

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Baker Distributing / FCS Hosts Open House
In Pompano Beach (see page B3)



Carrier Enterprise Hosts Open House
In West Palm Beach (see page B15)



Blacks Supply 28th Annual Bass Fishing
Tournament At Hickory Point (see pages 12-13)



Goodman Distribution West Palm Beach
Relocation Celebration (see page 21)



SFACA 2018 Golf Tournament At
Parkland Country Club (see page B12-B13)

Mitsubishi Electric Trane HVAC Now Serving Ductless Customers



Jeff Schlichenmeyer
Publisher

Swords, Ireland and Tokyo, Japan, May 17, 2018 – Ingersoll-Rand plc (NYSE:IR), a world leader in creating comfortable, sustainable and efficient environments, and Mitsubishi Electric Corporation (TOKYO: 6503), a leading manufacturer of technologically advanced ductless and Variable Refrigerant Flow (VRF) cooling and heating systems, announced today that its joint venture is now operating and serving customers. The joint venture establishes Mitsubishi Electric Trane HVAC US as a leading provider of ductless and VRF systems in the United States and select coun-

tries in Latin America. The systems sold by the joint venture are highly efficient, variable-speed mini-split, multi-split, and VRF air conditioners and heat pumps for homes, light commercial and commercial applications.

Keijiro Hora has been named Chief Executive Officer and D. Andrew Kelso has been named Chief Financial Officer. Hora has been with Mitsubishi Electric since 1981, most recently as president and chief executive officer of Mitsubishi Electric US, Inc., a role that he will continue to hold. Kelso has been with Ingersoll Rand since 1995, most recently as the finance leader for the company's Industrial Products businesses.

Ingersoll Rand and Mitsubishi Electric Corporation each have equal ownership of Mitsubishi Electric Trane HVAC US.

MyEZInstall.com Is A New Approach To Online Sales

Consumers are buying HVAC products directly from suppliers both online and retail. This method is increasing. They both have something in common, the need for licensed contractors to install their purchases. Contractors can now capitalize on the growing online market for direct-to-consumer HVAC/R equipment sales through the free MyEZInstall.com platform.

"We're allowing contractors to retain all their install fees, and to grow their service base for free," explains Chris Rush, CEO and Founder of MyEZInstall. "In return, homeowners get a product that's sized and installed correctly, and HVAC/R manufacturers get to keep their warranty promises. The websites win too. Every segment of the industry can benefit from this solution."

MyEZInstall is still operating in a beta phase to establish a national network of licensed contractors. Once the network is built, they intend to attach the site's search engine to the checkout portion of manufacturer-approved resale websites in hopes of connecting purchasers with licensed contractors.

"While some referral networks charge contractors as much as 20 percent of their labor in exchange for each closed lead, MyEZInstall is specifically designed to make the consumer-direct sales channel more profitable for HVAC/R contractors, manufacturers and distributors," clarifies Rush, an industry veteran.

HVACR distributors are absolutely essential because they are experts," Rush said. "They have excellent training, lots of space, and well-stocked shelves.

They know how to send and receive equipment. Online businesses don't have space for HVAC equipment or the expertise to stock, purchase and ship this equipment properly. It's our aim to preserve the traditional supply chain. Our model is specifically designed to make the consumer-direct

sales channel more profitable for HVACR contractors as well as manufacturers and distributors." Licensed contractors can enroll for free at www.MyEZInstall.com. Once information is verified and approved, their personalized listing is added to the network.

Home & business owners searching for a licensed contractor while purchasing on the network's e-commerce partner sites will see available contractor listings in their service area and can then request a quote. As an added bonus to Manufacturers, MyEZInstall's search listings algorithm will list premium dealers for a given brand first whenever that brand is being purchased.

- Pricing. Because the creators of MyEZInstall come from an HVAC background, they have a unique understanding of the fact that every job is different. For that reason, quoting is in the hands of individual contractors, who are free to set their own price on every job.
- Equipment. Contractors verify and approve homeowners' equipment selections prior to installation, ensuring proper sizing and application. Contractors are also allowed to sell any missing or additional accessories to the customer directly, as needed. Customers are responsible for handling their own equipment returns.
- Customer Base. Customer referrals become the contractor's to earn and keep. MyEZInstall encourages contractors to offer Extended Service Agreements, Install Financing, Labor Warranties and assisting customers with their Manufacturer Warranty Registration.
- Beta Program. MyEZInstall is currently offering a Beta program where licensed contractors, manufacturers and distributors can provide their input. To join this Beta program, Email us at info@myezinstall.com or call 1-855-MYEZINS.

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Do You Have an ROI or an ROI?

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Reach her at ruthking@hvacchannel.tv.

Most of us have associated the acronym, ROI, with return on investment.

From a business perspective, it is defined as net profit divided by the capital invested. Looking at it another way, when you invest in a business, what net profits are achieved in what period of time? You determine whether the ROI is worth the business investment. If your net profit per hour is negative, ie you are paying your customers to do their work, the answer is definitely no.

ROI also means return on inactivity.

This is the flip side. What does it cost you if you wait? If you don't act? If you sit on the fence and don't make a decision? This ROI is always negative!

Return on Inactivity can be incredibly costly. One owner had a manager who he knew had problems and was not performing. There were questions about his abilities yet nothing was done. Then the owner got a call from one of his major clients who told him that he didn't want that manager on his jobs and proceeded to explain the problems that this manager had ignored.

This was a huge wake up call and a very expensive ROI (return on inactivity). After the dust settled and he hired another manager, his comment, "I should have fired him sooner."

Another owner hired a very competent controller. However, she was dominant, abrasive, and not a good fit for the company culture. Everything had to be done her way. As a result, she caused a lot of problems with the entire management staff and constantly pushed back on established procedures. She left, after a screaming match with the owner. That was the last straw.

Now there is a new controller, not as technically competent, but a hard worker who gets the financials right. She gets the help from the management team she needs to produce accurate financial statements. Again, the comment, "I should have gotten rid of her sooner."

