

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



**PBACCA Air Show 2018 at the Fairgrounds Expo Center West Palm Beach (see page B12-B13)**



**Gemaire 2018 Dealer Meetings and Trade Show in Florida (see page 12-13)**



**Economic Electric Motors Hosts Grand Opening Celebration in Boynton Beach (see page B4)**



**2018 FRACCA Education Conference at The Florida Hotel in Orlando (see page B18-B19)**



**The 16th Annual Andy Ask Building Science Seminar 2018 in Estero (see page 15)**

## A Ware Group Thank You with Specials, Giveaways, Vendors, and BBQ



Jeff Schlichenmeyer  
Publisher

**Johnstone Supply**  
The Ware Group is hosting their annual open houses as a customer and vendor appreciation. April's open houses in Florida include Tallahassee, Gainesville and Jacksonville South. In South Carolina, upcoming open houses include North Columbia and Charleston. A focus of each open house is providing an environment where contractors can learn and interact with the industry's latest and greatest. Ware Group open houses feature over 30 vendor exhibitors with product information and hand's-on displays.

Each open house also features training classes. A Ware Group open house wouldn't be complete without a registration goody bag, product specials, great door prizes, and Hill's famous BBQ.

This year's specials include a variety of products from coil cleaners, to tools, to thermostats that are on special throughout the open house season. Door prizes include Go-Pros, Fitbits, and a grand prize big screen TV. A full Hill's BBQ lunch including banana pudding is provided from 11:00 am – 1:00 pm. For open house and training class information, and to pre-register, visit [www.JohnstoneWareGroup.com/OpenHouse](http://www.JohnstoneWareGroup.com/OpenHouse).

In this issue, see event photos and article for the Ft Lauderdale, West Palm Beach, Brandon, and Sanford open houses that took place in March. Don't miss the April open houses at Johnstone Supply The Ware Group!



## Zachary Linde Named President of Gemaire Distributors

Zachary Linde was recently appointed President of Gemaire Distributors. He has an extensive background in operations and logistics. Zachary worked previously for Carrier Enterprise as President of the South Texas region. He was promoted and relocated to Houston, TX to become the President of the re-established South Texas Region.

Zachary received a scholarship from the Reserve Officer's Training Corps (ROTC) which trained him in leadership, accountability, and integrity. He joined the US Army as an active duty officer after completing his college degree.

At one of the dealer meeting earlier

this month, Zachary spoke about how Gemaire's focus was to make it easy to do business with them.

"Gemaire is investing in better vendor partnerships to improve the Gemaire contractor experience, he said." "We want to provide the best programs and support possible to our contractors."



Zachary Linde

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, Gemaire is ready to serve you with vast inventory, experienced and qualified staff, and quality products at all their locations.

Zachary is excited about leading the Gemaire team forward!

## St Patrick's Day Shenanigans at RGF Environmental

For a company so serious about the environment and providing clean air, food and water, no one could ever accuse RGF of taking themselves too seriously. This group knows how to throw a party. From a mountain of snow and gifts

from Santa at their Christmas celebration, to a visit from a leprechaun for St. Patrick's Day. The event began as a simple idea to provide lunch, and maybe some green beer to all 150 employees on the Friday before St. Patrick's Day, but it quickly grew into a full-scale PARTY. Tables and green linens were rented

and set up on the floor of the plant. Tables were adorned with kitschy props like plastic beads, ornate, glitter covered 'sunglasses', hats, green neckties and real floral centerpieces. Their resident "pastry chef"

(aka the marketing assistant) baked 150 Guinness flavored cupcakes (with Bailey's Irish Cream in the frosting) and set up an impressive display. No St Patrick's Day celebration would be complete without green tinted beer, right? Well, of course RGF took it a step further. They had a keg

of Heineken (because it usually comes in green bottles) mixed with green food dye. They also had green dyed champagne, in the finest plastic champagne glasses That they could find.

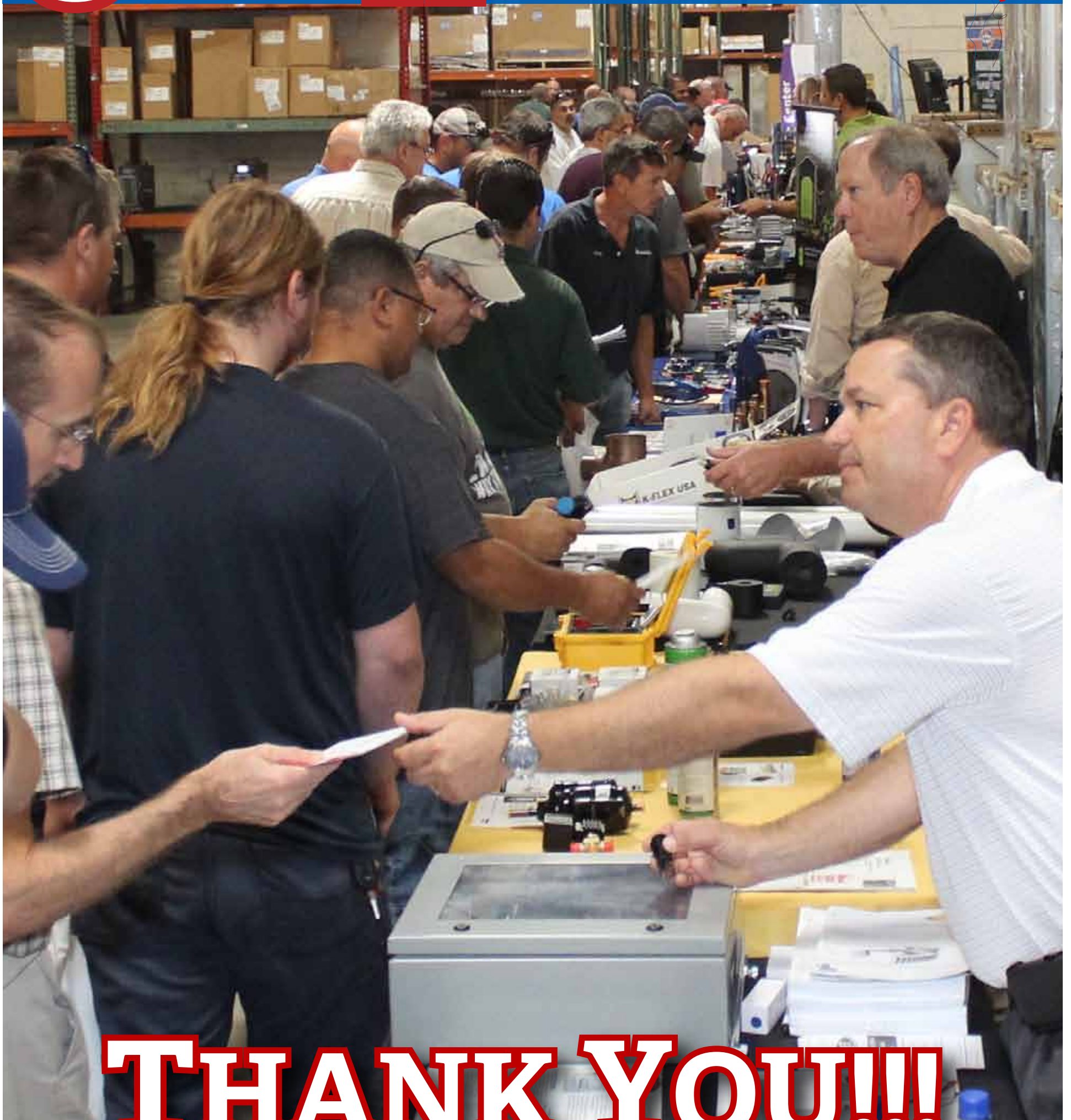


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# OPEN HOUSE 2018



# THANK YOU!!!

*to our Customers and Vendor Partners for making our  
2018 Open House events some of the BEST EVER!*



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## Five Sobering Budget vs Actual Results

### Ruth King's Contractors Cents



**HVAC** Channel.tv

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

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

Managers got their first budget ever this year. They were a part of the creation of the budget and approved it. They just got their first results - January 2018. Yes, this is later than I like to see it - however, the company is working towards getting their financial statements by the 15th of the following month.

Here are 5 things they learned:

1. The financial statements were obviously wrong - one department had a negative gross profit - it billed revenue in December for work done in January. So, the department had more expense than revenue in January. Not real. December revenues and therefore profits were overstated and January's were understated.

2. Other department managers had a similar issue - nothing as bad as one department. They realized that they had to bill all the work in the month the work got done. Otherwise, their gross profits and net profits will not be accurate. As a result, they can't make sure that the field labor is productive on those jobs. Or, whether the proper materials are assigned to the jobs.

3. The overhead allocation was not accurate. One department had negative rent. Other departments had the wrong allocation of office payroll. If the managers were going to be responsible for controlling overhead, they needed the proper allocation of overhead to their departments.

4. Even though a department was ahead in revenues its net operating profit was below budgeted net profit. Even though it beat the revenue budget, that is not as important as beating the expense budget. It is much better to be behind in revenues but ahead (ie decreased costs) in the expense budget segment.

5. We looked at a preliminary February P&L and balance sheet - it looked really good - we decided that January wasn't as bad as it looks and February wasn't as good as it looks. Neither was right.

Managers realized that they have to be accurate in billing and entering expenses so they can make good business decisions based on accurate financial statements. Do you have the same issues?

Next Topic: I Made a Profit - Where's the Cash?

This question was posed to me by a reader. And, many of you may have the same question. You look at the bottom line of your profit and loss statement every month and see that your company has a profit. You see profits month after month yet you run up against a cash crunch - payroll, or in this time of year, having to pay your taxes.

You just don't understand how your company can be profitable and you don't have cash.

Here's the answer: Profits are just that - profits. It means that your revenues were greater than your expenses. A loss is where expenses are greater than revenue. Neither means that you have cash. Profits are a P&L item; cash is a balance sheet item. The two are very different.

So, how do you get cash? Here is the detailed explanation: a revenue/sale (P&L) turns into an accounts receivable (balance sheet) when you bill for the work you did. Then you must collect for the work you did (balance sheet). If you are COD, your accounts receivable instantly turns into cash (balance sheet). When you get your vendor invoices you enter them as an expense (P&L) and create accounts payable (balance sheet). Then you must pay your accounts payable (balance sheet) and hopefully you have cash left (balance sheet).

Most contractors experience months where your company showed a loss yet there is still cash in the bank. The opposite is also true: There are times where your company shows a profit and you are having problems scraping enough cash together to pay payroll.

Warning: Even though your P&L shows a profit month after month, you can grow your company out of business. This happens when you run out of cash and don't have a line of credit or maintenance agreement

savings to cover temporary cash shortages. Here are five specific ways to go broke, even if your financials show your company earned a profit.

1. Doing profitable work and collecting for it months later or never collecting for it...after you paid your employees and your suppliers.

2. Not having timely, accurate financial statements so you can make sure that your service, replacement, and new construction jobs are sold at a profitable price.

3. Using the cash method instead of the accrual method of accounting. (Cash method means that you record a sale when you get paid. You record an expense when you pay the bill. There are no accounts receivable or accounts payable. Accrual method means you record a sale when you send the customer a bill even if the customer has not paid yet. You record an expense when you receive an invoice from a vendor, even if you haven't paid the bill. You have accounts receivable and accounts payable.) Cash method of accounting almost always shows a profit, whether or not

your service work or replacement jobs are profitable since you generally don't pay bills until you have cash to pay them.

4. Performing profitable work and the client files bankruptcy during the middle of a project leaving your company with hundreds of thousands of dollars in receivables that are uncollectable.

5. Purchasing too much inventory, giving your employees total access to your warehouse, and allowing them to keep too much on their trucks. You're betting your hard earned cash that you can sell what you've bought. What does your warehouse look like?

Here's a growth rule of thumb: You need 10% of your projected growth in cash to fund the growth. If your plan is to grow by \$250,000 in a year, you need \$25,000 in cash to fund that growth. The cash is used for increased inventory, increased accounts receivable (if your company is not a COD company), increased overhead expenses, and potentially a vehicle or other fixed asset purchase.

## QUALITY, DURABLE, SECURE REFRIGERANT TANK RACKS



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## CEO of The New Flat Rate Offers Growth Tips at International Roundtable

DALTON, Ga. – March 26, 2018 – Rodney Koop, founder and CEO of The New Flat Rate, will be speaking at the Service Roundtable's International Roundtable conference in April. The three-day event offers information for residential service professionals, primarily in HVAC, plumbing and electrical businesses.

Koop will be presenting "Grow in the Off Season," a breakout session with tips for flourishing outside of peak business season. The discussion is scheduled for 3 p.m. on Thursday, April 5, 2018.

"A lot of home service companies and contractors face seasonal fluctuations, but I'll offer simple strategies to capitalize on these cycles and grow throughout the year," said Koop.

The 2018 International Roundtable takes place April 4-6, 2018, at the Westin New Orleans Canal Place in New Orleans, Louisiana. The conference features workshops, product showcases and speakers, and is designed to help small service providers collaborate on the latest trends, problems and sales techniques.

"Sales is what drives any business," said Koop. "It's entirely possible to double or triple your sales, even during the off season. My session will help HVAC, plumbing, and electrical residential service business owners get a better understanding of consumer buying patterns, and how sales techs can use that knowledge to easily increase the likelihood of a sale." To learn more about The New Flat Rate pricing system and its interactive app, call 706-259-8892 or visit <http://thenewflatrate.com/>.

## RectorSeal's Acid-Away®, the HVAC Industry's First Acid Neutralizer, Now in an Easy, Time-Saving Injector

RectorSeal®, Houston, the originator of Acid-Away®, the HVAC industry's first acid neutralizer for refrigerant systems, now introduces Acid-Away® PRO the new, quick and easy all-in-one injector for eliminating acid in residential and commercial refrigeration and air-conditioning systems. The Acid-Away PRO injector includes a 1.5-ounce dose of the same trusted Acid-Away formula that service technicians have used for more than two decades to eliminate and prevent refrigeration system acid formation.

The six-inch-long (152-mm) Acid-Away PRO injector consists of a 1.5-ounce (44-ml) copper reservoir; a high side 1/4-inch (6-mm) standard brass connection fitting and a low side 1/4-inch low-loss Schrader valve brass connection fitting designed to protect the service technician's hands from frostbite and the environment from escaped refrigerant. The recyclable injector simplifies and expedites usage versus the original Acid-Away bottle/funnel method. Unlike the original Acid-Away, which was offered in both mineral oil and polyolester (POE) versions, Acid-Away PRO has been reformulated for all refrigeration oils.

Versus most competing products, which are defined as scavengers that attach to acid molecules for entrapment in the system's filter drier, Acid-Away PRO chemically changes acid into a neutral, non-corrosive substance that doesn't attack metals or cause future compressor motor burnouts. Unlike scavengers,

Acid-Away doesn't deplete filter/drier capacity, which potentially leads to premature filter/drier replacement callbacks.

