAC parts and systems from the industry's leading brands. With more than 24,000 products in



Bobby Pickney of York-Source 1 welcomed all the dealers and kicked off the meeting



Todd Walls, Jacob Catterton, and Anthony Pascucci of York-Source 1



Liz Haggerty of JCI York shared the vision Imagine, Elevate, and Exceed for 2018



Bobby Pickney, Ken North, and Doug Comerio of JCI York Source 1



Dave Smithy of JCI York presented the York Factory Direct Update



Neil Oates of York-Source 1, Leonard Watts of Charles M. Watts Air Conditioning, and Troy Bowlin of York-Source 1



Chris Forth of JCI York discussed commercial product regulations



Brian Fletcher and David Garr of York-Source 1 with Derrick Williams of D.L. Williams Air Conditioning



Bob and Steve Davis of Davis Air Conditioning with Mark Jacobs of York-Source 1



The lunch was excellent and the vendor showcase had over 20 manufacturers representatives attending



Robert Howard and Ryan Reynolds of EV Dunbar with Dave Pictures of York-Source 1, and Curt Showalter of C&K Heating



Gorman Rasmussen, Chris Wasko, and Pat Shipper of York-Source1



Skip and Susan Farinhas of GMC Air Conditioning, Jim Schaefer of JCI York Source 1, and Scott Kuschel of Miami Tech



Bobby Cupp of Pro1 with Ron McLaughlin of Ron McLaughlin & Associates



Ryan Charles of ProDev-RGF, Mana Nair and Richard Walcott of Walcott Enterprise, Lisa Bailey of RGF Environmental



Anthony Parenti and Kofi Davo-Apraku of Klein Tools with Jim Nichols and Witt Parker of J. Nichols and Associates



Source 1 Dealer Meeting Orlando Resort EXCEED

their growing inventory (including Source 1 HVAC Service Parts and other brands compatible with all systems) chances are they have everything you need to get the job done right—right away.

With new locations in Florida being added in 2018, a Source 1 HVAC Supply Center is never far from your job site. But they offer more than just parts. Source 1 HVAC Supply Centers are your go-to resource for industry expertise, offering live, in-store consultations with knowledgeable Account Representatives.

York dealer resources are designed to meet the challenges your business faces every day. When it comes to selling and servicing York products, your confidence is their commitment.



Chris Craft, Bart Gendt, and Ron Grabowski of Diversitech



The Keynote Speaker was Chuck Bamford who spoke about a Strategic Approach to your Business



Kristin Gallup of JCI York Source 1 talks about the York American Quality Branding



Micah Oge of JCI York-Source 1 unveils the 2018 York Programs



Chas Gottlieb of Building Homes for Heroes (right) applauds as military veteran receives special award during the 2018 York Dealer Meeting



The cocktail hour before the Awards Dinner was a great time to network



William and Odonis of Laco AC, Octavio Figueroa of York-Source1, Mariellis and George of Universal HVAC, Victor and Yamica of Freezing Mechanical



2017 York Diamond Club Award Winner J&W Heating and Air



2017 York Diamond Club Award Winner Veterans Air Conditioning



2017 York Diamond Club Award Winner Freezing Mechanical



2017 York Diamond Club Award Winner Pride Air Conditioning



2017 York Diamond Club Award Winner All Year Cooling



At the conclusion of the 2018 York Dealer Meeting attendees played in a golf tournament

Manual J, S and D Training 2 Day Workshops

A two-day workshop that provides comprehensive training on how to perform load calculations, how to select equipment as per Manual S and Ductwork Design as per Manual J. Included is how to perform a field survey and discussion about the Florida Energy code and its effect on load calculation results. Class will use a demo version of residential version of Wrightsoft software. Bob Volin, Air Design Concepts, is the instructor.

8 Contractor CEU or 8 NATE CEU credits available - CILB Provider #694, Course #0010173 and #0010174

Here are the dates and locations for the Manual J Workshops in 4 locations:

1. SFACA (Brown & Brown Insurance Training Room, 14900 NW 79th Court, Suite 200, Miami Lakes,) – January 24-25, 2018
2. PBACCA (Palm Beach Location TBD) – January 30-31, 2018
3. RACCA (Carrier Enterprise Training Room, 1802 Grant Street, Ste. 100, Tampa) – February 6-7, 2018
4. SWACCA (RE Michel Training Room, 1736 Trade Center Way, Naples) – February 21-22, 2018

HVAC Excellence: Geothermal Heat Pump Certification

HVAC Excellence is pleased to announce the addition of a new exam, “Geothermal Heat Pumps.” This 100-question Employment Ready Certification Exam covers: heat pump theory, components, controls, ground loops, service, troubleshooting, and interpreting heat pump wiring diagrams.

Employment Ready Certifications are a series of discipline-specific, end-of course exams intended to validate that a person has retained knowledge in a specific area necessary for employment in the HVACR industry. The Employment Ready Certifications are used by community colleges, apprenticeship programs, wholesalers, contractors and manufacturers.

Purpose of Exams: There is continual pressure for increased accountability in technical education programs. As a result, increasing numbers of community and technical colleges are using some form of discipline-specific course assessment or end of program employment ready certification. In most cases this involves objective-based or standardized testing.

Why use National Testing? Unlike grades earned during a course, standardized tests can be used repeatedly to measure change and growth or for “comparing” student achievement. Student achievement can be assessed and compared by subject matter categories within an institution, throughout a state, or across the entire nation. The push toward nationally-recognized industry assessment testing has come from the issue of non-comparability of grades from one instructor to another or from one school to another.

To assist HVACR programs in meeting Federal, State, and institutional requirements, HVAC Excellence offers the Employment Ready Certification

program. These discipline-specific exams provide instructors and administrators with the information needed to evaluate the efficacy of the HVACR program. Using standardized exams helps to evaluate student achievement, while providing documentation of a person’s retained knowledge necessary for employment in the HVACR industry.

Unlike a combined assessment that measures one’s knowledge of a complete program, the Employment Ready Certifications are intended to be administered at the end of teaching each course or module. This allows the instructor to measure a participant’s understanding of the course materials.

The available reports allow instructors to provide valuable feedback to their students and identify potential deficiencies in the effectiveness of their training, all while helping to satisfy accreditation and Perkins compliance requirements.

Preparing for the Exams: Several leading publishers are aligning their textbooks to the HVAC Excellence competency and task list.

Publisher Links:

Fundamentals of HVACR
Heating and Cooling Essentials
Modern Refrigeration and Air Conditioning
Residential System HVAC Design

Look for the HVAC Excellence logo on the book cover, or ask your publisher to provide you with their crosswalk to the HVAC Excellence Competency and Task List.

The Geothermal Heat Pumps Employment Ready Certification is one of nearly twenty Employment Ready Certifications and one of the seventy-plus certifications offered by HVAC Excellence. Learn more about HVAC Excellence and its programs by visiting www.escogroup.org/hvac.

Regal® Motor Efficiency Calculator Latest in Company’s Energy Efficiency App Tools

BELOIT, Wis., December 8, 2017 — Regal Beloit Corporation, announced it has broadened the capabilities of its Browning® Toolbox Technician® app with the addition of a motor efficiency calculator. The Toolbox Technician app is a free toolset for HVAC contractors and maintenance professionals which features calculation and conversation tools as well as installation and troubleshooting guides.

The U.S. Department of Energy (DOE) publishes an example in its When to Purchase Premium Efficiency Motors publication (DOE/GO-102012-3743) illustrating that, over a 10-year operating period, for a 75-HP standard efficiency motor, 98% of the cost of ownership is attributed to energy and maintenance cost. The DOE also states in this publication, “Even a small improvement in motor operating efficiency can produce significant energy and cost savings, and provide a rapid return on investment.” The new motor efficiency calculator helps users to identify potential energy efficiency gains by allowing user to select operational parameters and automatically displays projected ROI’s.

“Recognizing the financial impact that can be realized through energy reductions, this tool will help facility managers, building owners and those tasked with managing energy consumption to identify ways to lower that consumption and save money,” said Don Sullivan, Director of Marketing, HVAC and Belt Drives, Regal Beloit America, Inc. “Motor upgrades present a great opportunity to reduce energy, and this calculator will help users compare efficiencies to make informed purchasing decisions.”

The calculator allows users to input the published efficiency from the motor nameplate or to use a default EPart rating. The app will automatically compare the efficiency of the motor to a NEMA Premium® motor of the same horsepower and display projected annual energy savings. Other adjustable parameters include motor HP, number of units, days of operation per week, hours per day, and expected motor life. By inputting premium efficiency motor cost and adjusting these parameters, users can easily calculate annual cost savings, total cost of ownership and projected payback window.