How many times, after you fire a known "bad apple" who is damaging morale and causing problems, even though he or she may be technically competent, do employees come to you and say thank you? Or they pull together to do the work of that fired employee. Or you walk in and the entire office environment becomes upbeat and positive again?

Don't let the regret of waiting cost you a lot of money, headaches, customers or cash. If you know it is the right thing to let someone go, invest in a marketing plan, or another activity that you have been considering, estimate the cost of inaction.

Is it worth it?

I had a conversation with the office manager for a contractor. She was looking into software packages for her company. When I suggested one she said that it was too expensive - \$100 per seat per month. It didn't matter that the package would have suited her needs perfectly. So she found a cheaper, less robust package and went with it. She was only looking at dollars rather than what those dollars could bring.

No contractor that I know of has a problem investing in a new truck. Why? From an ROI perspective, you know that if that truck payment is \$500 per MONTH, the tech should be bringing in a minimum of \$500 per DAY...and probably more. No brainer decision.

Let's look at the return on investment of \$100 per month cost. That is a cost of \$3.33 per tech per day. If the software couldn't improve the technician's performance by \$3.33 per day, then yes, go with a cheaper system. But, what if it increased their average ticket by \$10 per day because the software prompted them to include everything? What if it tracked inventory so that you didn't lose \$3.33 in inventory per day?

What if it made you more efficient so that your bottom line increased \$10 per day per tech? Would that be worth it? Of course it would.

Let's look at another ROI - Hiring a consultant/coach like me. What do we bring to your bottom line? If you invest \$X, what is the return on your investment? Quite frankly that depends on whether you are willing to implement our suggestions. If you implement our suggestions and you bring in 10X or more...is it worth it? I've helped contractors double or triple the size of their business...profitably, grow out of no man's land, and much more. Am I worth it? Yes, as long as you implement the plan.

So, if you are searching for an asset, whether it is software, a consultant, a truck, or something else, look at the return on investing in that asset...not just its dollar per month cost.

Next Topic: Your Website Maintenance Page Made Easy - Every website should have a maintenance page. Your helps increase your maintenance client base and can help enroll more maintenance plans.

Give a sketch to your web designers to follow. You will also have to give them your benefits and testimonials.

Benefits: The goal of the page is to educate your

clients and show them the savings with maintenance. There are NO features here. People only care about what's in it for them. Benefits list: Saving money, no overtime charges, longer equipment life, etc. Do NOT include a 23 point check, etc. They don't care. More important, most people can't evaluate it because they don't know what superhead, subcooling, etc. is.

Video: I've done the video that proves maintenance saves money.

Testimonials: Testimonials are important. What have maintenance customers said about your maintenance? Ask them if you can use their comments. Put them here with their picture (if possible) - proof from a customer's perspective that maintenance works.

Coupon: Coupon for \$10 to \$25 off today's service call is at the bottom. Why? Your dispatchers are sending people to your website maintenance page while they are waiting for the technician to arrive. Are they going there? Of course - when you tell them about the coupon. On this page they get educated about why to invest.

Call to Action: Your call to action at the bottom tells them what to do if they are just researching and not waiting for a technician. Use this format to grow your maintenance client base.



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STAND ACCESORIES

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General Filters, Inc. Introduces New State-of-the-Art Dehumidifiers

General Filters, Inc. unveils their new touch screen and Wi-Fi controlled GeneralAire® DH75 and DH100 Dehumidifiers.

Designed, engineered and assembled by General Filters in its Novi, MI production facility, the new dehumidifiers feature an obliquely angled touch-screen LCD that is easily observed in dark spaces (such as an attic, basement, or crawl space). In addition, the units can be controlled from almost anywhere with the "GeneralAire® Wi-Fi APP" found in Google Play and your smart device's APP Store.



DH75

Rich in features, the models also include a low temperature shut off (prevents coils from freezing), a fan-only function (keeps air circulating even without a call for dehumidification), a filter life hour indicator, integrated carrying handles (for ease of installation), adjustable feet, a MERV 11 filter with a quick release filter door, ducting collars and other features that make these units state-of-the-art.

With a new compact design, the units are lighter and smaller than current models and carry a 5-Year Warranty. Founded in 1937, General Filters, Inc. manufactures

whole house residential indoor air quality (IAQ) products (humidifiers, dehumidifiers, air cleaners, UV light purifiers and ventilation systems) and residential heating fuel oil filters. General Filters' brands include GeneralAire®, Gar-Ber, Unifilter® and General. With a manufacturing plant in Novi, MI and offices in Toronto, Canada, products can be purchased from an authorized General Filters' wholesaler across North America. For additional information, contact Paige Freeland, Marketing Manager at 866-476-5101 or email: customerservice@generalfilters.com



DH100

YORK® 1-Year Labor Limited Warranty Now Applies to all YORK Branded Residential Equipment

MILWAUKEE (May 7, 2018) – The YORK® brand of Johnson Controls announces its 1-Year Labor Limited Warranty now applies to all YORK-branded residential equipment.

Backed by Johnson Controls, YORK products are designed and manufactured to the highest standards. Johnson Controls is the only manufacturer in its industry to have a standard labor allowance. With this warranty, contractors can assure their customers that if their home comfort system is delivered and does not function, they can have peace of mind knowing the repair will be covered at no charge, including the cost of labor performed by their HVAC contractor. In addition to the 1-Year Labor Limited Warranty, YORK

offers industry-leading lifetime limited warranties on heat exchangers in all YORK gas furnaces* and on compressors in YORK Affinity™ Series split system air conditioners and heat pumps. The YORK brand also backs most of its residential, single-phase products, including gas furnaces split systems and packaged heat pumps and air conditioners, with a 10-year parts limited warranty.

Extended labor warranties are also available on qualified residential packaged units, gas furnaces and split systems with furnaces.