While Acid-Away Pro is designed for compressor burnout system cleanup, it's also an excellent preventative maintenance treatment for systems with a history of acid build-up. Two other RectorSeal products complement Acid-Away PRO: Acid Detector™ acid test kit; and the Turbo-Kleen™ Starter Kit for cleaning burnout residual from system components.

Other features of the Acid-Away PRO include:

- OEM approval by Trane, Bristol and several other equipment brands prove there are no harmful effects to system components, compressor parts, oil or refrigerant;
- Doesn't require replacing filter/drier beyond periodic replacement schedules;
- Reformulation for all refrigeration oils results in only one inventory sku.
- Prefilled applicator minimizes introducing moisture and air into the system;
- Available to HVAC/R wholesale distributors in countertop cases of 12-units, each which have a peg hole for optional displaying on wall pegs.

For additional information on Acid-Away PRO or other HVAC/R products and tools from RectorSeal, visit [www.rectorseal.com](http://www.rectorseal.com) email: [marketing@rectorseal.com](mailto:marketing@rectorseal.com); or call 800-231-3345.

## Kathy Salazar Joins Gemaire Distributors as a Product Manager



Kathleen Salazar

Kathleen Salazar was recently hired as a Product Manager for Gemaire Distributors with a primary focus on motors. Kathleen comes to Gemaire with over 20 years of sales and marketing experience. Previously, Kathleen was the Aftermarket Manager for Stabilus, a gas spring manufacturer. Kathleen

spent 5 years with Grainger, as an Account Manager, where she focused on helping her commercial customers reduce costs through more efficient energy usage including lighting and HVAC retrofits. She also spent 10 years with General Motors, initially working with Dealerships to grow their Parts and Service business and later moving to the International Product Center to introduce new vehicles around the world.

Kathleen is originally from Michigan and received her undergraduate degree from Albion College. She is moving to Florida from North Carolina where she received her MBA from The Fuqua School of Business, Duke University. She is married and has two children.

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**How can I qualify?**

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- ✓ Commit to this program for 6 consecutive months
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**46**

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HVAC/R CONTRACTOR ASSIST

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# Fresh-Aire UV’s APCO® Air Treatment System Earns Environmental Claim Validation from UL for Zero-Ozone Emissions

*The Fresh-Aire UV APCO® is the HVAC industry’s first UV/PCO air purification system to be validated to UL 2998 UL’s zero ozone emissions environmental claim validation procedure*

Jupiter, Fla.—The APCO® air treatment system, manufactured by Fresh-Aire UV®, Jupiter, Fla., has received an Environmental Claim Validation to UL 2998, an environmental claim validation procedure from UL Environment confirming the ultraviolet/photocatalytic oxidation (UV/PCO) indoor air purification product emits zero ozone.

The APCO system is the HVAC industry’s first UV/PCO indoor air quality (IAQ) product to achieve UL 2998, a new validation procedure designed to determine if equipment emits zero ozone during their intended use, and can help wholesalers, HVAC contractors and consumers identify products that meet their criteria. Ozone is a toxic gas that can cause respiratory tract irritation, asthma and even permanent lung damage.

The APCO® air treatment system is listed on UL SPOT (ul.com/spot), UL’s sustainable products database, which is open to the public. APCO, an AHR Innovation Awards winner, was tested to UL 867 standards and reviewed under the UL 2998 vali-

dation procedure. Qualifying zero ozone emission products must demonstrate they emit less than the maximum ozone concentration limit of 0.005 ppm (5 ppb)— which is 10-fold less than permitted under UL867, which allows concentrations of 0.05 ppm (50 ppb).

Over the past 20 years, countless stand-alone and HVAC system-mounted air cleaning products have appeared on the market. Many of these systems have been found to emit ozone or ozone reaction products into occupied spaces. Consequently, various standards and health organizations, such as the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), California Air Resource Board (CARB) and the U.S. Food and Drug Administration (FDA) have raised concerns about the dangers associated with ozone-emitting air cleaners.

For example, the FDA was the first to set an ozone emissions limit of 0.05 ppm (50 ppb) for all medical devices. In 2008, CARB targeted ozone emissions

with a state-wide regulation requiring certification of all electronic air cleaners under UL-867’s 0.05 ppm (50 ppb) limit.

Recently, ASHRAE took a similar stance with its 2015 publication of the “Position Document on Filtration and Air Cleaning.” The position document’s Section 2.6 states: “Ozone is harmful for health and exposure to ozone creates risk for a variety of symptoms and diseases associated with the respiratory tract; Ozone emission is thus undesirable.” Section 3.2 of the document further states: “devices that use the reactivity of ozone for the purpose of cleaning the air should not be used in occupied spaces because of negative health effects that arise from exposure to ozone and its reaction products.”

“Consumer safety is our number one priority,” said Chris Willette, president, Fresh-Aire UV. “Our product’s validation to UL 2998 allows HVAC professionals to promote our APCO technology knowing that it’s safe, effective and now validated as having zero ozone emissions.”

## HARDI Distributors Report 12.2 Percent Revenue Increase in February

COLUMBUS, Ohio, March 29, 2018– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 12.2 percent in February 2018.

The average annualized growth for the 12 months through February 2018 is 6.7 percent.

“Sales were light last February when it was warmer than normal in six of our seven economic regions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Five of our regions experienced more heating degree days in February this year than 2017.”

“The US economy is surging with US Gross Domestic Product for the fourth quarter of 2017 up by 2.5% over the previous year, while US Industrial Production was up 1.8% year over year in December,” said HARDI Senior Economist Connor Lokar. “We can expect a strong macroeconomy in the coming one to two quarters, however, that comes with its challenges as inflation is picking up and the Federal Reserve has matched that with ongoing interest rate increases, most recently another 25 basis point increase this week.”

“The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 46 days,” said Loftus. “This is more than a day faster than 2016 and almost two days better than 2015.”

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

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

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.



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CONDITIONS	*ULTRA QUIET 110	*ULTRA QUIET 130	ULTRA QUIET 150
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HI TEMP, MID HUMIDITY 80 / 63 / 80	86,398 BTH/h 5.14 C.O.P.	121,876 BTH/h 6.32 C.O.P.	138,000 BTH/h 6.1 C.O.P.
LOW TEMP, MID HUMIDITY 50 / 63 / 80	60,758 BTH/h 4.01 C.O.P.	110,532 BTH/h 5.73 C.O.P.	116,450 BTH/h 4.8 C.O.P.
EXTREME LOW TEMP 38 / 69 / 80	48,533 BTH/h 3.31 C.O.P.	86,296 BTH/h 4.36 C.O.P.	95,250 BTH/h 4.1 C.O.P.
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## Trade Talk:

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



### Did We Forget Anything?

The Season is beginning. Everything is in order. Budgets have been set and in place. Did we forget anything?

One of the things I hear from people in this industry is, "I won't go ahead until I know I'm right. I think to myself how many times the very things that appeared so wrong turned out right and the things that appeared so right turned out so wrong. We do need to avoid unnecessary trial and error as much as possible, but we cannot let the fear of failure cripple us. I usually find that in some cases I don't know for sure until the end what is the right way or the wrong way and the end might be a long way off.

I remember going to a seminar and the speaker said, "the first price of leadership is loneliness."

I thought to myself, "I'm glad he said that. If loneliness is the price of leadership, I must be a very dynamic leader because I am really lonely." I don't mean that kind of loneliness. Everybody is lonely like that. You know what some of the old timers tell me? Not only is life lonely, it's going to get lonelier. How about that? I can hardly stand how lonely I am now!

My loneliness came from my inferiority complex. Did you hear about the guy who went to see the psychiatrist about his inferiority complex? He walks out of the doctor's office exclaiming, "I'm so happy, I'm so happy!" A passerby asks, "Why?" The man says, "I just went to see my psychiatrist about my inferiority complex and he told me I don't have a complex. I'm just inferior!"

I used to look at all the superior people: I mean people who acted superior. But you see, so many have learned to act so superior, and I knew I was inferior. I realized, I had to learn to act as superior as you, so you would never find out how inferior I was. Then I wouldn't be lonely. Soon I learned to act better than most of you. I looked around and noticed that you

were inferior, and I was superior. All that for nothing! Isn't that something.

You see, the problem is that we grow up: physically that is, not emotionally. I just want to make the point that leadership is loneliness that comes to the people who says, "I'm going to do this. I'm going to make my mark. I'm going to set the pace. This is where I am going to make my stand. This is what I'm going to contribute.

There is no one who can lead in your church or your business the way can. There's no one who can lead in the things that you lead in. No one can get your rewards if you're not leading in the things that you and you alone can do. What you are a part of will never be what it was meant to be if you are on the fence about leading. As we move forward, it requires a decision to take action.

A guy says to me, "Tommy boy, you hit the nail on the head. That's my big problem." "What's that?" I ask. He says, "Getting started!"

I know just what he's talking about. I'm an authority on that, I'm going to write a book titled 10,000 New Reasons How Not to Get Started. You say, "Why don't you write a book on how to get started?" I can't because no one knows how to get started! Nobody ever really got started. Did you know that? You know why most men fail in life? Most men fail not because they failed; most men fail simply because they never got started. How long does a man have to live before he learns if a guy ever gets started, he's about home already! How long does a man have to live before he learns that 95 % of all energy he will ever expend on a project will be on getting started.

A young guy came up to me one time and said, "Tommy, how long did it take you to get started?"

I said, "I'll be honest with you. I never got started yet, but when I do, watch my smoke.!" You say, "Wait

a minute! If you never got started, how did you stay in business all these years?" Well, I watched all these guys try to get started and they couldn't get started. So they up and quit. What I chose to do when I couldn't get started after five or six years was that I just learned how to get started getting started, and nobody ever knew the difference!

You'll never reach a plateau when you can say, "I'm on my way forever. I never have to suit up anymore, "One of the greatest things in life to learn is that life isn't for arriving. Life is for being on the way, and the guy who is learning how to get started getting started has accessed one of the great crossroads of his life. That's right.

Another fellow once said to me, "You know what my problem is?" What's your problem? "My problem is I'm sort of a perfectionist. I believe when I make a decision, it's got to be the right decision. I do things right the first time." Don't those guys just kill you? In building my business, I never did figure out how to make the right decision.

All the things I thought were going to turn out right, turned out wrong. Most of the things I thought were going to turn out wrong, turned out right. Then I thought I wouldn't know how things were going to turn out until the end and the end's not here yet.

An awful lot of time is wasted worrying about how to make the right decision that will never be made. But a man can learn how to get started getting started, make a decision and then go on making it right. I guess that's simple, isn't it? When you make a decision to get going, to get started, to make your decision, to make it right, you make a decision.

Well, my time is up. Remember your mothers on Mother's Day!

Tommy Castellano



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## Nu-Calgon Appoints DeWight Wallace as President of Nu-Calgon



DeWight Wallace

ST LOUIS, MO (March 26, 2018) – Nu-Calgon, the leader in specialty chemicals, announced the appointment of DeWight Wallace as President on July 1, 2018. Wallace will replace Robert Pierce, who is retiring after 15 successful years as President.

Wallace is the current President of Johnstone Supply and has over 30 years of leadership experience and nearly a decade in the HVAC industry. As President, Wallace will lead Nu-Calgon's operating business in the Americas (Canada, U.S. and Latin America) as well as expand their global distribution efforts.

"Nu-Calgon is a customer focused company bringing value and innovation to our wholesalers. DeWight embodies these beliefs and will use his wholesaler experience to focus on growing our customer relationships and bringing quality products to the market place," said Al Butler owner of Nu-Calgon. "Wallace is the right leader to help us continue to grow our business and to help the company achieve our long-term strategic goals."

DeWight Wallace has been the Chief Executive Officer at Johnstone Supply, Inc. since the start of 2010. During DeWight's tenure at Johnstone, the cooperative has grown to more than 400 locations and sales over 2 billion dollars. Wallace has also served as the President of Newark Americas and MCM Electronics. Prior to joining MCM, Wallace served as VP of Marketing for GE Capital and in a number of senior engineering and management roles for Texas Instruments, General Motors and General Electric. He earned his MBA from the Ohio State University and holds Undergraduate Degrees in Physics, Mathematics, and Electrical Engineering.

To ensure a smooth transition, Wallace will start with Nu-Calgon on May 1 to work with Robert Pierce until his retirement. In 2017, Pierce had announced his plan to retire effective July 1, 2018. Al Butler commented "Robert has done an outstanding job of leading Nu-Calgon to some very consistent growth during his 15-year tenure. His guidance, leadership and vision have been key elements to our success. We are very grateful to Robert for his excellent contribution to our company."

Nu-Calgon has been the market leader in specialty chemicals for over 70 years. Nu-Calgon is committed to providing outstanding specialty chemical products for the air conditioning and refrigeration aftermarket, as well as the plumbing, heating and food service/restaurant supply markets. Nu-Calgon markets and distributes a complete line of specialty chemical products, including coil cleaners, descalers, and refrigeration oils, as well as products for water treatment, ice machine maintenance, and other specialty applications. For more information, go to [www.nucalgon.com](http://www.nucalgon.com).

## Statement of the Air-Conditioning, Heating, and Refrigeration Institute on Steel and Aluminum Tariffs

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI), which represents manufacturers of heating, air conditioning, commercial refrigeration, and water heating products and equipment, is disappointed in the proclamations signed today by President Trump to impose additional tariffs on steel and aluminum. AHRI, whose 320 member companies rely on abundant, economical supplies of steel and aluminum to make their products and equipment, does not support additional tariffs on steel and aluminum due to their impact on manufacturers and consumers.

"As major users of steel and aluminum, we have been proactive in explaining to the administration that the HVACR and water heating industry would be negatively impacted by an increase in tariffs, as would the consumers that rely on the products we manufacture," said AHRI President & CEO Stephen Yurek. "While we have been pleased with the Trump Administration's enthusiastic support for manufacturing, and are happy that the President did include at least a temporary exemption for supplies from Canada and Mexico, we believe this step to be injurious, rather than helpful, to our efforts to increase American manufacturing and create jobs," he added.

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

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**JOHNSTONE  
SUPPLY**

**OPEN HOUSE** 2018
   
 March 21st Fort Lauderdale

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

Johnstone Supply - The Ware Group held four of their seven 2018 Florida Open Houses during the month of March. April's open houses in Florida include Tallahassee, Gainesville and Jacksonville South. In South Carolina, upcoming open houses include North Columbia and Charleston.

The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken and all the fix-ins right on site. It was delicious!

More than 30 Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry

trends. Many of the vendors had samples, information, and some nice giveaways. Upon registration, open house attendees each received a bag of goodies. There were terrific door prizes like Big Screen HDTV's, Go-Pro's or Fitbit's!

Training opportunities were also available to open house attendees from Copeland and Sporlan. Each open house featured training classes from 9:45 -10:45am featuring EPA DOE - New Refrigeration Updates including New Refrigerants and Effects of New Refrigerants on Components. Contractors pre registered in advance to attend.