In Memory of Carla Ewing of Ewing Air

Carla Hanshaw Ewing, 67, of West Palm Beach passed away November 30. Carla, the daughter of David and Barbara Hanshaw, was a devoted mother to her son James Ryan “J.R.” Ewing and daughter-in-law Leann. She was “Nana” to their three sons, James Cody, David James, and Garrett Turner Ewing.

Carla leaves behind her loving partner, Bill Melvin; three sisters, Melanie (Phil) Forget, Terri Hanshaw, and Kimberly (David) Leland, and a fourth “sister,” Jeanne McGregor, M.D. Carla was a wonderful niece to her Aunt Bonnie Louise Liston, loving aunt to her nieces Heather Forget, Kate Leland Napier, and Kayla Leland Prigid and nephews Brent Forget and Dallas Leland. She will also be terribly missed by several cousins including Suzanne Lambert, and extended family members.

Carla was predeceased by her daughter Lindsay Erin, and her husband James Turner Ewing. Along with her husband “Jim”, she co-founded Ewing Air in 1976. Working from their garage, she and Jim grew the business into a very successful air conditioning company which won numerous awards in the industry. The couple later sold the business and attempted to retire. They eventually realized that their customers needed them and they established Ewing & Ewing Air Conditioning, which is currently managed by their son J.R. and his wife Leann. Carla was a very strong leader with a generous and kind heart.

Above all, she treasured family and could always be counted on to provide guidance and love to family members and many friends. She will be remembered forever. Published in The Palm Beach Post on Dec. 3, 2017

Cracking The Code



Phil London

Ever spend countless hours and soul searching putting together a proposal estimate only to lose out to another Contractor. How about winning the job and finding out that you left thousands of dollars on the table because your bid was considerably lower than your competitors.

What did they know that you did not?

During the IE3 Show, taking place February 12 – 14, 2018 at the Gaylord National in Washington, D.C., Phil London of Thermal Concepts will help clear up some of the mysteries behind estimating. It’s not intended to be an accounting exercise, but it will be a review what goes into the costs we have to account for: break even costs; burdened costs; overhead; and of course what is our desired profit margin. These are the cornerstones of accurate estimating. Join me as we crack the code to more profitable estimating.

You will only get this if you are registered for the IE3 Show. Register today to make sure you get the lowest possible rate and don’t forget that many of our manufacturer partners will allow you to use your co-op dollars to pay for a portion of your registration. Just contact your local distributor representative to see if you are eligible.

And don’t forget to book your hotel room(s) at the Gaylord National Harbor, because you are going to want to stay where are all the action is taking place. ACCA has a special rate starting at \$219 per night plus applicable taxes, but it’s only good until January 5, 2018, or when the block is full, whichever comes first. Book early, because our block normally fills up fast.



ACCA is heading to the Gaylord National in Washington, D.C., February 12 – 14, 2018, for the IE3 Show



marcone

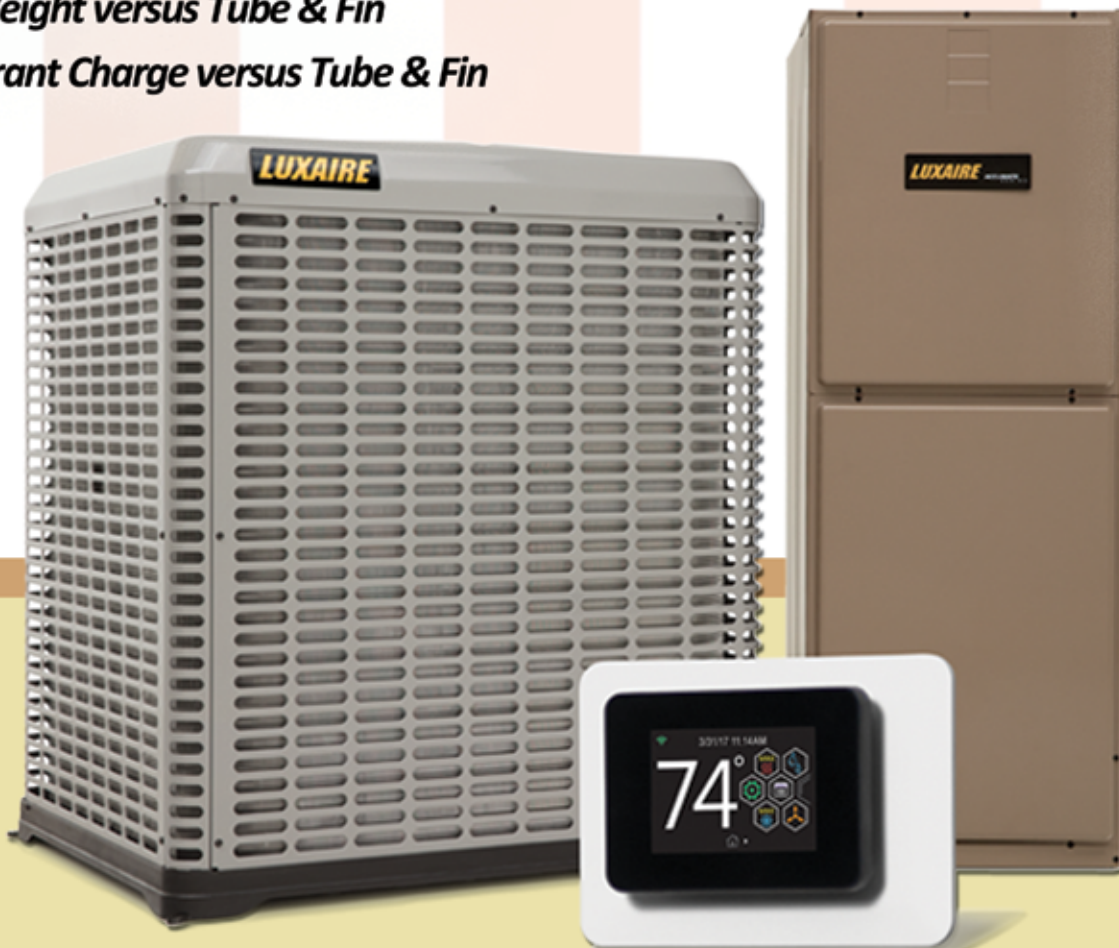
Marcone Supply has Partnered with Luxaire Air Conditioning and currently Stocks a Full Line of Equipment in their South Florida Locations

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



Tropic Supply Events in December Synchrony Financial Training



Justin Stocker of Synchrony discussed the selling tools available in the Synchrony online toolbox

The Tropic Supply events for December centered on financial training from Synchrony. Justin Stocker spoke about how consumer financing can help you close incremental sales. The training included good, better, and best proposal selling with financing. Also discussed was pricing equipment to maximize margin when leveraging financing. The new online platform Synchrony Transact, provides an end-to-end financing solution on your digital devices, from consumer credit application to contractor payment.

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.



It really all comes down to selling to your customers at the kitchen table!



Justin Stocker of Synchrony showed how to leverage the value of the Ruud Cashback and Pro Partner Programs



Justin Stocker of Synchrony outlined the Good, Better, Best Proposal Selling with Financing



Marcelo Capote and Stephanie Fiet of Tropic Supply welcomed the Synchrony financial training attendees

HARDI Official Statement on Tax Bill Passage

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) applauds the passage of the final version of the Tax Cuts and Jobs Act in both the House and Senate this week.

HARDI is particularly pleased with the inclusion of the HEAT Act provisions, improvement on the treatment of pass-through entities, preservation of LIFO and progress towards repeal of the estate tax.

"This new tax structure is going to give a big

boost to HARDI members," says HARDI CEO Talbot Gee. "Along with the tax cuts in this package, there are some great specific provisions for our industry, such as full, immediate expensing of qualified HVAC equipment."

"Plain and simple, this is a big win for HARDI members that has been a long time in the making," says HARDI Vice President of Government Affairs Palmer Schoening. "But at the same time, the fight goes on even with this win. We aim to keep up

pressure towards full estate tax repeal and trying to achieve permanence with these new rates going forward."

"We look forward to leading the HARDI membership through this important upcoming midterm election year," Schoening continues. "Our next Congressional Fly-in this May will be a crucial one, and we encourage HARDI members to continue staying engaged with their representatives and making their voice heard in Washington."

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The Sixth Edition of the Florida Energy Conservation and Residential Building Codes was adopted in 2016. But the effective date of an important provision requiring the air tightness of new homes to be tested with BLOWER DOOR and mechanical ventilation was effective July 2017. New homes must now meet these requirements.

This 2018 Building Science Seminar of best practices for future code compliance in the building envelope prepares architects and contractors for the impact of building air tightness and ventilation upon the control of moisture whether liquid or vapor.