To learn more about YORK warranties, visit <http://www.york.com/for-your-home/why-buy-york/warranties>. For more information, visit www.yorkhvacdealer.com.



In Memorium of Chuck Meyer

Chuck Meyer, well known and respected South Florida contractor, passed away this past weekend from complications associated with the treatment of the cancer he thought he had beat. He sat for many years on the Broward County Board of rules and Appeals, was formerly associated with Florida Heating & Air Conditioning and Engineered Air, and most recently was providing mechanical inspection services with a private provider. Those who met Chuck will never forget his unique personality, his way with words, nor doubt his passion for our industry and for doing what was right.

Sample Road in Pompano Beach. Funeral mass is on Friday, June 15 at 10am at St. Coleman Church at 1200 S Federal Hwy, Pompano Beach. Immediately following the mass, Chuck will be escorted to the South Florida National Cemetery for a military ceremony at 1:30pm.



The SFACA Board of Directors established a Susan Beckett Memorial scholarship to honor those at their passing who have contributed to the HVAC industry. The scholarship is to encourage anyone wishing to pursue a career in the refrigeration and air conditioning industry. SFACA will annually match donations up to \$1,000. Anyone wishing to donate in

Visitation is set for Thursday, June 14 from 6:00-8:00pm at the Kraer Funeral Home 1199 E

Chuck Myers' name may do so my contacting the SFACA office at 727-209-0890.

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York Source 1 Hosts Doral Grand Opening Celebration

May 4th, 2018

On May 4th, from 11am to 2pm, York Source1 celebrated the Grand Opening of their new location in Doral. The showroom and warehouse was fully stocked and the York Source 1 team was ready to serve the local contractors who came to partake in the grand opening.

The Woody's Burgers food trailer was on site, featuring burgers, hot dogs, and chicken sandwiches. York Source1 vendors and manufacturers rep-

resentatives were in attendance showing their new products and giving product demonstrations and some give-aways too. All tools were on sale during the celebration.

"It took a little while but we are super excited to be in the Miami market with a factory direct presence to partner with our contractors," said Anthony Pascucci, a regional general manager with Johnson Controls.

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

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



Ernesto Gonzalez, Leslie Tomasini, and Cesar Calderon of York Source 1



Tara Qualls of York Source 1 with Carlos Martinez of Rob Hamilton & Associates



George Wallace of York Source 1, Santiago Madrigal of Alberts Air Conditioning, Dave Schopp of Leone Green



Brandon Cox of Pro Cooling, Alberto Ventura of York Source 1, Jonathan Gutierrez, and Abner Morales of Pro Cooling



Gorman Rasmussen and Octavio Figueroa of York Source 1 with Rafael Perez of All Seasons Air Conditioning



Kevin Beatty of The McAllister Group with Shane Studer of York Source 1



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



Erik Johns of Honeywell with Hanser Castro, Anna Suarez, Angel Garcia, and Rodridgo Arriaga of Integrated Cooling Solutions



Raymond Demond of York Source 1 Parts, with Jorge Alvarez and Anna Suarez of Integrated Cooling Solutions



Johanne Bueno of J. Nichols & Associates with Alex Figueroa of Frosty Frog Air Conditioning



Everyone enjoyed Burgers, Chicken Sandwiches, Black Bean Veggie Burgers, and Hot Dogs served with HOME MADE fries and Cole Slaw!



George Wallace of York Source 1, William Lledo of Laco AC, Eric Bonde & Octavio Figueroa of York Source 1, William Lledo and Danny Abreu of Laco AC



Lazaro Kamel of Metropolitan Air, Cindy Cabeza of York Source 1, Ilena Rodriguez and Leonardo Vera of Metropolitan Air



Rigoberto Araes, Dinelines Lera, and Jallert Perez of Rapid Air Response



The York Source 1 Doral Grand Opening Team!

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Trade Talk:

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



The Process Of Staying In Business

Today, anyone can start a business. But staying in business requires a lot more effort. In the process of staying in business, it's important to remember the basics - and execute them as often as needed:

Often times, we run so fast that we forget the smaller details. Promptly returning emails and voice mails, adding that follow-up to the calendar after coming back from a sales call or following through when you tell someone you'll do something are all tiny steps in the grand scheme of things - but they're important ones. Try to come up with an accountability system for you and your team. This should help to keep everyone on-time and on-track.

In the process of staying in business, it's important to remember the basics.

A focus on business execution certainly includes selecting the right idea and developing a marketable solution, but it also requires selecting a viable target market, attracting customers, winning against competition and delivering a value proposition which is attractive to customers as well as the business. Most In my experience, there are several key elements to this discipline, which always include the following:

1. Staying customer-centric in all business actions: Every business requires countless tradeoffs in time, money and priority. It's easy to let your personal passions and interests fill in for objective customer data. With today's access to social media, interaction with customers is easy and must be used for technical,

financial and opportunity data.

2. Prioritizing activities weekly, and focus on the top three: People who try to do too many things only succeed in doing everything poorly. Even with a limited focus on the most important items don't allow the chaos of daily crises to break your discipline of completing and communicating the high-priority activities to the right people.

3. Managing cash flow daily -- into and out of the business: It's not unusual for technical Contractors to find finances difficult to understand, intimidating or a boring distraction. It does require a discipline of relentless focus. A business can be on budget but still run out of cash -- or worse yet -- profitable but broke.

4. Setting and communicating compelling targets for the team: Everyone must be actively engaged to grow a business, and the team won't have an engagement discipline if they don't know where they are going or don't have any targets to fight for. As well as setting targets, you have to keep score to prevent random high motion but no progress.

5. Selling is a job for everyone all the time: It may not be in their job descriptions, but everyone in your contracting business should be selling. The very first moment that you have contact with a customer, a perception is set. That perception is your reality -- and you only get one chance to make it a good one.

6. Defining leading and lagging measures on

progress: You can't manage and make rational decisions on things you don't measure. Structure and monitor leading measures first -- customer leads and actual costs, for example. Lagging measures come later, including volumes achieved, cost of customer acquisition and market penetration.