The Ware family brought Johnstone Supply to Florida in 1981. Over the course of the next 30 years, the Ware Group has become the leading HVAC/R wholesaler in north and central Florida.

Today, the Ware Group owns and operates Johnstone Supply branches in 26 convenient locations (22 in Florida, and 4 in South Carolina).

The Ware Group is committed to offering the highest level of customer service, inventory stock position (having over \$40 million inventory available), friendly, knowledgeable, committed staff continually "Saving You Time. Making You Money."



Garian Gayle, Ryan Sanders, Pam Carnessali, Wayne Crider of Johnstone Supply Ware Group Ft Lauderdale



Carlos Bosque, Gema Capplani, and Rick Fields of Johnstone Supply Ware Group



Michael Cupp of Cain Sales with AC technician David Donisto



Kevin Beatty of The McAllister Group with Caven Sitrom of APP Bayshore and Michael Martinez of Ink Air



Everyone enjoyed the tasty BBQ chicken and ribs from Hills BBQ



Johanne Bueno of J Nichols & Associates with Kevin Williams of JQI Inc.



Robert Biege, Carlos Borja of Johnstone Supply Ware Group, Dean Karracova, Terri Barkini, and David White



Neal Crawford, Michael Bell, and Michael Blackwell of Johnstone Supply Ware Group who are ready to serve!



Dave Schopp of Leone Green (center), Nazareth Phillips and Orlando Barton of Cool Environments



Alan Girnun of Air By Design with Carlos Martinez of Rob Hamilton & Associates



Glenn Koshinski and Kristy Kerlin of The Metal Shop with John Frank and Cliff Frank



Erik Johns and David Kennedy of Honeywell with Sam Antone of Sam's Air Conditioning



Sara Bresette of Amana with Diego Pereyra and Francisco Pereyra of JHN Air Conditioning



Earl Miller of TurboTorch with Brad Carson of Target Sales



Ryan Reynolds of EV Dunbar with Ronnie Ellades of Elron LLC





# JOHNSTONE SUPPLY

# OPEN HOUSE<sup>2018</sup>

March 22nd West Palm Beach

## The Ware Group

Saving You Time. Making You Money.



Gary Gustafson, Jennifer Shorrock, Carlos Masquan, Pam Carreselli, Javier Caban, and Samuel Amigo of Johnstone Supply Ware Group West Palm Beach



Robert Simpson and Steven Bines of Steven L Bines AC, with Rachel Bush and Henry Puente of Johnstone Supply Ware Group



Hills BBQ is still the best 30 years and counting



There was a great turnout for the Johnstone Supply Ware Group Open House in West Palm Beach



Chad House and Kevin Beatty of The McAllister Group (L&R) with Brian Nichols of Johnstone Supply Ware Group



Mike Makransky of Mueller, Jim Hoffman of Johnstone Supply Ware Group, and Lenny Osberg of AC Solutions



Chris Ware of Johnstone Supply Ware Group with Matthew Wyly and Scott Brodsky of Temp Tech



Jonathan Halpert of Halpert Air, with Michael Bell and Gary Gustafson of Johnstone Supply Ware Group



Jason Smith of Primer Comfort with Scott Stradtner of Highside Chemicals



AJ Howard of EV Dunbar, Raoul Audige of CBRE, and Ryan Reynolds of EV Dunbar



Taking a break from the busy day and enjoying some delicious Hills BBQ



Joey Seals and Jamie Clark of Randy Poulette AC (L&R), Roger Gomez of Americooler, Basset Hays and Kyle Eno of BTU Reps



Charles Reynolds of Airtex, Andrew Williams of Jaycool AC, and Zac Myers of Nu-Calgon



Rita Caldwell, Cameron Perkins, Mike Bell, Neil Crawford, Rick Howard, and Henry Puente of Johnstone Supply The Ware Group



Samuel Cruz of Johnstone Supply Ware Group Jay Ramos of Steve Lee & Associates



Mike Williams and Ben Picker of Emerson Copeland



Leon Essex Jr of Manufacturers Marketing, Palmer Young of Johnstone Supply Ware Group, and Korinne Raymond of A&J Contractors



Gary Gustafson of Johnstone Supply Ware Group (right) presents prize winner Carl Mayer of CFM Air Conditioning with the HD Flat Screen TV





Elizabeth Quinn and Kristina Poakeart of Gemaire, John Grindle of Rheem, Juan Rivera of Gemaire, Beth Childress of Rheem Pro-Tech



The Gemaire Doral Dealer Meeting was well attended



Alejandro Amigorena of Gemaire welcomes everyone to the Doral dealer meeting



Luis Gomez of LG Air Conditioning with Roger Morales of Gemaire



Antonio Vischoff of A Kool Saver, William Mendoza of Antartica Mechanical, Alfonso Herrera of Gemaire, and Saul Diaz of Air Plus & Appliances



Rene Perez-Borroto of Air Systems, Yusnier Tuero of J&J Quality Air, Fenando Pedroso of Gemaire, and Juan Castillo of Cool House



Frankie Valle of Mitsubishi Electric discusses the new ductless products



Justin Stocker of Synchrony gave a presentation on customer financing



Milagros Torres, Kathleen Salazar, Donald Said, and Jenna Lippi of Gemaire



Harold Montenegro of Gemaire with Julio Montes de Oca of MDO Mechanical



Gil Ledoux of PED Associates with Cameron and Hedayat Eghtessadi of Adventura Air Conditioning



Judy Munden of Fortiva showed dealers how to close more sales with financing



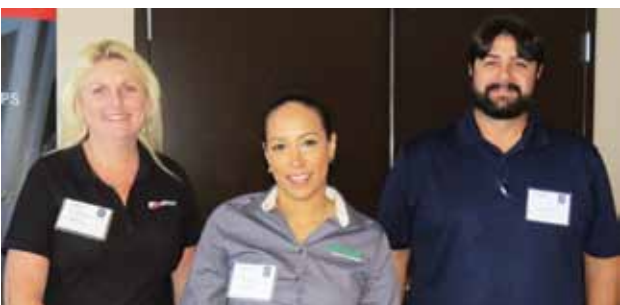
Isidro Gonzalez of Miami Tech, John Grindle of Rheem and Andre Zdanow of Gemaire



The #rheemteam has four top-10 finishes out of five races



Fidel Martinez of Emerson (right) showing Neil Picon from Picon Design Corp (center) one of the Sensi thermostats



Becky Starling and Angela Garcia of Gree-Tradewinds with Val Eguizabal of Gemaire



Alexander Gonzalez of Air Express, Pete Perez of Gemaire, Saul Diaz of Air Plus, Sigfredo Martinez of A One Air & Heat



Andy Taylor, and Ron McLaughlin of ACT Agents / Ron McLaughlin & Associates with Scott Behanna of Gemaire (center)

# GEM D I S T R I 2018 Dealer & Trade

Gemaire Distributors held several dealer meetings around the state of Florida during February and March. The dealer meetings included a Trade Show featuring select vendor partners giving product demonstrations and showing what is currently available at Gemaire.

The dealer meetings started on February 28, in Doral Florida and continued on to Ft Lauderdale, West Palm Beach, Daytona, Tampa, and Punta Gorda.

Gemaire continues to focus their attention to their customers, because when they are profitable and successful, so are they. The Gemaire dealer meeting was an perfect time to announce some exciting things happening with their product lines, programs, and resources. Gemaire's president Zachary Linde spoke about how Gemaire's focus was to make it easy to do business with them. "Gemaire is investing in better vendor partnerships to improve the Gemaire contrac-





The lunch buffet was perfect for all the hungry Rheem dealers



Dan O'Keefe, Jason Beatty, and Andre Zdanow of Gemaire with Rafael Perez of Ygrene



Scott Kuschel of Miami Tech with Patrick Ahern of Gemaire



Kristina Poakeart, Elizabeth Quinn, and Irene Kanashiro of Gemaire



Rafael Castillo explained the events that were taking place during the dealer meeting



Zachary Linde, president of Gemaire, Becky Starling of Gree - Tradewinds, Charlie Figueroa and Val Eguizabal of Gemaire

# AIRE BUTORS er Meetings e Show

tor experience, he said.” “We want to provide the best programs and support possible to our contractors.”

Part of the dealer meetings included several break-out meetings discussing important changes in Gemaire's equipment lines like Rheem and Mitsubishi.

At the end of the meeting, Gemaire dealers gathered together for several chances to win some real nice prizes provided by the participating vendors.

Over the past 40 years, Gemaire has evolved from a small regional distributor in southeast Florida to the largest division of the world's largest HVAC distribution company. Whether your needs are product, technical training, sales training, marketing tools and resources, we want your business to be as successful as possible. Our relationship goes far beyond selling, we want you to trust us with not only your HVAC needs, but your company's needs and growth...we are your true Partner.



Jeff Blomstrom of Mitsubishi Electric discussed the latest product innovations



Daniel Kopp, Mark Kiger, Jason Beatty, Juan Robles, Brandon Schinabeck, and Sean Marbry of Gemaire



The delicious lunch buffet was sponsored by Mitsubishi Electric



Andy Taylor, Trey Miller (EWC), and Bing Berringer of ACT Agents / Ron McLaughlin & Associates with Howard Pearl and Irving Hernandez of Pride AC



Gemaire's president, Zachary Linde spoke about how Gemaire's focus was to make it easy to do business with them



There was a great turnout at the Ft Lauderdale Gemaire Dealer Meeting



Charlie Figueroa of Gemaire with Jeff Blomstrom of Mitsubishi Electric



Ron Saunders of Fresh-Aire UV, Kevin Beatty of The McAllister Group, and Scott Behanna of Gemaire



Dave Schopp of Leone Green with Pete Pallotta of United Air Conditioning



Bruce Wheatley of A&H Air Conditioning with Tom Gibbons of CPS Products



Elvira Castaño's of Gemaire Distributors with Matt Foster of Uniweld Products



Tony Ferrera of Ferrera Air won a Veto Pro Pack from Leone Green. Elizabeth Quinn, Brandon Schinabeck, and Irene Kanashiro of Gemaire congratulate him



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16th ANNUAL - ANDREW C. ASK, P.E.  
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SEMINAR 2018

March 29, 2018 - Miromar Design Center  
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The 16th Annual Andrew Ask Building Science Seminar was a huge success! The house was packed with contractors and architects wanting to learn more about best practices for future code

compliance in the building envelope as it relates to building air tightness and ventilation upon the control of moisture whether liquid or vapor. The speakers were outstanding in their field.

Topics included vented attics, duct condensation, humidity and microbial growth in buildings, roofing in hot and humid climates, and code updates. This was truly an excellent conference!



Registration for the seminar was busy the entire morning



There was an excellent turnout for The Andrew Ask 16th Annual Building Science Seminar 2018!



Andy Ask P.E. of Ultra-Aire, Shannon Cellamare of Haines AC & Refrigeration, and Brad Schiffer of AIA



Helene Hardy Pierce of GAF, spoke about roofing in hot and humid climates



Lunch was sponsored by Ultra-Aire



Jim Larsen of Cardinal Glass discussed the topic of "Fenestration"



Nikki Krueger of Ultra-Aire showing their MD33 in the wall dehumidifier



Rick Sims and Adam Baranowski of Johnson's Air Conditioning



Gregg McGee Of Air Duct Aseptics with Howard Pearl of Pride A/C

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## Chemours Acquires ICOR International

Wilmington, Del., April 4, 2018 – The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts, and chemical solutions, announced today that Chemours has acquired ICOR International, a privately-owned leading supplier of branded, ozone safe refrigerants and related products for HVACR applications in North America.

"ICOR has developed an excellent reputation with contractors and equipment owners, has strong brands and an extensive distributor network, all of which will be a valuable addition to Chemours and enhances our ability to meet our customer needs in North America," said Diego Boeri, vice president of Chemours fluorochemicals business.

"Chemours is establishing itself as a new kind of chemistry company and we are excited to join them on this journey," said Gordon McKinney, vice president of sales and COO of ICOR International. "This acquisition clearly indicates the strategic long-term value that Chemours sees in our strong brands and customer-centric approach to the market."

Chemours brings over 85 years of history and proven leadership in refrigerant science and pioneered much of the technology that makes air conditioning and refrigeration possible today. Chemours has demonstrated this leadership by continually delivering more sustainable, high-efficiency refrigerants to enable its customers to meet changing requirements while still meeting performance needs. Its Freon™ and Opteon™ brands offer the broadest range of refrigerant solutions for new and existing equipment.

Chemours is a global leader in titanium technologies, fluoroproducts and chemical solutions, providing its customers with solutions in a wide range of industries with market-defining products, application expertise and chemistry-based innovations. Chemours ingredients are found in plastics and coatings, refrigeration and air conditioning, mining and general industrial manufacturing. Our flagship products include prominent brands such as Teflon™, Ti-Pure™, Krytox™, Viton™, Opteon™, Freon™ and Nafion™. Chemours has approximately 7,000 employees and 26 manufacturing sites serving approximately 4,000 customers in North America, Latin America, Asia-Pacific and Europe.

## HARDI Announces Speaker Lineup and Agenda for Marketing & Sales Conference

COLUMBUS, Ohio, March 30, 2018– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced the speaker lineup and agenda for the 2018 Marketing & Sales Focus Conference.

Marketing and sales professionals attending the Marketing & Sales Focus Conference will learn from joint sessions that help them align their strategies and improve synergy between the departments. Attendees will also expand their core skills through concurrent sessions tailored to either marketing or sales. Topics range from leveraging emerging technologies and utilizing various marketing channels to executive sales planning and other sales boosting techniques.

HARDI members can look forward to participating in the following 6 sessions:

Mike Marks - "The Evolution Of Field Sales in HVAC/R" - Field sales will be a critical role in this industry long after all of us are gone but the role will be providing different services and abandoning some of the existing ones. This session provides participants with an understanding of the forces in play and also many examples of how distributors are dealing with them. The session will actually go outside HVAC/R to other distribution markets where these changes are already well established.

Joe Ellers - "Creating Your (Unique) Value Proposition" - Customers purchase two things...the product or service that we sell + a (potentially) unseen series of rings of value that surround the product/service. These potential rings are predicated on the needs and desires of everyone that uses the product and they involve the product/service; the manufacturer; the distributor and the salesperson. To be effective, you need a different way of looking at sales. Instead of thinking solely about product features, you really need to look at each separate sales opportunity as a chain—where you forge enough links together to build an unbreakable chain.

Ian Heller - "The 10 Commandments of Distributor Marketing in the Age of Amazon Business" - In this session, Heller will compare how Amazon business does marketing vs. distributors. He will take you

on a deep dive to compare and contrast the strengths and weaknesses distributors have by comparison to the Amazon model. This will also include a list of action items to leverage strengths while either improving weaknesses or minimizing the effects of them.

