

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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Daikin Ductless Day at Goodman Distribution in Pompano Beach (see page B18)



York Source 1 Orlando Hub Hosts Grand Opening Celebration (see page 6)



PBACCA 2018 Installation Banquet at Benvenuto Restaurant (see page 19)



The AHR EXPO at McCormick Place in Chicago (see page 10,11,&B10)



Marcone Supply Hosts their HVAC Roll Out Party in Doral (see page 12)

## Another Record Breaking Year at the AHR EXPO



Jeff Schlichenmeyer  
Publisher

The 2018 AHR Expo in Chicago, is reported to have been the largest one in the show's history. In the Tuesday publication of "Show Daily", the International Exposition Co. reported the 2018 AHR Expo featured 2,155 exhibitors, an increase of 37 since the 2017 event in Las Vegas. There was also a 30% increase in International exhibitors, yet another record breaker. "With more exhibitors and more square footage, There's more to see," said Clay Stevens, president of International Exposition Company.

The final tabulation of total attendees has not been released but sources expect to break the 70,000 attendance record from the Las Vegas show. This

year, there was an increased optimism among HVACR manufacturers worldwide about economic conditions and the outlook for their own businesses which has soared to record highs, according to the latest AHR Expo and ASHRAE Journal Annual Economic Outlook Survey, with 89% of responders forecasting excellent or good growth, up 15% from the already positive outlook in 2017.

The 2018 AHR Expo expanded its seminar program, making it the largest-ever education and training agenda in the Show's history. The expansive program featured 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.

The 2019 AHR Expo will be heading south to Atlanta, GA. next year and I am pleased to have the show in our close proximity.



## Bristol Compressors and DHX Electric Machines Partner to Develop Next Gen HVAC/R Compressor Motors

BRISTOL, Va., Jan. 18, 2018 /PRNewswire/ -- Bristol Compressors International, LLC and DHX Electric Machines, Inc. today announced an exclusive global strategic partnership to develop Next Gen HVAC/R compressor technology leveraged by ultra-high torque density electric motors with patented micro-feature enhanced "Direct Winding Heat Exchanger" DwHX™ cooling system. Through this partnership, Bristol and DHX will develop and deliver the most cost effective high efficiency compressors and systems in the industry.

DwHX™ is the future of HVAC/R compressor motor technology. The DwHX™ cooling system targets the main source of heat by placing the micro cooling flow channel adjacent to the windings in the center of the slot-- increasing the surface area and local fluid velocities leading to a 25x improvement in cooling capability over standard flow channels.

"The DwHX™ patented motor technology will allow Bristol to develop compressors that are shorter in height and lighter in weight than anything

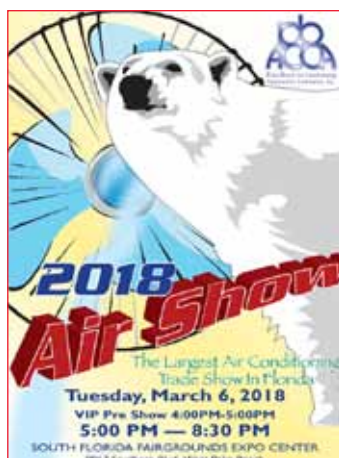
on the market today. Furthermore, we will do all of this with 'best in class' efficiency levels across the board. Our customers and their system designers will now have more space design options with improved system efficiency at the lowest applied cost," says Kevin Mumpower, Vice President of Product Engineering, Bristol Compressors.

"We believe that this new motor technology is poised to significantly improve cost/performance ratio, add system design flexibility, as well as enable short and long-term regulatory system compliance. This will fundamentally change the HVAC/R industry's expectations of compressor performance," says Luka Lojk, VP Sales and Marketing, Bristol Compressors.

Dr. J.Rhett Mayor, President & CEO of DHX Electric Machines, Inc. added that "DHX looks forward to partnering with Bristol and we're excited to see the years of R&D on the DwHX™ cooling system evolving into a disruptive technology offering in the HVAC/R market."

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## Great Start to 2018?

### Ruth King's Contractors Cents



**HVAC** Channel.tv

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

Reach her at  
ruthking@hvacchannel.tv.

In many parts of the country the cold weather has provided one of the best starts to the year. Here are five ways to keep busy and profitable throughout 2018.

1. Grow your profitable maintenance program. Your maintenance clients trust you and will use your company in good times and bad times. They provide stability, less seasonality, and more consistent cash flow.

Here's an easy way to discover how many residential maintenance plans you should have: Divide the number of non-maintenance customers you've done business with in the past 5 years by 3. That's the minimum number of residential maintenance plans you should have.

From a commercial perspective, calculate maintenance hours rather than numbers since some plans can have 20 systems and others only one. If you have 3 commercial technicians, you should have 1800 hours of commercial maintenance.

If you're not meeting or exceeding these numbers, consider joining my maintenance program (information is below).

2. Ask your employees how to save \$100 per month. If you ask an employee how to save \$10,000 per year, they can't grasp that large amount. However, if you ask them to identify with a number they can relate to, ie \$100 per month, they can probably come up with an idea or two. Implement the ideas and give them a \$100 bonus for coming up with that idea.

3. Calculate your net profit per hour. If you don't like the number, resolve to increase it in 2018.

Net profit per hour is calculated on billable hours or revenue producing hours. Divide 2017 net operating profit by the total number of billable or revenue producing hours.

If you lost money in 2017 you paid your customers to do their work. Not exactly what you want to plan for 2018.

Increasing net profit per hour can be as simple as decreasing the number of unbillable hours. The best way to do this is to track it - put a chart on the wall with each employee's name and the number of paid hours and the number of billable hours. Since the hours are being watched, the unbillable hours will decrease quickly.

4. Watch overtime hours.

This probably sounds crazy given the cold weather most of the country has had. However, it won't last. And, if your employees are used to overtime they may sneak in an extra hour or two when they don't need it.

Overtime is expensive. This might seem like a ludicrous statement since it has been incredibly cold for the past week and most of your technicians probably earned overtime this week. But, they should have been billable overtime hours!

What about the office personnel? Are they consistently getting one to two hours per week or more overtime - in busy times and slow times? If you pay an office person \$16 per hour, the overtime is \$8 per hour or \$416 per year. Then you must add payroll taxes and worker's comp to this cost which is about 15% so the real cost comes to \$478.40.

That doesn't seem like a lot until you calculate the revenues you need to generate to pay that one hour of overtime. Let's assume that you want to generate a 10% net operating profit. The revenue you have to generate to cover that one hour of overtime is \$4,784! Overtime is expensive!

5. Save your maintenance plan revenues. At a minimum save 1% of every dollar that comes in the door. This is advice I've given for a long time.

Frequently I get emails or phone calls from contractors who say thank you for this idea. They have hundreds of thousands of dollars in interest bearing accounts. They have the money to pay for trucks, computers, equipment, and other assets that, in the past, required bank loans. The revenues in the bank give you a sense of security that if cash flow gets tight, you have the ability to survive.

Implementing these five ideas in 2018 will help you stay busy and increase your bottom line.

Will You Help Me Get My New Book, The Ugly Truth about Cash, to #1? My new book, The Ugly Truth about Cash: 50 Ways Employees and Vendors Steal from You. 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 lost 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?

The Ugly Truth about Cash gives you the stories of real business owners like you who were willing to tell their stories (all anonymously) so that you don't go through the pain they went through. Not only will you discover their stories, you will discover the procedures to put in place to help keep the honest people honest. Thanks for helping me! I look forward to helping you stay profitable in 2018.

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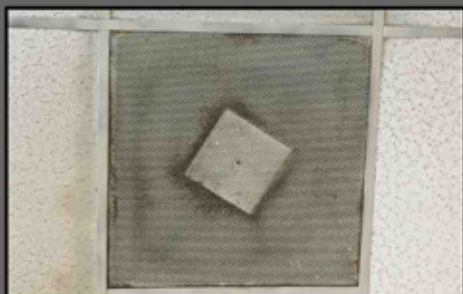


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## Ozzie Sanchez Joins York Source 1



**Ozzie Sanchez**

York Source 1 is pleased to announce the hiring of Osmani (Ozzie) Sanchez as an UPG Account Manager. Ozzie worked previously at Tropic Supply and has over 5 years in the HVAC industry. He graduated from St. Thomas University with a Bachelor's degree.

Ozzie will be focusing on the Fort Lauderdale and southern Broward county areas. Eric Bonde, Regional Sales Manager for York Factory Direct stated, "We are excited to have Ozzie as part of the Florida York Factory Direct Team! Please join me in welcoming our newest team member!" Ozzie can be reached by email: [Osmani.sanchez@jci.com](mailto:Osmani.sanchez@jci.com).

## Rees Scholarship Foundation Awards \$74,000 to Aid Aspiring HVACR Technicians

Arlington, Va. — The Clifford H. "Ted" Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$74,000 to 40 students, including one military veteran program recipient, studying to become technicians in the HVACR and water heating industry.

"We are pleased to award scholarships to these qualified and dedicated students and veterans, and we hope to eventually welcome them into the industry," said AHRI President and CEO Stephen Yurek. "Each year, the Foundation provides aid to an increasing number of recipients, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced."

"Developing quality workers is a critical initiative that everyone in our industry is working together to accomplish," said ACCA President and CEO Paul T. Stalknecht. "We are proud to partner with the Rees Scholarship Foundation and AHRI to give these hard-working students and veterans scholarships to help them continue their education, which will develop into a strong workforce for our industry's future."

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$700,000 in scholarships to more than 400 deserving students and instructors.

The Clifford H. "Ted" Rees, Jr. Scholarship Foundation was established to assist with the recruitment and competency of future HVACR and water heating technicians by awarding scholarships to qualified students enrolled in an institutionally accredited school. Eligible students must be preparing for a career in either residential or light commercial air conditioning, heating, or water heating, or commercial refrigeration.

## Johnstone Supply Ware Group Hosts "The Profitable Dealer Series"



**Jeremiah Webb and Dennis Mondul conducted the seminar in Broward**

Johnstone Supply Ware Group has partnered with EGIA to provide Ware Group dealers with world-class business training through the Profitable Dealer Series. The Ware Group is striving to be a business training market leader.

Their main goal and purpose is to develop a comprehensive, sustainable business and sales training program, by educating their customer base to have a stronger business acumen and achieve higher profitability by utilizing financing.



**Justin Seppi of Johnstone Supply Ware Group polls the audience for some discussion points**



**Justin Seppi of Johnstone Supply Ware Group welcomes the attendees and opens the seminar**

Secondly is to increase efficiency by utilizing tools, specifically eCommerce platforms and develop a structured sales process to improve sales mix. Other topics include understanding the importance of pricing projects correctly and retaining and recruit talented employees.

If you are interested in more details about The Profitable Dealer Series please go to [www.egia.org/waregroup](http://www.egia.org/waregroup). You can also contact your local Johnstone Supply Ware Group location.



**The Profitable Dealer Series is full of resources to take your company to a higher level**

## AHRI Launches All-New Online Certification Directory

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today announced the launch of its upgraded Directory of Certified Product Performance, a real-time online directory that includes more than 7.2 million listings of all AHRI Certified® products.

"AHRI's online directory was more than ten years old, and in need of an upgrade to support expanding reporting requirements as regulators at the federal, state, and local levels increasingly relied upon AHRI for accurate and unbiased data on equipment performance," said AHRI President and CEO Stephen Yurek. "The directory that went live today was

built from the ground up -- with significant input from participants and end users -- to support our needs for years to come."

The new directory features simplified searches, improved security, multilingual support, and mobile access. These improvements address concerns reported by all types of users of the directory, including consumers, contractors, and manufacturers.

"We conducted focus group meetings with directory users, and engaged with our certification program participants throughout this process to ensure our upgraded directory offers our 3.7 million annual users a smooth and informative experience," said Yurek.



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# York Source 1 Hosts Orlando Hub Grand Opening Celebration

## January 12th, 2018

On January 12th, from 11am to 2pm, York Source1 celebrated the Grand Opening of their new relocated Hub location in Orlando. The showroom and warehouse was fully stocked and the York Source 1 team was ready to serve the local contractors who came to partake in the grand opening.

The Tree Trunk food trailer was on site, featuring burgers, hot dogs, and cheesesteaks. York Source1 vendors and manufacturers representatives were in

attendance showing their new products and giving product demonstrations and some give-aways too. A large Spinwheel was used to win some neat prizes. All tools were on sale during the celebration.

"We have a growing customer base in and around Orlando and we make it a priority to be conveniently located and easily assessable for our customers," said Anthony Pascucci, a regional general manager with Johnson Controls.

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

Visit your local Source 1 to see their full line of YORK® and Guardian® HVAC systems or discuss your needs with an HVAC Account Representative.



The York Source1 Hub in Orlando Team  
Stephanie Joyce, Tony Ramos, Phillip Salgado,  
Courtney Russo, Dee Dee Vasquez, Justin Platt



Anthony Pascucci of JCI York Source 1  
with Sean Wahl of ProDev-RGF Environmental



Luke Lukiz and Conan Dopson of Alpha Comfort,  
Earl Miller with TurboTorch, and  
David Waugh of Target Sales



Jody Long of Nu-Calgon ordering lunch from  
The Tree Trunk food trailer



John Hicks of Southern Air Concepts,  
Jean Gomez of Aurora Air, and  
Stephanie Joyce of York Source 1



The warehouse team of York Source 1 Orlando Hub  
Gary Bolt, Nelson Cruz, Aaron Sewell, and James Carlos



Sonny Hendrix of Rob Hamilton & Associates  
with Skip Aroc of Johnson Controls



Troy Bowlin of York Source 1, Jarrid Race and  
Cesar Vallejos of DBK Construction, Bobby Pinckney  
and Mary Lou Napolitano of York Source 1



JoAnn Hunt of The Metal Shop  
with Brian of AB Cool



The Tree Trunk food trailer was on site, featuring  
burgers, hot dogs, and cheesesteaks



John Crook of Maximum Air Conditioning  
with Ryan Reynolds of EV Dunbar



Everyone had a good time at the  
York Source 1 Grand Opening in Orlando



Scott Kuschel of Miami Tech  
with Pete Jermaine of Island Air



Tim Roberts and Michael Cupp of Cain Sales  
with Theory Boykin of Boykin's Services



Top Row: Bobby Pickney, Neal Oakes, Justin Platt,  
Tony Ramos, Troy Bowlin, Anthony Pascucci,  
Stephanie Joyce, Janet Englehart, Candace Matthews,  
Cassie Ryals, and Emily Harrison of JCI York Source 1



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## Trade Talk:

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



### Flexible Planning

I hope 2018 is starting out great for you. My regular readers know I definitely believe in the power of hard work. In fact, rarely have I seen a situation where doing less than the other guy is a good strategy.