7. Insisting on and nurturing total team accountability: Getting things done effectively in your contracting business requires total individual and team accountability. You can't afford excuses and multiple people doing the same job. The best business leaders are role models of accountability with no excuses, not punishing mistakes, and rewarding results.

8. Keeping team members as well as customers motivated: An unhappy team can't create a satisfied and loyal customer base. Highly motivated and engaged teams create customers who work and feel like part of the team. Add sustainability and social responsibility initiatives, and you can double-team productivity and business growth.

Every contractor needs ideas and the focus on building a great solution. But these are not enough. The winners also bring key business disciplines to the execution which stretch even the best beyond their comfort zone. Don't expect the process to be a cakewalk, so make that part of the fun and the learning. Enjoy the journey as well as the destination.

Until next time,
Tommy Castellano

PBACCA presents...High-E-Fish-Sea XXVII



Palm Beach Air Conditioning Contractors Association will hold its 27th Annual fishing expedition on Saturday, June 9, 2018. The Tournament will be open to all anglers.

Cash prizes will be awarded for the three largest fish in any or all of the categories: Dolphin, Kingfish or Wahoo, one prize per boat. More prizes will be announced the day of the "Captain's Meeting" on

Thursday, June 7th, 2018. There will be an awards ceremony on Saturday afternoon immediately after the weigh in.

The Tournament will be held at Rivera Beach Marina, Newcomb Hall, 200 East 13th Street, Rivera Beach. Call Pam with any questions you have regarding the fishing tournament at 561-585-3880. Thank you!!!



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Refricenter Hosts Classic Series Mini-Split Training

Refricenter hosted a Classic Series Mini-Split Training Seminar at their Miami Headquarters from 8am-1pm. Aaron Zhu and KK Liu, who are factory technical trainers for Midea, conducted the seminar on Inverter technology.

KK Liu started with an overview of how the inverter system works including the inverter compressor. The training consisted of the installation

of indoor and outdoor units, checking and test running, and failure causes. The installation segment covered electrical, charging, piping and more.

Refricenter International has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies. Their 10 locations across South Florida are servicing areas stretching from The Florida Keys

through St. Lucie County.

Refricenter serves all South Florida HVACR contractors' needs with a full line of products and services, including several leading brands of A/C equipment like Bryant, Payne, Goodman, LG, and Climatmaster. Refricenter also has affiliate companies located in both Puerto Rico and the Dominican Republic.



Aaron Zhu and KK Liu of Midea, Christian Hernandez, Minotchka Zuloaga, Jose Armas, Frank Calvo, and Bruce Kaercher of Refricenter



Bruce Kaercher of Refricenter spoke about commercial equipment applications



Aaron Zhu and KK Liu of Midea discussed installation requirements on the Classic Series Mini-Split Systems



Christian Hernandez of Refricenter, Aaron Zhu and KK Liu of Midea, revealed some special product features of the Classic Mini-Split Series



KK Liu explained several of the electronic control functions



The system has leak detection, and will stop operation automatically to ensure safety once the refrigerant leakage is detected



The training included the proper HVAC tools to use to install the Classic Series mini-splits



A new mobile app available called Smart Diagnosis automatically tests 97 different functions



KK Liu explained how inverter AC runs low frequency with higher EER for most of time, greatly reducing energy consumption

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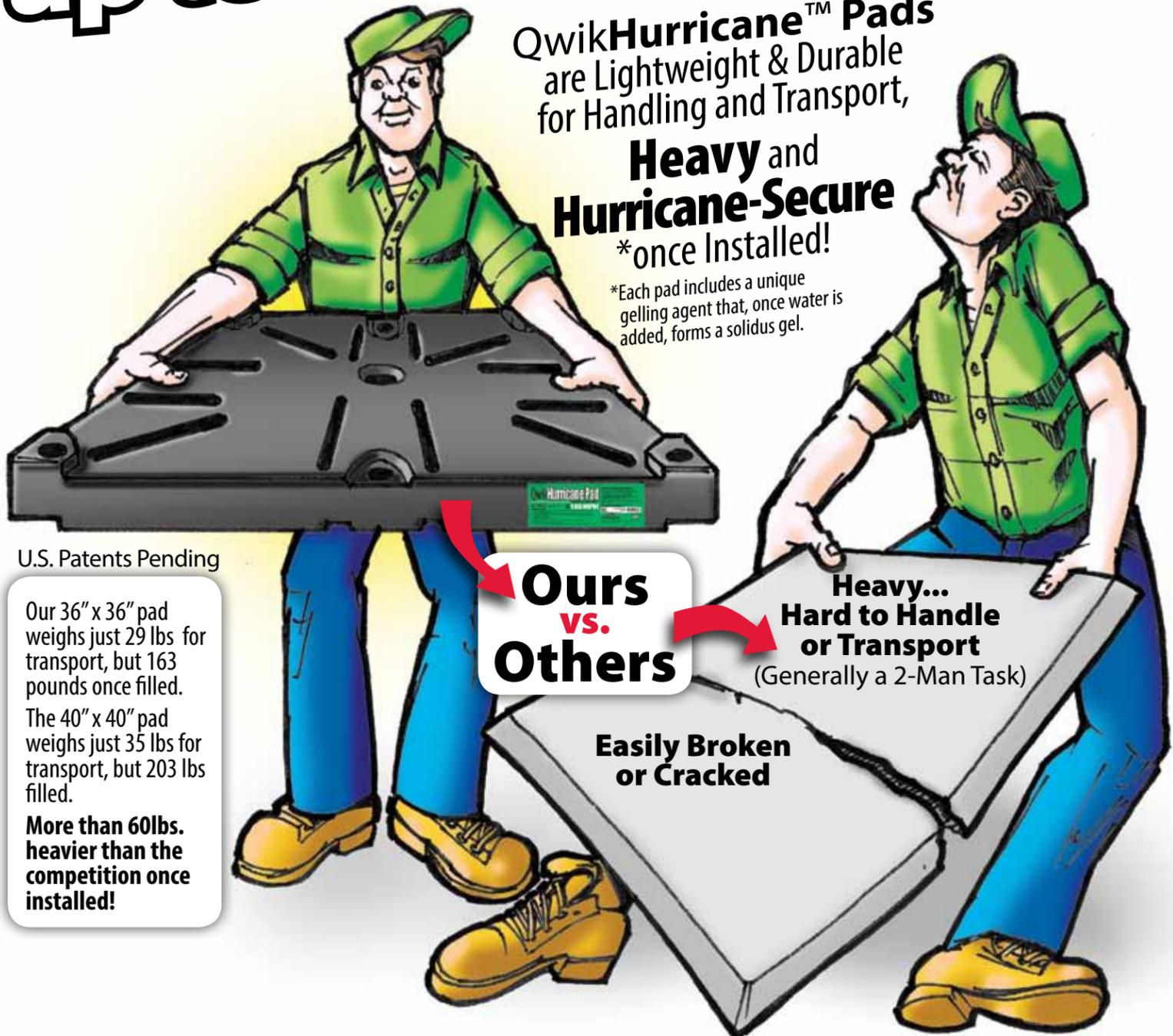
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Blacks Supply 28th Annual Bass Tournament - Hickory Point - Tavares, FL