Dan Horan - "Marketing as an Investment: Why Marketing Leaders Should Be Asking for More Revenue Responsibility" - As marketing leaders, you know the question will inevitably come: "How do I know we are getting a return on our marketing budget?" Instead of deferring to past budgets, Dan Horan, a Senior Associate at Indian River Consulting Group, argues that distribution marketing leaders should be seeking more revenue responsibility, not less. In this interactive session, Dan will draw on IRCG's years of industry experience to highlight how marketers can take increased responsibility for marketing ROI through smarter KPIs, better customer segmentation, and increased alignment with sales teams.

John Monoky - "Utilizing the Account Portfolio as the Architecture for your Sales/Service Organization" - All customers are not created equal but all deserve a meaningful definition of value that satisfies the needs of both the customer and the distributor. This session is a pragmatic approach to segment and align your sales and service organization to create value and make money from your key, target, maintenance and why bother customers. It also looks at the requirements to take care of the unique needs of your firm's strategic accounts.

Robb Zbierski - "The 2-Hour Solution" - Zbierski will take you through the Time Management program/approach he teaches his coaching clients and that he delivers at keynotes and as part of larger Train your Brain For Success workshops. He will teach a proven 7-step process for managing your calendar in a way that lets you run your life instead of your life running you, and move attendees from being reactive with their time and efforts to proactively accomplishing tasks and goals and still having something left "in the tank" at the end of their day.

For more information on HARDI's Marketing & Sales Focus Conference, visit [hardinet.org](http://hardinet.org).

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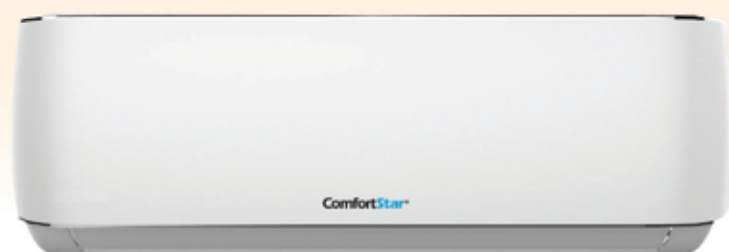
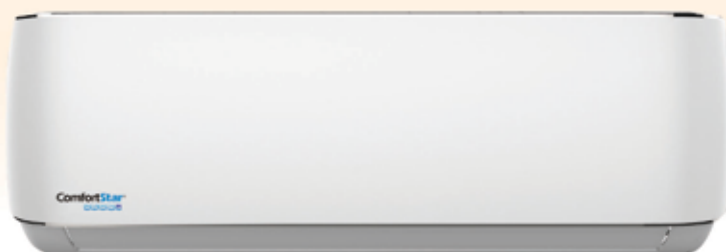
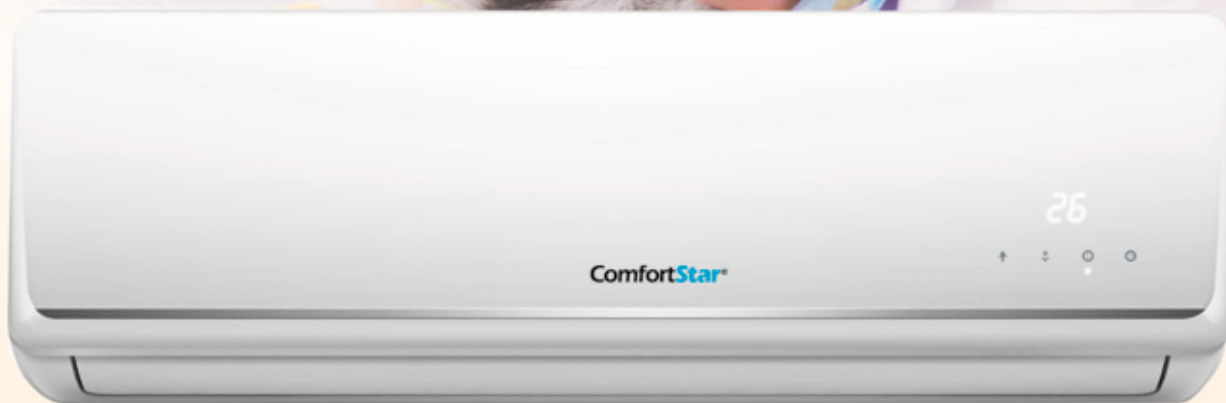
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# For Weary Travelers, A Breath Of Fresh Air

*With New Friedrich Technology, Indoor Air Quality Becomes A Competitive Advantage for Lodging Industry*

SAN ANTONIO, Texas—Travelers are often weary, and the lodging industry knows it. That's why promising a quality night's sleep has become a key marketing advantage touted by many of the top hospitality players.

Yet beyond thread count, branded mattresses and customizable pillow menus, some hoteliers are overlooking the basics for creating a better sleeping experience for guests. With allergy and humidity seasons now arriving, the need to increase guest comfort is as obvious as the nose on a face.

Thanks to new technology introduced by Friedrich Air Conditioning Co., a leading U.S.-based manufacturer of heating, cooling and other air conditioning products, the issue of how best to improve indoor air quality is now in the spotlight for lodging and hotel properties both large and small. The company has introduced two powerful options designed to help the industry vastly improve the air guests breathe.

"Exceptional indoor air quality is that invisible yet powerful weapon that lodging owners are now using to gain competitive advantage and increase guest loyalty," said TJ Wheeler, Friedrich VP of Marketing and Product Management. "Attention to better quality air is long overdue; after all, there's not much that disturbs a guest's sleep more than sneezing and sniffing all night long."

Until now, there weren't a lot of options for hoteliers to improve indoor air quality on a room-by-room basis beyond installing a big, expensive and complex HVAC systems. While older in-room units were designed to effectively heat and cool the room air, typical room air conditioners didn't address factors like rigorous standards for fresh air intake, filtration and sophisticated humidity control. With its new closet-mounted, award-winning VRP® (Variable Refrigerant Packaged) Heat Pump system and just-introduced FreshAire™ PTAC unit, Friedrich's innovative indoor air quality solutions give hoteliers significantly more options.

Both Friedrich's VRP and FreshAire PTAC offer powerful indoor air quality performance in small packages. Both incorporate Friedrich's patents-pending FreshAire system based on energy efficient inverter compressor with the ability to bring in conditioned make-up air (MUA) and MERV-8 filtration. And both are designed to

meet ASHRAE 62.1-2013, the standard for indoor air quality.

In addition to simply bringing in fresh air from the outdoors, these solutions also help eliminate unpleasant odors and other discomforts that can cause guests angst. Overly perfumed or musty rooms can keep guests awake just as much as bright lights or an uncomfortable mattress. The Friedrich VRP and FreshAire PTAC address these issues by controlling humidity better and delivering fresh air that can help prevent problems from starting in the first place, while reducing maintenance costs for hoteliers.

But clearing the air is only one aspect of creating the ultimate sleep ambience. Friedrich's new solutions also offer precise temperature and noise reduction, two factors that are important for lodging owners to be able to deliver on their promise of

an exceptional night sleep.

"In the future, it's highly conceivable that guests won't just be asking what kind of bed is provided, but what kind of air quality is being offered," said Wheeler. "The lodging industry is waking up to the fact that great indoor air quality can make a real difference between a good and a great sleep."



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# Performance Pointers

by David Richardson



## Three Refrigeration Details Influencing Performance

For an HVAC system to perform at its best, you should follow proper refrigerant line sizing and installation techniques. Life of HVAC equipment is dramatically reduced when they are ignored. This can occur regardless of equipment efficiency, duct system installation, or duct tightness.

To prevent the most common refrigeration installation mistakes, let's look at three details that influence the HVAC system performance.

### Number One:

#### Proper Refrigerant Line Sizing

Many companies will replace the indoor coil and outdoor unit yet use the existing refrigerant lines to connect new components. If the current refrigerant lines are sized and cleaned properly, this isn't an issue. When the lines are incorrectly sized for the replacement equipment, long-term damage can occur.

Interconnecting refrigerant line sizes are carefully designed by equipment manufacturers for various lengths and configurations in the field. When these guidelines are ignored, the performance of the equipment will suffer. Refer to the equipment manufacturer's data to assure you install properly sized refrigeration lines, instead of hooking back to the existing ones.

### Number Two:

#### Purging with Nitrogen

This is one of the most overlooked items when installing refrigeration piping. When you connect refrigerant line joints by brazing, you should use an inert gas such as nitrogen to displace oxygen inside the refrigeration lines. This is important because

when exposed to the high temperatures of brazing, copper oxidizes, creating scale that flakes off internally.

If you don't use nitrogen, the scale mixes with the oil and refrigerant and moves throughout the system. In some instances, it is caught by a properly-installed liquid line filter drier. In other instances, it settles in the compressor sump or plugs up the inlet screen to a thermostatic expansion valve. We find a high number of condemned expansion valves due to this basic installation practice not being followed.

For those of you who have tried to flow nitrogen but gave up due to brazing material blowing out of the joint at you, there is a cure. You can place nitrogen flowmeters on the nitrogen tank regulator. When you properly adjust the flowmeters, you never need worry about getting burned again or running too much pressure through the lines.

### Number Three:

#### Proper Evacuation Procedures

Here is one final detail to consider: proper evacuation of refrigerant lines. If you aren't using a micron gauge to verify completion of a proper and successful evacuation, you're just guessing. Moisture and contaminants in piping lead to many hidden reactions in the refrigeration side of an HVAC system. These reactions can't be quantified. The presence of moisture and air, combined with heat from a compressor, lead to various forms of internal damage. It may take years for this damage to occur to a point that results in system failure.

Corrosion, sludge, breakdown of compressor oil, and eventual compressor failure can be caused

by these two contaminants. By properly removing moisture and air, you dramatically extend the life of a compressor. When you don't remove moisture and air, they can attack the refrigerant and oil causing various harmful reactions to the refrigeration side of the system.

Contractors who successfully pull required vacuum levels on a system often use some inventive techniques to speed up the process. Some use special rigs to reduce evacuation times. They use a core remover to remove valve cores from service valves and use large diameter hoses attached to a custom fitting on the vacuum pump. This also allows them to isolate the system's refrigeration side from evacuation hoses to watch for a rise in vacuum levels.

Don't let these three hidden performance and compressor killers sneak up on you. Refer to manufacturer instructions and follow the proper procedures. Paying attention to the details might lead to a decrease in compressor and expansion valve failure.

David Richardson serves the HVAC industry as a curriculum developer and trainer for 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](mailto: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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## Nortek Global HVAC introduces the Reznor® High Efficiency DOAS Value Line for Light Commercial Spaces

St. Louis, (March 6, 2018) —Nortek Global HVAC, LLC introduces the Reznor® ZQYRA Series, a low cost, high efficiency dedicated outdoor air system (DOAS) for adding outdoor air requirements in educational, healthcare, office, retail and other light commercial spaces.

The patented ZQYRA-8 (500 to 1,100-CFM) and ZQYRA-12 (900 to 1,500-CFM) units combine superior control design with modulating heat pump and enthalpy wheel technology. They boast one of the HVAC industry's smallest DOAS footprints and are ideal for adding outdoor air ventilation in smaller spaces for new and retrofit VRF or conventional DX air conditioning projects.

Reznor's newly-developed Z-Series Selection software expedites specification as simply as selecting an off-the-shelf system, because inputs require only basic project parameter data. Combined with the proprietary software's capabilities, specifiers now have an unprecedented choice for ventilating smaller spaces with pinpoint temperature/humidity that were previously less efficient and more costly with the industry's predominantly oversized DOAS sizes.

The ZQYRA Series incorporates several unique, state-of-the-art control functions and components in its design:

- Supplemental electric heat control uses an SCR time-proportioned modulation controller (zero to 100-percent control) for optimizing efficiency and pinpoint temperature control;
- Extended heat pump operational time during extremely low ambient temperatures to eliminate coil freezing and subsequent energy-intensive defrost modes;
- Z-Series Selection software calculates unit performance expectations as per inputted CFMs and

the facility's geographical temperature/humidity ranges;

- A refrigerant charge compensator that allows minimized and optimized refrigerant usage for both heating and cooling modes.



The ZQYRA Series far surpasses AHRI Standard 920's dehumidification efficiency minimum 5.2 ISMRE rating. Although both models are 3.5-tons, their silica gel, high performance enthalpy wheels' dehumidification benefit effectively equals that of a 7-ton air conditioner. The Series also surpasses minimum requirements for ASHRAE Standards 62.1, 90.1, 189.1 and LEED project mandates for 30-percent more ventilation air while using 30-percent less building energy.

Unlike large capacity DOAS systems with a myriad of options that complicate the specification process, the ZQYRA design offers a simplified approach with only basic options. Specifiers need only to choose MERV 8 or MERV 13 filtration; corrosion-resistant coil coatings for salt water locations; and activation control options ranging from CO2, occupancy, and VOC sensors, or a manual on/off override switch; power requirements of 208/230 or 460V

power. The ZQYRA Series also outperforms larger, more expensive DOAS, because of its high efficiencies—greater than 9.0 COP and greater than 17.0 EER.

Other features of the ZQYRA Series are:

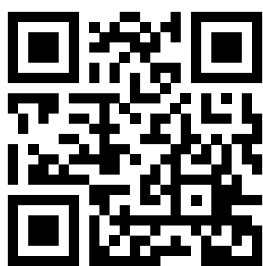
- Functions as a stand-alone, self-contained DOAS or can be combined with packaged air conditioning systems for outdoor air supply and/or recover up to 80-percent exhaust air energy;
- Reznor's renowned durability designs, such as pre-painted gloss-90 steel cabinets with double-wall insulation in the wet areas to minimize moisture harboring biological growth;
- Compatibility with all Building Management Systems (BMS);
- EC motor/direct drive fans;
- Heat pump's heating mode offers a 56-percent energy savings versus similar sized gas-fired DOAS;
- Z-Series Selection software's data sheet is printable for client specification presentations;
- Doesn't require energy-inefficient defrost modes;
- Two-year all parts warranty.

For more information about Reznor products, visit [www.reznorhvac.com](http://www.reznorhvac.com) or call 1-800-695-1901 to find a manufacturer's representative.

Nortek Global HVAC has been designing and manufacturing reliable heating and cooling products for more than 95 years. The company focuses on creating genuine value for its customers through a unique combination of innovation, product performance and responsive support. Nortek Global HVAC builds and sells light commercial HVAC systems under the Reznor® and Mammoth® brands. To learn more about Nortek Global HVAC and its product offerings, please visit [www.nortekhvac.com](http://www.nortekhvac.com).

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## House Committee Releases EPCA Reform Draft

The House Committee on Energy and Commerce last week released a discussion draft to modernize the Energy Policy Conservation Act (EPCA). The long-awaited legislation aims to increase the time between reviews of standards to eight years from the current six years, increase transparency, ensure test procedures are completed before rules are issued, define energy savings for subsequent rulemakings on covered products, and give the agency some flexibility to decide if a new standard is necessary. Of AHRI's top priorities, the only one not included in the draft is an exemption for components of covered products. AHRI is reviewing the specifics of the draft, and we ask members to contact us with any questions or concerns. The Committee has not yet determined a hearing date, but has requested feedback in the interim. Contact: Joe Trauger.