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Lew Harriman "Humidity Control to Avoid Microbial Growth"
Jim Larsen "Fenestration"
Brad Schiffer
Rick Sims "Duct Condensation"

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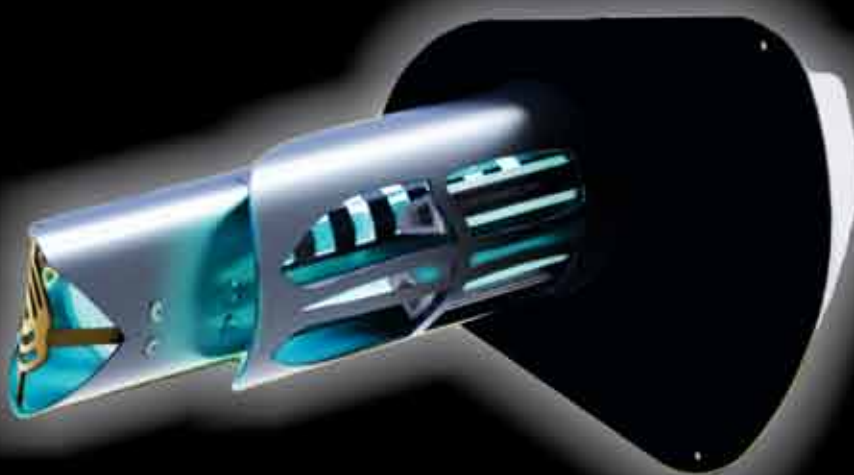
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HARDI

ANNUAL CONFERENCE

NOVA

DECEMBER 2-5, 2017 | LAS VEGAS

HARDI took attendees of its Annual Conference: NOVA 2017 on a high-flying trip Dec. 2-5 in Las Vegas at the ARIA Resort & Casino.

“There’s More To Discover” was the message seen repeatedly across screens and signage throughout the event, with former U.S. Navy Blue Angels lead solo pilot John Foley’s closing keynote tying up the end of the speaker series. As he met with attendees and signed autographs, Foley could be heard telling them to “burn the paint off,” referencing a story in his presentation where he took his plane up to the

stratosphere, and then plummeted straight down to earth to test the limits of his machine, burning off all the paint on the body in the process.

Speaking of high limits, NOVA in Las Vegas shattered the previous year’s record, with 1,611 registrations and 1,557 of those attendees checked in throughout the four days. This event also implemented the use of RFID tracking to better analyze and improve the content delivered at HARDI events.

“I truly believe that the performance of this year’s HARDI Annual Conference is a testament to

the growth in value that members see in HARDI, and the ever-growing potential they see in the association as the industry expands,” said HARDI CEO Talbot Gee. “I hope everyone had a great time in Vegas, but more importantly that they received some takeaways that they will be able to implement into their business practices immediately. We will keep you updated, but stay engaged with the resources HARDI provides to ensure that wholesale distributors are the channel of choice for HVACR manufacturers and contractors.”



Emilio Garcia, Brandon Stewart, Jennifer Boyajan, Rick Rasch and Mike Noelke with Sanhua International



Alex Rivero and Mario Gamez with Comfortstar Ductless Products



Carl Pollex, Marjorie McAllister, and John Jeffers, with CPS Products and 5-2-1



Laurelyn Arriaga with Quietflex and Wayne Hartman with Daikin and Rick Heyden with Heyden Stanley Group



Sean Ince with Pro1 and Wes Swank with Coburns Supply



Having a good time with friends in the industry!



Robin Armijo with McDaniel Metals



Matt Cowley and Dave Lax with Spectroline



The Pollex Group with Tom Ritchie and Gary Lampasona from Ritchie Engineering-Yellow Jacket

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Performance Pointers

by David Richardson



Solve Air Handler Filter Pressure Drop Measurement Challenges

Air filters create resistance to airflow that can reduce a fan's ability to move air by up to 50%. You can evaluate the filter's impact on airflow by measuring the pressure drop over it. It takes less than a minute to do and is often the diagnostic test that identifies the problem that exists in nearly one third of residential systems.

Air handlers with internally-mounted filter racks are challenging when you want to measure filter pressure drop. The challenge is due to the filter being mounted directly against the indoor coil. There is little room to conduct pressure measurements after the filter.

To deal with this configuration, technicians often resort to testing variations that could lead to inaccurate measurements. The most common of these variations involves measuring pressure with the air filter installed and then removed. Let's look at how this test is performed, why it is incorrect, and additional accessories you'll need to measure it correctly.

The Wrong Way to Test Filter Pressure Drop
Typically, a technician using this incorrect test method first measures static pressure after the internal coil in the air handler, with the filter installed. This reading is taken between the coil and the inlet to the blower. They then take a second static pressure measurement in the same location with the filter removed. The two readings are then subtracted from each other to determine filter pressure drop.

Here's an example: Pressure is measured after the coil of the air handler with the filter installed and found to be .40" w.c. (inches of water column). The filter is removed, and a second pressure measurement is taken. The new pressure with the filter removed is .52" w.c. This results in a calculated filter pressure drop of .12" w.c. (.52 - .40 = .12).

Why It's Incorrect
This test may sound good on the surface, but the result will be an inaccurate filter pressure drop. This is because removing the filter decreases total external static pressure (TESP), so the match to find the filter pressure drop doesn't calculate. Remember this rule:

as static pressure decreases, fan airflow increases.
Once you place the filter back into the air handler, the fan must overcome the added resistance of the filter. TESP increases and fan airflow decreases. The readings are not taken under similar conditions – fan airflow has changed. Failing to recognize this interaction could lead you to chase a filter problem that doesn't exist.

The Correct Way to Measure Filter Pressure Drop
To avoid the scenario above, you need to test the system under normal operating conditions – not simulated ones. To keep from altering system conditions, you'll need to obtain a pressure reading after the filter – a feat many technicians claim is impossible on this installation. However, if you have the right static pressure probe, the reading is simple to obtain.

Did you know you can make your own probe? Use an 18" piece of 1/4-inch soft copper tubing -- the type you would use to hook up a humidifier or ice-maker. If you'll email me a request, I would be glad to send you the instructions on how to make one. With the 18" straight static pressure probe, you can get in between the filter and the coil with no problem.

After making the probe, you'll need to install two test ports for measuring pressures. The following steps are for filter pressure drop on an air handler with an internal filter rack only.

1. Install a 3/8" test port into the return duct on the entering air side of the equipment (return plenum). This is your pressure measurement before the filter, as air enters the air handler.
2. Remove the filter door from the air handler and install a 3/8" test port near the top of the filter door. Measure with a tape measure to assure the port allows your probe to go between the filter and coil. Note: It's best to avoid drilling into the filter door while it's on the air handler -- you don't want to damage a drain pan.
3. Re-install the filter door onto the air handler. The port on the filter door provides access for your pressure measurement after the filter, just before air enters the coil.

4. Turn on the system and assure the fan is operating at its highest speed.
5. Turn on your digital manometer, or if using an analog manometer, level and zero it.
6. Attach a hose to the (-) port of the manometer or (low) port of the Magnehelic and insert the straight static pressure probe into the opposite end of the hose.
7. Insert the straight static pressure probe into the 3/8" test port you installed before the filter and record the reading.
8. Insert the straight static pressure probe into the 3/8" test port you installed in the filter door, after the filter, and record the reading.
9. Subtract the two pressures to determine filter pressure drop.

Diagnosing Filter Pressure Drop Readings
In a perfect world, filter pressure drop should typically not exceed 20% of the fan's maximum rated TESP. You can find this rating on the air handling equipment's data plate often located on the blower door.

Let's say you're testing filter pressure drop on an air handler that's maximum rated TESP is .30" w.c. Multiply the maximum rated TESP by 20% or .20 to come up with the ideal filter pressure drop. In this example, filter pressure drop should not exceed .06" w.c. (.30 x 20% = .06).

If filter pressure drop exceeds 20% of the maximum rated TESP, you'll need to use a less restrictive filter type or move and upsize the filter surface area to an external location for it to work properly.

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

If you're an HVAC contractor or technician interested in learning more about static pressure and air filters, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.national-comfortinstitute.com is full of free technical articles and downloads to help you.



Johnstone Supply Ware Group Training Schedule for January

Come join us during the month of January for some excellent training events featuring Arzel Zoning, Mitsubishi, and Pelecan Wireless at one of Johnstone Supply Ware Group location near you. For more information please call Darlene at 954-318-7688.