But we can all work smarter, too; and clearly we all want too. But how can anyone make a workday more productive without putting in extra hours? Sometimes, you just can't.

A skilled outdoorsman would never venture through challenging terrain without the proper training and preparation. The reality is, business is even more challenging. Each of us need to be prepared. We need to have skills to make our journey through life successful.

Like any journey, small tweaks in direction can lead to big improvements in your destination. But that takes planning and most of us don't like to plan. I attended a seminar and the speaker said, "Show me a man who plans and I'll show you a success!" I'm thinking to my self, "This guy is an idiot." I said to

myself, wait a minute Tommy, don't you believe in planning your work and working your plan?

Yeah, some home office based motivational speaker say that. Listen, I have created plans that were the best laid plans, and I still have to work. You know what I'm talking about.

Now, I believe in planning, but the key is not "planning" it's flexible planning. Have a plan---a Flexible One.

Do you know what Flexible Planning means? It means whatever can go wrong ... will go wrong! That's right! And since we know that whatever can go wrong may go wrong at the wrong time, flexible planning says: plan on your plan going wrong so that when it goes wrong, you're ready with an alternate plan because, "That's my plan."

Do you know that a lot of people are miserable because they expect things to go right? They are asking for misery. I expect things to go wrong so that I am deliriously happy all the time. One of you out there

is thinking, "What if something goes right?" That's easy, I can work that in. I haven't had much trouble with that one though.

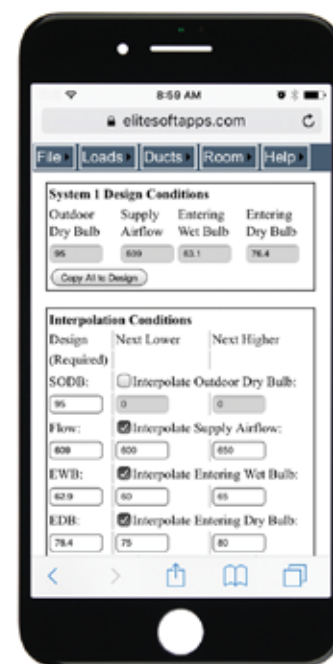
Try this. Write down the most important things you have to do tomorrow. Then number them in the order of their true importance. Start working on number one and stay with it until it is completed. Then number two; then number three. If one of the items doesn't work out, you have the next project to work on. If you can't finish all the items, you have the flexibility to move to the next and move what you didn't finish to the next day.

Flexible Planning says to have a plan that enables you to roll with the punches, to adapt and adjust. Learn to capitalize on things that go wrong, making them stepping stones of progress. That makes the "wrong" things "right," an exchange that anyone should appreciate.

Until next time.

Tommy Castellano

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The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) is the world's largest HVACR event, consisting of more than 2,100 exhibitors and attracting approximately 70,000 attendees each year. Since 1930, the Show has provided a unique forum for the entire HVACR industry, including OEMs; engineers; contractors; manufacturers; distributors; wholesalers; commercial, industrial and institutional facility operators; and educators to come together and discover the latest products, learn about new technologies and develop mutually beneficial business relationships.

This year's Show was co-sponsored by ASHRAE and AHRI, and was held Jan. 22-24, 2018 at McCormick Place, Chicago, and was also held concurrently with ASHRAE's Winter Conference.

The 2018 AHR Expo expanded its seminar program, making it the largest-ever education and training agenda in the Show's history. The expansive program featured 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.

This year, there was an increased optimism among HVACR manufacturers worldwide about economic conditions and the outlook for their own businesses which has soared to record highs, according to the latest AHR Expo and ASHRAE Journal Annual Economic Outlook Survey, with 89% of responders forecasting excellent or good growth, up 15% from the already positive outlook in 2017.

The 2019 AHR Expo will be heading south to Atlanta, GA. next year and we are pleased to have the show in our close proximity.



The Diversitech Team was prepared to handle the large AHR EXPO attendance



The RGF Environmental Group was in full force with their new "Germinator" display



Larry Melito, Terry McFadden, Brad Adcox, Clare Forlenza, Craig Roozen, Tony Nosis, and Jim Adcox of Supco



Gree - Tradewinds Climate Systems providing ductless solutions



The Systemair Team was ready to answer any ventilation questions at the AHR EXPO



The DeWalt - hilmor Team introduced several new products at the AHR EXPO



Matthew McKinney, Bruce Heberle, Gordon McKinney, Rafael Refojos, Jamie Hale, and Mark Redman of ICOR International



Terry McGowen, Amy Henriksen, and Adam Skinner of Braeburn



Refricenter from South Florida stopped by the K-Flex booth for a visit



Rogério Federica and Joel Eggart of Danfoss



Brian Michael, Jody De Vine and Alex Bender of Lux Products



Ken Barton, Stephanie Lupica, Lenny Roth and Rick Wilsen of Arzel Zoning



Fresh-Aire UV was well staffed to demonstrate their new products that were on display at the AHR Expo



The Pro 1 Team displaying their line of thermostats which are designed to offer top quality and efficiency



Will Gresham, Callie Brinker, and Brad Kivlan of Dynatemp





# 2018 AHR EXPO

THE WORLD'S LARGEST HVACR MARKETPLACE

CHICAGO  
MCCORMICK PLACE  
JAN 22-24



Carl Pollex, Troy Evans, Brian Humes, Marjorie McAllister, and Scott Madden of CPS Products



Bill Merritt and Keith Gifford of Tecumseh wrapping up a press conference at the AHR EXPO



Randy Nodarse and Maria Hernandez of EAIR with Lance Lackey of Air Conditioning Today



Kwana Alfred, Mike Muench, Lori Kadah, Mick Kacariseo, and Jim Kocik of ICM Controls



Brad Cox, Ben Pasquillini, Jeff Petersen, Mike Benack, Doug Gildehouse, Nate Decker, and Jonathan Brenis of Nu-Calgon



Paul Shea, Brad and Kim Barksdale of Mueller Industries



Brad Carson, Dan Moody, Grant Meyers, and David Waugh of Target Sales viewing a new regulator at Turbo Torch



Ken Lyons and Louis Duncan of AC Guard Inc.



Don Said of Gemaire, Sean Holloway of Rectorseal, Jenna Libbi of Gemaire, Dave Eisenbarger of Rectorseal, and Ron McLaughlin of Ron McLaughlin & Assoc.



Dan Fisher, Tulia Rios, Mark Vandembark, and David Kirschner of Modine



Jeff Bledsoe and Naoki Fujita of Daikin



Kip Kobatake of Johnstone Supply, Brad Jacka and Morgan Silvey of Nidec Motors



Micah Oge, Kristin Gallup, Anthony Pascucci, and Brenda Kilmer of JCI York



The JB Industries Team standing behind a new Camaro which will go to one lucky prize winner



Carol Basham, Steve Hawkins, Mark Ritz, Taylor Bankroff, and Angela Rinke of Rheem



Susan Kirkland, Jeff Huckaba, Brian Komorek, Tom Campbell, Jim Mosman, Rick Streaker of Packard and Paula Desantis-Terris with Trane (3rd from right)



Gerry Spanger and Lou Laroche of MarketAir with Jim Brown of Pipe Prop (center)





# Marcone Supply Hosts HVAC Roll Out Party in Doral

January 25th, 2018



The Marcone Supply and Luxaire Roll Out Team! Making it all happen!

Marcone Supply, the world's largest distributor of Appliance Parts hosted their first HVAC Roll Out Party at their Doral location on January 25th from 10am-4pm. Shorty's Bar-B-Q catered a delicious BBQ lunch with all the fixins! DJ Moto provided music! There were great product specials, hourly door prizes, and give-aways. Select vendors were on site displaying their newest products. Marcone is now a distributor of Luxaire Residential and Light Commercial Equipment at four of their South Florida locations. Everyone had a good time, and were able to take pictures with two Miami Dolphin Cheerleaders that were in attendance. A real nice event! Thanks Marcone!



Marcone Doral Counter: Jessica Maria, Brian Rodriguez, Pedro Torres, Felipe Limea



Lee Sims of JCI-Luxaire, Julio Querosita of Twin Appliance, Marcell Ugac of MUB, and Micah Oge of JCI-Luxaire



Gasbar Cardero of PSW, Alexis Terzado of Marcone, and Felix Delvalle of Samsung



Neal Fischer of Marcone with Gian Morales and Jayson Urquhart of Airspeed



Emily and Brit, Miami Dolphins Cheerleaders take a photo with Greg Monti of MA Line and Neal Fischer of Marcone Supply



Mickey Smith of JCI - Luxaire, Greg Fleischut of Marcone Supply, and Paul Beckham of JCI - Luxaire



Shorty's Bar-B-Q prepared a tasty lunch for hungry Marcone customers!



Manny Acosta of Marcone Supply, prize winner Alex Figueroa of The Frosty Frog AC, and Debra March of Marcone Supply



Everyone enjoyed the delicious BBQ Chicken, Sliced Beef and Pork, Potato Salad, Baked Beans, Cole Slaw, Corn on the Cob, and dessert too!



Felix Marquez and Lazaro Rodriguez of 911 Cold Air with Johanne Bueno of J.Nichols & Associates



(L,Ctr & R) Neal Fischer, Greg Fleischut, and Christian Grimaldi of Marcone Supply with Nary Menendez and Victor Hernandez of Do Good AC



The group from Florida Atlantic Air Conditioning taking a photo with Emily and Brit, Miami Dolphins Cheerleaders



Noel Salguviro and Nelson Castro of TurboCool with Frank Leone of Leone Green & Associates



Alexis Terzado of Marcone Supply, Raul Fenandez of Marmich Air Conditioning, Mike Makransky of Mueller



Kevin Beatty of The McAllister Group with Chris Branca of Marcone Supply



Scott Kuschel of Miami Tech, Tim Breen of FedX, and John Daley of Marcone Supply





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

**Marcone is your Full Service Supplier! We provide:**

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



# Economic Electric Motors New Boynton Beach Location Now Open!



Ivan Garcia and John Fama of Economic Electric Motors are ready to serve you!



Location is close to I-95, W Atlantic Avenue and Congress Ave



Ready for business with a fully stocked showroom and warehouse!

Economic's newest location in Boynton Beach is fully stocked and open for business. The address is 4020 Thor Drive, Boynton Beach, FL 33426 which has easy access from I-95 or Congress Avenue. Call 561-737-1551 and John Fama or Ivan Garcia are ready to assist you with the right product selection.

Economic Electric Motors carries a complete line York residential and commercial equipment. They are also the authorized distributor of York Chiller parts! Economic stocks the Haier brand of ductless mini splits. A complete and full inventory of motors from Regal Beloit, US Motors, and Weg are avail-

able. Motors have always been their expertise to the trade. A full line of Fantech ventilation products are in stock. Economic also stocks Danfoss, Ranco, and Supco refrigeration products.

On March 14th from 10am-2pm, come and celebrate the Grand Opening of their newest location in Boynton Beach.

There will be prizes and giveaways. The Grand Prize will be a 2 Ton Split System from York.

The El Mago de las Fritas Food Truck will be on site cooking up some delicious burgers with a Cuban touch.

A Mini Trade Show with a select group of Manufacturers Representatives will be in attendance displaying the latest products available at Economic Electric Motors.

Looking for great deal, come to the grand opening and participate in the product specials that will be available.

For over 40 years, Economic Electric Motors has taken pride in providing their customers with quality products and services and is also committed to ensure that their customer needs will be met. Economic Electric Motors positions itself as one of the leading providers of electrical and HVAC products. The Management, Employees and the Staff adhere to strict quality training regarding SIX-SIGMA, which thrives for an error free and excellence in knowledge.

Economic Electric Motors is your source for HVAC equipment, refrigeration, and industrial products. Their staff is knowledgeable to assist you in finding the right product selection to complete your next project on time.

Again, don't miss the upcoming grand opening of Economic's newest location in Boynton Beach. Take a break have some food, fun, and a chance to win some great prizes!

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# You Are Invited To Celebrate The Grand Opening Of Our New Boynton Beach Location!

**March 14th, 2018 - 10am-2pm**  
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**561-737-1551**

## Grand Prize - 2 Ton Split System!

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## RGF Environmental's Rep Reception and Dinner at Shaw's Crab House in Chicago January 21st, 2018



The RGF Environmental Team made everyone feel welcome showing excellent hospitality to their representatives, employees, and friends

On Sunday evening January 21st from 7-9pm, RGF Environmental hosted their annual Rep Reception and Dinner at Shaw's Crab House in Chicago before the AHR EXPO got underway.

RGF's top agencies received awards for having a banner year in 2017.

A great time was had by all who attended the event. The dinner was over the top! The lobster and crab appetizers, surf and turf, and everything that followed were incredible, including the dessert assortment!

RGF manufactures over 500 environmental products and has a 30-plus year history of providing the world with the safest air, water and food without the use of chemicals.



Rottiers Sales Associates receives award for highest sales on the West Coast - California



Moore Sales receives award for highest sales in the Midwest region



Build Products - Kevin Scofield receives award for highest sales in the Northwest



Danko Mechanical Sales - Skeeter VanDyke and Ron Tiel receive award for highest sales - Arizona



Lisa Bailey awards Matt Charles, Matt Hopper, and Sean Wahl of Pro Dev for Top Sales award of the year



Rep Firm of the Year The Pollex Group - Roger Pollex and Todd Montgomery



Ron Fink awarded Matt Charles of Pro Dev the largest award for the increase in overall sales of 38%



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## RGF Management Team Celebrates its Contribution to 'Making America Great Again'

**RGF Environmental Group's Revenues Peaked in 2017 with 38.7% Growth. In addition to record breaking Christmas bonuses, RGF is starting off 2018 by sharing the wealth with a \$1000 New Year's Bonus to all 140 Employees.**

Riviera Beach, Florida, 1/12/18 -- RGF Environmental Group, Inc., a leader in environmental solutions for air, food and water, ended 2017 with record revenue growth of 38.7% that it attributes to increased market share in core Indoor Air Quality (IAQ) markets (19% growth) combined with exceptional triple digit percentage growth in food, water and industrial systems.