## ASHRAE Announces Call for Papers for 2019 Winter Conference

ATLANTA, Ga. – ASHRAE announced a call for papers for its 2019 Winter Conference Jan. 12-16 in Atlanta, Georgia. The 2019 AHR Expo, taking place Jan. 14-16 at the Georgia World Congress Center, is expected to attract 70,000 registered visitors and exhibitor personnel.

"Technology, operational demands, codes and design objectives are constantly changing. System designers, manufacturers, representatives and contractors must continually adapt to a changing industry landscape," said Conference Chair Corey Metzger. "The 2019 ASHRAE Winter Conference will provide a valuable opportunity for the sharing of knowledge and information, and the technical program at the conference will provide a venue for a wide range of presentations and discussion."

The Systems and Equipment track will focus on the development of new systems and equipment, improvements to existing systems and equipment

and the proper application and operation of systems and equipment.

The HVAC&R Fundamentals and Applications track offers concepts, design elements and shared experiences in thermodynamics, psychrometrics, fluid and mass flow. This track provides opportunities for papers and presentations of varying levels across a large topic base.

The Refrigeration track examines the significant changes on the horizon for refrigerant regulations, along with new applications for refrigeration systems being frequently applied. Papers and programs in this track will focus on refrigerants, refrigerant regulation, refrigeration cycles and refrigeration applications.

The Construction, Operation, and Maintenance of High Performance Systems track addresses why there have been numerous cases where buildings with high performance design objectives have failed to achieve targeted performance. Papers and programs in this track will focus on meeting high performance design goals through construction and operation phases of a project.

The Common System Issues and Misapplications track will help professionals sort through system and equipment options and combinations and the issues that are frequently encountered with HVAC&R systems. Papers and programs in this track will focus on issues or misapplications that are frequently observed, and opportunities to avoid these issues in the future.

The 207.2 (55+62.1+90.1): The Convergence of Comfort, Indoor Air Quality, and Energy Efficiency track focuses on the importance placed on optimizing comfort, indoor air quality, and energy efficiency and there are often trade-offs that must be made, including the codes and standards that create similar challenges in optimizing systems. Papers and programs in this track will focus on strategies to limit required compromises, and on finding the best set of design criteria for each building or system.

As the movement toward more sustainable buildings and net-zero buildings continues to grow, the inclusion of building integrated renewable energy systems paired with other natural systems will become increasingly common. The Building Integrated Renewables and Natural Systems track highlights the advances are being made with respect to integrating renewable energy systems into the built environment. Papers and programs in this track will focus on advancements in building integrated renewable systems, application of building integrated renewable systems and the use of renewable and natural systems in the move toward net-zero buildings.

The Engineer's Role in Architecture track highlights the role of the engineer in developing high-performance facilities and the significant attention being paid to integrated teams. Papers and programs in this track will focus on improving the design and construction process by defining the roles to be played by engineers moving forward.

Conference paper abstracts are due March 26. Upon acceptance, final papers will be due July 9.

To submit a conference paper abstract or for more info about the conference, visit: [www.ashrae.org/atlanta](http://www.ashrae.org/atlanta)

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).



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## Tropic Supply Events in March

### Ruud Top Tech Training, Electronic Thermostats - Be a Pro with PRO1



The PRO1 training in Sunrise covered how electronic thermostats control HVAC systems and living environments

Tropic Supply hosted training events around the state of Florida during March. The Ruud Top Tech Training, which is a new series from Ruud, reviewed fundamental concepts related to air properties, duct systems, and indoor airflow measurements.

PRO1 also conducted an electronic thermostat training at most of the Tropic Supply resource center locations. This class featured how electronic thermostats control HVAC systems and living environments. The training went in depth on the ins and outs of controlling and cycling equipment, including universal trade-offs in cycling equipment and manufacturing differences in cycling equipment.

Visit the Tropic Supply events calendar at [www.tropicsupply.com/events](http://www.tropicsupply.com/events) for more information.



Wade Hadaway from Ruud discussed field diagnostic strategies and measurement analysis techniques



Andy Taylor of Act Agents-Ron McLaughlin and Associates touched on manufacturing differences in cycling equipment



Wade Hadaway from Ruud did a review of fundamental concepts related to air properties



The PRO1 training went over questions to ask customers to reduce call-backs



The Ruud Top Tech Training in Hollywood put emphasis on duct static pressure and heat-rise calculations



Andy Taylor of Act Agents-Ron McLaughlin and Associates discussed multistaging and how it works



The Tropic Supply Ruud Top Tech Training in Hollywood had a large turnout

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Halcyon Multi-Zones: AOU18RLXFZ, AOU24RLXFZ, AOU36RLXFZ1, AOU45RLXFZ, AOU48RLXFZ1	\$ 500 per outdoor unit
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\* Rebates will be paid in USD. Contractors will receive portion listed above (either 1/2 for non-Elite or 2/3 for Elite).  
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1. **Contractor Chooses a Participating Primary Fujitsu Distributor** in their online Toolbox account at [dealers.fujitsugeneral.com](http://dealers.fujitsugeneral.com). If this has already been done, proceed to Step 2. A contractor can only participate in this promotion if their primary distributor is enrolled.
2. **Enroll in this Promotion by April 1** by clicking on the Contractor Tools link from the Toolbox homepage. Then click on "Enroll in Instant Cash Promotion". All screens must be completed to be enrolled in the promotion. You will be required to complete an online W9 form and enter bank routing information to receive rebate electronically (US only) or you can choose to have a check mailed to you. You will receive a confirmation email when you have successfully enrolled. A contractor can enroll in this promotion at any time, however if enrolling after 4/1 only installations occurring after enrollment date will qualify. **Enrollment after 4/1 is not retroactive to earlier installations.**
3. **Sell Qualifying Fujitsu Systems Purchased from Your Primary Distributor** When selling a qualifying Fujitsu system, the contractor should provide an instant discount of the amount qualified as listed in the table above. Invoices should clearly spell out the instant rebate amount, as well as the model and serial numbers of the system(s) being sold.
4. **Systems Must Be Entered by 6/10/18:** Date of installation must be between March 1 and May 31, 2018. From their Toolbox account, contractors should click on "Infinite Cash" to enter Fujitsu's Rebate Portal. The homeowner invoice should be uploaded and required fields completed. **To qualify for the promotion, invoices must be submitted within 30 days of installation, however, all entries must be submitted by June 10, 2018 for promotion eligibility.** Entering systems on Fujitsu's Rebate Portal also fulfills warranty registration - no need to re-enter on the warranty site!
5. **Receiving Payment** If choosing an electronic deposit you will receive the rebate in your bank account within 15 days of each submission. If choosing to have a check mailed you will receive the rebate money in a lump sum by July 15<sup>th</sup>.

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# St Patrick's Day Shenanigans at RGF Environmental

(continued from cover story)

The Irish themed lunch was catered by TooJays, of all places, upon the recommendation of a friend who owns an Irish pub. Because of the holiday they were too busy to take the job, but she recommended TooJays and said they actually have the best corned beef in town. So, that made the decision simple. They had corned beef and cabbage, shepherd's pie, corned beef sandwiches on rye, potato salad, garden salad, and green dyed rice. You may or may not know that RGF has quite a few Vietnamese employees. They

weren't sure how accustomed to corned beef they would be, so to ensure that there was something they liked to eat, RGF asked TooJays to die 25lbs of rice green. It was a hit! There were literally NO leftovers. Everyone ate really well that day (the original thought was just pizza and beer)! As everyone was filling up on the delicious food and cupcakes, and making the rounds to the drink table, suddenly a loud whistling could be heard all over the plant – when everyone turned to see what

the commotion was, they saw one of their golf carts barreling through from the back of the facility and a leprechaun was riding in the golf cart holding a small pot and throwing out gold coins to the crowd (chocolate). After that, he became the main attraction. Everyone wanted their photo taken with the leprechaun. It was awesome. Just like kids line up at the mall to take their picture with the Easter Bunny or Santa Claus, RGF employees lined up to take their picture with a leprechaun.



It was a perfect day to celebrate St Patricks Day at RGF Environmental!



Everyone wanted their photo taken with the leprechaun!



The RGF employees enjoyed the St Patricks Day celebration!



What a great St Patricks Day photo.... a leprechaun in a Lambrogreene!



TooJays prepared corned beef and cabbage, shepherd's pie, corned beef sandwiches on rye, potato salad, garden salad, and green dyed rice



RGF's resident "pastry chef" baked 150 Guinness flavored cupcakes (with Bailey's Irish Cream in the frosting) and set up an impressive display



There was a keg of Heineken (because it usually comes in green bottles) mixed with green food dye and green dyed champagne too



Claudette Schlichenmeyer from Today's AC with Lisa Bailey of RGF Environmental



The RGF St Patricks Day shenanigans team

## Hillsborough Educational Foundation Engages Business and Community Partners in the Support of Hillsborough County Public Schools

Bard / AccuAir participated in the 12th annual Hooked on Education Fishing Tournament presented by Wilder Architecture to benefit the Hillsborough Education Foundation. Bard / AccuAir was a TROUT Sponsor this year, and always looks forward for the opportunity to do it

again. It's a privilege to be able to support this foundation but, the best part is that we have lot of fun. The weather was great, the food was great, the beer was great, the people were great and the personal and professional interaction and socializing with fellow professionals was priceless!

Even more fun was the raffle for some really great prizes and a silent auction featuring an autographed professional jerseys, a goalie hockey stick, a box of high end cigars and much, much more. We are eagerly looking forward to next year's event to do even better.



The crew from left: Frank Suranyi, AccuAir, Penny Anderson, AccuAir, Leon Essex, Bard Representative



Frank's catch (it did not count) the Bonnethead Shark, relative of the Hammerhead



We caught another (smaller) Bonnethead and fish of smaller caliber, Ladyfish, Trout, Catfish that did not measure up





## Economic Electric Motors Hosts Grand Opening Celebration in Boynton Beach March 14th, 2018



**The Economic Electric Motors  
Boynton Beach Grand Opening Team!**

On March 14th, from 10am-2pm, Economic Electric Motors hosted their Grand Opening celebration of their newest location in Boynton Beach. Local contractors enjoyed the celebration which included a delicious lunch catered by Chipolte Mexican Grill.

There was also a mini trade show with some select manufacturers and representatives showing their new products available at Economic.

During the celebration there were several product specials and some nice giveaways too. Stop by and visit Economic's newest Boynton Beach location!



**The warehouse is fully stocked  
and ready for business!**



**Alfonso Battle of Economic Electric Motors  
with David Say of Haier**



**Naraine Secharan of Monar Air Conditioning  
with John Fama of Economic Electric Motors**



**Felipe Florentino of Economic Electric Motors  
with Ryan Reynolds of EV Dunbar**



**Everyone enjoyed the lunch catered  
by Chipolte Mexican Grill**



**Johanne Bueno of J. Nichols & Associates  
with Dave Schopp of Leone Green**



**Alex Bondar with Hector Parada  
of Global The Source**



**Mark Climstein of Mark's Repair Service  
with Ryan Reynolds of EV Dunbar**



**The Economic Boynton Beach celebration  
was a perfect time to relax, enjoy  
some food, fun, and friends**



**Justin Alavi and Phil Jackson  
of Economic Electric Motors  
taking a lunch break**

## ASHRAE Standard 90.1-2016 Receives Determination from U.S. Department of Energy

ATLANTA (Mar. 2, 2018) – ASHRAE received a final determination issued by the U.S. Department of Energy (DOE) Building Energy Codes Program stating that ANSI/ASHRAE/IES Standard 90.1-2016, Energy Efficiency Standard for Buildings Except Low-Rise Residential Buildings, would achieve greater energy efficiency in commercial buildings subject to the code. Standard 90.1-2016 was published in October 2016.

The standard achieved this determination through DOE analysis indicating that buildings meeting 90.1-2016 (as compared to the previous 2013 edition) would result in national energy cost savings of approximately 8.2 percent, as regulated by the model code.

"Standard 90.1 has been a trusted source of guidance on energy efficiency requirements to built-environment professionals for more than 40 years," says Bjarne W. Olesen, Ph.D., 2017-2018 ASHRAE President. "DOE's final determination

serves to reinforce the standing of 90.1 as the U.S. commercial building energy efficiency standard."

The follow are DOE's estimates of national savings in commercial buildings:

- 8.3 percent energy cost savings
- 7.9 percent source energy savings
- 6.8 percent site energy savings

This 2016 version of 90.1 is the 10th edition published since the original standard was first published in 1975 during the energy crisis of the United States. Standard 90.1 provides the minimum requirements for energy-efficient design of most buildings, except low-rise residential buildings. It offers, in detail, the minimum energy efficiency requirements for design and construction of new buildings and their systems, new portions of buildings and their systems, and new systems and equipment in existing buildings, as well as criteria for

determining compliance with these requirements.

States are required to certify that the provisions of its commercial building code regarding energy efficiency have been reviewed and, as necessary, updated codes to meet or exceed the updated edition of Standard 90.1.

More information on DOE's determination, along with supporting analysis and public comments received, is available at [energycodes.gov/determinations](http://energycodes.gov/determinations).

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).



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# "THE DUCT-FREE ZONE"

By Gerry Wagner, Vice President HVAC Technical Training  
Tradewinds Climate Systems



I have been concerned...VERY concerned...about what I call "mystery issues" which come up with inverter based mini splits more often than is acceptable. You all know what I'm taking about...erratic compressor operation, inaccurate setpoint maintenance, premature component failure and other issues which often times have no obvious cause. I see piles of control boards returned as defective that when replaced, still had the same phantom problem as before.

If you have attended my troubleshooting class you know how I feel about changing boards...it rarely is the answer.

Here is what my research has found...

The grounding system is the reference point for all computer logic based equipment...like inverter based mini splits! That board that we keep blaming...well it may indeed be the source of the problem but replacing is NOT the answer!

That board my friends is a micro-processor...YES...A COMPUTER! It has all the benefits of a computer but it also has all the vulnerabilities and weaknesses of a computer.

Within computers and computer based equipment, the internal computer circuits use the ground as the reference point for processing data. If the ground reference for these devices is not correct or "stable" then

system reliability is compromised which can cause component failures and "mystery issues." The key issue related to grounding that most often cause problems which negatively impact system reliability is: Current is present on the home's grounding system...

This situation typically occurs when a wiring error is present within the electrical panel or a junction box such as the neutral and ground conductor wires are junctioned together, or worse yet, they are connected together on the same bar within the breaker panel. This ground current can cause system component failures and "mystery issues" from unstable ground reference conditions within the equipment.

Beyond the fact that the boards in inverter based mini splits are computer based, we also have to consider the inverter process that takes place.

I'm going to dumb this down...not for your sake but rather for mine!

Inverter equipment takes the Alternating Current AC that we provide to the L1 & L2 connections of the outdoor unit and converts it to a Direct Current DC voltage. In an AC circuit, NO current flows through the ground but in a DC circuit ALL current returns through the ground.