Zoning Technology		
9-Jan	8:30 - 10:30am	W Palm Beach
9-Jan	12:30 - 2:30pm	Boynton Beach
10-Jan	8:30 - 10:30am	Kendall
10-Jan	12:30 - 2:30pm	Miami Lakes
11-Jan	8:30 - 10:30am	Sunrise
11-Jan	12:30 - 2:30pm	Dania Beach
Belt Drive Optimization		
16-Jan	8:30 - 9:30am	Sunrise
16-Jan	11am - 12pm	Dania Beach
17-Jan	8:30 - 9:30am	W Palm Beach
17-Jan	11am - 12pm	Boynton Beach
18-Jan	8:30 - 9:30am	Miami Lakes
18-Jan	11am - 12pm	Kendall

Introduction to Chillers		
16-Jan	8:30am - 4pm	W Palm Beach
17-Jan	8:30am - 4pm	Dania Beach
Pelecan Commercial Wireless		
22-Jan	8am - 10am	W Palm Beach
23-Jan	8am - 10am	Ft Lauderdale
24-Jan	8am - 10am	Dania Beach
25-Jan	8am - 10am	Miami Lakes
26-Jan	8am - 10am	Kendall
Nate Testing Date		
January 24th @ 9am		
Dania Beach & Miami Lakes Locations		

Mitsubishi M&P Installation		
10-Jan	8 -11am	Columbia
11-Jan	8 -11am	Charleston
Mitsubishi M&P Service & Troubleshooting		
31-Jan	8 -11am	Columbia
Refrigeration		
17-Jan	8 -11am	Clearwater
18-Jan	8 -11am	Brandon
23-Jan	8 -11am	Melbourne
24-Jan	8 -11am	Orlando
30-Jan	8 -11am	Tallahassee
31-Jan	8 -11am	Jax Downtown



Darriion Gayle and Darlene Bernd of Johnstone Supply Ware Group, Fidel Martinez of Emerson, and Pam Carnessali of Johnstone Supply Ware Group



Appion Recovery & Evacuation Training included techniques to dramatically speed up recovery and evacuation processes



Emerson Sensi Counter Day at Ft Lauderdale Fidel Martinez of Emerson, Alan Negele and Christina Fennell of Johnstone Supply Ware Group



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COOLING & HEATING

Johnstone Supply Ware Group Hosts Mitsubishi Roadshow

December 7th, 2017

On December 7th, Johnstone Supply Ware Group in South Florida hosted the 2017 Mitsubishi Electric Cooling & Heating Product Roadshow from 1pm - 5:30pm at the Isle Casino in Pompano Beach.

The 2017 Mitsubishi Electric Cooling & Heating Product Roadshow this year brings a another great opportunity to capitalize on the growing ductless market and significantly grow your business. Mitsubishi Electric Cooling & Heating has taken the necessary steps to

achieve our cumulative goal of market penetration for cooling and heating solutions. For well over 30 years Mitsubishi Electric Cooling & Heating has worked to deliver high quality, innovative products.

The 2017 Mitsubishi Electric Cooling & Heating Product Roadshow unveiled the new products for 2018, new marketing programs and sales tools, financing, warranties, and much more.

Elaina Burdick of EB&L Marketing was the key-

note speaker who spoke on HVAC Marketing in 7 Steps.

The Ware Group is the leading HVAC/R wholesaler in Florida and South Carolina. The Ware Group is committed to offering the highest level of customer service, inventory stock position, experienced and knowledgeable employees and technology. The Ware Group believes in....."Saving You Time. Making You Money."



Ramon Delgado of Johnstone Supply Ware Group registers customers to the Mitsubishi Electric Cooling & Heating event



Frankie Valle, Jeff Blomstrom, and Leah Montgomery of Mitsubishi Electric Cooling & Heating



Ramon Delgado, Samuel Cruz, and Cary Hagenbaumer of Johnstone Supply Ware Group



Justin Seppi of Johnstone Supply Ware Group welcomes attendees and discusses the agenda



Jeff Blomstrom of Mitsubishi Electric Cooling & Heating, gave an update on company strategy for 2018



Jeff Blomstrom of Mitsubishi Electric Cooling & Heating reveals the Zoned Comfort Solutions



Mitul Patel of Mitsubishi Electric Cooling & Heating, went over product updates



Terry Harper and Fernando Obeso of Harpers Air with Elias Baretto of Johnstone Supply Ware Group



Leah Montgomery of Mitsubishi Electric Cooling & Heating, gave the marketing updates



Elaina Burdick of EB&L Marketing was the keynote speaker who spoke about HVAC Marketing in 7 Steps



Justin Stocker discussed the benefits of using Synchrony Financing



Gloria Gilpin and Richard Everage of Homestead Air with Elias Baretto of Johnstone Supply Ware Group



Gerardo Padron Fente, Nasryth Funes, Jean Franco Licciardello of Cool Environment with Samuel Cruz of Johnstone Supply Ware Group



Nick Ahrens of JB & Associates talked about extended warranties



The Mitsubishi Electric Cooling & Heating Product Roadshow at the Isle Casino was well attended

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Happy New Year!

The team at Tropic Supply wishes you peace, joy and prosperity throughout the coming year. Thank you for your continued support and partnership. We look forward to working with you in the new year. All the best in 2018!



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Gemaire Celebrates the Retirement of Wendy Cox

December 22nd, 2017

On December 22nd at 5:30pm, Gemaire Distributors celebrated the retirement of Wendy Cox, for 40 years of dedicated service as the Director of Marketing and Program Management for Gemaire Distributors. The celebration was held in Deerfield

Beach at Two Georges at The Cove. Gemaire co-workers, business associates, family and friends came together to thank her for her awesome contribution to the HVAC industry and talk about all the great experiences that everyone has shared together.

Three Gemaire presidents that worked with Wendy came forward to tell how much they appreciated her leadership, trust and loyalty to the customers. Wendy will be missed by everyone. We all wish her well in the next exciting chapter of her life.



Kenbian Ng, Patrick Ahern, Don Said, Herb Rassing, Wendy Cox, and John Thomas



Andre Zdanow, George Ezzell, and Wendy Cox



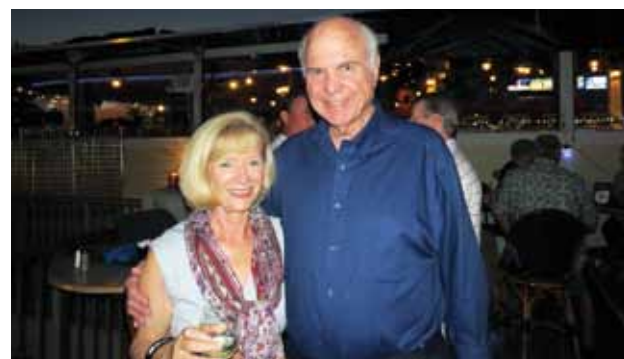
Sandy Cousino and Wendy Cox



Three Presidents who worked with Wendy Cox... Steven Combs, Ken Connell, and Ken Perkins



Vivian Ochoa, Bill Swenson, Andre Zdanow, and Kristina Poakeart



Wendy Cox and Ken Perkins



Elizabeth Quinn, Kristina Poakeart, Wendy Cox, Irene Kanashiro, and Lori Jachimiak



Tim Young selected some of the tasty hors d'oeuvres



Doug Mullins, Keith Keller, and John Grindle



Johnathan Redwanz, Martin DuBose, and Tim Young



Steven Combs, Bill Swenson, and Scott Behanna



Ben Whittington, Andre Zdanow, and Jeff Morgan

HARDI Distributors Report 9.1 Percent Revenue Increase in November

COLUMBUS, Ohio, December 28, 2017— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 9.1 percent in November 2017.

The average annualized growth for the 12 months through November 2017 was 6.4 percent. "9.1% growth looks good because there was the same number of billing days as November 2016 when sales were up 10.9%. The comparison was not easy," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "Three of the regions produced double-digit growth despite being up against low teens growth last November."

"That makes two consecutive months near 10 percent gains after the late summer swoon," said

HARDI Senior Economist Connor Lokar. "Demand early in the new year will be supported by healthy consumer spending, but we are trimming our outlook for new housing construction."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now over 47 days. "The DSO is up from the low 40s at the end of the summer and this is normal," said Loftus. "47 is comparable to last year. We expect the ratio to remain in the 47 to 49 range the next couple months."

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. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 455,303 units in October 2017, up 6.9 percent from 425,882 units shipped in October 2016. U.S. shipments of air conditioners increased 7.6 percent, to 292,559 units, up from 271,913 units shipped in October 2016. U.S. shipments of air-source heat pumps increased 5.7 percent, to 162,744 units, up from 153,969 units shipped in October 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 6,900,365, up from 6,476,347 units shipped in October 2016. Year-to-date shipments of central air conditioners increased 5.9 percent, to 4,621,922 units, up from 4,365,690 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 7.9 percent, to 2,278,443, up from 2,110,657 units shipped during the same period in 2016.



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ICP Announces Distributors of the Year for the United States



LEWISBURG, Tenn., Dec. 18, 2017 — International Comfort Products (ICP) is proud to announce

eight leading distributors have been named the Arcoaire®, Comfortmaker®, Day & Night®, Heil®, and Tempstar® U.S. distributors of the year. The awards were based on achievements in customer support and sales growth. ICP is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp.