Big Daddy Bass #1 Winner at 7.01lbs was Matt Gee and John Smith of Suter Air with a combined total of 8lbs11oz



Ron Johnson and Sydney Ropero of SAR Services won Big Daddy Bass #2 at 6.06lbs and 3rd Place Winner with a combined weight of 13.14lbs



Herb Tudor and John Linehan of Certified Air was the first boat in and caught four bass totaling 3.12lbs

Blacks Supply sponsored their 28th Annual Bass Tournament on May 5th at Hickory Point in Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was nice and sunny and the tournament was at full capacity making this a very competitive event. There were over 90 boats and 160 anglers. The limit per boat was five and each bass must exceed 12 inches.



Drew Smith and Andy Smith of ISS Mechanical caught four bass totaling 7.4lbs



Carlos Candelario of Munn's Air Conditioning with five bass and a 7lb8oz total catch

The weigh in was completed at 1PM, while Oakwood Smokehouse prepared a very tasty BBQ with all the fixins. Big Bass 1 at 7.01lbs Matt Gee-John Smith of Suter Air. Big Bass 2 at 6.06lbs Sydney Ropero-Ron Johnson of SAR Services. 1st Place: 18.15lbs Ronnie Davidson-David Kerce of Above All A/C. 2nd Place: 16.59lbs Shawn Speer-Jason Alexander of Munn's A/C. 3rd Place: 13.14lbs Sydney Ropero-Ron Johnson of SAR Services. Many great prizes were provided by Blacks Supply and their preferred vendors. Concord Equipment was a sponsor of the tournament.



Jacob McDonald and Jack Collins of Westbrook caught four bass with a total of 8lbs12oz



2nd Place Winner with a combined total of 16.59lbs was Shawn Speer and Jason Alexander of Munn's Air Conditioning



Jack Colbert and Garrett Colbert of Colberts Air Conditioning caught four bass totaling



Alberto Raya Sword Air Conditioning caught two beauties totaling 4lbs5oz



Marabel Marvin and Ken Cross of Ferran (retired) caught five bass totaling 11lb2oz



Ronnie Davidson and David Kerce of Above All Air Conditioning were 1st Place Winners with a combined weight of 18.15lbs



Matt Noris and Gary Hawkins of Harper Mechanical with a 12lbs11oz combined total



Robert Holiday and Vance Harbaugh of Holiday Heating & Air brought in four bass totaling 12lbs7oz



Brad and Courtney Jozsa of Air Control caught four bass at a 8lb total weight



Tom Denegre and John Ufland of Westbrook Air Conditioning caught four bass at 7lb1oz

Blacks Supply 28th Annual Bass Tournament - Hickory Point - Tavares, FL



The Blacks Supply Team: L to R- Ozzy Ayabarreno, Chris Foster, George Houck, Mutt Stroud, Steve Brown, Jason Black, Craig Syfert, Dan Madairy, Bruce Fortenberry, Kevin Bush, Richie Bates, Teia Harner, Sam Gray, Dave Drechsel, John Lovelace



George Utz and Bob Kohn of Kohn Construction had a 9lbs10oz combined total



Clayton Kendall and Frank Oliva of American Energy were 4th place winners with a combined total of 13.13lbs



Tony Zepeda and James Whitehead of Harpers Air Conditioning caught four bass totaling 5lb2oz



Everyone enjoyed the BBQ lunch and the great prizes that were awarded



Oakwood Smokehouse prepared a excellent BBQ with all the side dishes



Andrew Smith of Jacob's Air Conditioning won a four hour guided fly fishing tour at the Ritz Carlton



Bill Bauknight of Apple Air Conditioning won the LG 65" Flat Screen TV prize



Jason Black awarded the large cooler to Travis Cato of Energy Masters



Big Daddy Bass Winner at 7.01lbs was Matt Gee and John Smith of Suter Air



1st Place Winner with a combined weight of 18.15lbs was Ronnie Davidson and David Kerce Above All Air Conditioning



2nd Place Winner with a combined total of 16.59lbs was Shawn Speer and Jason Alexander of Munn's Air Conditioning



2nd Place Big Daddy Bass at 6.06lbs and 3rd Place Winner combined weight of 13.14lbs was Sydney Ropero and Ron Johnson of SAR Services



4th Place Winner with a combined total of 13.13lbs was Clayton Kendall and Frank Oliva of American Energy



5th Place Winner with a combined total of 13.06lbs was Jayson Haynes and John Baker of Roach Mechanical



Smallest Fish Award went to J.R. Haas and Mike Webb of E.C. Waters Air Conditioning

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Tropic Supply Events in May

Nu-Calgon and Robertshaw Demo Days



Jimmy Acevedo of Tropic Supply, Michael Rodarte of Ed Helms, Kyle Carter of Manley Air Conditioning, Raul Nediavilla of AC Police

Tropic Supply hosted Nu-Calgon and Robertshaw Demo Days around the state of Florida during May. The Nu-Calgon Demo Days consisted of live demonstrations of line-set flushes and the latest in IAQ technology. Tropic Supply customers received a FREE Nu-Calgon hat or knife with any Nu-Calgon purchase.