Because of this unique relationship between the AC and DC circuits within the inverter based mini

split, the need for proper and stable ground has even more importance.

Perform an Ohms test across the ground wire from earth to the ground wire going to the equipment...this can be done at close proximity to the ground bar of the breaker panel. You want your test lead to be on the ground wire coming into the panel, (from earth) and the other to be on the ground wire going to the equipment. Be sure your test leads are on the ground wires and NOT on the ground bar of the panel.

If you read 3 Ohms or more, there is a poor ground.

If we start checking for proper ground BEFORE we install inverter based mini splits, I am optimistic that we can avoid a fair amount of "mystery issues" and take the mystery out of some.

Consider this; homes built prior to 1950 were NOT required to be grounded. Now consider where a fair amount of inverter mini splits are installed...in old homes!

ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

## New EPA Section 608 Certification Exam

Over the last few years, the EPA has been working to modernize the Section 608 Refrigerant Management Program. Because of their efforts, a new certification exam has been created that incorporates the new regulations and replaces the current exam.

The ESCO Institute has developed a new Section 608 EPA Certification program, that will be released in phases over the next several weeks.

To ensure a smooth transition to the new exam,

both the old and new certification programs will be available concurrently online through August 31, 2018. ESCO Institute will continue to honor (old) paper exams until December 31, 2018. No old exams can be accepted for grading after December 31, 2018.

Where can I find the new regulations? Revisions to the Section 608 Refrigerant Management Program are available at <https://www.gpo.gov/fdsys/pkg/FR-2016-11-18/pdf/2016-24215.pdf>

## AHRI Releases January 2018 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 482,671 units in January 2018, up 4.2 percent from 463,062 units shipped in January 2017. U.S. shipments of air conditioners decreased 1.9 percent to 266,857 units, down from 271,954 units shipped in January 2017. U.S. shipments of air-source heat pumps increased 12.9 percent to 215,814 units, up from 191,108 units shipped in January 2017.



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Alan Antori and Bryan Chapman  
of Hillsborough County Schools**



**Bing Berringer of Ron McLaughlin & Associates  
(ctr), Greg Swaby, Cristal Gieson, and  
Rick Jennings of Ace Heating & Cooling**



**John Jarchow, Kevin Ranson, and Justin Seppi  
of Johnstone Supply Ware Group**



**Michael Blackwell (right) of Johnstone Supply  
Ware Group lending a hand on the food line**



**Lee Jennings and Doug Johnson of Hoshizaki  
with John Graham, Mike Graham, Calvin Graham,  
and Ken Dilallo of McMullin AC**



**Luis Rodriquez, Jeffrey Beko, Jeff Snodgrass,  
John Capitano, and Tony Blevins  
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**David Waugh of Target Sales  
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**Andre Aponte of Alliance Air Solutions  
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of J. Nichols & Associates**



**Brandon Richardson, Nick Olmedo, and  
Charlene Ierna of Ierna's Heating & Cooling  
with Michael Bell of Johnstone Supply Ware Group**



## ASHRAE Heads to Houston for Annual Conference

ATLANTA (Mar. 1, 2018) – ASHRAE is heading to one of the world's most air-conditioned cities – Houston, for the 2018 ASHRAE Annual Conference, June 23-27.

The five-day event includes eight conference tracks, one mini track, tours, social events and a keynote message from research scientist and author, Dr. Ainissa Ramirez.

Registration is now open for the conference which takes place at the Hilton Americas-Houston Hotel and the George R. Brown Convention Center. Early bird registration ends April 30.

"ASHRAE's Annual Conference provides a forum for a meaningful exchange of knowledge and ideas among thousands of industry professionals seeking new sustainable technology solutions for the built environment," says 2017-18 ASHRAE President Bjarne W. Olesen, Ph.D. "This conference is an example of how ASHRAE is at the forefront of innovation in an ever-evolving industry."

This year's Technical Program features several new tracks, including one on Residential – Modern

Building in Hot and Humid Climates – a pertinent topic in the building industry recently with the movement toward net zero housing and indoor air quality.

The Technical Program will also address one of the most dynamic areas in HVAC&R through the track HVAC&R Control Freaks. Topics range from design innovations spreading through the industry to the latest in building integration and observation, as well as troubleshooting the most common issues occurring in building management systems.

At this year's sixth annual Research Summit, an announcement will be made about an exciting collaboration with ASHRAE's archival research publication, Science and Technology for the Built Environment (STBE).

Additionally, 2018-19 ASHRAE President Sheila J. Hayter, P.E., Fellow ASHRAE, will present the Society theme for the coming year during the President's Luncheon on Monday, June 25.

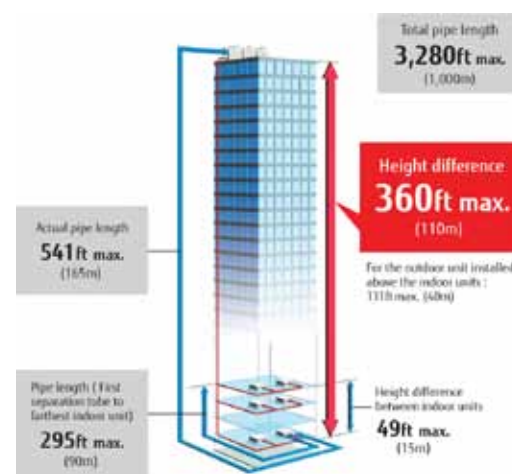
Learn more and register for the 2018 ASHRAE Annual Conference at [www.ashrae.org/houston](http://www.ashrae.org/houston).

## Fujitsu's New Hi-Rise 360 Kit for V-II Series VRF Systems

Fujitsu General America has introduced its new High-rise 360 kit that now adds 196 (vertical) feet to the distance between roof-mounted VRF condensing units, and indoor units connected below them.

Previously, the maximum vertical distance between roof-mounted Fujitsu V-II Series VRF Systems was 164 feet. Now, with the kit, the height difference between roof-mounted VRF condensers and indoor air handlers is 360 feet – greatly easing VRF installations in taller buildings.

Kit components include the pressure sensor (converter), a refrigerant pressure sensor, and copper joint pipe.



## No More Mini-Split Odors!



Nu-Calgon has launched a new ClenAir™ odor eliminator, called MiniFresh®, designed to meet the challenges of indoor mini-splits, PTAC and fan coil units. The MiniFresh neutralizes odors, freshens the air in rooms, deodorizes the units and keeps the evaporator coil and blower cleaner.

The patent-pending MiniFresh uses the unique, proven ClenAir technology in a special time-release feeder designed to be placed out of view on top of the return louvers of the unit. The MiniFresh can be installed quickly and easily in less than a minute. Whenever the indoor unit is on, the MiniFresh will treat the room air and the unit, leaving the space fresh and free

of offensive odors. Each MiniFresh will treat indoor units up to 12,000 BTUs and will last from two to three months.

MiniFresh eliminates odors from mold, mildew, pets, food, chemicals, smoke, stale air and more, helping to keep the evaporator coil and blower unit cleaner and free of build-up. The MiniFresh is a true odor neutralizer, not an odor mask or cover-up. It is non-toxic and environmentally friendly.

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).



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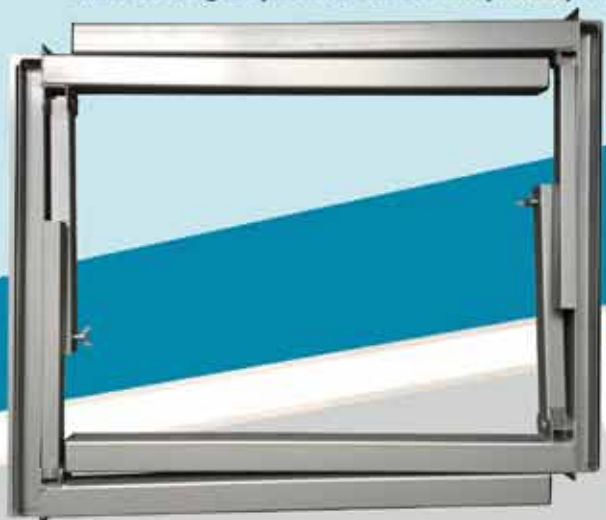
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# JASCKO is Expanding

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In order to better serve our clients Jascko Corp. has expanded our team, operations and products to provide world class customer service. With the addition of Robert Ramos as our Sales Manager, we are complementing this investment with other strategic investments which includes the opening of our NEW North Miami Warehouse Store, located at 900 Park Centre Blvd, Suite 456, Miami FL. This location is conveniently located for our clients servicing Miami Beach, North Dade and South Broward. This combined with the addition of the Gibson Residential and Mammoth Light Commercial DX products, now complements our robust and comprehensive portfolio of HVAC specialized products, which includes Carrier (Dade and Monroe Counties), Marley and Bosch/FHP to name a few.

Both of our Pompano and North Miami loca-

tions are stocked with Bosch/FHP and Gibson units to meet your immediate needs to help drive your success.

Please come and join us for our upcoming 2018 Open House that will take place on April 19, 2018 starting at Noon thru 5:00PM, at our Pompano location at 1700 NW 15th Ave, Suite 300, Pompano Beach. We will be serving food and refreshments, as well as providing an overview of the products recently added to our portfolio, as well an opportunity to meet our team. Please RSVP your attendance to this event to: [openhouse@jascko.com](mailto:openhouse@jascko.com)

Jascko's degreed sales engineers have over 60 years of quality experience and strong relationships in Southeast Florida. We pride ourselves not only in our comprehensive product knowledge, but in our extensive systems and applications expertise. These attributes together with our commitment to maximum levels of professionalism and integrity, make Jascko Corp. the representative of choice in the South Florida market. At Jascko Corp., our ability to understand and relate to the diverse South Florida market together with our dedication and commitment to excellence, sets us apart from the rest. Contact Robert Ramos at [rramos@jascko.com](mailto:rramos@jascko.com) or 954-648-2425 to get started on your next project!

# Industry Unites Around Education at HVAC Excellence Conference

On March 26th, over 700 HVAC instructors and industry professionals convened at the South Point Hotel in Las Vegas, Nevada, to kick off HVAC Excellence's 12th annual National HVAC Educators and Trainers Conference. This three-day event offered over 50 lecture and hands-on breakout sessions, opportunities to take educator credentialing exams, and over 70 trade organizations, manufacturers and publishers who were on hand to share knowledge and inform conference attendees on the latest and greatest the industry has to offer.

During the event's three general sessions, conference attendees broke bread, networked with each other, and were given the opportunity to hear from three well-respected industry leaders. Wayne Turchetta, from HMC Service and MSCA, provided first-hand knowledge about how to get HVAC program graduates placed with Johnson Controls, EMCOR, McKinstry, and over 1,200 industry-leading employers. Christopher Noonan, from Tarrant County College, Center of Excellence for Energy Technology provided valuable insight about how to take your HVAC training program to a higher level without a huge budget. Finally, Randy Petit, from the HVAC Excellence, spoke about bridging the gap between what a student learns in school and what is needed to become successful in the field.

As part of the general sessions, awards were presented to industry leaders and partners who have gone above and beyond with their unwavering support of technical education. Award recipients included Michael Flynn of Hampden Engineering, Thomasena Philen of Daikin and Mr. Bruce Noble from the California Community College System. In attendance at the conference were over 20 well-respected HVAC authors who, collectively, have created the majority of the material and educational content used in the industry today. These authors were called up on stage to receive a well-deserved round of applause from the conference attendees.

In addition to HVAC Excellence's three-day educators conference, two other organizations hosted their events at the same venue. The Council of Air Conditioning and Refrigeration Educators (CARE) hosted their meeting on Sunday, March 25, while Daikin, one of the largest producers of air conditioning equipment in the world, conducted a full-day training event on Thursday, March 29th. A great time was had by all attendees and HVAC Excellence looks forward to next year's event, lucky number 13, which will be held from March 3 -5, 2019 at the South Point Hotel in Las Vegas, Nevada.



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Gene Knapp, Brandon Wiseman, Allison Felger, Carolee Chipchak, Travis Dean, and Charles Dobbins of Johnstone Supply Ware Group Sanford



There was a great turnout for the Johnstone Supply The Ware Group Open House in Sanford



The Ribs and Chicken from Hill's BBQ was cooking all morning long



Adonis and Jenny Ramirez of SDQ Air & Mechanical with Tim Blackmore of Heatcraft



Craig Schulze of Johnstone Supply Ware Group giving an update on refrigerants



Rita Caldwell, Don Livingston, and Rick Howard of Johnstone Supply The Ware Group



The registration table was busy all day giving out goody bags!



Bruce Haupt of The McAllister Group, with Simon Butlin of Del Air and Kevin Ruttenburg of Johnstone Supply Ware Group



Facemyer Air Conditioning having some Hills BBQ together



Tom Holcombe of US Motors with Bess Rothenberg and Jessie Burd of Air Flow Designs



(L&R) Roger Kircher and Terry McGriff of Dillards with Sonny Hendrix of Hamilton & Associates



Matt Desart of Owens Corning, Pink Panther, and Jewels Oliver of Air Flow Designs



Bob Williams of Leone Green with Steve Therre and Darel Lee of Orlando Sanford Airport



Joe Nahoun of Duke Energy with Blair Carter of Crown Products



Steve Perry with ElectricCool with Carolee Chipchak of Johnstone Supply Ware Group



Robert Smith and Wayne Garregson of The Fathers Table with Gil Ledoux of PED Associates

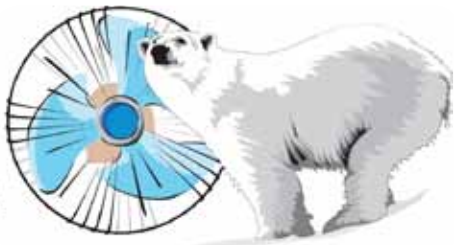


Sara Bresette of Amana with Greg Thompson of Facemyer Air Conditioning



Grover Gray of G&S Heating & Air with Jody Long of Nu-Calgon





## PBACCA Air Show 2018

**"The Largest Air Conditioning Trade Show in South Florida"**  
**South Florida Fairgrounds Expo Center - West Palm Beach - March 6th, 2018**

The Palm Beach Air Conditioning Contractors Association Air Show 2018 was held on Tuesday March 6th from 5-8:30pm. The event took place at the South Florida Fairgrounds Expo Center, 9067 Southern Blvd in West Palm Beach.

Air Show 2018 was a terrific success! They had more than one hundred booths and hundreds of decision-making contractors, technicians, prop-

erty managers and architects who came to the show. There were many new vendors this year, featuring exciting new products and services. Carrier Enterprise sponsored the Grand Prize, a 55" Toshiba T.V. The vendors also provided many great prizes that were given away throughout the evening.

The PBACCA AirShow committee established the criteria to win "Best Booth". PBACCA board

members judged the contest. Tropic Supply won and received one free booth in AirShow 2019.