RGF's 2017 result represents 24 years of consecutive year-over-year revenue growth as the company enters its 33rd year of research, development and manufacturing operations in West Palm Beach, Florida. The company's successful adoption of its patented PHI based technologies in air purification and non-chemical food sanitation have resulted in a market leading position in these emerging markets. Combining dominance in core focus, growth markets with rapidly expanding vertical manufacturing capabilities, and an appetite for complementary acquisitions, RGF is preparing for many more years of like growth.

Ron Fink, CEO, stated, "2017 has been an outstanding year. Not only did we manage 38% growth without a hitch, we rolled out six new products and received the ISO 9001:2015 certification. With the new tax cuts we look to an even better 2018"

Tony Julian, VP of Business Development, commented "RGF will continue its search for new acquisitions and new products to add to its evolving catalog. We recently issued letters of intent to acquire two competitors in new IAQ markets, which will broaden our market, with the goal to close a deal early in 2018."

About RGF Environmental Group, Inc.

RGF manufactures over 500 environmental products and has a 33+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and Innovation Company, holding numerous patents for wastewater treatment

systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters spans 7.5 acres, with 100,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded their facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market. [www.rgf.com](http://www.rgf.com)



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 431,668 units in November 2017, up 5.5 percent from 409,157 units shipped in November 2016. U.S. shipments of air conditioners increased 6.3 percent, to 269,842 units, up from 253,895 units shipped in November 2016. U.S. shipments of air-source heat pumps increased 4.2 percent, to 161,826 units, up from 155,262 units shipped in November 2016.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 7,332,033, up from 6,885,504 units shipped in November 2016. Year-to-date shipments of central air conditioners increased 5.9 percent, to 4,891,764 units, up from 4,619,585 units shipped during the same period in 2016. The year-to-date total for heat pump shipments increased 7.7 percent, to 2,440,269, up from 2,265,919 units shipped during the same period in 2016.



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# Performance Pointers

by David Richardson



## Four Issues You Can Discover with Static Pressure

It's unfortunate there are still some in our industry who don't see static pressure measurement as an opportunity. Instead, they view it as smoke and mirrors, hocus pocus, and something extra to do on each call. The readings aren't valuable to them.

What if I could show you four ways that static pressure testing expands your troubleshooting ability, exposes the problems behind your headache calls, and uncovers additional work? Would you reconsider its value then?

If you're tired of dealing with ongoing equipment problems, costly callbacks, and unhappy customers, keep reading as we look at four issues you can discover and solve with static pressure testing.

### Number One: Low Fan Airflow

A wise man once taught me air is the first word in air conditioning. When it is incorrect, nearly every other function of the system suffers. Airflow makes or breaks a system – just ask any technician who has struggled to diagnose a unit that intermittently ices up or trips a safety switch.

In the installation instructions of most indoor equipment you'll find a fan performance table. These tables provide a quick and easy way to determine how much air the blower is moving in a short amount of time. The tables are specific to the model number of the equipment they come with – so find this table first.

To use the fan table, document the fan speed at which the blower operates and then measure total external static pressure (TESP). Find these two points on the fan table and intersect them to plot fan airflow. It's important to note that the blower must be clean for the tables to be accurate. If the blower is dirty, clean it first, and then proceed with your testing.

Implementing this one static pressure test will start you in the right direction. You won't have to guess any more. Before you attach refrigeration gauges to the service valves on your next call, consider using this test.

### Number Two: Dirty or Restrictive Indoor Coil

The cleanliness of the indoor coil is a checklist item on many service tickets that must be verified. Many technicians take a lot of time to disassemble cabinets, so they can visually inspect the coil. You can get the same results with two pressure measurements and a

quick calculation – no disassembly required.

Coil pressure drop is measured by obtaining a static pressure reading entering the coil and leaving the coil. Coil pressure drop is then calculated by subtracting the leaving coil pressure from the entering coil pressure.

Ideally, a clean indoor coil's pressure drop should range between .20" to .30" w.c. (inches of water column). If the pressure drop is within this range, the coil is likely clean. If pressure drop is extremely high, you know the coil is dirty, restricted, or damaged and needs further investigation.

Be aware, some newer indoor coils are very restrictive to airflow. They could have pressure drops exceeding .30" and be perfectly clean. A newer, less restrictive coil would be a good alternative in this situation.

### Number Three: Restrictive or Dirty Air Filter

A restrictive air filter can degrade system airflow 40% or more. A dirty filter is easy to discover, but what about the MERV 5000 air filter that kills airflow while being clean? Measuring filter pressure drop allows you to determine if the filter you're using is too restrictive or dirty.

You measure filter pressure drop by taking a static pressure reading entering the filter and leaving the filter. Then subtract the leaving filter pressure from the entering filter pressure.

Ideally, filter pressure drop should not exceed 20% of the fan's maximum rated static pressure. With the average fan in a residential system rated for a maximum rated TESP of .50", filter pressure drop should not exceed .10" ( $20\% \times .50 = .10$ ).

If filter pressure drop exceeds .10", you'll need to make changes in the system for it to work properly. You can use a less restrictive filter media to lower pressure drop or increase filter surface area by adding another filter or increasing the size of the existing one.

### Number Four: Duct System Restrictions

Undersized ducts are an epidemic in our industry. A single pressure reading taken near the equipment in the supply and return duct system can help you find restrictions or tell you if the duct is undersized.

Pressure readings before the air filter provide return duct pressure. Pressure readings after the coil provide supply duct pressure. Look for measured pressures

that are over .10". If duct pressures exceed this value, there is a good chance that side of the duct system is restricted somewhere.

Duct system pressures can be measured every four feet or so down the system to identify further restrictions. When you measure a drastic change in duct pressure, you've likely found the restriction. Loose duct liner, closed fire dampers, and collapsed ducts are common restrictions.

### Don't Procrastinate

There's no time like now to start. If you're serious about moving forward, contact me and I'll get you started on the right path with some free static pressure testing documents.

You'll also need the following test instruments and accessories to begin measuring. Some of these items may currently be in your tool bag. A good static pressure test kit consists of: An analog or digital manometer, one length of tubing (3/16" i.d. neoprene works best), one Dwyer model A-303 static pressure tip, a 3/8" bullet tip drill bit with a sheath to prevent drilling in too far, a supply of 3/8" plastic test port plugs, and a carrying case.

Make sure you're equipped with the right stuff. Otherwise, you'll get really frustrated and stop short of success. The best place to start testing is on your own HVAC system or one in the office. This gives you a chance to build confidence before going live with customers.

As your skills progress, you'll see your troubleshooting abilities grow rapidly. Please send me your favorite airside defects and how you discovered them using static pressure.

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, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.



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## Johnstone Supply Ware Group Training Schedule for February

Come join us during the month of February for some excellent training events featuring Testo: Superheat, Sub Cooling, and Saturation, True: Hydrocarbon Refrigerants, and Air Conditioning Installation & Diagnostic Skills Workshop at one of Johnstone Supply Ware Group location near you. For more information please call Darlene at 954-318-7688.

Testo: Superheat - Sub Cooling - Saturation  
26-Feb 8:00am - 9:30am W Palm Beach  
27-Feb 8:00am - 9:30am Boynton Beach  
28-Feb 8:00am - 9:30am Sunrise  
1-Mar 8:00am - 9:30am Dania Beach  
2-Mar 8:00am - 9:30am Miami Lakes

True: Hydrocarbon Refrigerants  
13-Feb 8am - 12pm W Palm Beach  
14-Feb 8am - 12pm Dania Beach  
15-Feb 8am - 12pm Kendall

Air Conditioning Installation  
& Diagnostic Skills Workshop

Learn fundamental skills needed to troubleshoot residential and light commercial HVAC air conditioning systems. Cost \$149, Includes full day training, certificate, breakfast, lunch

20-Feb 8:30am - 4pm W Palm Beach  
21-Feb 8:30am - 4pm Dania Beach

Nate Testing Date  
February 23rd @ 9am  
Dania Beach Locations

Refrigeration  
1-Feb 8 - 11am Daytona  
6-Feb 8 - 11am Gainesville

Mitsubishi M&P Service & Troubleshooting  
1-Feb 8 - 11am Charleston

Daikin Commercial Package Unit Install & Service  
21-Feb 8 - 11am Columbia  
22-Feb 8 - 11am Charleston

Motors & Airflow  
20-Feb 8 - 11am Tallahassee  
21-Feb 8 - 11am Jax Downtown  
22-Feb 8 - 11am Daytona



The Arzel Zoning Training discussed several key zoning topics



The Chiller Training that was facilitated by Greg Reiber was a full house!



The Belt Drive Optimization Training by Doug Lofland of Browning was very informative





## 2018 PBACCA Installation Banquet

### Benvenuto Restaurant - Boynton Beach

### January 13th, 2018

Palm Beach Air Conditioning Contractors Association celebrated the installation of the 2018 Officers' and Directors' on January 13th with a wonderful cocktail hour and dinner at Benvenuto's in Boynton Beach. More than 50 members of PBACCA enjoyed fabulous food, great company, and entertainment by Across the Universe sponsored by Federated Insurance. The

installation began with an open bar and socializing compliments of Al Packer Ford Lincoln. Afterwards, Steve Sparks, PBACCA 2017 President, gave his departing speech, accepted the oath of the 2018 Officers and Directors, and presented the "gavel" to President Steve Rimel. A special award went to Carissa Duemig of StaffLink for PBACCA Member of the Year.

The next PBACCA General Meeting is on February 1st at the Embassy Suites in West Palm Beach. The speaker is Pedro Carres, of Mitsubishi Electric US Cooling & Heating, speaking on VRF Application Tips for South Florida. We'll discuss simultaneous cooling & heating applications, as well as changeover strategies for non-simultaneous systems.



John and Holly Noble, Gail Pepe, Victor Loyola, and Angie Cappello of Goodman Distribution



Dale Vernatter, Of John C. Cassidy Air Conditioning, with Rob and Halla Mayhew of Tropic Supply



Steve and Michel Sanders of Stephen K Denny Air Conditioning with Jim and Tammy Pickard of CMI Air Conditioning



Jim and Terri Carr of Complete Comfort, Inc., Ray and Lisa Taylor of Excell Refrigeration, and John Riley, of Al Packer Ford



Chris and Diane Brown, Camilo and Gloria Puerta, Arturo and Debra Alba of Arco Supply



Crystal Rodriguez and Alvaro Gutierrez, Jim and Kim Holman, and Gary and Lori Gustafson of Johnstone Supply Ware Group



Junior Alvarez and Maria Ortiz with Jose and Stephanie Diaz of Tropic Supply



Steve and Stephanie Rimel of Aspen Air, Pam Ripple, Steven and Elaine Sparks, and Carissa Duemig of StaffLink



Sean Whalen Jr, Justin Kotlarz, Sean Whalen Sr, of Whale'n Air, Darryl and Amy Sholar of The City of Wellington



Tony & Brittany Kiser, Christopher & Kelly Payne, David & Kristen Mullin of EDS Air Conditioning & Plumbing



2017 President Steve Sparks gave his departing speech



Steve Sparks presented the "gavel" to incoming President Steve Rimel



2018 President Steve Rimel giving his acceptance speech



Member of Year Carissa Duemig and President Steve Rimel



Dave Stewart saying some kind words about past president Ray Taylor



Back Row- 2018 Directors - Jim Pickard, Jim Holman, Carissa Duemig, Daryl Sholar, Arturo Alba, John Riley, and Past President, Steve Sparks - Front Row- 2018 Officers - Treasurer, James Carr, Secretary, Steve Sanders, President, Steve Rimel, President Elect, Dave Hutchinson, Vice President, Christopher Payne



The evening entertainment was by Across the Universe, a Beatles Tribute Band



# Brian Humes is The New President of CPS Products, Inc.

Brian joins CPS Products from Emerson's Network Power group, now known as Vertiv Corporation. For the past five years at Network Power, Brian led the Liebert Services business that was heavily focused on customer satisfaction through service excellence, reliability, and developing core markets. Liebert Services provides precision cooling and UPS power for the data center segment. Previous to that role, Brian served for seven years as the General Manager of Emerson's Machinery Health Management, a global Process Man-

agement business. Before joining Emerson, Brian served various executive roles for General Electric. A mechanical engineer by training, Brian has spent his career in Sales, Marketing, M&A, Maintenance and Engineering roles prior to moving into General Management. Brian has Mechanical Engineering degree from Oklahoma State University and an MBA from the University of Houston. He and his family have relocated to CPS headquarters in Miami, FL. For more information about CPS Products visit [www.cpsproducts.com](http://www.cpsproducts.com)



Brian Humes at the AHR EXPO in Chicago

# Court Rejects Petition to Retain HFC Bans

The petition challenging the US Court decision to overturn bans on the usage of certain HFC refrigerants has been rejected.

The United States Court of Appeals for the District of Columbia Circuit yesterday denied a petition brought by refrigerant manufacturers Chemours and Honeywell and the environmental group NRDC against the earlier Court decision to overturn the refrigerant usage bans imposed by the EPA in 2015.

Under the original EPA rules, high GWP refrigerants including R404A, R134a, R407C and R410A were to be banned from use in certain new products from as early as January 1, 2021.

Refrigerant manufacturers Mexichem and Arkema appealed against the ruling, claiming that the EPA could not use a section of the Clean Air Act to target HFCs. The US Court of Appeals for the District of Columbia agreed, and in August last year decided 2-1 in favour of the appeal.