The Robertshaw Demo Days consisted of on-site demonstrations of the Paragon 8000 series auto voltage and the 9000 series universal defrost timers and the Ranco O series temperature and pressure controls.

For more information on future events, visit the Tropic Supply events calendar at www.tropicsupply.com/events.



Brad Cox of Nu-Calgon, Javier Gomez and Javier Najer of Garrison Mechanical



Jessica Organ of Robertshaw, German Rodriguez of Ed Helms, and Chris Coburn of AAA Modern Air



Bill Allgair of Just Air with Hector Cantoral of Tropic Supply



Juan Carlos Gonzal-Baca of Smart Air Systems with Jessica Organ of Robertshaw



Brad Cox of Nu-Calgon with Ray Mannion of Ray Mannion Air Conditioning



Jessica Organ of Robertshaw with Billy Anderson of Teak Refrigeration



Nu-Calgon Demo Day at Tropic Supply in Delray Beach



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SAEZ Distributors Hosts 20 SEER Armstrong Air Technical Training

May 17th, 2018

On May 17th, Saez Distributors hosted a 20SEER Armstrong Air Technical Training Seminar at their Broward location from 9-1pm and the following day in Marathon, FL. Bob Crosby, the technical trainer for Allied Air conducted the seminar. Bob started the training with an overview of the system features like the Comfort Sync Wi-Fi

Thermostat which is zoning compatible and also discussed the system components. The next segment of the training included the installation procedures covering electrical, piping, charging, and set-up.

Saez Distributors is a family owned company that has been a key player in the development of

the South Florida Market supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties. Saez currently has four conveniently locations in South Florida.

Saez Distributors has risen to become one of the leading distributors to Central and South America as well as the Caribbean.



Bob Crosby, Technical Trainer for Allied Air, and Gerson Padilla of Saez Distributors went over the 20SEER training seminar agenda



Bob Crosby of Allied Air went over superheat and subcooling as it relates to charging the system



Alert code definitions and descriptions are revealed from the Comfort Sync thermostat



The training discussed line set design considerations like copper sizing and length of run



Andy Saez and Jamie Bernat of Saez Distributors welcomed attendees



The humidity settings, system settings, and air flow were explained on the Comfort Sync thermostat



There was a hands on portion of the training where attendees could look inside the outdoor unit



Bob Crosby of Allied Air pointed out some design changes and components



Bob Crosby of Allied Air touched on the outdoor unit control

Florida Governor, Rick Scott, Returns to RGF Environmental Group, Inc.

Riviera Beach, Florida – The buzz surrounding RGF Environmental Group, Inc.’s (RGF) recent invitation and visit to the White House caught the attention of Florida Governor, Rick Scott. Scott is hot on the campaign trail as a candidate for US Senate and decided to return to RGF to connect with local workers and talk about his plans to “make Washington work”. Term limits and the elimination of many bureaucratic obstacles for business owners are among his priorities.

Governor Scott spoke to guests and RGF employees about tax cuts benefiting Florida businesses and how he intends to replicate what he has proven to work in our state when he gets to Washington. His platform “Let’s Get to Work” focuses on American

workers, the creation of jobs and the benefits that a sustainable quality of life affords American families.

RGF President and CEO, Ron Fink illustrated the direct effect of recent tax breaks on capital investments, pointing out a \$1MM laser cutting machine that was purchased in the last year. The business saw record growth in 2017 with a 38% increase over the prior year and is currently constructing an additional 3,000 square feet of office space to accommodate its growing staff.

RGF’s VP of Business Development, Tony Julian, elaborated on other benefits the company has seen due to Florida’s pro-business and pro-growth tax policies. “We’re investing in capital equipment

and acquiring new companies to complement our operations. Just this week we finalized an acquisition of a 45-year old company specializing in FDA 501K medical equipment and industrial air filtration systems. Later this year, we’ll be commissioning a new plastic extrusion line to make a component here that we previously outsourced. This is something that will substantially increase our competitive advantage in key commercial and industrial markets,” Tony told the crowd.

As guests and employees filtered out of the plant, heading back to their business of the day, the atmosphere was positive and optimistic. For RGF employees, Florida business owners and senatorial candidate Rick Scott, the future indeed looks bright!



Walter Ellis, Ron Fink, Governor Rick Scott, Sharon Rinehimer and Tony Julian



RGF President and CEO, Ron Fink illustrated the direct effect of recent tax breaks



Governor Rick Scott with Allison Larsson of RGF Environmental

New Connect Inject Products for Quick Installations



St. Louis, MO – Nu-Calgon has launched new injectable versions of A/C Re-New® and Rx-Acid Scavenger®, along with A/C Re-Start™, a totally new product released in fluid and Connect

Inject versions. All three Connect Inject products install quickly and easily using the recommended Connect Injector Tool.

A/C ReStart is a new polyol ester lubricant-based formulation designed specifically for R-22 retrofits. It eliminates oil change-out by boosting oil return. A/C ReStart also includes Rx-Acid Scavenger technology to address trace acids that may be present during retrofits. A/C ReStart is available in a Connect Inject version and a 4 fluid ounce can (which can be installed using the A/C Re-New Injector Tool).

A/C Re-New revitalizes and energizes air conditioning systems. It is OEM approved for preventing and aiding sticking valves. It also quiets noisy systems and lowers energy usage. A/C Re-New has been proven to aid in oil return/heat transfer with R-22 alternative refrigerants. It is now available in a new injectable package called A/C Re-New Connect Inject.