The success of Air Show 2018 was the result of many individuals who put in countless hours volunteering their time, energy and ideas. Patrick Raney, instructor for the HVAC Program at Royal Palm Beach High and his HVAC students assisted throughout the entire day.



**The CE Team: Gary Giancarli, Danielle Dematteis, Lindsey Wachtel, Cliff Mann, Cody Herring, Tom Griswold, Greg Chassey, Albert Barcia, Ken Smith**



**Gemaire was in full force! Taking care of business!**



**Robert Simpson and Steven Bines of Steven G Bines Air Conditioning with James and Julie Brown of JMB Industries - Pipe Prop**



**Jeremy Genovese and Chris Pragid of Ewing & Ewing Air, with Jonathan Jones, Ron Revia, and Bill Holz of Ultra-Aire**



**Neal Fischer, Kevin Flannery of Marcone, John Simcina, Terry Taunton, Felix Devalle of Samsung, Paul Beckham, John Daley, Mike Acosta of Luxaire**



**Rick Farrow of Cain Sales with Chris Jerrach, Bo Hardin, and Jordon Brown of American Air Cares**



**Heather Polzer, Lisa Bailey, Angela Soland, Allison Larsson, Trish Alfele, and Robin Broderick of RGF Environmental Group**



**Mike & Mike Jr McDonald of M&S Air Conditioning, Linda Wilson and Bonnie Sansone of Sansone AC, Andy Taylor of ACT Agents / R McLaughlin & Assoc**



**Sal Hamidi and Brad Carson (L&R) of Target Sales with Brandon Schinabeck and Keith Keller of Gemaire**



**Cars, Trucks, and Vans oh my!**



**Ariel Morales and Manny Roca of AM Distributors**



**Johnstone Supply Ware Group of Palm Beach and Broward ready to save you time and money!**



**Kevin Dorsey of 3D Air Conditioning won the Rod & Reel prize from Jeff Schlichenmeyer of Today's A/C News**



**Tom Gibbons of CPS Products with Gregory Neal and Marcos Lara of DL Folsom Air Conditioning**



**Stuart Oakner of MSD, Tony Skirianos of Discount Cooling, Joshua Lacy of Comfort Breeze, Winfield Clements of ACR Solutions, Steven Klunk of Sebreeze**




**PBACCA Air Show 2018 - South Florida Fairgrounds, West Palm Beach - March 6, 2018**


John Noble, Gail Pepe, and Victor Loyola of Daikin / Goodman Distribution



Dave Schopp of Leone Green & Associates, David Eidson of K-Flex, and Phil and Karen Syx of Robert McGill AC



Becky Starling and Angela Garcia of Gree-Tradewinds



Sam Patel of TWC Services with Jonathan Romberg of Danfoss



John Fama, Phillipe Florentino, Edgar Ochoa, and Alfonso Battle of Economic Electric Motors



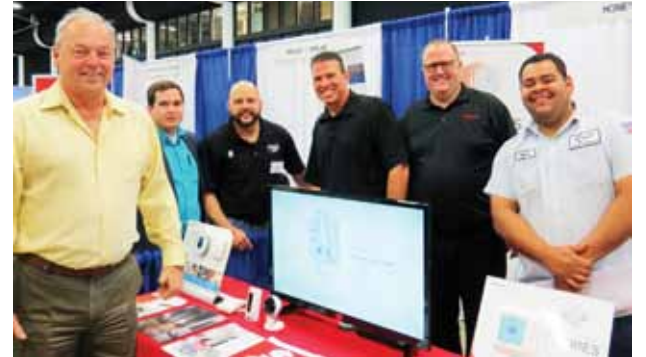
Mike Makransky of Mueller with Doug Mullins of Gemaire



Tropic Supply had an awesome tailgate party during the PBACCA Air Show!



Sean Bouabid of LG, Andres Molina, Alfredo Sotolongo, and Steve Cislak of Protec



John Thomas and Keith Keller of Gemaire, Ricky Miranda of Baker, Erik Johns and Dave Kennedy of Honeywell, Wilfredo of Smyth AC



The York - Source1 Team had a large presence at the PBACCA Air Show!



John Lee, Joshua Neris, Gilbert Olascoaga, and Arturo Alba Jr. of Arco Supply



The Baker Distributing 2018 PBACCA Air Show Team!



Johanne Bueno of J Nichols & Associates, Alex Nelligmur of Quality First AC, and Witt Parker of J Nichols & Associates



Steve and Amanda Young, Payton Matthews, Dale Harrison, Ron Saunders of Fresh-Aire UV, and Steve Millheiser, retired from Lux



Edward Jiminez and Rick Kalczuk of Jascko, with John Joe of Durand Air Conditioning



Aaron Martin of Lindstrom Air Conditioning with Ryan Reynolds of EV Dunbar



Scott Kuschel of Miami Tech, Steven Deleon, Carlos Gonzalez, Alan and Bill Hasty of WL Hasty AC, Isidro and Chris Gonzalez of Miami Tech



Toshiba TV Grand Prize winner Mike Cardona of TWC gifts TWC employee Gerald Snon the prize as CE representatives look on





## SFACA March Program Meeting

### The Florida Building Code and Federal Commercial Energy Ratings

The SFACA March Program Meeting was held on March 7th at 6 p.m. at the Sheraton Suites in Plantation. The topic was about the Florida Building Code and the new Federal Commercial Energy Ratings. The program highlighted the changes for 2018 in the 6th Edition of the Building Code and any glitch fixes to be expected. The speakers were Oscar Calleja of Engineered Air, and Florida Building Commissioner, Jim

Schaefer of York Source1, and Tom Griswold from Carrier Enterprise.

The SFACA April Program Meeting will be held on April 4th at 6 p.m. at the Sheraton Suites in Plantation. This meeting will feature a Career Fair from 5:30-7:00pm. This one-hour, one-on-one interview time (speed interviewing) with new high school graduates, HVAC trade school graduates, veterans and others in-

terested in a career in HVAC. At 7pm the program topic is "Where Have All The Employees Gone." In today's economy, hiring the best people is more critical than ever. Finding competent, capable, compatible and committed employees is serious work. The program meeting will discuss ways to find the right technicians to hire and how to keep them in this busy season for HVAC contractors.



Orlando and Paula Manrique register SFACA members to the March program meeting



Howard Pearl and Irving Hernandez of Pride Air Conditioning with Esteban Mendez of PMI Air Conditioning



Gary Giancarli and Nick Jacmacjian of Carrier Enterprise



Gorman Rasmussen of York Source 1, Mike Makransky of Mueller, and Scott Behanna of Gemaire



Sergio Martin of Saez Distributors, Oscar Calleja of Engineered Air, and Ramon Delgado of Johnstone Supply Ware Group



Jose Minalla, Richard Miranda, Rob Scher, and Ed Abreu of Baker / FCS



Bob Anderson of Custom Air Design, Jaime Bernat of Saez Distributors, Laura Sayegh of Leasing Associates and Andy Saez of Saez Distributors



Ismael Valle of Tropic Supply, Bruce Wheatley of A&H Air Conditioning, Charlie Del Vecchio of Tropic Supply, and Robert Volin of Air Design Concepts



Oscar Calleja of Engineered Air covered changes to the Florida Building Code and any glitch fixes to be expected



The March SFACA Program Meeting on the Florida Building Code was well attended



James Schaefer of York Source 1 discussed the new commercial energy ratings



Tom Griswold of Carrier Enterprise spoke about the availability of older equipment

## Fieldpiece Instruments Introduces New Tool Bag

Orange, CA, March 7, 2018...The new BG36 Inspection Tool Bag from Fieldpiece Instruments is designed specifically for HVACR professionals to have everything they need in hand for quick inspections. It is large enough to carry hand tools and meters yet small enough (9" w x 11.5" h x 6" d) to be convenient and comfortable.

The unique quick release pop top combines the easy access of a small open tote with the protection of an enclosed bag so tools don't fall out, and they're protected from dirt and inclement weather. The magnetic lock keeps the bag securely closed, but quickly opens when popped to reveal hand tools, meters and drill bits. A magnetic tray in the cover adds a convenient spot to hold cabinet screws or washers so you know right where they are when needed. The weather protected sturdy base also keeps the bag from tipping over when in use.

The BG36 has sturdy sectioned interior pockets

so tools and meters are organized and it is quick to find the correct tool. A zippered side pocket for meters prevents damage from hand tools. Made of bal-



**BG36 HVACR Inspection Tool Bag.**  
Dimensions are: 9" w x 11.5" h x 6" d.

listic nylon and rip-stop nylon, the BG36 also has a weather protected stable base to prevent the bag from falling over.

"We designed this compact but convenient bag for real-world HVACR professionals. We know that when they go on inspection calls they need to have protected but easy access to their tools and meters," said Russ Harju, Product Marketing Manager of Fieldpiece Instruments. "The BG36 is well constructed and the Pop-top will make his job even easier and more efficient."

The BG36 Inspection Tool Bag is the latest addition to Fieldpiece's tool bag line, which was launched in 2017 with the BG44 Service Tool Bag – a medium size bag designed to house precisely what's needed for HVACR service calls.

For more information on our products, please visit our website at <http://www.fieldpiece.com> or call us at 714.634.1844.



# Your Game, Who's Ruling the Court?

By Danielle Putnam, Women In HVACR

Way back when, I loved to play basketball. As a kid I would stand under the basket and rebound for hours as my older brother took shot after shot at the goal. As a senior in high school, I played on not one, but two basketball teams. I was homeschooled and naturally we didn't have a team, but the city I lived in allowed us to participate in team sports with the local private schools. So, I joined a private school team, but, my senior year, one team wasn't enough. The other team was a good old fashion knock em' out church league, and if you've played for a church league before, then you know exactly what I mean.

## Winning Is Not Always Winning

At the time, the church I attended didn't actually have a team. So, I approached my church board and politely requested they sponsor a team to represent our church. The sponsorship cost was \$200 and as a 17-year-old, \$200 was a lot to request! I insured them that this would be a great networking opportunity for our church and a way to be more involved in what was going on in our community. I wasn't too confident in my ability to persuade, but fortunately for me, they handed me a check for \$200 and we joined the league. However, my persuasion ended in their negotiation.

## Reward And Consequences

As a teenager, \$200 was a lot of money! But money is never free, money always has a price... and in this case, the cost was ten weeks of cleaning! In exchange for the league registration fee I had to agree that myself and the team would commit to cleaning the church building, from top to bottom, every Saturday for ten weeks! I eagerly agreed, eager being the key word here. The first week, myself and four of my teammates arrived early Saturday morning and spent hours scrubbing the youth build-

ing and the main church sanctuary. You can guess that by the second week of cleaning I was cleaning alone.

Naturally, I thought I was being persuasive when we were making the deal, but hind sight is often 20/20, too bad I didn't know the negotiating power that was on my side of the court. Now, years later, I recognize I was a terrible negotiator, and I recognize I was not truly the servant leader I thought I was.

How often do we stay late working on tasks that could have easily been delegated or shared, because of poor planning? This style 'servant leadership' is a quick way to end up holding the broom in a very large dirty building...alone.

## Think It Through

At the time, it didn't seem like such a bad deal. I was just glad to be the captain of my team and playing basketball each week. Time is a great teacher. Obviously, hard work builds character, but when you're building a lucrative business, smart work builds profit. We don't always know this early on, when we just want to be on the team and play in the game.

Negotiation, powered by raw excitement, can limit your playing power. This scenario could have easily been reversed if only I had taken a harder look at the offers on the table and left my emotions in the blue service van my dad let me drive as a teenager. I wanted so badly to play basketball that I didn't negotiate a reasonable rate. In reality, I'm sure I could have gotten the \$200 from my dad...or better yet, I could have gotten the \$200 for five weekly cleanings at the church and made it mandatory for the team. "You don't clean, you don't play." Servant leadership can often be self-inflicted. Clear communication, and mindful negotiation, together, create win-win situations.



## 2018 BOARD OF DIRECTORS

Back Row: Chisholm Brunner, Lauren Roberts, Angie Snow, Julie Roberts, Marcia Christianson, Colleen Keyworth Front Row: Mary Jo Gentry, Kristin Jordan, Karen Lamey DeSousa, Danielle Putnam, Renee Joseph, Colleen Leppert

## Johnstone Supply Ware Group Open House Grand Prize Winner in Ft Lauderdale



Mike Reilly of Coastal Comfort won a 49" UHD TV presented by Darrion Gayle, Johnstone Supply Ware Group Ft Lauderdale

# Or should we be more concerned about the air quality on the inside of our homes?

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## Research & Technology Committee Launches New Cybersecurity Project

The AHRI Research and Technology (R&T) Committee met on March 20 at the AHRI headquarters in Arlington, Va. The Committee discussed research needs that are the common interest of the industry and approved a new project analyzing current standards and practices applied to HVACR cybersecurity. Proposed by AHRI's Air Conditioning and Refrigeration Electronic Controls product section, this project will examine anticipated threats and cybersecurity needs associated with connected HVACR systems. As one of AHRI's standing committees, the R&T Committee administers the association's research program, recommending and promoting research activities to strengthen the industry's competitive position globally. Contact: Xudong Wang.

## Danfoss Introduces New ICSH Dual Position Solenoid Valve To Improve The Safety Of Soft Gas Applications



Hot gas defrost is a very common and efficient method defrosting used within industrial refrigeration, though it does pose a significant safety risk if the injection of hot gas into the evaporators is not carefully controlled.

To minimize this risk, Danfoss has engineered a solution that safely controls hot gas injection: the ICSH Dual Position Solenoid Valve.

Hot gas defrost is a very common and efficient method defrosting used within industrial refrigeration, though it does pose a significant safety risk if the injection of hot gas into the evaporators is not carefully controlled.

To minimize this risk, Danfoss has engineered a solution that safely controls hot gas injection: the ICSH Dual Position Solenoid Valve.

Complying with the latest IIAR safety recommendations for soft gas applications, the ICSH Dual Position Solenoid Valve provides a gradual, time controlled opening for a smooth pressure build-up in the evaporator before it opens the flow to 100 percent for full defrost. This two-step approach prevents hydraulic shocks, thereby improving the overall safety of the refrigeration system. Unless the soft opening in step one has been activated, the default ICSH configuration ensures that the full opening in step two does not occur.

The ICSH Dual Position Solenoid Valve opens the flow thorough the main valve in two steps via two EVM-NC solenoid valve pilots. The time delay between the two steps can be controlled either by a PLC, a controller, or a timer. Once the EVM-NC for step one is energized, the main valve will open for approximately 20 percent of the main valve full capacity.

After a pre-defined delay, the EVM-NC for step two will be energized and open fully equivalent to 100 percent of the main valve full capacity.

The ICSH Dual Position Solenoid Valve is based on the Danfoss ICV platform and shares the same function module as the ICS and the ICV housing. The top cover is also compatible with ICF 50 and ICF 65.