Charlie Piranian, director, North American Sales, ICP, praised the winning distributors for their accomplishments.

“Over the past year, these distributors have embraced new products, customers and promotions while continuing to provide excellent customer support to their dealers,” said Piranian. “To top it off, they have achieved outstanding sales growth in an ever-changing industry.”

Piranian presented the awards to the winning distributors:

- Prescott Winsupply Co., of Prescott, Arizona – Arcoaire Distributor of the Year.

- Acme Refrigeration, of Baton Rouge, serving Louisiana and Mississippi – Comfortmaker Multi-Branch Distributor of the Year.

- Brunswick Winsupply Co., of Brunswick, Georgia – Comfortmaker Single-Branch Distributor of the Year.

- Robert Madden Industries, of Lubbock, Texas – Day & Night Distributor of the Year.

- CTC Supply, of Fayetteville, North Carolina – Heil Multi-Branch Distributor of the Year.

- Fletcher Supply Co., of Tuscaloosa, Alabama – Heil Single-Branch Distributor of the Year.

- The Corken Steel Products Company, of Florence, Kentucky – Tempstar Multi-Branch Distributor of the Year.

- Conyers Winair Co., of Conyers, Georgia – Tempstar Single-Branch Distributor of the Year.

Each year, ICP selects U.S. Distributors of the Year from among hundreds of independent distributors located throughout the United States for outstanding achievement in sales growth and customer support. Congratulations to all eight of the winning distributors.

International Comfort Products is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp., a leading provider to the aerospace and building systems industries worldwide. For more information visit www.icpusa.com.

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SOUTHWEST FLORIDA BUILDING SCIENCE SEMINAR

**Coming to Estero, FL
on March 29, 2018**

article by
Andrew C. Ask, P.E.



I'm engaging in some self-promotion this month for an event that I'm involved with in Estero (between Ft. Myers and Naples) coming up on March 29, 2018. This one-day seminar on building science has its roots in an ASHRAE event first held in 1998.

The late Jerry Wicks (Tampa Aaon rep) and I had been specifying and selling bigger and badder Outdoor Air Pre-Treatment Systems that cooled, dehumidified, and re-heated outside air in an attempt to dry out SW FL buildings. It finally occurred to us that maybe we should be taking a harder look at the buildings themselves and where the moisture was coming from. That search led us to Ron and Holly Baily in Palm Beach County, which in turn placed us in contact with a guru who had a strange last name—Joe Lstiburek (the L is silent, sort of). Joe, or I should say Dr. Lstiburek, turned out to be at least as unusual as his last name and, as indicated by the name of his consulting firm, he was into something called Building Science.

This was quite overwhelming for an HVAC engineer who had just moved here from Minnesota. The idea of putting two units in series—the outlet of a DOAS (Dedicated Outdoor air System, as it now is known) pumping air into the return side of the main HVAC system—was totally foreign to me. As was the idea that I should be concerned with the Building Envelope (now called the building enclosure)—when I pushed up a ceiling tile in our office buildings I could see out to the parking lot through the soffit.

That curiosity about moisture and air leaking in has lead me on quite a journey over the past 20 years, to where I have developed my own sub-specialty in building science and mechanical moisture control. Buildings must now be very air-tight for a variety of reasons, not the least of which is the energy code—houses must leak less than 7.0 air changes at 50 Pa negative pressure—to make insulation work (convection destroys the concept of “dead air space”), and to keep moisture out. The more insulation we add, the cooler the interior of wall spaces become, and more prone to condensation. And the synthetic building materials we use are much less tolerant of liquid water than good old wood and plaster.

Although building science is of interest to and generally practiced by the traditional GC or architectural trades, I would encourage HVAC contractors to learn more about it. More often than not, moisture and related damage that you and your systems are accused of causing is due to how the building itself has been put together. Make it your business to know as much or more about it than your GC customers.

Getting back to 1998, Jerry and I decided we should have a conference to talk about all this. So we reserved a room at the Holiday Inn, sent out some fliers, and arranged for Joe Lstiburek to come in. We thought there might be 25 people in SW FL that would have an interest in this problem. 100 showed up and thus was born the Ft. Myers Building Envelope Seminar and the tradition went on for 10 years, paused during the recession, and then resumed in 2014, now under the auspices of AIA Southwest Florida, the local AIA chapter.

Many of you know it simply as the “Dr. Joe Seminar.” Joe Lstiburek was the exclusive presenter until the last couple of years, when his winter schedule has conflicted with our timetable. Expect Joe to be back in 2019 to tell us more about vapor venting. But this year we are doing something different. We are bringing in two world class experts: Helene Hardy Pierce and Lew Harriman; along with local HVAC guru Rick Sims.

Helene is VP of Technical Services at GAF. She's a roofing guru and will tell us the state of the art in roofing and roof insulation. Roofing isn't exactly at the heart of HVAC, but we work in, around, and through roofing all the time. Improper choices of materials and installation defects become the A/C contractor's problem when water appears.

Lew is a mold and moisture consultant. Some of you may be lucky enough to own his Humidity Control Design Guide, and ASHRAE publication. He is going to bore into Water Activity—exactly what is happening with water molecules on surfaces. He will explain that we can experience mold without the presence of liquid water. We all know that we need to hold rh well below 70% to avoid microbial issues. Lew will explain to why.

Condensation on insulated supply ducts in vented attics is maddening. Why is it a serious problem in some cases, not in others? Rick will talk about the causes, and share several tips on installation practices that can prevent condensation.

So join us at the Miramar Design Center in Estero on March 29th. For more information, including CEU's, contact the Building Science Seminar office at 727-209-0890 / email info@buildingscienceseminar.com or visit our website at www.BuildingScienceSeminar.com. In another first for this event, Cheryl Harris of FRACCA fame will be providing adult supervision. I'll put on a pot of coffee. Until next month then...stay tuned.

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

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Women in HVACR Networking Event & Workshop at HARDI 2017 - ARIA Resort & Casino Las Vegas



On Saturday December 2nd from 2:00pm - 5:30pm, the Women in HVACR Networking Event & Workshop was held in conjunction with the HARDI 2017 annual meeting at the ARIA Resort & Casino in Las Vegas, in Cooper Leaf 11 room.

Julie Decker, WHVACR 2017 President, welcomed everyone to the event and gave an organiza-

tional update including who they are, their 2017 accomplishments, and where they are going in 2018.

Next on the agenda was Marjorie McAllister, past WHVACR President, who gave introductions and the icebreaker presentation.

The first guest speaker was Jennifer Boyajian of Sanhua USA, who spoke about the HARDI organization and gave a Halo update.

Next up was Renee J Joseph of Johnson Controls, who gave a presentation on Situational Leadership.

Then Ruth Ann Davis of Williams Furnace spoke about Advocacy and You. Julie Decker, current President of WHVACR wrapped up the event with a special time for networking.

Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. They empower women to succeed through networking opportunities, mentoring and education. Visit www.womeninhvacr.org



Marjorie McAllister, Past WHVACR President, Tom Roberts, HARDI President, and Julie Decker, current WHVACR President



One of the WHVACR speakers was Renee J Joseph, Vice President of Johnson Controls



Melissa Hyatt of FTL Finance, Teri Ditsch of BlueHawk, and Joanne Hunt of The Metal Shop



The meeting was held during the HARDI annual conference at the ARIA Resort & Casino in Las Vegas



Kerri Kalshultz of FTL Finance, Colleen Keyworth of Online-Access, Inc., Jackie Tutko of The Metal Shop, Virginia Feher of FTL Finance



WHVACR empowers women to succeed through networking opportunities, mentoring and education



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Tools & Testing Corner

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



To recap, last time we covered vane anemometers in extensive detail. As we move in to the new year, let's wrap up the airflow discussion with a few odds and ends.

First, let's go beyond capture hoods. Capture hoods really do not capture, but are more correctly deflector hoods or transition hoods as their purpose is to move the air flow through an area of known cross section where it gets measured by a measuring array or probe of some sort.

The only true air flow capture tool I know of is the Bag Inflation Device, better known as the garbage bag method. One huge limitation to this method is the fact it can only be used on supplies. I cannot imagine a practical way of deflating a bag full of air placed over a return. Can you?

Before you dismiss this topic as junk science, take a moment to consider the extreme simplicity of actually capturing air in a container (the bag) of known volume (or cubic feet). All you need to do is time how long it takes to fill the bag (in minutes) and viola! There you have it: cubic feet of air per minute or CFM!

The drastic simplicity makes this method a good, hands-on teaching tool to understand many aspects of measuring airflow. And the required "equipment" is easily and inexpensively procured: a plastic bag and a stop watch (or likely the stop watch function on your smart phone.)