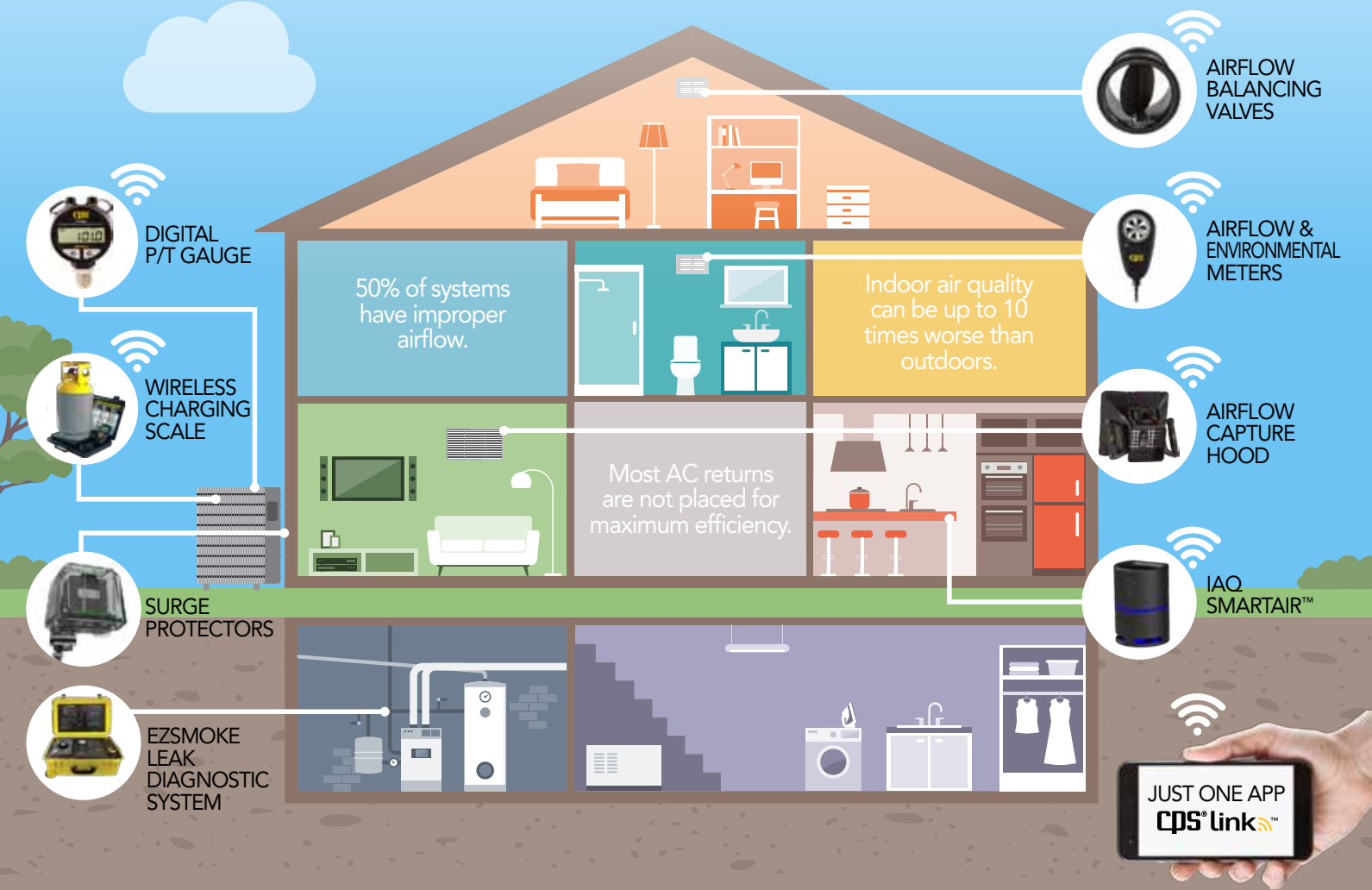
Mexichem and Arkema argued that the 2015 Rule exceeded the EPA's statutory authority under Section 612 of the Clean Air Act. In particular, they contended that EPA did not have statutory authority to require manufacturers to replace non-ozone-depleting HFCs with alternative substances. They also alleged that the 2015 Rule to remove HFCs from the SNAP list was arbitrary and capricious because EPA failed to adequately explain its decision and failed to consider several important aspects of the problem.

Significantly, the appeal was not supported by the two largest US refrigerant manufacturers Honeywell and Chemours and, despite its environmental sceptic stance, the EPA rule was also defended by the Trump administration.

While seemingly a blow to efforts to regulate the usage of high global warming potential HFC refrigerants, the US State of California has already indicated that it will adopt the original EPA ruling and other US States may follow. In addition, the US has indicated that it will seek to ratify the Kigali Amendment to phase down HFCs, a decision which appears to have support from both sides of the Senate.

\*\*\*

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## Tropic Supply Events in January

### Evergreen ECM Training by Regal



Ken Darin of Regal Beloit explains proper motor identification at Tropic Supply in Cape Coral

Tropic Supply hosted several Evergreen ECM training seminars around the state of Florida during the month of January. Ken Darin, one of the trainers for Regal Beloit, is a NATE certified instructor and conducts over 100 training classes a year, specializing in Motor Mastery and ECM motor training. Training topics included Evergreen EM X13 replacement, Evergreen OM condenser ECM motors, Evergreen CM Commercial ECM replacement, and Evergreen IM PSC to ECM upgrades.

Tropic Supply is one of Florida's leading stocking distributors of the world's best air conditioning, refrigeration equipment, and supplies. Watch for more training events at Tropic Supply by going to [www.tropicsupply.com/events](http://www.tropicsupply.com/events).



The Evergreen training touched on replacing the ECM control module



Ken Darin conducted in-depth training on how to leverage ECM technology to improve your bottom line



Ken Darin of Regal Beloit discussed Model X13 standard ECM motor diagnostics at the Tropic Supply in Ocala Evergreen training



Food was provided to everyone who attended the Evergreen ECM training



Ken Darin of Regal Beloit went over some HVAC system troubleshooting basics



Tropic Supply customers earned two hours of continuing education credit by successfully completing the ECM training seminar



Ken Darin of Regal Beloit shared several Evergreen indoor blower motor diagnostics with the Tropic Supply Sarasota training class

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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.

**Our distinguished speakers are experts in their field...**

**Andrew C. Åsk**

**Helen Hardy-Pierce "Roofing in Hot and Humid Climates"**

**Lew Harriman "Humidity Control to Avoid Microbial Growth"**

**Jim Larsen "Fenestration"**

**Brad Schiffer**

**Rick Sims "Duct Condensation"**

**727-209-0890 | [info@buildingscienceseminar.com](mailto:info@buildingscienceseminar.com)**

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## Fantech “Rocks The House” at the AHR EXPO in Chicago

January 22nd, 2018



Several of Fantech's Representatives and Distributors from Florida came together for a group picture



This event had the largest selection of American Whiskey in the world!



Roland Mazerolle, Mike O'Loughlin, Peter Koloski, with Rick Caldwell of Fantech



The band had the house rockin, singing, and dancing

On January 22nd, from 7-11pm, Fantech rocked the house at an “Old Chicago” style speak easy! This party was over the top! The venue was aptly named “Untitled,” and featured the largest selection of American Whiskeys anywhere in the world, a champagne dining room, large stage, and great entertainment!

Located in the heart of River North in Downtown Chicago, Fantech showed their customers a great evening of delicious food, drinks, live music and of course – discussing premium ventilation solutions. After a very long day at the AHR Expo this was a perfect way to relax and enjoy some great hospitality. Later, Phil Rivas of Fantech got onstage and played with the band a few numbers. Awesome....Thanks Fantech!



Phil Rivas makes an announcement about Ian Guttridge's retirement



Everyone loved this event! The food tasted amazing, and live shows were excellent!



Later in the evening Phil Rivas of Fantech joined the band for a few numbers



Andy Binder and Chris Gregory of Carrier, Steve Rush and Chuck Jacobs of Watsco, Frank Leone of Leone Green, and Bill Obrien

## Testo 440 Air Velocity and IAQ Meter - Intuitive IAQ Measurement

(Sparta, NJ, January 19, 2018) – Testo takes the air flow/climate world by storm with the testo 440 air velocity & IAQ meter. The testo 440 combines a compact handheld measuring instrument with user-friendly menus and wireless probes for the versatile and convenient measurement of all air conditioning and ventilation parameters. This innovation combines everything that makes air velocity & IAQ measurement technology so successful -- intuitive operation, precise measurement values and an extensive probe range -- and expands on these advantages using the convenience of wireless connectivity. More applications with less equipment

The testo 440 probes are available for air velocity, temperature, humidity, turbulence, CO<sub>2</sub>, CO and light intensity. The wireless Bluetooth probes ensure more freedom of movement while taking measurements and save space in the measurement case. In addition to this, a probe handle can be universally combined with all corresponding probes and probe attachments. Customers have the choice between a universal handle in wireless or fixed-cable

form. This allows you to switch, in seconds, from an indoor air quality measurement to a volume flow measurement at a vent.

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Kits and model versions

The testo 440 multi-function measuring instrument is available in two versions. There is the standard testo 440 and also the testo 440 dP model which has an additional, integrated differential pressure sensor. This makes measurements at filters as well as Pitot tube and k-factor measurements possible. Pre-configured kits consisting of measuring instruments, probes and accessories are available for the most important areas of application (incl. ducts, vents, indoor air quality and ventilation/air conditioning measurements in laboratories).

For more information visit [www.testo.com](http://www.testo.com) or email us at [info@testo.com](mailto:info@testo.com).



## Field Controls Promotes Ed Reynolds to VP Sales and Marketing



Ed Reynolds

(Kinston, NC) - Field Controls is pleased to announce the promotion of Ed Reynolds as VP Sales and Marketing. In his new position, Reynolds will manage and direct the Sales and Marketing team, and report directly to the President of Field Controls.

“Ed’s track record has been stellar in developing new business, organizing and motivating teams, and creating business strategies for Field Controls,” said Patrick Holleran, president of Field Controls. “His experience in the HVAC industry and at Field Controls provides him with the ability to effectively work with Distributors and Contractors while maintaining strong customer relationships.”

Reynolds is an 8-year veteran with Field Controls. His most recent position was Director of OEM Sales where he had a successful record partnering with OEMs and managing Field Controls combustion products. For more information about Field Controls, visit <http://www.fieldcontrols.com/>.

Field Controls develops and manufactures products that control, move, and improve the quality of air. ers, residential and commercial building owners. Field Controls is ISO 9001:2008 certified.



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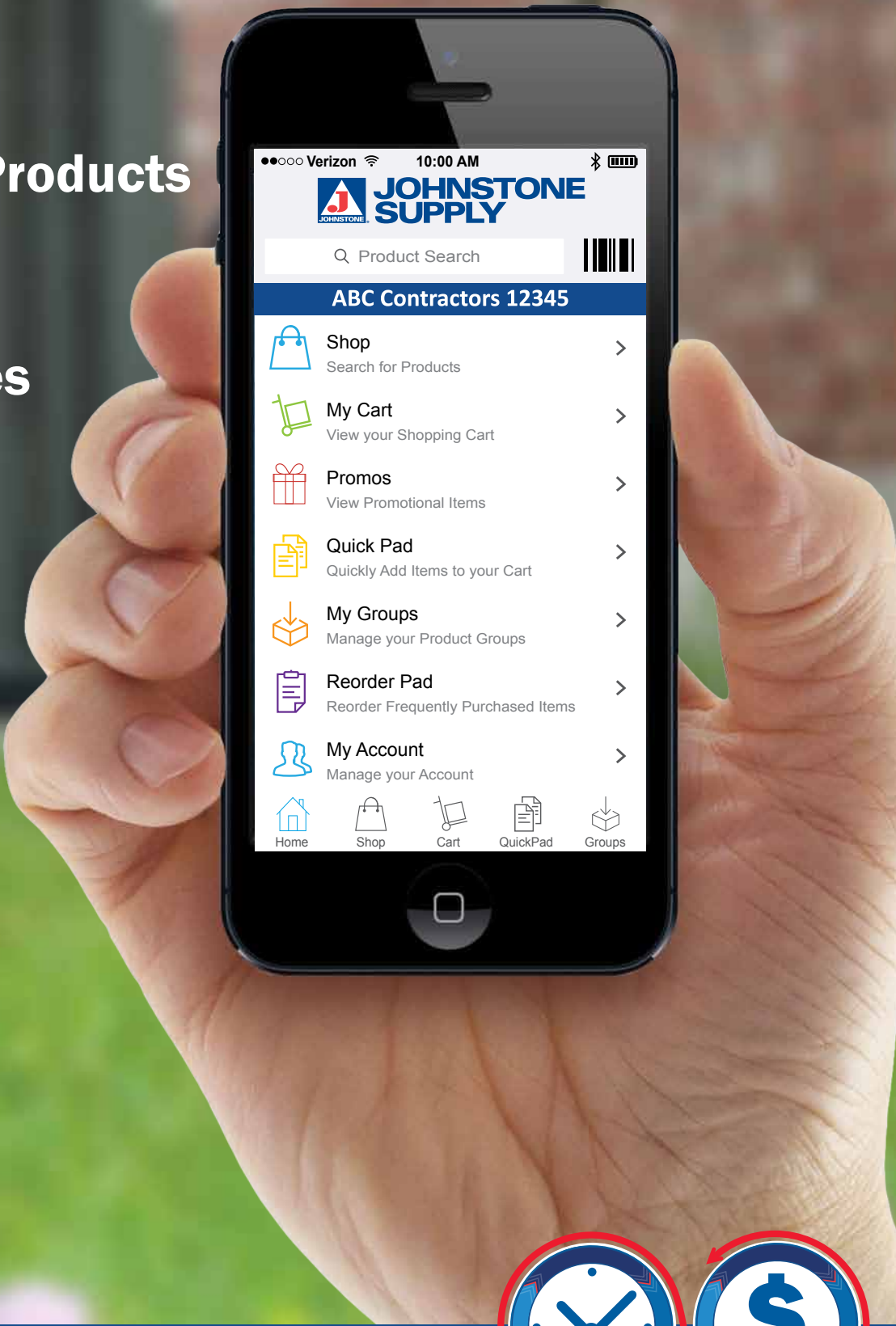
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Ft. Myers (T-8): (239) 278.1117  
Ft. Pierce (T-6): (772) 465.4707  
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## New Developments In Inductive Chilled Beams

On Tuesday, January 16th, from 12:00pm - 2:00pm, ASHRAE Miami Chapter held their first yearly ASHRAE meeting at the 94th Aero Squadron Restaurant in Miami.