Rx-Acid Scavenger removes existing acid and prevents future acid in HVACR systems. It can be used for normal preventative maintenance or after compressor burnouts. Its new synthetic formula improves scavenging of acid byproducts. Rx-Acid Scavenger has been previously available in a pressurized or unpressurized container, but now it has a new Connect Inject package.

Nu-Calgon also offers an optional Injector Tool to be used with the Connect Inject products, which includes an isolation valve that allows an air purge.

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.

Meet Andy Saez, The Next Generation Of Saez Distributors

Andy Saez first experienced the wholesale distributor business around five or six years old. He started working in the warehouse in the mornings during the summers of middle school and high school. In the afternoon Andy liked to play baseball.

As Andy got older, his first experience was helping to develop the current website with the functionality of selling products.

He attended UCF and FIU and graduated with a BS in Information Technology which he uses today.

Andy Saez would like to leave a legacy. His Grandfather Justo, who passed away last year, spent time showing him business principles and his Father Jorge Saez continues to train and mentor him in all facets of the business.

Andy has an aspiration to grow and take Saez Distributors to the next level. He would like have more branches in strategic locations around Florida.

Andy likes the new technology that continues to develop and is available today in the industry. At the Saez corporate office, Andy wears many hats. He is presently the Allied Air brand manager, sales manager, and also manages the online store.

"I thank my Father Jorge Saez who has showed me and continues to develop a great work ethic in me and the business savvy that is needed to make progress in this industry" said Andy. "I will do my best to grow and support our customer base." You can

reach him by phone at 305-592-2330 or send Andy an email: asaez@saezdistributors.com



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Performance Pointers

by David Richardson



Save These Three Components from Restrictive Duct Systems

For HVAC equipment to have a long, trouble-free life, airflow must be within manufacturers' specifications during heating and cooling operation. When equipment is attached to undersized, restrictive duct systems, airflow often drops below acceptable levels.

This results in equipment life being drastically reduced, and an increase in problems with comfort, efficiency, and maintenance. In addition, restrictive duct systems are particularly harmful to three system components. Let's look at what these components are and how you can save them from an early demise with some simple diagnostic testing and repairs.

Component One: The Compressor

Compressors often suffer from restrictive duct systems and low airflow. In cooling mode, compressor failures increase due to refrigerant flood back and slugging. As airflow drops below an acceptable range across the indoor coil, the heat load on the coil starts to decrease. Less heat is transferred from less airflow.

This results in refrigerant boiling off much slower than the system needs it to. Liquid is then brought back to the compressor instead of vapor. You end up with oil washing off the compressor's internal mechanical parts. In extreme conditions this creates hydraulic action. Remember, a compressor is a vapor pump, not a liquid pump.

Most technicians will see clues of restrictive ducts and low airflow issues as they check superheat and subcooling. If you encounter low superheat and subcooling, remember to investigate the airside of the system. Don't assume it's a bad thermostatic expansion valve.

Component Two: The Heat Exchanger

Heat exchangers also suffer from restrictive ducts and low airflow. This condition forces a furnace to operate outside of manufacturer specifications and creates the potential for a serious risk to your customers.

When a furnace cannot remove the heat it's gener-

ating, heat exchanger surfaces get stressed. The overheating causes the metal to expand beyond its normal range and results in joint separation and breaches. Some heat exchanger types are prone to failure quicker than others.

Clues of restrictive ducts and low airflow in heating mode are temperature rises that exceed nameplate ratings, primary limit cycling, and cracked collector boxes. Don't assume the correct blower speed for a furnace is always low speed. In many cases, the heating blower speed tap needs to be the same as the cooling speed tap.

Component Three: Variable-Speed Motors

Restrictive ducts can also really hurt electronically commutated motors (ECM), often referred to as variable-speed motors. Originally marketed as a solution for undersized duct systems, these motors are susceptible to damage like a compressor or heat exchanger, except not from low airflow.

Variable-speed motors adjust to pressure changes in a duct system differently than a constant-speed motor. A variable-speed motor moves the airflow it's programmed for up to a certain limit. This ability comes at a price though – the motor works harder and consumes more energy to achieve airflow.

Technicians often encounter the results of this interaction as failed modules that have overheated or been damaged by condensate.

Another common complaint is an extremely noisy system.

Uncovering the Cause

Excessive static pressure can often be traced back as the cause of these failures. To uncover this system defect, you'll need to measure static pressure. Many of you who read my articles know I harp on this measurement because it's an important baseline test.

Start with a total external static pressure (TESP) measurement. If it exceeds the manufacturer's name-

plate rating, then you need to investigate further. TESP tells you that a problem exists, but it can't pinpoint it. You'll need to perform additional pressure testing to uncover any airside restrictions. These measurements can help you determine if the coil, filter, or duct system is the culprit.

Once you identify where the restriction is, you can take the appropriate actions. In some cases, it may be as simple as cleaning a coil or an air filter. In other instances, additional duct capacity will be needed to reduce total external static pressure and increase airflow.

Act Now

If you're tired of frequently responding to these components failing, now is the time to act. The next time you encounter a failed compressor, heat exchanger, or variable-speed motor, look beyond the equipment. Be sure to account for the duct system's impact or you might find yourself replacing the same component again. If you're interested in a free quick start guide for measuring static pressure, send me an email request and I'll be glad to get you started.

The sooner you start measuring static pressure, the better. Don't be surprised if more manufacturers start requiring you to measure static pressure in the future as they seek to reduce their warranty claims and associated costs. They want to save these components too.

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

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

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Accu-Air Attends Florida Buildings Engineering & Facility Maintenance Show in Tampa

Accu-Air (Bard Rep) attended the 11th Annual Florida Buildings Engineering & Facility Maintenance Show in Tampa on April 25th. Attendees met with industry professionals along with product & service providers who addressed important issues.