Now, let's unravel this method for the assumptions and challenges it presents. Because, if you haven't heard it before now, I'll repeat what Jim Bergmann preaches: "Estimating airflow is easy. Measuring airflow correctly is difficult."

First challenge is accurately determining the time of inflation. If the bag is small, tenths of a second can make a difference in the calculation. For example, when measuring an airflow of about 150 CFM, a 38-gallon bag (about 5 cubic feet, at typical large garbage bag) will inflate in about 2 seconds.

But, if you have a cumulative error of 1/2 second in deciding when to start and/or stop the timing, or if have a jittery trigger finger, or have sloppy technique when placing the bag on the grille, that can cause an

error of +/- 35 CFM in the final value or about +/- 23%!

Another factor to consider is the actual weight of the bag when used on any grille that is attached to any finished surface except a ceiling. The weight of the hanging bag impedes the air flow and causes back pressure as the air inside the bag has to lift the bag to fill it. So, lighter weight bags are better.

Choosing a larger bag diminishes the criticality of the time measurement, but a larger bag may be heavier. However, if you find a larger, lightweight bag, you may not know exactly the volume that it holds. "Oh, just fill it with water", you might say. Well, good luck, as the weight of the water would likely tear the bag as it fills and become quite a problem if it leaked!

I credit Gary Nelson, of the Energy Conservatory with an answer to this conundrum. Simply fill the bag with packing peanuts. Then dump the peanuts into a rectangular box where you can measure the height, width and depth to get the cubic volume of peanuts that formerly filled the bag!

Something to keep in mind is the so-called Airsenberg uncertainty principle: sometimes the process of measuring air flow changes the resultant measurement. In this case, as any pressure develops inside the bag the supply air stream will "feel" the pressure and begin to slow the inflation of the bag, thus limiting the quantity of air entering the bag. A simple way to determine this is to watch for the bag getting full. But how full is full?

A slick way around this is to place a pressure tap on your bag and connect the tap to digital pressure meter that can read low pressures (like 0.001 Inches water column or Pascals). Immediately when your pressure meter shows a spike in pressure, you can say your bag is full!

However, you just increased the cost of your test equipment from pennies to \$450 or so to get a decent, fine-resolution pressure meter!

Interestingly, this method was actually written into an ANSI standard: ANSI/RESNET/ICC 380-2016: Standard for Testing Airtightness of Building Enclosures, Airtightness of Heating and Cooling Air

Distribution Systems, and Airflow of Mechanical Ventilation Systems in Section 5.2.2. You can download the full standard, free of charge at this link: www.bit.ly/RESNET-380

While no manufacturer currently makes an "ANSI 380: Bag inflation device (BID)", you can make one of your own following the "recipe" given in the standard (excerpted below).

The BID is usually a light-weight box (or even wood or wire frame) which must contain an airtight perimeter seal to seal against whatever textures are presented by the surface in which the supply grille is mounted.

As you will see in the video (link below) the BID method was created for use on the exhaust of ventilation fans, so the surrounding siding treatment presents a sealing issue.

The plastic bag must be of a known volume (Gary Nelson already helped us solve that challenge) and the frame (box) must hold the bag open, thus overcoming part of the "weight of inflation" issue.

There shall also be a shutter that controls airflow into the bag. (That helps with the start and stop of the timing.) The thickness of the bag shall be selected such that three or more measurements of a single outlet terminal produce results that are within 20% of each other. (This means each person that makes a different device must do their own testing to determine this factor. Ok.)

And the volume of the bag chosen so bag fills within 3 to 20 seconds. So, our 150 CFM supply filling in 2 seconds with a 38-gallon bag violates this rule and a larger bag must be chosen.

If you'd like to see a BID in action, the EPA Energy Star program created this explanatory video which can be viewed at this link: www.bit.ly/380-BID

Next time, we'll cover the frequently misunderstood topic of K Factors as the abuse of a K-Factor can really mess up the reported value of airflow.

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

Remember, Never Stop Learning!

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Michael Hollis Rick Farrow Michael Cupp Mike Winkel Tim Roberts Marsha Demrose

Wishing You a Happy New Year!
Thanks for a Great 2017!...The Best is yet to come!



Hollis Campbell of Hollis Mechanical, Christy Kerlin of The Metal Shop, Freddy Villalona of Oldach



Sal Hamidi of Target Sales, Willo Rivera, Gabriel Rivera, and Arnaldo San Miguel of Oldach



Bruce Haupt of The McAllister Group, Mario Mascarucci of Mario's AC Service, and Armando Pantona of Armando's AC Service



Jesus Quiles and Roberto Rivera of Oldach, with Pablo Medina of JCS Blue Solutions



Michael Cupp of Cain Sales, with Julio Guzman, Remeus Loobens, and Clayton Moore of Georgia Air Services



Arnaldo San Miguel, Freddy Villalona, Sergio Quiles, Willo Rivera, Jesus Quiles, Willo Rivera



Freddy Villalona of Oldach, Victor and Justin DelPilar of Kevstin Services & Jody Long of Nu-Calgon



Glenn Paetow of Allied Air Enterprises with Rogger Garcia of Daroglen Air Quality



Café Madrid prepared an excellent lunch consisting of roast pork, chicken wings, rice & peas, with flan for dessert



Jesus Quiles and Sergio Sanjenis of Oldach Jonathan Romberg of Danfoss



Meghon Jones and Braven Jackson of Gemstar Contractors Inc. with Freddy Villalona of Oldach



It was a great turnout for the Oldach Kissimmee Grand Opening Celebration!



Freddy Villalona of Oldach, Javier Font, Ernesto Font, Daniel Padan of PD Mechanical, and Jesus Quiles of Oldach



The lunch from Café Madrid was great! Plenty of Food, Fun, and Friends!



Glenn Paetow of Allied Air Enterprises, Gabriel Rivera of Oldach, and Leandro Pinillo of AC Home LLC



Gil Ledoux of PED Associates with Igor Otano of Osceola County Schools



Juan Luciano of Electron Air Conditioning with Alex Lafata of Goodman



The official ribbon cutting ceremony for the Grand Opening of Oldach Kissimmee

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Oldach celebrated the Grand Opening of their newest location in Kissimmee on December 15th. The party started at 11am and went till 2pm. It was a first class celebration indeed. Local HVACR contractors in Kissimmee enjoyed a delicious lunch of roast pork, chicken wings, rice and peas, and flan prepared by Café Madrid.

Manufacturers Representatives were on site giving product demos and displaying all of the latest products available at Oldach. The store is at 1001 Armstrong Boulevard, Kissimmee, FL 34741, and it is the second location for Oldach in Central Florida.

Oldach equipment lines include Armstrong Air, Ducane, Allied Commercial, Goodman, and Gree Ductless Mini-Splits. Oldach also stocks a complete line of refrigeration equipment and controls, installa-



Sergio Sanjenis of Oldach with Glenn Paetow of Allied Air Enterprises



Joe Torres of Good Air Refrigeration LLC, Gustavo Morales of GMH Air Conditioning, and Gabriel Rivera of Oldach



Hector Montijo of Technical Services with Jose Ramos of Oldach



Sergio Sanjenis, Gabriel Rivera, Cesar Rojas, Rivera & Jose Ramos



Juan Carlos Silva of JCS Blue Energy Solutions with Ryan Reynolds of EV Dunbar



Kian George and Freddy Villalona of Oldach with Berwin Bonilla of Quick AC Solutions



Jody Long of Nu-Calgon, Pedro Romero of Ferran, and Freddy Villalona of Oldach



So much to eat!
So little time!

ACH

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The Grand Opening Celebration In Orlando

tion supplies, parts, and accessories. Gabriel Rivera is the store manager and you can reach him by phone at 407.539.5599.

Oldach in Orlando hosted a special Holiday Celebration on December 22nd from 11am to 2pm. Las Canas Restaurant prepared a holiday feast of roast pork, chicken, rice, yucca, and salad. A select group of Manufacturers Representatives were in attendance giving product demonstrations.

Oldach is committed to support their valued customers with quality products that provide the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, providing value and inspiring confidence in every purchase.



Bruce Haupt of The McAllister Group with Faviola Montes and Ed Rivera of ERV Refrigeration Services



Freddy Villalona, Pablo Paulino, and Kian George of Oldach with Wille Ozasio and Raphael Rodriquez of Alpha Maintenance



Freddy Villalona of Oldach with Luis Rodriquez and Donald Conrad of Air Systems Specialists



Las Canas Restaurant prepared a delicious holiday feast!