Tulia Rios, ASHRAE Miami Chapter president opened the meeting by providing an update of the upcoming events and introduced the guest speak-

ers. The main presentation was about New Developments In Inductive Chilled Beams. The speaker was Mr. Mark Tozzi. Mark covered technology evolution, chilled beam limitations and challenges, induction beam developments, system design applications, and induction beam system benefits.

Also presenting was Engineer Alfonso Fernan-

dez-Fraga, who spoke on regards to a Senate Proposed Bill relating to the Florida Building Commission, which concerns all of us.

Don't miss the next ASHRAE Miami Chapter Meeting on Tuesday, February 13th, at the 94th Aero Squadron Restaurant in Miami when ASHRAE's President, Bjarne Olesen, will make a visit.



Mario Bermudez past ASHRAE Miami President, Tulia Rios, ASHRAE Miami Chapter President, Chad Ferreira past Miami ASHRAE President



Ted Zsirai retired ASHRAE, Horacio Rodriguez and Victor Avedano of JALRW Engineering



Jason Ayala of HVAC Associates, Erik Walter of BR+A Engineers, Al Fraga of Initial Engineers, Abe Kooby of HVAC Associates



Guest Speaker Mark Tozzi, Carlos Farfan of Jascko, and Tony Tony Capestany of Cors-Air



Plenty of excellent lunch selections to choose from including a huge dessert section!



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



Victoria Garcia Massimo, President Elect, with ASHRAE secretary, Emily Franco of Johnson Controls



Al Fraga spoke about a senate proposed bill relating to the Florida Building Commission



Mark Tozzi presented an in-depth look at the new developments in inductive chilled beams



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## Ultra-Aire Launches Industry's First True In-Wall Dehumidifier

Madison, WI (January 18, 2018)— From the experienced dehumidification engineers at Thermo-Stor, comes the first true in-wall dehumidifier that can provide dedicated moisture control in multi-family dwellings, adaptive reuse buildings, hotels, and senior and student housing. The Ultra-Aire MD33 features a slim-profile of only 5 3/4" deep, allowing it to easily fit inside 2" x 6" stud walls and provide a solution in environmental control technology that the industry has sought for years.

"Code demands tighter building envelopes for energy savings," said Nikki Krueger, Industry Manager for Ultra-Aire. "The result is partial and no-load air conditioning runtimes in most new construction and renovations. By adding mechanical ventilation, in order to ensure indoor air quality, there is an even greater challenge to control the moisture in the living space. Overcooling to control relative humidity is not an effective or economical answer. The best solution is to add a dedicated in-wall dehumidifier."

Excessive moisture can bring about issues such as poor indoor air quality, property damage, comfort complaints, and reputational risk and liability. Including a dedicated in-wall dehumidifier as an integral part of the mechanical system protects the physical investment and creates a more comfortable and healthier living environment.



Nikki Krueger and Jonathan Jones showing the Ultra-Aire MD33 at the AHR EXPO in Chicago

The Ultra-Aire MD33 is Energy Star® Certified and runs independent of the HVAC system in order to ensure that the space is protected from high humidity levels. The unit removes up to 33 pints of water a day, and features a digital RH controller behind a tamper-proof cover. Sized for up to 1,200 square feet, the MD33 is the perfect solution for all multi-family

applications. The unit can be hardwired into existing electrical or directly plugged into a 110v-outlet with the provided cord. It is designed to directly drain for a truly hands-off dehumidification system.

For more information on the Ultra-Aire MD33, please visit [www.InWallDehumidifier.com](http://www.InWallDehumidifier.com).

## Ron McLaughlin Receives The "Dennis Morgan Spirit Of Rectorseal" Award



Ron McLaughlin was presented the "Dennis Morgan Spirit of Rectorseal" Award after another year of exceptional service to Rectorseal customers and employees. His consistent dedication and service toward our employees and customers demonstrated our company's values, initiative, motivation and positive attitude.

We present this special award to one independent rep each year, in the name of former Rectorseal employee Dennis Morgan, whose time was cut far too short, but who exemplified high integrity and contagious enthusiasm for our company and who lived out the values which we hope to replicate.



### March 13, 2018 KICKOFF CELEBRATION - Evening CEU Classes begin on March 14 & 15, 2018

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Crisis Management in Construction  
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46012	1/2	115/230	1075	6.7/4.0	60/50	1/2 x 5	6 3/8	ECM	45"
46034	3/4	115/230	1075	8.2/4.9	60/50	1/2 x 5	7 5/8	ECM	45"
46001	1	115/230	1075	11.0/6.7	60/50	1/2 x 5	7 5/8	ECM	45"

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## Women In HVACR Meet and Greet at Margaritaville - The Navy Pier in Chicago January 23rd, 2018



Samantha Crompton of Quick Fitting, Nancy Harris of Atco, Julie Decker, past WHVACR president, and Janice Saari of Southwire

On Tuesday evening January 23 from 6:30-8:30 pm, the Women in HVACR held their Annual Meet and Greet at Margaritaville - The Navy Pier in Chacigo.

It was good time to sit and relax after a full day at the AHR EXPO. Members of the Board of Directors were present to welcome everyone who attended. There were delicious foods and refreshments available throughout the evening.

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.



Lisa Bailey, Jackie Tutko, Danielle Putnam, Monica McMahan, Patti Ellingson, Molly Person, and Joanne Hunt



Jennifer Davis of Honeywell, Marcia Christiansen of Peco, Sherri Millwater of MDL



Lauren Roberts, Patti Ellingson, Colleen Leppert, Colleen Keyworth, Karen Desusa, and Molly Person



Alica Wilson and Lori Tschohl of Eagle Piping, and Mary Maerting of Maerting Heating & Cooling



Mary Jo Gentry, 2018 WHVACR president, Marjorie McAllister of CPS Products, Patti Ellingson of Cooper Atkins, and Karen Desousa of Advanced Air



Renee Joseph of Johnson Controls, Jane Sidebottom for Applied Marketing Knowledge, Need Name, and Karen DeSusa of Advanced Air



Colleen Leppert, Robin Thomas, Julie Decker, past president of WHVACR, Hillary DuMoulin, and Shawna Roti

### HARDI Distributors Report 2.8 Percent Revenue Decline in December

COLUMBUS, Ohio — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report showing average sales for HARDI distributor members declined by 2.8 percent in December 2017.

The average annualized growth for the 12 months through December 2017 was 5.3 percent.

"December is not a seasonally significant month," said Brian Loftus, market research & benchmarking analyst, HARDI. "The decline is associated with very strong prior year sales and one less billing day this year. That is difficult to overcome. The 5.3 percent growth in 2017 is the slowest calendar year since 2011."

Connor Lokar, senior economist, HARDI, said the December data is somewhat at odds with the other strong signs economists see, like the positive slope to the leading indicators.

"HARDI members did post strong growth in November and December 2016 and January 2017, so they set themselves up with some tall bars to clear," Lokar said. "The decelerating growth is a noteworthy trend to watch."

The days sales outstanding (DSO), a measure of how quickly customers pay their bills, is near 45 days.

"The DSO is at the midpoint of recent performance for this time of year," said Loftus. "Softer sales helped the dip from last month. We would welcome an extra day or two in the months ahead because it would be normal seasonal pattern and indicate resumption of sales growth." visit <http://hardinet.org/benchmarking>.

### Danfoss Wins Prestigious Product of the Year Award at 2018 AHR Expo

Danfoss, the pioneer of oil-free, magnetic bearing, variable speed technology, was recognized with the prestigious Product of the Year award during the 2018 AHR Expo for its Danfoss Turbocor® TTH/TGH high-lift compressors.

A panel of third-party ASHRAE member judges select the annual Product of the Year from the year's 10 AHR Expo Innovation Award winners. Danfoss Turbocor® TTH/TGH high-lift compressors had previously been named the 2018 AHR Expo Innovation Award winner in the Green Building category.

Designed to give chiller manufacturers a new high-efficiency, oil-free compressor option for air-cooled chiller, heat recovery, and water-to-water heat pump applications, the new Danfoss Turbocor® TTH/TGH high-lift compressors feature the oil-free, variable speed, magnetic bearing operation of other Danfoss Turbocor® compressors, but with an expanded operating map suitable for such high-lift applications.

In air-cooled chillers, Danfoss Turbocor® TTH/TGH compressors can support operation at high ambient temperatures with pressure ratios as high as 6.2, which facilitates a greater operating range in hot climates while still being able to support applications such as air-to-water heat pump chillers. The compressors can also support high-lift applications such as heat recovery or water-to-water heat pumps, enabling additional operating cost savings by utilizing waste heat from the condenser to provide hot water.

Like all Danfoss Turbocor® compressors, the new Danfoss Turbocor® TTH/TGH compressors offer outstanding full- and part-load efficiency, low vibration and sound, a small footprint, and reduced maintenance.

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

The 2018 Product of the Year Award is the sixth time Danfoss has been recognized in the Expo's Innovation Awards program for Danfoss Turbocor® compressors; the company was also recognized with the Product of the Year award in 2015 for its Danfoss Turbocor® VTT compressor series. Overall, Danfoss has been recognized 28 times over 16 years of the award program.

"It is a tremendous honor to have been recognized once again by the HVACR industry for our commitment to advancing energy efficiency through innovative engineering," said Ricardo Schneider, president, Danfoss Turbocor Compressors.

"This award is evidence of the progress Danfoss — with the help of our customers and partners — is making as we seek to redefine expectations for efficiency and help the industry prepare to meet future challenges, regulations, and standards around the world. Through our ongoing investment in R&D and innovation, we are helping to Engineer Tomorrow." Read more about us at [www.danfoss.com](http://www.danfoss.com).





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# Anti-Microbial Option Reduces Risk of Legionnaires' Disease in Chiller/Cooling Tower Applications

A new Center for Disease Control and Prevention (CDC) study involving 196 cooling towers nationwide found that 84 percent contained Legionella DNA, indicating that the dangerous bacteria that causes a severe, even fatal type of pneumonia were present or had been at some point. This means the real question is not 'if there will be another outbreak' but only 'where and when' it will occur.

"During 2000–2014, passive surveillance for legionellosis in the United States demonstrated a 286% increase in reported cases per 100,000 population," states the CDC website.

The CDC also estimates that about 5,000 cases of Legionnaires' disease are now reported each year in the United States, and keeping Legionella out of water systems in buildings, with cooling towers a noted risk, is critical in preventing infection.

In response, HVAC contractors now are pairing chillers and high performance plastic cooling towers with new anti-microbial options that significantly reduce the infection risk.

## Controlling Pathogen Growth

Throughout the U.S. and most of the world, the mainstay of large cooling systems remains the traditional HVAC combination of chillers, air handlers and cooling towers. Cooling towers have a long history of effective use in expelling heat from the water used in many commercial and industrial applications that involve chillers.

However, it is well established that, under typical operating conditions, cooling towers can propagate Legionella. The design of many cooling towers creates pockets where water may stagnate, a condition that can lead to microorganism development.

This has recently led ANSI/ASHRAE to publish its Standard 188, Legionellosis: Risk Management for Building Water Systems, which documents new risk standards and requirements for the design of new buildings and the renovations to existing structures.

"All facilities with HVAC or process cooling systems need to be aware of Legionnaires' disease and handle any concerns about it," says Rick Hill, Facilities Director at Arkansas Surgical Hospital, a physician-owned hospital specializing in joint and spine surgery in Central Arkansas. "There have to be good procedures in place to prevent or control it."

When it was time to replace an air cooled chiller at Arkansas Surgical Hospital, Steve Keen, President of Powers of Arkansas, the HVAC contractor responsible for the hospital project, recommended and installed a water cooled chiller, paired with an advanced cooling tower with unique anti-microbial properties.

"Legionella is always a concern for HVAC systems using a cooling tower and anywhere you have water exposed to the atmosphere," says Keen. "The Delta Cooling Towers' anti-microbial properties will help prevent that type of growth and exposure to patients and staff."

Delta Cooling Towers, which pioneered the HDPE (high-density polyethylene) plastic cooling tower in the 1970s, recently introduced a line of towers constructed of anti-microbial resin, which is fully compounded into the base cooling tower structural material and casing. The cooling tower fill and drift eliminator are also made from anti-microbial PVC.

The anti-microbial resin contains wide-spectrum additives that operate on a cellular level to continuously disrupt and prevent uncontrolled growth of microorganisms and biofilm within the cooling tower. Efficacy tests were performed by Special Pathogens Laboratory, The Legionella Experts®.

Cooling tower design and materials can be very significant in the prevention of pathogen growth. To avoid problems of stagnant water leading to pathogen growth, experts recommend cooling tower designs feature a sloped basin and/or basin sweeper system.

While some cooling tower manufacturers now market a tower with an anti-microbial fill (the medium over which the hot water is distributed as it is being cooled), a superior option is to have a cooling tower featuring the fill, structural casing and sump all composed of anti-microbial material.

"We decided that since we were replacing the air cooled chiller with a water cooled chiller, we wanted a cooling tower that aligned with our philosophy of protecting patient safety," says Hill, who advocated for the anti-microbial technology and found support for it among his hospital's leadership. "We want to maintain one of the lowest infection rates among hospitals in the country."

Arkansas Surgical Hospital already boasts a very low infection rate of under 0.3%, compared to a na-

tional average of 3% among U.S. hospitals.

## Energy Savings and Longevity

By proactively making the switch to an advanced anti-microbial tower cooler, paired with a very high efficiency HVAC chiller, the hospital is also significantly reducing energy costs, which was also a prime consideration.

"Our previous air cooled HVAC system required a lot of electricity," adds Hill. "With the water-based cooling tower and very efficient chiller, however, we expect to save tens of thousands of dollars annually in energy costs."

Durability and longevity of the cooling tower were additional issues that Hill considered.

Metal-clad cooling towers are vulnerable to corrosion from salt air, industrial gasses and even the chemicals used to treat the recirculating water. The best water treatments for Legionella prevention, in fact, are oxidizing biocides which react aggressively toward metal surfaces, effectively attacking metal-clad cooling towers and shortening service life.

As a result, metal cooling towers require increasing patching, maintenance, costly downtime and eventual replacement.


According to Hill, he considered a metal cooling tower, but ultimately decided it would be too difficult to maintain.

"Maintaining a metal cooling tower is more work than we wanted and the units have a shorter life cycle because metal will rust and require mending and repair," says Hill.