The new ICSH valve is engineered with the following benefits to improve safety and optimize the overall performance of a refrigeration system:

- Improved operational safety, preventing hydraulic shocks in the hot gas line
- Compliant with latest IIAR safety recommendations on soft gas applications
- Easy to install and upgrade, as are all products in the Danfoss ICV platform
- High design flexibility—ICSH top-covers are interchangeable with Danfoss ICS and ICF Large valves
- Reduced risk of leakages thanks to fewer weldings compared to the number of weldings needed when installing individual valves or valves in parallel
- Easy system design with the Coolselector®2 application tool
- Compact design to save space

For more information on how the Danfoss ICSH Dual Position Solenoid Valve can improve an industrial refrigeration system, please visit [ICSH.danfoss.com](http://ICSH.danfoss.com).

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# Dynatemp Spring 2018 Refrigerant Industry Update

by Will Gresham, Vice President, Dynatemp International, Inc.

Moving into the second quarter of 2018, there are several questions regarding the refrigerant market that continue to weigh heavily on the mind of the refrigerant industry as we head into cooling season for the majority of the U.S. From further reductions in R22 allocations, to the complicated political landscape, every aspect of our business is affected in different ways, and to varying degrees, by the many outside forces at work.

First and foremost, the HCFC phase out continues, with 2018 seeing further reduction of the available virgin R22 to just 8.8M lbs. This puts the US at just over 1/3 of the available gas from just three years ago, 2015, and less than 20% of 2014's available pounds. While we have seen new equipment shift almost exclusively to R410A, the service demand for R22 remains strong, and we expect that trend to continue. While the market price of R22 fell over the last 10 months, continued reductions and high demand should stabilize the price in 2018.

R22 alternatives (HFC's) saw unprecedented growth in 2017, driven in part by the rising price of R22, but also due to the cost savings and ease of transition presented by some replacements. For equipment that is unlikely to be replaced in 2018, we expect demand growth for R22 replacements to match or exceed 2017. If you or your customers have not yet chosen an R22 replacement to offer for sale, it is highly recommended that you incorporate it into your plans moving forward. While the market size of R22 remains much larger for now, the shift is undeniable, and we will see the replacement market grow as equipment ages and R22 becomes more costly to buy and utilize.

The biggest question in Q2 (and Q3) of 2018 is going to be the 400-series market. Due to increased environmental guidelines enacted in China (by far the largest source of refrigerant and components), governmental and political jockeying, and growing global demand for HFC's, we have seen significant disruption so far in 2018. Reports of shortages and price increases have been dominating the news as

the US and its global allies forge a plan for the implementation of international agreements and regulations.

After the Federal Court system refused to rehear the case that led to the decision to rule that the EPA overstepped its authority in regulating HFC's via the SNAP program, California has introduced legislation to address the issue. CA Senate Bill 1013, introduced by Sen. Ricardo Lara, would authorize the California Air Resources Board (CARB) to enact regulations covering the use of HFC's in many applications. If enacted, the "Lara Bill" would have the effect of leaving California with stricter standards than the EPA is allowed to mandate, which in turn could lead to different codes and standards that manufacturers and wholesale distributors are required to abide by. Addressing the discrepancies in federal codes will be a major challenge for governing agencies, and could result in confusion and legal battles for some time. Once the bill is voted on, there will be more information on the outcome, and what the implications are expected to be moving forward.

Since signaling that the US would withdraw from the Paris Accord, and given the uncertain status of our official position on the Kigali Amendment, several countries and entities (notably China and California) have forged ahead with plans to meet or exceed the greenhouse gas reductions laid out in the amendment. After the threshold of 20 nations required for ratification of Kigali was reached in November of last year, the planned rollout on 1/1/2019 will proceed as planned. Whether the United States will be a full participant and adhere to the regulations laid out therein remains to be seen. Regardless of our participation, the rest of the world is moving forward with significant goals and policies intended to slow or reverse the effects of manmade climate change.

Long-term, this carries immense trade risks for the United States, but those are unlikely to be realized for several years. In the interim, we will likely see the effects of the agreement in more subtle ways.

China has seen to it to take the lead in environmental regulations, shuttering factories and mines that do not meet stringent quality and safety standards now in place. This has had the effect of squeezing the supply of both raw materials and finished goods for the rest of the world, and has led to sustained increases in prices and lessened availability significantly. Raw material costs (notably HF Acid) have risen significantly over the last 6 months. We expect this trend to continue through Q2, and possibly into Q3. In addition to reductions in supply, (Chinese) domestic demand is also increasing exponentially. This means that an ever-growing proportion of Chinese-manufactured refrigerant is going to serve the Chinese market, thus lowering the amount available for export to other countries, such as the US. While we have seen many companies pivot to importing component materials to the US and packaging domestically, we expect the bottleneck of supply to remain tight for some time.

There is no crystal ball to predict the future of the refrigerant market, either in the short- or long-term. With so many factors affecting the domestic availability and pricing, it is becoming a more complex problem with every passing day. The best recommendation for the remainder of 2018 and beyond is to know your refrigerant partners, and listen to advice and suggestions from sources you trust. While no one can tell you what to do with certainty, maintaining a running dialog will help alleviate some of the potential pitfalls of making the "wrong" decision.

In a world in which changing political landscapes, both here and abroad, have a major impact on our business, and with so much uncertainty in the market, it is vitally important to stay abreast of the news and trends in the industry. We will work together with our Sales Representatives to ensure that you receive up-to-date news to help inform your decisions moving forward. Please let us know if you have any questions, and we look forward to serving you in the second half of 2018!

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Individual (\$240 - \$50 discount\*)

Foursome (\$760 - \$100 discount\*)

4 individual registrations

Bonus: 4 additional raffle tickets and 1 throw per team

Team Package (\$990 - \$100 discount\*)

4 individual registrations

Bonus: 1 power ticket (includes 12 additional raffle tickets, 1 mulligan, 1 throw per team and entry into all contests)

PLUS: 1 company hole sponsor sign



## 2018 FRACCA Education Conference - Pushing The Envelope The Florida Hotel Orlando - March 13-15, 2018



Dianne Kramer, Paula Huband, and Jeanne Lachapella, welcomed everyone to the FRACCA Conference!



John Figan of Testo, Pat Ambrose, President of FRACCA, Oscar Calleja past president, and Rick Sims of Johnson's Air Conditioning



The Air Rodeo allowed conference attendees to have hands on experience with leading air diagnostic products

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) hosted their 2018 Educational Conference, themed "Pushing the Envelope" March 13 – 15, 2018 at the Florida Hotel and Conference Center, Orlando FL.

The conference began with a Kickoff Celebration Tuesday evening, giving the contractors an opportunity to network and meet the vendors participating in the trade show. More than two dozen vendors hosted a showcase both days anchored by the AIRodeo air diagnostic lab which provided contractors and technicians hands-on experience with leading air diagnostic products and technologies.

A highlight of the Awards Luncheon was recognition of individuals, companies and associations for their achievements during the past year, along with the installation of the new Officers and Board of Directors. Keith Martin of Badger Bob's Services, Inc. received the 2018 Outstanding Company Award, Don Duckworth of Enterprise Fleet Services received the 2018 Daikin Leadership Award and the Manasota Air Conditioning Contractors Association received the 2018 FRACCA Chapter Award of Innovation. This year included the FRACCA Chapter Olympics with NFACCA President and FRACCA Board Member, Scott Wilson and The North Florida Air Conditioning Contractors Association taking home the Champion-ship Belt!

Ruth King was our Featured Conference Speaker, beginning each day for the Conference. CEU Workshops were held both days on topics ranging from "The Impact of Evaporator Coil Airflow", "Florida Ventilation Strategies" and "Performance Contracting for Residential and Commercial HVAC" to "Legalization of Marijuana – Impacts in the Construction Industry".

Don't forget the President's reception and Fabulous Networking throughout the conference! - Thank You to all of the Speakers, Exhibitors & Sponsors. - FRACCA



Paul and Patty Stehle of Climatic Conditioning, Michael Andersen of Florida Affordable Air, Richard and Debbie Stehle of Climatic Conditioning



Doug Lindstrom of Lindstrom Air Conditioning, Robin Broderick of RGF Environmental, and Sean Wahl of Pro Dev (RGF)



Everyone had a great time at the Presidents Hospitality Reception!



Chuck Kulp of Energy Air, Jonathan Romberg of Danfoss, Rob Kulp of Energy Air, and Pat Ambrose, President of FRACCA



Scott Simantz and Patrick Stanton of Johnstone Supply Ware Group (L&R) with Blaise Castellano of Castle Air (Ctr)



Frank Suranyi and Penny Anderson of Accu-Air with Brian Hastings of 4 Seasons Air Conditioning



Ruth King packed the ballroom with her presentation of "Grow Your Profitable Maintenance Base"



David Garr, Mary Lou Napolitano, Candace Matthews, and Todd Walls of York Source 1 with Mike Andersen of Florida Affordable Air



Cotney Law spoke about workplace safety with OSHA updates for the construction industry



Brad Gillman of Daikin, Scott Wilson of Howard Services, Jennifer Valentine of Daikin, Dan Griffin of Weather Engineers, and Micheal Sims of Daikin



Joe Rudd of Cool Rite with Dave West and Jim Dwyer of Certified Refrigerant Services



2018 FRACCA Education Conference - Pushing The Envelope  
The Florida Hotel Orlando - March 13-15, 2018



Andy Ask of UltraAire, Steven Rogers of TEC, and Oscar Calleja of Engineered Air



Mark Arcano, Ray Long, Ward Jenkins, and Gustavo Fernandez of Tropic Supply



The Florida Hotel prepared a delicious Annual Awards Luncheon



The 2018 Outstanding Company Award went to Badger Bob's Services



Micheal Sims of Daikin (right) presented The Daikin Leadership Award Sponsor to Don Duckworth of Enterprise Leasing



The FRACCA Chapter Awards of Excellence were presented to every chapter this year!



Robin Parsons, Executive Director of MACCA receives the FRACCA Chapter Innovation Award



Scott Wilson of Howard Services receives the 2018 FRACCA Champions Belt



Carter Stanfield was the speaker for the keynote presentation on "Is Your Workforce Flourishing or Floundering"

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## ASHRAE Learning Institute Offers New Consulting Engineering Essentials Course

ATLANTA (March 8, 2018) – ASHRAE Learning Institute (ALI) has added a new course specifically designed for the needs of consulting engineers.

The course "Consulting Engineering Essentials" taking place on March 29 in New Orleans, provides an overview of ownership responsibilities and offers insights to help develop project engineers into well-rounded consulting engineers.

In the course, participants will learn how to work collaboratively with people at every level, applying skills such as verbal communication and appropriate goal-setting to incorporating techniques to prioritize problems. Participants will learn how to delegate tasks, organize large teams of people, and coordinate many complex processes.

Knowledge of firm ownership and operation, business development and marketing of engineering services will also be covered.

"Young engineers and engineers new to the industry need more than the proper educational background and relevant technical experience to thrive in the profession," course instructor Dennis Wessel, P.E., Fellow/Life Member ASHRAE. "Business skills such as project management, marketing, techniques to acquire new projects and client management are crucial for long term success. This course presents these skills in a practical format."

"Consulting Engineering Essentials" is one part of four intensive HVAC Design and Operations training sessions offered by ALI. Other sessions include:

HVAC Design: Level I – Essentials

HVAC Design Level II – Applications

Improving Existing Building Operation

For pricing, location, registration or more information about all Consulting Engineering Essentials sessions, visit [www.ashrae.org/hvacdesign](http://www.ashrae.org/hvacdesign).

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).







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## In Memoriam of Robert Eugene Mosley



Robert Mosley

Robert "Bob" Eugene Mosley of Gainesville, passed away March 14, 2018. He was a native Floridian, born 1933 in Lake Worth. He was 1951 class president at Lake Worth High School before attending the University of Florida where he was a member of Alpha Tau Omega. After graduating from the University of Florida with a BA in Political Science, he was a Lieutenant in the Navy until 1959. Bob returned to Florida in 1964 where he lived in Miami and Longwood before coming back to Gainesville in 1986.

He was in sales throughout his career, most notably spending 26 years at Coastline Distributing selling wholesale heating and air conditioning supplies. After retirement he stayed active in many ways including reading for the visually impaired, serving on the Altrusa House Board of Directors, and volunteering in many roles at The Village community in Gainesville. Bob was preceded in death by his parents, Charles of Lake Worth and Lora of Gainesville, first wife Patricia Lathrop, second wife Alma Hennessey, and his sister Lorelei Kramer of Houston, Texas. He is survived by his brother Dennis Mosley (and wife Lennis) of Kissimmee, daughter Melanie Godwin (and husband Paul) and grandson Chase Shumsky of Sierra Vista, Arizona, son Brian Mosley (and wife Christina) of Durham, North Carolina, his large and loving Hennessey family and his many friends.



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# Women in HVACR

## 15th Annual Conference

MORE INFO TO COME!

SAVE THE DATE!



Sept. 19 - 21st 2018

Denver, Colorado

# LUX Products Launches Mobile Co-Branding Program for Contractors



Philadelphia, PA, - LUX Products Corporation today announced a first-of-its-kind, co-branding program for contractors. The new program offers contractors a “front and center” position with their brand in a homeowner’s LUX mobile app. Contractors simply sign up for the program, download the LUX Pro Services free mobile app and are provided with simple instructions and a code that uploads their contact info and logo into the app with every install the contractor does with a LUX GEO®, GEOx or KONO® Smart Pro Edition thermostat. (iOS or android device friendly). And, best yet, the Co-branding service is free of charge and LUX automatically extends the already generous five-year warranty to seven years.

“No other thermostat company shares its app with the contractors like LUX,” said Rob Munin, CEO at LUX Products. “The contractor logo is visible from the main screen & help pages on the app -not just on a hard to find resource page like the other thermostats. This puts a contractor top of mind when a homeowner needs them.”

Contractors are challenged when it comes to marketing because homeowners often only think of them when there is a problem. Most homeowners resort to a quick search online if they need a quick answer. The upfront branding on the app enables them to look no further and puts the contractor top of mind before they can get to google. The LUX Co-branding program offers free advertising in a most prominent position. With the co-branding on the app, the contractor is able to engage daily with homeowners and the brand is always present.

“We showcased the program at AHR Expo and contractors loved the idea of having a way to be more visible with customers,” continued Munin. “We’ve seen a tremendous response and engagement with the program since. We’re excited about this new branding opportunity for contractors as we continue to identify ways to connect homeowners and contractors.”

To sign-up for the LUX Co-branding program, contractors should go to the LUX Pro website to sign up - <https://pro.luxproducts.com/co-branding/>.



MACCA was the winner of this years MACCA vs SWACCA Clay Shooting Tournament. Keith Martin of MACCA and Will Barnes of SWACCA are holding up the trophy

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The **Early Entry** fee is **\$275.00** per boat for members (\$325.00 for non-members), before Friday, May 25th, additional **\$25.00** after.

There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.



Early Registrants are eligible for the Captain's Party Prize drawing.

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