Anael Ruiz and Joel Aquino of AC Smart Services, with Juan Gil of Ecolab



Freddy Villalona of Oldach enjoying a quick game of dominoes with customers



Wilson Bayon of Empire State Cooling & Heating with Alex Lafata of Goodman



Eliezer Calcano, Edwin Cancel, and Juan Guzman of J&R Refrigeration with Freddy Villalona of Oldach



Luis Gonzalez of Gonzalez Air Conditioning with John Mitchell of ISM Southeast



The Oldach Orlando Team
Freddy Villalona, Pablo Paulino, Jesus Menendez, Kian George, and Yelitza Rodriguez



SFACA December Program Meeting 2018 Technology Showcase

The SFACA December Meeting was the 2018 Technology Showcase, which was held on December 6th at 6 p.m., at the Sheraton Suites in Plantation.

The event included a nice social time and some informative vendor presentations. The evening was filled with cutting edge products and services to help contractors grow their businesses and better

serve their customers. Everyone benefitted from attending this event. Heavy hors d'oeuvres were served in a holiday social setting.

The SFACA January Program Meeting will be held on January 10th at 6 p.m., at the Sheraton Suites in Plantation. The topic is "When It Comes to Fleet Safety, There's Two Major Parts - The Vehicle and The Driver". The presentation will cover

in detail the evolving landscape of the automotive industry, its technology and the positive effects it's having on fleets and the safety of your employees. The evening will conclude with a brief overview of why your auto insurance rates are increasing and what you can do to keep them under control. Speakers are Ed Lawton, Enterprise Fleet Management and Alfredo Andrial, Brown & Brown Insurance.



Dave Kennedy of Honeywell, Glen Huff and Pete Pallotta of United A/C, and Erik Johns of Honeywell



(L&R) Ed Lawton, Kenny Tyson, Ben Lisewski of Enterprise Leasing, Dave Sansone of Sansone AC, and Gregg D'Attila of Art Plumbing, AC & Electric



Kevin Beatty of The McAllister Group, Brian Gougherty of GMC AC (winner of APCO) and Ron Saunders of Fresh Aire UV



Jeff Campen, John Marinello, and Mike Kimball of Pyke Mechanical with Cheryl Harris of SFACA



Rachel Bush of Johnstone Supply Ware Group with Eric Joyce of GMC Air Conditioning



The York Source1 team with GMC Air Conditioning




Theron Cartwright, Scott Wade, Brian Youngblood, Emmanuel Joseph, Johnson Dorval, Caven Suckram, and Kevin Huynh of Atlantic Vo-Tech



Joe Canosa, Budd Suffoletta, Chris Adanti, and Doug Lindstrom of Lindstrom Air Conditioning



Rafael Ramirez of Tropic Supply, Bob Volin of Air Design Concepts, and Marc Capote of Tropic Supply



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Arco Supply Hosts Annual Holiday Pig Roast

December 14th, 2017



Arturo Alba Sr, Cecilia, and Arturo Jr, greeted customers as they arrived to enjoy their annual holiday pig roast tradition

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2017 Holiday Pig Roast, held on December 14th, from noon till 3pm at their location in Lake Worth. The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice Thank You in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade for over thirty years.



Arturo Alba Jr., Giberto Olascoaga, Joshua Neris, Tulio Lopez, and Arturo Alba Sr. of Arco Supply



Jorge Fernandez of Arco Supply carving the roasted pig



The warehouse filled up quickly with Arco Supply customers who came really hungry!



Chris Brown of Arco Supply, Gail Pepe and Kenny Laycock of Goodman Distribution



RL Kaylor Air Conditioning took a needed break from their busy day!



Brian Schendera and Scott Hetchler of John C. Cassidy Air Conditioning



Josh, Sean, and Justin of Whale'n Air



Everyone enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, and Potato Salad



The Goodman Distribution Team stopped by for lunch!



Anthony Keiser, Roy Robertson, Kelly Payne, and Chris Payne, of EDS Air Conditioning



Erik Johns of Honeywell, Camilo Puerta and Ray Strong of Arco Supply



Robbie and Dan of Cee Dee Air Conditioning



Marta Strong, Natalie Vasquez and Ray Strong of Arco Supply



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly



Christina Adams, Doug Adams, Breanna Bouchard of Dan Olson's A/C Service, Inc.



CFM Air Conditioning was one of the first to arrive for the festivities

EPA Regulations Update

To help you better understand some of the key elements, we are sharing answers to some of the frequent questions we are receiving from HVACR Educators and Trainers across the country.

Q: When will the new exam be available?

A: A new Section 608 EPA Certification Exam has been developed to incorporate the new regulations. It is currently being reviewed by the EPA prior to release. When the EPA allows its release, all registered proctors will be notified. Until such notification, registered proctors should continue to use the current exam.

Q: Will technicians need to be re-certified?

A: Persons currently certified as Section 608 technicians do not need to be re-certified. However, they will be required to comply with the regulatory changes.

Q: As an instructor, my lesson plans are created months in advance. To prepare for testing my students, will I have to switch to the new exam immediately when it is released?

A: When the new exam is released, proctors will be able to offer both exams for a period of time. This

will allow people currently training students to use the current program, or use the new one if they are ready.

Q: Will someone be providing proctors an overview of the changes?

A: Members of the ESCO Institute team will be holding webinars to help instructors understand the changes in the program.

Q: Does the EPA offer any simple facts for me to share with students or customers?

A: The EPA has created summaries of the changes for specific industries affected by the changes. Additionally, there is a fact sheet for leak rate calculations that contain non-exempt substitute refrigerants.

Q: Where can I find a complete list of regulations?

A: The update to the Section 608 Refrigerant Management Program can be found in the Federal Register.

If you have any questions, please feel free to call us at 1-800-726-9696. Eugene Silberstein, CMHE, B.E.A.P. Director of Technical Education and Standards

Daikin Launches New VRV T-Series Water-Cooled Systems



HOUSTON, December 13, 2017 – Daikin North America LLC has announced the launch of the new VRV T-Series Water-cooled condensing units providing all the same attributes of an air-cooled VRV system such as low sound levels, advanced comfort control and zoning, plus the added flexibility for cold climate applications and buildings with water loops or geothermal applications.

The new VRV T-Series provides efficiency improvements of up to 37% IEER and up to 33% COP compared to previous PC-Series.

New single modules in either 208-230V/3Ph/60Hz or 460V/3Ph/60Hz, are now available in compact, single module 8-, 10- and 12-ton sizes. Single modules can be manifolded together, with up to three units to form one system of up to 36 tons.

Main Features and Benefits

- Wide offering with 6-, 8-, 10- and 12-ton single-modules and up to 36-tons with multi-modules.
- Up to 64 indoor units can be connected to one system.
- Space reduction of up to 50% and up to 37% weight reduction compared to previous PC-Series.



- Reduced cabinet height allows double stacking with 7ft and triple stacking with 11ft ceilings.

- Combined VRV and VRT technology provides year-round comfort and energy efficiency.

- Longer refrigerant piping lengths provide more design flexibility compared to previous PC-Series:

- Maximum level difference between indoor units increased from 49 ft. to 98 ft.

- Maximum linear length increased from 390 ft. (459 ft. equiv.) to 540 ft. (623 ft. equiv.).

- Maximum allowable linear length from first REFNET joint increased from 130 ft. to 295 ft.

- Heat Rejection Cancellation Technology minimizes mechanical room conditioning and service space requirements.

- Drop-down electrical box for ease of installation and service.

- Multi-position top or front refrigerant connections provide installation flexibility.

- Auxiliary Heat Auto Change-over provides added peace of mind.

- New configurator tool provides off-site programming for easy on-site commissioning.

- Digital display provides fast installation configuration, commissioning and troubleshooting.

- 10 year parts limited warranty and 10 years replacement compressor limited warranty.

Goodman Extends Hurricane Relief Program as Coastal Homeowners Continue Rebuilding



NEIGHBORS HELPING NEIGHBORS
OPERATION RETURNING COMFORT

HOUSTON, December 12, 2017 – With extensive rebuilding continuing in the coastal communities rocked by hurricanes last summer, Goodman Manufacturing has announced it is extending a special program that has been providing considerable, verified discounts to flood-ravaged homeowners on Goodman brand heating and air conditioning systems.

“Operation Returning Comfort” began offering emergency pricing discounts in September to help homeowners in Texas and Florida quickly rebuild in the wake of Hurricane Harvey and Irma. With many homeowners facing mounting financial challenges to rebuild, the program passes along direct savings on heating, ventilation and air conditioning (HVAC) equipment via participating, local, independent Goodman dealers.

With the extension, flooded homeowners can now take advantage of the program through February 2018.

To ensure that homeowners receive appropriate pricing, the special discounts are verified by Goodman’s Homeowner Support Team, which makes random calls to validate installations. Both the local Goodman dealer and affected homeowner are also must complete and sign a participation form.