In choosing Delta's cooling tower, which features a fill, drift eliminator and shell all constructed of corrosion proof anti-microbial plastic, Arkansas Surgical Hospital now has a cooling tower that is impervious to the corrosive effects of ambient air and water treatment chemicals, as well as oxidizing biocides; all of which plague metal-clad cooling towers.

In addition, since the engineered molded plastic cooling towers are one-piece, there are no problems with seams, welds, and patches that wear prematurely. Therefore, the plastic models offer extended longevity and require far less downtime for cleaning, repair or replacement. "In terms of lifecycle, the Delta Cooling Tower has a 20 year warranty on construction," concludes Hill. visit [www.deltacooling.com](http://www.deltacooling.com)

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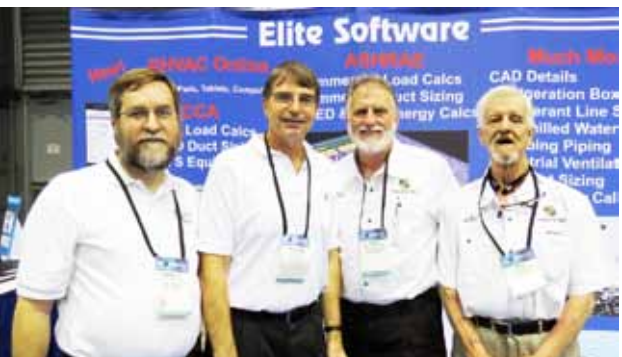
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Hillary Dumoulin, Marlene Cardoza, Robin Thomas, and Shawna Roti of Berry Plastics



Graham Dillon, Anthony Ferriello, Brad Williams, Greg Sundheim, and Neil Schey of Appion



Marcia Ellis and Frank Serrano of Klein Tools



Lindsey Soltan, Sal Fasanella, Tim Eorgan, and Phil Damiano of Harcast



Mike D'Esposito of Owens Corning with Joe Medosch of Retrotech



DiversiTech® Named  
Ferguson 2017 HVAC  
Vendor of the Year



ATLANTA — Jan. 3, 2018 – DiversiTech Corp., a leading manufacturer and supplier of HVACR parts and accessories, has been named Ferguson’s 2017 HVAC Vendor of the Year. Announced Nov. 2 during Ferguson’s 2017 Vendor Summit Awards in Norfolk, Va., DiversiTech was selected for helping Ferguson achieve greater sales and margin growth, as well as providing exceptional marketing, logistics and customer representative support at Ferguson’s branch locations.

“We are honored to have received this important award,” said Bud Sjogren, DiversiTech Chief Sales and Marketing Officer. “As a partner to Ferguson for more than two decades, the award demonstrates our ongoing commitment to providing them with the products and services they need to support their customers and business goals. The award also validates our mantra of ‘simplify your work.’ We are looking forward to strengthening our partnership with Ferguson and all our customers in 2018 and for many years to come!”

Ferguson evaluates its vendors across four main categories: Financial impact, efficiency, engagement/integration and the extra mile factor. DiversiTech received high marks across all categories. The company was specifically cited in the engagement/integration category for its leading role in “pricing, execution” for supporting Hot Deals and new product launches. Under the extra mile category, DiversiTech was noted for its ability to deepen its partnership with Ferguson by holding quarterly meetings, which assists with strategic planning and execution, and fosters greater communication between the two organizations.

DiversiTech has been a partner to Ferguson for more than 20 years. DiversiTech provides all of its core HVAC products to Ferguson, including its industry-leading equipment pads, mounting systems, heating products, ductless systems and related HVAC/R tools.

It’s About Time for Fresh Air:  
Introducing Fresh In™

HARTFORD, Wis. (January 9, 2018) – It’s a misconception that opening a window means fresh air will flow into your home. In many cases it’s just the opposite, because the moment a window is opened, dust, allergens, and other air-borne particulates enter the home and settle on every surface, leading to allergies and irritation. Broan®, a leading manufacturer of indoor air quality solutions that keep kitchens cleaner, bathrooms fresher, and the whole house healthier, came up with a solution. Broan is proud to introduce Fresh In™, Broan’s newest supply fan ventilation.

Fresh In is uniquely designed to be both effective and convenient. Simply set it to the desired mode, then let the fan do the rest of the work. It brings fresh air in from the outside — but only when it makes sense to do so. The fan’s technology continually monitors the outdoor temperature and humidity levels from the last 48 hours and estimates the best time of day to run the fan. Fresh In features an ultra-efficient, variable-

speed motor that allows the fan to deliver constant airflow without losing efficiency.

“Broan is proud to be a leader in residential indoor air quality,” said Lauren Weigel, Global Category Director of Household Ventilation. “Our products are designed to help our customers live healthier lives, and the new Fresh In™ supply fan does just that.”

The new Fresh In supply fan comes in both basic and premium. While both offer constant airflow and easy maintenance in a code-compliant manner, the premium version has five preset comfort modes which allow homeowners to truly customize the fan to fit their needs.

Designed to fit anywhere in the home, the Fresh In will be just as effective installed in the basement as it is in the attic. Fresh In can easily be installed between ceiling joists, and, with its flush-to-ceiling mount design using Broan’s decorative finish ring, filters can be replaced in less than 30 seconds. For more information, visit <http://www.broan.com/>.

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- Air Conditioning Installation
- Air to Air Heat Pump Service
- HVAC Performance Verifier

DATES AND LOCATIONS

2018 FEBRUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
11	12	13	14	15	16	17
		Comfortstar University, Training at the Comfortstar Training facility, 12860 N.W South River Drive Medley, FL 33178 from 8:00am to 11:00am. With Carlos Obella		Comfortstar University, Training at the Comfortstar Training facility, 12860 N.W South River Drive Medley, FL 33178 from 8:00am to 11:00am. With Carlos Obella	ComfortStar University, Training at the Pompano Branch, from 8:00 am to 11:00 pm. With Carlos Obella.	

INSTALLATION RECOMEMENDATIONS AND PRATICES - 1.45 HOURS

- Installation Recommendations (45 minutes)
  - Inverter Technology Overview
  - Units Placement and Mounting
  - Electrical wiring
  - Line Set Installation
  - Leak Testing
  - Evacuation
  - Charge Adjustment
  - Final Operation Check
- Troubleshooting (10 minutes)
  - Gold and Platinum Single Zone Error Codes
  - Multizone Error Code Tables
- Hands-On Session (30 minutes)
  - Assembly and Disassembly Tips
  - Troubleshooting Recommendations
  - Circuit Board Replacement
  - Heat Sink Application

COMFORTSTAR DUCTLESS LINE UP - 1.15 HOURS

Prizes - Raffles - Grilled Burgers from 11-Noon



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# SFACA January Program Meeting

## Fleet Safety - The Vehicle and The Driver

The SFACA January Program Meeting was 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 covered in detail, the evolving landscape of the automotive industry, its technology and the positive effects they are having on fleets and the safety of your employees. The evening con-

cluded with a brief overview of why auto insurance rates are increasing and what you can do to keep them under control. Speakers were Ed Lawton of Enterprise Fleet Management and Alfredo Andrial of Brown & Brown Insurance. Don’t miss the upcoming February Monthly Program and Board Installation on February 7, at the Sheraton Suites Plantation at 6:00pm. The program

meeting is about: The Impact of New Tax Regulations For You and Your Business - It’s a new year and the beginning of new opportunities for contractors and individuals to save on taxes. Be one of the first to hear from a construction tax expert what changes will make a real difference in your company’s and your personal bottom line. The speaker is Rich Shavell, CPA and construction tax expert.



Heather Gilbertson and Eric Barnett of Tropic Supply with Cheryl Harris director of SFACA



Doran Deith, Mark Francis, and Patrick O’Keefe of Sutton Leasing



Charles and Lucinda Watts of Adrian Steel



Ozzie Sanchez, George Wallace, Anthony Pascucci, Dave Sansone of Sansone AC, Bobby Pickney, and James Schafer of JCI York Source 1



Edward Abreu and Richard Miranda of Baker Distributing



Sam Block of Custom Air Designs, Bob Volin of Air Design Concepts, and Charlie Del Vecchio of Tropic Supply



Oscar Calleja, past SFACA president, announces the upcoming SFACA events



Alfredo Andrial of Brown & Brown Insurance explains the high cost of auto insurance



Ed Lawton of Enterprise Fleet Management discusses the new technology in vehicles

# A&R Supply Invites You To Our Trainings and Counter Days!

Prizes - Raffles - Grilled Burgers from 11-Noon

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
04 	05	06	07	08 POMPANO BRANCH COUNTER DAY Mini Trade Show from 8:00 am thru 11:00 am with: RGF Environmental Klein Tools Fieldpiece Lucas Milhaupt	09 	10
11 	12 Comfortstar University, Training at the Comfortstar Training facility, 12860 N.W South River Drive Medley, FL 33178 from 8:00am to 11:00am. With Carlos Obella	13	14	15 Comfortstar University, Training at the Comfortstar Training facility, 12860 N.W South River Drive Medley, FL 33178 from 8:00am to 11:00am. With Carlos Obella	16 ComfortStar University, Training at the Pompano Branch, from 8:00 am to 11:00 pm. With Carlos Obella.	17 
18 	19	20 KENDALL BRANCH GEOSTAR TRAINING SECTION Water source Heat Pump Unit Training from 4:30 pm to 6:30 pm	21 POMPANO BRANCH COUNTER DAY Mini Trade Show from 8:00 am thru 11:00 am with: Yellow Jacket Honeywell Refrigerants Lucas Milhaupt Klein Tools Geostar Water source Heat Pump Unit Training from 4:30 pm thru 6:30 pm	22 DORAL BRANCH COUNTER DAY Mini Trade Show from 8:00 am thru 11:00 am with: Yellow Jacket Honeywell Refrigerants Lucas Milhaupt Klein Tools Geostar Water source Heat Pump Unit Training from 4:30 pm thru 6:30 pm	23 KENDALL BRANCH COUNTER DAY Mini Trade Show from 8:00 am thru 11:00 am with: Yellow Jacket Honeywell Refrigerants Lucas Milhaupt Klein Tools Fieldpiece	24 

Counter Day Topics  
Honeywell – EPA SNAP Regulations, 608 Regulations and 422D Info.  
Yellow Jacket – Evacuation Shut Down Best Practices.  
Demo of New Digital Manifold.

1. Arbor Base (In Stock Model)  
a. Specifications  
b. Features  
c. Factory Installed Options  
d. Warranties  
2. Commercial Products Ardon Compact, Ardon, Ardon GL, Ardon, Ardon Console  
a. Specifications  
b. Product Features  
c. Factory Installed Options  
d. Warranties  
3. GeoStar Quick Ship Option Models  
a. Program Overview  
b. Process  
c. Benefits  
4. GeoStar Manufacturer Benefits  
a. Tech Services  
b. Customer Service  
c. Dealer Web Portal

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## RGF Introduces the Clear Sky™ Self Cleaning Ion Generator

*A Low-Cost Air Treatment System for In-Duct HVAC Systems and Mini-Split Units*

Riviera Beach, Florida, 1/19/18 -- RGF Environmental Group, Inc., the leader in environmental solutions for air, food and water, is proud to announce the introduction of their latest two products for the HVAC/Indoor Air Quality Industry. Both Clear Sky™ DM and Clear Sky™ MS are designed as a low-cost, self-cleaning, maintenance-free treatment option for HVAC systems. Building on the success of the QUAD-M® and QUAD-D®, the Clear Sky™ DM and Clear Sky™ MS produce high concentrations of both positive and negative ions that will reduce bacteria, mold and particulates in the conditioned space. What makes the Clear Sky™ line of products stand out above other products in this category is that Clear Sky™ uses continuous "self-cleaning" technology that is proprietary to RGF. This is achieved by ultrasonic energy coupled with induced oscillations targeted directly to the carbon ion emitters.

The Clear Sky™ DM is a 24 VAC input unit that attaches directly to the inside of the air handler via its integrated magnets. The Clear Sky™ MS is a 100-277 VAC input unit that attaches directly to the top of the

mini-split unit with simple hook and loop adhesive. Their small size, easy installation, and low cost make the DM and MS an ideal entry level IAQ solution. The DM unit is designed for use within HVAC systems up to 2,400 CFM or 6 tons, while the MS unit is designed to accommodate air flows from standard mini-split units.



*Clear Sky™ Self Cleaning Ion Generator*

RGF manufactures over 500 environmental products and has a 33+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 7.5 acres, with 100,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded their facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.

## General Filters, Inc. Presents the 2017 "Soaring Eagle" Award

General Filters, Inc. presented its annual "Soaring Eagle" Award to HS/Buy Van Associates, Inc.; the sales representative company that best met a wide array of business objectives throughout 2017.

President & CEO, Bob Abraham, Owner & Vice President, John Redner and Director of Sales & Business Development, Allan Feys presented the Soaring Eagle Award to Garry VanDenBerg, Rob Buyze, and John Leonard of HS/Buy Van Associates, Inc. (Auburn Hills & Grand Rapids, MI) during GFI's annual sales representative meeting at the AHR Expo. HS/Buy Van was awarded a plaque to commemorate the honor. Allan Feys said: "While many of our sales agencies are to be commended for outstanding contributions in 2017, HS/Buy Van truly did an outstanding job with IAQ sales, customer training, field intelligence gathering, responsiveness, and promotional creativity".

Congratulations to HS/Buy Van Associates!



## Milwaukee Tool Announces Planned Expansion of Brookfield, Wis. Headquarters, Creating Over 350 New Jobs

MILWAUKEE, Wis., Jan. 30, 2018 (GLOBE NEWSWIRE) -- With a planned total investment of \$32MM, Milwaukee Tool is proposing another major expansion at their global new product development center in Brookfield, WI. A 114,500 square foot, multi-story building would be built on an existing 3.5 acre lot owned by Milwaukee Tool, bringing their global headquarter space from 190,000 square feet, originally, to a proposed total of 504,500 square feet.

Over the last several years, Milwaukee Tool has experienced rapid growth, expanding employment at its Brookfield campus from just over 300 jobs in 2011 to almost 1,300 this year. This expansion would lead to the creation of 350 additional new jobs in the next 5 years, with an average annual salary of \$75,000.

"We must grow or die. We are committed to delivering a world-class work environment to attract, retain, and recruit the best talent in the world," said Steve Richman, Milwaukee Tool Group President. "This investment is necessary for Milwaukee Tool to continue to deliver disruptive innovation and deliver



on our commitment to users and distribution partners in driving productivity on the jobsite."

Milwaukee Tool is working with the City of Brookfield, Milwaukee 7, Wisconsin Economic Development Corporation, and Waukesha County Center for Growth officials on the proposed expansion. The City of Brookfield is proposing a Tax Increment Financing (TIF) district which would provide \$3.5 million in TIF assistance to project costs estimated at

over \$32 million. The Wisconsin Economic Development Corporation is also working with Milwaukee® on possible incentives for the project. Milwaukee® is exploring other options for the needed office space to facilitate its continued growth, but would prefer to keep all of its product research, design and development within the campus.

Milwaukee Tool, founded in 1924, is a global leader in delivering innovative solutions to the professional construction trades that offer increased productivity and unmatched durability. Whether it is through their world-leading M12™ and M18™ cordless systems, the ground-breaking performance of their M12 and M18 FUEL™ products, time-saving accessories, or innovative hand tool products, Milwaukee is dedicated to delivering a steady stream of advanced, trade-specific solutions. Milwaukee Tool is a Brookfield, Wisconsin-based subsidiary of Techtronic Industries Co. Ltd. (TTI) (HKEx stock code: 669, ADR symbol: TTNDY). For more information on the full line of Milwaukee® products, please call 1-800-SAWDUST or visit [www.milwaukeetool.com](http://www.milwaukeetool.com).

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

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

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

product just makes a lot of sense and is being very well received."

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

Traditionally the continuous operation ventilation needed for ASHRAE 62.2 has been handled through a bathroom fan or a fan installed into the living area of the home. ASHRAE 62.2 specifies that the ventilation should be located in a centralized location of the home. In most installations the bathroom is not centralized and when the door is closed the airflow is greatly restricted. Installing an additional fan in the living area is exactly that – an additional fan, additional ducting, and additional cost. In contrast the kitchen is typically a central location

of the home or at least open to the rest of the home. It is also where the largest amount of contaminants are produced. Ventilation already needs to be installed above the cooking surface, so solving for both needs in one product just makes sense.

Key features of the LE600A include:

- Solution for ASHRAE 62.2 continuous ventilation as well as local kitchen ventilation.
- Continuous operation settings of 30, 50, 70, and 90 CFM allow the unit to be used in most residential homes.
- Nearly silent operation, homeowner may not even know it is operating on continuous speed.
- ENERGY STAR® Certified.
- Only requires a 10" deep cutout.
- Two 6.5 watt front mounted LED lamps



## Sealed Unit Parts Company Re-launches an Improved Linebacker® Surge Protector

Allenwood, NJ- Sealed Unit Parts Company, Inc. (SUPCO) will showcase a new and improved version of its top performing Surge Protector, the Linebacker®, by re-launching it with new and improved features at the 2018 AHR Expo in Chicago.

The updated Linebacker® features a Type 4X weatherproof enclosure which means that technicians can mount it outside of condensing units. The device is considered a Type 2 Surge Protection Device (SPD) per the National Electrical Code® (NEC) and ANSI/UL 1449, 4th Edition.

"We've listened to our customers' feedback and made our best performing surge protector even better in order to meet the needs of more technicians," says Jim Adcox, Executive Vice President. "Condensers and air handlers typically don't have a lot of room inside the control panels, so by upgrading the Linebacker® to a UV-protected, water-tight casing, it makes it easier to install and more convenient to monitor the protection status on service calls."

The Linebacker® features state-of-the-art TP-MOV technology and features low voltage, high voltage, and ground/neutral monitoring. When there is a voltage issue for more than 3 minutes, or there is a ground/neutral loss, the Linebacker® will shut the system down to prevent damage. The light on the unit will also flash in a certain sequence to diagnose the problem. When the unit takes a large enough surge that requires it to sacrifice itself, it shuts the unit off, not allowing it to continue to run without surge protection. This can save homeowners thousands of dollars on damaged equipment. "Historically, surge protectors will sacrifice themselves," says Jim, "the light shuts off, but still allows the unit to operate without protection. It is crucial the unit be shut off if the surge protector is no longer functioning and providing protection."

The Linebacker® is also the only surge protector on the market to feature voltage and ground monitors. "It only makes sense to build a surge protector that monitors voltage and ground," notes Jim. "Low voltage or 'brown outs' can cause just as much damage as high voltage. It's also essential to monitor the ground, as without a ground, a surge protector cannot operate properly."

## Scenes from Atco's AHR Hospitality Reception at The Swissotel in Chicago on January 22nd



Bill and Bernadette Obrien, Dave Schopp, Rudy Sprenger, Frank Leone, Keith Holland, Dave Sansone, and Dougie Marty



Julie Decker, Chip Kirkland, Ramesh Bhatia, Nancy Harris, Nick Lane, and Walter Robison of Atco Rubber Products, Inc.



Daniel Dennis, Maria Picoli, and Rodrigo Barbosa of Boreal International



Steve Rush, Bill and Bernadette Obrien, and Jeff Morgan



Sean O'Sullivan, Chuck and Grace Stanizlav, Alex Legall, Dave and Martha Pawlicki of Owens Corning



Trevor Demlow, Matt Butterworth, Dave Schopp, Keith Holland, Frank Leone, Kirk Campbell, Bob Williams, and Tim Shelley of Leone Green



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Impact of Evap Coil Airflow  
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# LG Air Conditioning Raises The Bar With Expanded Presence At 2018 AHR EXPO

**Advanced Heating and Cooling Technology, Innovative Controls, Industry-Leading Tools Highlighted for Commercial, Residential Applications at World's Largest HVAC Conference**

CHICAGO, Jan. 22, 2018 – Air conditioning technologies leader LG Electronics is showcasing its robust 2018 lineup of commercial, light commercial and residential HVAC solutions – including industry-leading variable refrigerant flow (VRF) technology, customizable control systems, powerful new heating capabilities and design tools – at the 2018 AHR Expo.

For the commercial market, LG is debuting redesigned Heat Recovery Units as well as the expansion of the line to include 6-port and 8-port models. For

residential and light commercial applications, LG is launching a new 5-ton single-phase VRF heat pump unit to complement the currently available 5-ton single-phase heat recovery unit.

AHR Expo 2018 also will be the first time that most in the industry will have the opportunity to see a number of innovative new LG HVAC products, including rooftop dedicated outdoor air systems, four-way vertical air handlers and Multi F and Multi F MAX outdoor units with LGRED° (reliable to extreme degrees) powerful heating technology.

"By pushing the boundaries in air conditioning technologies, LG is dedicated to leading the industry with limitless vision, innovative technology and flexible connectivity solutions, all of which are featured at this year's AHR Expo," said Kevin McNamara, senior vice president, Air Conditioning Technologies, LG Electronics USA. "LG's unparalleled commitment to providing cutting-edge technology, along with the tools and resources to deliver a complete solution to our customers and industry partners, continues to be our top priority for 2018 and beyond."



Kevin McNamara, senior vice president, Air Conditioning Technologies, LG Electronics USA conducts a press conference at the AHR EXPO



Following the press conference, Lorie Quillin-Bell, Patrick Barry, and David Graph answer questions about the press conference



Inside the LG booth, David Graph gives a demonstration of the AC Smart 4 Touchscreen



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# Bard Manufacturing Introduces FUSION-TEC™ WALL-MOUNT: The Next Generation of Innovation in Free Cooling

CHICAGO, Ill., January 22, 2018—The Bard Manufacturing Company introduced their FUSION-TEC™ wall-mount combination DAC (Direct Air Control) economizer/air conditioner at the International Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo), (#AHR2018).

“The FUSION-TEC innovation is a peak-efficiency economizer with an ultra-high efficiency air conditioning system wrapped around it, thereby maximizing free cooling opportunities,” stated Paul Quigley, senior vice president of sales and marketing. “Our factory-installed DAC economizer is at the heart of the FUSION-TEC innovation. Our clients are shocked when they learn the FUSION-TEC shows them a constant superheat value, and notifies

them if the condenser coil is dirty. The design is so rugged that it can run by itself in an orphan-mode if it ever loses contact with the indoor control.”

The FUSION-TEC™ WALL-MOUNT maximizes free cooling opportunities through a counterflow/reverse airflow process. Productive outdoor air for free cooling is brought into the system from the lower portion of the chassis. The heat in the shelter/e-building is pushed up and out of the economizer exhaust at the top of the chassis — completely eliminating any possibility of recirculating hot exhaust. When outdoor air is inefficient for free cooling, the FUSION-TEC system utilizes a staged mechanical cooling system that operates at an IPLV of 15.7. And, the 2-stage compressor, variable speed

blower and EEV, add precise cooling to match the load over a large range. This system is engineered to control both temperature and humidity.

“By minimizing recirculation of heated air and maximizing free-cooling opportunities, FUSION-TEC delivers unparalleled performance, lower operating cost, and exceptional total cost of ownership,” stated Quigley.

FUSION-TEC features an easy-to-install design with a simple 2-wire connection between units for up to 14 wall-mount units on the same network. The LC6000 e-building control has full remote access functionality managed through one home base via Bard's new Programmable Logic Control (PLC) technology that offers intelligence and simplicity with an easy to use menu format.

The Energy Efficiency Ratio of the new DAC economizer far exceeds 80 EER, and FUSION-TEC meets the 2019 US Department of Energy minimum efficiency of 11 EER, IECC2015 and California Title 24, is AHRI certified and ETL approved.

From the simplified installation process to maintenance notifications, FUSION-TEC is a smart solution for the complex needs of the equipment shelter and telecommunications world, and a viable solution for many other industries' equipment building and task cooling needs.

THE FUSION-TEC WR58 and WR36 units are available now through Bard distribution partners.

The Bard Manufacturing Company has developed advanced technologies and innovations in the HVAC industry for more than 100 years. We are the industry's leading innovator of wall-mount air conditioning and heat pump technology. Founded as a heating and plumbing contracting business in 1914 by Dale Bard, the company remains family-owned four generations later.

Bard is committed to the highest quality in the engineering and manufacturing of climate control solutions. We strive for continuous improvement, testing each unit individually before it is shipped. Bard serves many markets including schools, equipment shelters and telecom, modular, light commercial and mobile, and residential.

\*\*\*



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## DiversiTech® Introduces Three New Products at AHR 2018

CHICAGO – Jan. 22, 2018 – DiversiTech Corp., a leading manufacturer and supplier of HVAC/R parts and accessories, is introducing three new products during the 2018 AHR Expo. The new products, unique mounting and support solutions for various types of equipment and accessories, fulfill the company's mission of helping HVAC/R wholesalers and contractors simplify the way they work.

The new AC Security Cages protect mini-split outdoor condensing units from theft, vandalism or damage. Available in three sizes that match more than 90 percent of all mini-splits on the market today, the protective metal enclosures feature a textured finish to complement common mini-split cabinet colors. The product comes flat-packed with all hardware included for either a wall or stand alone mounting option. The unique sliding panel design makes installation quick and easy -- all panels can be removed for maintenance by unscrewing just four bolts. An optional field-supplied pad lock pro-

vides a stronger theft deterrent.

The new H-Frame Kits allow custom mounting solutions to be built onsite for special or unique applications. Whether for ducts, pipes or electrical containment, the H-Frame Kits come with two foot size options: A pair of 12.6" square-foot legs to accommodate common installations, or a pair of 19.7" square-foot legs for more demanding loads. Each kit comes with rubber mats which adhere to the feet, hot dip galvanized angle brackets and all necessary hardware. H-Frame Kits provide a fully flexible, versatile and fast onsite assembly solution to meet specific installation requirements.

The new Rapid Positioning Clips are a complete line of cost-effective mounting clips, which offer time-saving solutions for refrigeration, A/C tubing, PEX piping, conduits and cabling support.

Featuring a unique, simple and effective one-piece design, the clips require no tools and are 20 times faster to install when compared to the traditional mounting clamps. The complete line in-

cludes four distinct types of clips: Rapid Positioning Clips, InsulClips, StuddedClips and Cable Tie Channel Clips.

"We are pleased to introduce these cost-effective, reliable and time-saving products that provide solutions to various mini-split and equipment mounting challenges," said DiversiTech's Senior Director of Marketing Alec Minné. "Contractors and wholesalers will find them important tools to help them simplify their work."

Distributors and contractors wanting more information can contact their local DiversiTech manufacturer representative or visit [www.diversitech.com](http://www.diversitech.com)

Founded in 1971, DiversiTech® Corporation is North America's largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. More information is available at [www.diversitech.com](http://www.diversitech.com).

## Tecumseh Launches IntelliCOOL™ Technology Platform

***Tecumseh's IntelliCOOL™ Technology Platform encompasses the latest product innovations and initiatives in variable capacity cooling, intelligent control, energy management and heat transfer to provide commercial refrigeration systems that are compact, quiet and deliver superior performance.***



Innovative features such as electronic protection, on-board diagnostics, and remote communications provide technicians with the information needed to ensure refrigerated case(s) are operating at peak performance and with the highest level of reliability.

In line with Tecumseh's refrigerant position, IntelliCOOL supports hydrocarbon and A2L refrigerants, delivering systems that are Eco-friendly, safe, and meet current and future energy requirements.

The four main benefits of IntelliCOOL are in the areas of Energy Savings, System Performance, Connectivity and Serviceability, and Reliability. Energy Savings is accomplished primarily by using technologies such as Dynamic Variable Capacity Cooling, ECO Mode, Adaptive Defrost, Smart Lighting Control and Continuous Learning.

System Performance is enhanced via Precision Temperature Control, Power Conditioning, Rapid Temperature Pull-Down and Variable Speed Compressor and Fan Motor Controls. Connectivity and Serviceability is made possible using On-Board Communications, Local Diagnostics and Alarming and, Remote Diagnostics and Alarming.

Lastly, System and Component Reliability is improved by employing Electronic Protection, Motor Soft-Start, Lubrication Management and, Self-Maintenance technologies.

During 2018, Tecumseh will begin applying various elements of the IntelliCOOL technology platform to its line of commercial refrigeration compressors, condensing units and value-added systems.