“Operation Returning Comfort began as a way to help flooded homeowners regain their indoor comfort quickly, but with the extensive amount of rebuilding underway, we saw a need to extend this program,” explains Jeff Underwood, vice president of marketing for Goodman. “Flooded homes have left thousands of people contending with large, unplanned expenses. We hope that by extending Operation Returning Comfort, our independent dealers in flooded areas can help homeowners in need.”

Flood affected homeowners can contact their local, participating Goodman HVAC dealer for full details on Operation Returning Comfort discounts. To find an independent Goodman dealer, visit www.goodmanmfg.com/support/find-a-dealer.

While hurricane-related flooding did not affect the operations of Houston-based Goodman, many of its employees and dealers in both Houston and in Florida suffered damage.

“We understand the pain many homeowners are going through and we hope Operation Returning Comfort can provide some relief,” Underwood says.

Goodman heating and cooling systems are designed, engineered and assembled in the United States. Most the units are assembled in Waller, Texas, just outside Houston. For more about Goodman, visit www.goodmanmfg.com.

New Franklin Electric and Little Giant® Branded HVAC Pumping Innovations Headline AHR Expo 2018

Franklin Electric Co., Inc. will display multiple Franklin Electric and Little Giant® branded HVAC pumping innovations at the AHR Expo 2018. One item will be the Franklin Electric Inline 1100 SpecPAK-TM Pressure Boosting System, which connects easily to nearly any plumbing configuration to provide an easy-to-size water pressure boosting solution for numerous HVAC applications. Contractors simply determine how much water is required to be boosted to the desired constant pressure output and the system comes properly packaged. The pump itself, the Franklin Electric Inline 1100, is a quiet, all-in-one constant water pressure system that contains the pump, motor, and drive in a compact package. As water volume needs increase, the pump instantly accelerates to the proper speed to ensure the water pressure stays constant throughout the application.

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South Florida Air Conditioning Contractors Association

Effective January 1, 2018 new regulations impacting the way refrigerants are handled and sold go into effect. Additional regulatory changes will go into effect on January 1, 2019.

WORKSHOP - topics to be covered:

- What are the changes in the regulations for 2018 and 2019?
- Who may purchase refrigerants?
- Do you need to retake your EPA 608 Certification Exam or renew your Certificate?
- What documentation must be done in the field?

- Is it enough to just record the amount of refrigerant used on the customer's invoice?
- How long do records need to be retained?
- If the equipment owner is required to maintain leakage calculations, how does that affect you or your employer?
- What leakage calculations need to be performed?

Questions? Give us a call at (727) 209-0890.

February 1, 2018
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Rick Roland, President
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New Carrier High-Speed BACnet Link Offered for i-Vu® Building Automation System

KENNESAW, Ga., Dec. 19, 2017 — Carrier is pleased to announce another new addition to its next-generation BACnet router portfolio, the i-Vu® XT BACnet link. The i-Vu XT BACnet link supports seamless connectivity to other BACnet devices, allowing facilities staff to manage all of the BACnet equipment in their building through a single i-Vu user interface. The new i-Vu XT BACnet link follows the recent release of the i-Vu XT BACnet router. Both devices are part of the next generation of i-Vu controls, featuring high-speed communications, increased processing horsepower, integrated diagnostics, flexible mounting options and a reduced footprint.

"The i-Vu XT BACnet link allows customers to manage all of the BACnet equipment in their facilities, including those with Carrier i-Vu controls and those with third-party BACnet controls," said Mark Jones, business manager, Carrier Controls. "Customers can either connect to existing BACnet equipment in their buildings such as VFDs, boilers, and lighting systems, or they can choose best-in-class products when adding new BACnet equipment, knowing that they will be able to manage them easily and efficiently using the i-Vu system."

The new i-Vu XT BACnet link includes built-in functionality for:

- Monitoring and controlling third-party BACnet devices within a building;
- Routing BACnet communications between the i-Vu system and various networks including BACnet/IP and BACnet/Ethernet (up to 1GB), BACnet MSTP, and/or BACnet over ARCnet;
- Executing customized control programs built with Carrier's SNAP graphical programming tool;
- Troubleshooting BACnet network communications using diagnostic dashboards and trend graphs inside of the i-Vu building automation system. Operators can visualize network statistics including logs/counters, transmit/receive activity, and network traffic latencies for the connected BACnet networks;
- Capturing BACnet network traffic either continuously or on-demand and saving the information to a file for uploading into third-party network analysis tools.

For more information on i-Vu XT BACnet link, visit www.carrier.com or follow @Carrier on Twitter.

Venstar's New Explorer Mini Residential and Commercial Thermostats Pack Big Features Into a Small Footprint



CHATSWORTH, Calif., Dec. 14, 2017 — Venstar®, a leading thermostat and energy management systems (EMS) manufacturer, today launched its new Explorer® Mini residential and commercial programmable Wi-Fi® thermostats. Just 3.2 inches wide by 3.2 inches high and less than an inch deep, Explorer Mini thermostats help save energy and improve indoor comfort while taking up less wall space. Venstar's Explorer Mini is the most affordable Wi-Fi thermostat on the market. It is now available throughout North America from Venstar's exclusive network of Wholesale HVAC Distributors.

"Venstar's Explorer Mini packs big features into a small footprint, so you gain all the benefits of a full-sized thermostat without any sacrifices. A game changer, Explorer Mini is the most affordable Wi-Fi thermostat on the market, and with the free Skyport Mobile App, it gives both residential and commercial dealers and customers a win-win," said Steve Du-shane, president and CEO of Venstar Inc.



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Emerson Agrees to Acquire Cooper-Atkins

ST. LOUIS, December 20, 2017 – Emerson has agreed to acquire Cooper-Atkins, a leading manufacturer of temperature management and environmental measurement devices and wireless monitoring solutions for foodservice, health-care and industrial markets.

Cooper-Atkins is a longtime technology leader in foodservice markets with a comprehensive offering of temperature management and monitoring products for spot inspection and fixed location uses, including restaurants, supermarkets and other places where food is handled, prepared and stored. Their solutions are modernizing food quality management utilizing mobile and cloud-based quality, safety and compliance systems.

“Temperature management in food retail and restaurants is a dynamic market due to increasing regulatory requirements, rising labor costs and the proliferation of locations where fresh foods are prepared and served,” said Robert T. Sharp, Executive President, Emerson Commercial & Residential Solutions. “This acquisition further strengthens our ability to meet the evolving needs of our cold chain customers – from grower to retailer – to help provide consistent and safe control of food and other temperature-sensitive goods.”

Cooper-Atkins is a strong complement to Emerson’s global cold chain business, which includes the ProAct™ Services portfolio for supermarkets and the Cargo Solutions business, which provides real-time perishable cargo tracking and monitoring services.

“We see food safety as a critical need that will shape demand in our end markets,” said Emerson Chairman and Chief Executive Officer David N. Farr. “Cooper-Atkins’ strong brand reputation and leading portfolio of automated temperature and monitoring solutions broadens our access to the foodservice industry.”

Cooper-Atkins’ food quality portfolio strategically expands Emerson’s broad cold chain portfolio of products and services for producer, retail, industrial and transportation customers. Emerson’s market-leading compressor technologies, controls and connected solutions optimize energy consumption and operational performance in the assets powering supermarket, foodservice and refrigerated shipping operations.

The added expertise from Cooper-Atkins significantly extends Emerson’s global capabilities in monitoring food, its preparation, and other high-value shipments throughout the entire supply chain to preserve freshness and quality. The acquisition is expected to close within the next 60 days, subject to various regulatory approvals.

AHRI Applauds House Passage of Tax Reform Bill

Arlington, Va. – AHRI, the trade association representing HVACR and water heating manufacturers, today applauded House passage of the Tax Cuts and Jobs Act of 2017 and urged the Senate to follow suit.

“Our member manufacturers strongly support Congress’s efforts to simplify the tax code and reduce rates,” said AHRI President & CEO Stephen Yurek. “AHRI applauds the inclusion of 100 percent bonus depreciation for business purchase of HVACR equipment, a permanent reduction in the corporate rate to 21 percent rate beginning next year, a reduced rate for pass-through entities, repeal of the corporate alternative minimum tax, increased Section 179 expensing for small businesses, and the doubling of the estate tax exemption – all of which will serve to make the U.S. a more competitive place to do business,” he added.

AHRI believes these provisions are all crucial to the continued growth of manufacturing in the United States, and urges the Senate to follow the lead of the House in enacting these substantive reforms that will allow our industry and others to continue to innovate and create jobs.

In reference to provisions purposefully left out of the tax bill, Yurek said, “We look forward to working with Congress next year pass an extension of tax deductions and credits for certain highly energy efficient HVACR products and equipment.”

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.

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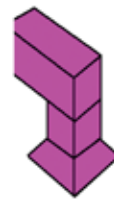
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