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GOODMAN DISTRIBUTION, INC.

# Goodman Distribution Hosts Daikin Ductless Days in Pompano Beach

## January 9th, 2018



Rick Fisher, Matt Heise, John Noble, and Jamie Englert of Goodman Distribution

On January 9th, from 9am-2pm, the Goodman Distribution location in Pompano Beach hosted the Daikin Ductless Day event.

Many local contractors attended this event consisting of a Daikin technical training seminar, and a mini trade show with some select manufacturers and representatives. A tasty lunch was catered by Mission BBQ, who satisfied many hungry contractors. At the conclusion of the training, many excellent prizes were awarded like a 55" Flat Screen HDTV, and the grand prize was a Daikin 15 SEER Mini Split system. The next Daikin Ductless Day will be held at the Doral Goodman Distribution location on February 6th.



Rick Farrow of Cain Sales, Ardin Ebanks of Massive Air, and Delroy Ruddock of Simpson Air



Chris Gregg and James Newman of Daikin facilitated the Daikin Day training



Dougie Marty of AirGuide, Thurman Mintz and Jerry Scannell of Mintz Heating & Cooling



Matt Heise of Goodman Distribution awards the 55" Flat Screen TV raffle prize to Curtis Dawes of Acts Air Conditioning



Everyone enjoyed the pulled chicken, pulled pork, beef brisket, mac & cheese, cole slaw, and cornbread from Mission BBQ



Kenny Laycock of Goodman Distribution, Skip Farinhas of GMC Air Conditioning, and Dave Schopp of Leone Green



Elliott Chevez of Goodman, Darryl Baker, Winton Heinz, and Donovan Barclay of Air Discount, Matt Yacovino of Goodman



Everyone was able to view and touch the Daikin equipment on display at the training



Matt Heise of Goodman Distribution awards the Daikin Mini Split system raffle prize to Leroy King of Econoway,



Ken Gibbs of Econoway, Andy Taylor of Ron McLaughlin/Act Agents, Leroy King of Econoway, John Noble of Goodman, Ardin Ebanks of Massive Air



Jim Raiano of Cousins Air, Laurelyn Arriaga of Quietflex, and Eric Strout of Stryker Electric & Air



Gabrial Vincent of A Artic Air, Scott Kuschel of Miami Tech, and Mike Vincent of A Artic Air



Richard and Sandra Falero of Daily Air Conditioning with Elliott Chevres of Goodman Distribution



The John C. Cassidy Air Conditioning Team with Jamie Englert of Goodman Distribution (right)



The Daikin / Goodman Distribution Team - Chris Gregg, Eric Bristol, Rick Fischer, John Noble, Kenny Laycock, Victor Lyola, Jamie Englert, Matt Heise, and James Newman





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RKN12NMVJU (AC)	FTKN12NMVJU (AC)
RKN18NMVJU (AC)	FTKN18NMVJU (AC)
RKN24NMVJU (AC)	FTKN24NMVJU (AC)
RXN09NMVJU (HP)	FTXN09NMVJU (HP)
RXN12NMVJU (HP)	FTXN12NMVJU (HP)
RXN18NMVJU (HP)	FTXN18NMVJU (HP)
RXN24NMVJU (HP)	FTXN24NMVJU (HP)

\* Only models listed are eligible for Daikin ductless 15 Series system promotional pricing. In stock equipment only. Pick up only, no deliveries. No rainchecks. Offer may not be combined with any additional offers. Promotional prices are not applicable to residential new construction or multi-family projects. Additional restrictions apply, ask for full details. Not valid for large AOR contractors or distributors. Actual prices may vary by distributor. Valid only at participating locations. Offer may be altered or discontinued without advance notice. Void where prohibited by law. Offer valid December 1, 2017 thru February 28, 2018.

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15 Series units – PC962



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Clermont	407.656.0066	Melbourne	321.725.6407	Sanford	407.688.2191
Doral/Miami	305.594.1104	Naples	239.643.7387	Sarasota	941.355.9770
Ft Myers	239.332.0166	New Port Richey	727.817.0858	St. Augustine	904.824.9664
Ft Pierce	772.465.2233	North Miami	305.621.5758	Tallahassee	850.576.5155
Gainesville	352.377.2455	North Port	941.429.5008	Tampa-East	813.740.0409
Holly Hill	386.252.2979	Ocala	352.620.2727	Tampa-West	813.249.6062
Hollywood	954.581.9203	Orlando	407.296.4499	West Palm Beach	561.616.9466
Homestead	305.230.4205	Orlando East	407.205.1290	Winter Haven	863.965.8411
Jacksonville	904.355.4520				

Thank goodness for Goodman.



## The NEW EvenAir® Whole House Comfort Control System Modulates Air Delivery To Balance Temperatures



(Kinston, NC)—Field Controls NEW EvenAir® Whole House Comfort Control System monitors the sleeping area and living area temperatures, and automatically adjusts the system airflow to deliver balanced

temperatures for a comfortable home. The EvenAir system is simple, economical solution for providing comfort in new and existing two- and single-story homes without the cost and effort of traditional zoning.

In two-story homes on warm summer days the upstairs can be much warmer than the downstairs because the upstairs area is not getting enough cool airflow. In the winter, the situation is flipped; downstairs can be cold because it is not getting enough heated airflow. In a one-story home, the sleep area can be colder or hotter than the living area. "EvenAir solves the problem of uneven comfort. EvenAir dynamically adjusts the airflow based on the temperature differences in the sleeping area and living area in one- and two-story homes. Every two minutes during heating and cooling calls the EvenAir thermostat compares the sleeping area temperature with the living area temperature," says Timothy Barton, Director Wholesale Sales at Field Controls. "When the temperature differs by 2 degrees, EvenAir automatically controls adjusts the airflow for all-season comfort without a zoning panel and at half the cost."

Both new homes and existing home need a low-cost solution for providing comfort in the sleeping area and living space of the home without the expense of zoning. Wired EvenAir models are designed for Residential New Construction and Wireless EvenAir models are designed for Add On/Replacement applications. Unlike traditional zoning, Installation of the EvenAir Whole House Comfort Control System is simple. The EvenAir system thermostat where the existing thermostat located in the living area. A temperature sensor is installed in the sleeping area. Area Comfort Dampers that control the airflow to the sleeping area and living area are installed in the exist ductwork.

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## Nu-Calgon Launches Exciting New Mini-Split Products at AHR Expo



St. Louis, MO – Nu-Calgon is launching and demonstrating several new products at the AHR Expo that will have an impact on the indoor air quality and HVACR markets.

Nu-Calgon is introducing the iWave-M, a new mini flexible air purifier specifically designed for mini-splits and other ductless HVAC systems. The compact iWave-M fits cooling coils up to 36" (12 CFM) and can flex easily in the field to accommodate virtually any application. The iWave® air cleaners apply needle-point bi-polar ionization to treat the air as it passes through a home's HVAC system, killing mold, bacteria and viruses in the coil and the living space. The products also reduce allergens, smoke, odors and

particles in the air. Nu-Calgon will be conducting a live demonstration of the iWave-M and other iWave products in Booth #4555.

Nu-Calgon is also featuring a new ClenAir™ odor eliminator, called MiniFresh®, designed for mini-splits, PTACS, hotel units and other tight-fitting HVAC applications. MiniFresh keeps the mini-split coil and blower clean and fresh, eliminating odors from mold, mildew, bacteria, pets, smoke, food and more. One MiniFresh treats up to one 12,000 BTU indoor unit for up to three months.

For over 70 years, Nu-Calgon has been providing quality specialty chemical products for the HVACR market. The company's complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications. For more information, visit [www.nucalgon.com](http://www.nucalgon.com).



## Ingersoll Rand and Mitsubishi Electric Corporation to Establish Joint Venture for Ductless and VRF Systems

Jan. 17, 2018 — Ingersoll-Rand plc (NYSE:IR), a world leader in creating comfortable, sustainable and efficient environments, and Mitsubishi Electric Corporation (TOKYO: 6503), a leading manufacturer of technologically advanced ductless and variable refrigerant flow (VRF) heating and air conditioning systems, are pleased to announce they have entered into an agreement to establish a 50 percent joint venture (JV) pending global antitrust review.

The new joint venture will include marketing, sales and distribution of ductless and VRF heating and air conditioning systems through Ingersoll Rand's Trane and American Standard commercial and residential channels, and existing Mitsubishi Electric distributors and representatives in the United States and select countries in Latin America.

The systems sold by the joint venture will be highly efficient, variable-speed mini-split, multi-split, and VRF air conditioners and heat pumps for homes, light commercial and commercial applications. The joint venture will distribute products

with the Trane or American Standard brand and the Mitsubishi Electric corporate logo to Ingersoll Rand channels. The joint venture will also continue to serve Mitsubishi Electric US distributors and representatives with Mitsubishi Electric branded product.

"We are pleased to enter into a new joint venture with Mitsubishi Electric US," said David Regnery, executive vice president of Ingersoll Rand. "Together, our robust offering and ability to serve customers in the multi-billion dollar and growing ductless segment will be superior. The unique value of the joint venture is the pairing of premium systems, extensive distribution, deep technical, product and applications expertise, and allows us to leverage Ingersoll Rand's vast service capability."

"Mitsubishi Electric is enthusiastic about establishing a strong and successful partnership with Ingersoll Rand," said Keijiro Hora, president and CEO of Mitsubishi Electric US, Inc. "The strength of our brands, combined with our product expertise, industry knowledge and channel coverage will re-

sult in a superior offering for customers."

The joint venture will be a leading provider of ductless and VRF systems in the United States and select countries in Latin America. It will bring together Ingersoll Rand's leadership in heating and air conditioning and its extensive Trane and American Standard residential and commercial distribution network with Mitsubishi Electric's innovative and technologically advanced mini-split, multi-split, and VRF products, recognized brand and channel expertise.

Pending favorable global antitrust reviews and customary closing conditions, the new joint venture is expected to be operational in the first half of 2018. A chief executive officer will be named from Mitsubishi Electric, a chief financial officer will be named from Ingersoll Rand, and the business will operate from headquarters in Suwanee, Georgia. Ingersoll Rand and Mitsubishi Electric US, Inc., a subsidiary of Mitsubishi Electric Corporation, will have equal ownership. The financial terms of the deal were not disclosed and are not material.



## RectorSeal® Introduces ArmorPad™, the HVAC Industry's Lightest, Most Durable Equipment Pad



RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, introduces the ArmorPad™, which might be the HVAC industry's lightest, strongest and most durable equipment mounting pad product line for residential and light commercial air conditioning condensers.

The ArmorPad is constructed of a dense foam core base enveloped in a shell of durable polymer on five sides

that aesthetically simulates the texture and color of gray concrete. The entire product line of 24, 30, 32, 36, and 40-inch-square (61, 76, 81, 91, 101-cm2) x 3-inch-high (7.6-cm) models saves jobsite costs, because only one person is needed to transport and install it. For example, a 36-inch-square x 3-inch-high ArmorPad weighs only 8-pounds (3.6-kg) versus competing foam core pads with cementitious shells weighing 35-pounds (15.8-kg), or solid concrete pads weighing more than 300-pounds (136-kg).

ArmorPads also surpass the competition in durability tests, which prove the weight of a truck driving over it can't crush it, drilling into it can't crumble or crack the polymer shell, landscaping implements can't spall the surface, and equipment weight of even the largest of residential condensers can't indent or depress it.

The ArmorPad polymer shell is not sprayed on, but rather molded into a one-piece, strong and durable extrusion that's compliant with ASTM D-2299 standard "Recommended Practice for Determining Relative Stain Resistance of Plastics." The polymer surface perpetuates a brand new appearance, because of its built-in resistance to UV degradation, coil cleaning chemicals, landscaping chemicals, weather and canine urine.

The ArmorPads also boast the industry's most dense foam core, which minimizes permanent compression damage and holds anchors securely. The foam core bottom also features a unique foil-backing that resists moisture and an embedded chemical repellent that deters burrowing animals and insects.

Other ArmorPad features include:

- Design and performance-tested in the field with contractor focus groups;
- Designed for 90-percent of the industry's condenser sizes of up to five-ton systems. Additional size introductions are planned in the future;
- Ideal for retrofits where larger, more efficient condenser replacements require a larger or new equipment mounting pad;
- Can be secured onto and cantilevered out over smaller unsightly, but structurally-sound existing pads during retrofits;
- Easily accepts and securely holds drilled-in hurricane clip anchors in high wind zones;
- Available through most traditional wholesale HVAC/R distributors.

For additional information on the ArmorPad product line or other HVAC/R products from RectorSeal, visit [www.rectorseal.com](http://www.rectorseal.com) email: [marketing@rectorseal.com](mailto:marketing@rectorseal.com); or call 800-231-3345.

## Tecumseh Launches RK2 and RN2 Series Rotary Compressors

***Tecumseh's line of rotary compressors has been significantly enhanced with the newly released RK2 and RN2 Series. RK2 and RN2 series compressors utilize high efficiency motors coupled with optimized pumping mechanisms to deliver efficiencies up to 10.8 EER (3.16 COP).***

The innovative design delivers high efficiency performance with an evaporating range of -10°F to 55°F (-23.3°C to 12.8°C).

RK2 and RN2 models are available for use with refrigerant R410A, R134a and R22 and encompassing capacities from 8,000 – 65,000 Btu/h (2,345 – 19,153 W). They are designed to operate in extreme conditions and are suitable for Super Tropical (T3) ambient temperature (+129°F /+54°C). Typical applications include ductless mini-split, packaged rooftop and packaged terminal air conditioners and heat pumps. RK2 and RN2 series rotary compressors can also be used in ice machines and other commercial refrigeration applications.

Voltage options include 115 VAC, 208-230 VAC and 265 VAC in 60Hz, Single Phase, as well as 230 VAC in 60Hz, 3-Phase. Models are also available in 220-240 VAC, 50Hz, Single Phase. All 60Hz models are UL Recognized and approved for use in the United States and Canada.

RK2 and RN2 series compressors are equipped with over-sized accumulators to accommodate a large refrigerant charge, allowing for use in longer line runs.

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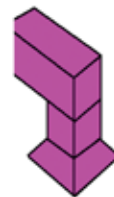
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