This annual show is always well attended with facility maintenance professionals that are responsible to keep their buildings and facilities running

smoothly and efficiently.

This was AccuAir's fourth year exhibiting at this show, "it's always rewarding and good business to meet with your customers especially at a show when they come to you", said Frank Suranyi of Accu-Air. "It's also a lot of fun to catch up on the latest information from the people with hands on responsibility."

This event serves the needs of all plant & facility engineering, plant management, and all buildings engineering & facility maintenance professionals from the West Florida & Central Florida regions.

The 2018 Educational Seminars were sponsored by AFE's Continuing Education Program which brought the latest information on products, technologies and services today.



(right) Frank Suranyi, Engineered Products Manager of AccuAir with show greeter at entrance



This show is always well attended with facility maintenance professionals that keep their buildings and facilities running smoothly and efficiently



Penny Anderson, Bard Sales Specialist at the AccuAir booth with customers

RectorSeal® Becomes Exclusive Distributor for Hot Block®, the Reusable Heat Absorption Putty



RectorSeal® LLC, a manufacturer and distributor of quality HVAC/R and plumbing products, is now the exclusive U.S. and Canadian distributor of Hot Block®, the reusable heat absorption

putty for the HVAC/R, plumbing and welding markets.

Hot Block is a pliable, formable putty-textured packing for protecting nearby HVAC/R and plumbing pipe, valves, components and surfaces from damaging heat conduction, transfer and sparks during jobsite brazing, soldering and welding for commercial refrigeration, air conditioning and plumbing systems. While many heat blocking putties are one-time use, Hot Block is reusable dozens of times, because its proprietary formulation is easily rejuvenated with a spritz of water before storing back into its 8-ounce (metric) plastic jar.

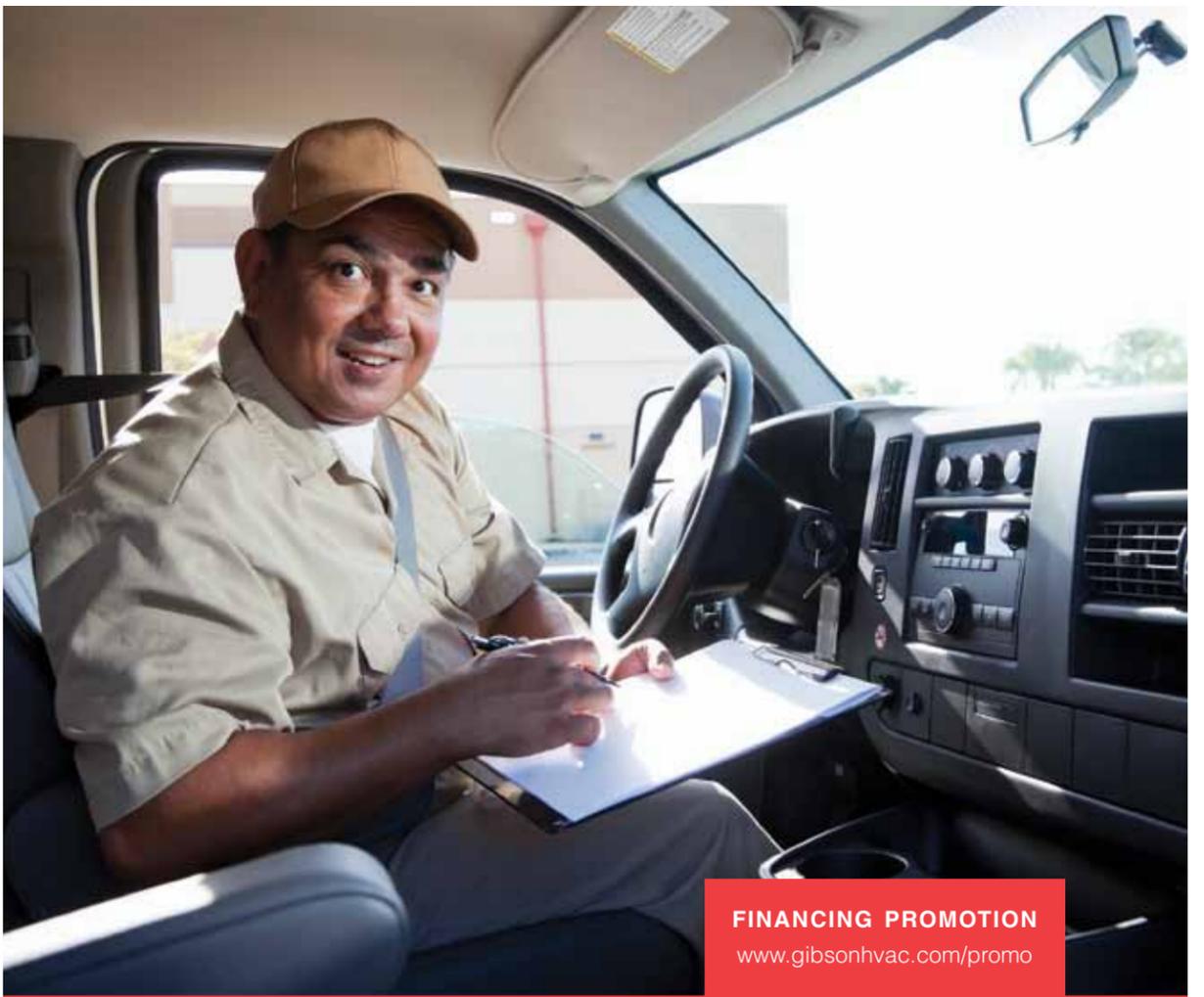
Hot Block separates surrounding areas from potentially conductive brazing/soldering temperatures of 850°F (454°C) and reduces them by up to 90 percent. It also doesn't degrade from welding temperatures of up to 3,000°F (1,649°C). Besides absorbing heat, Hot Block can also prevent nearby drywall or wood from igniting, existing fitting joints from unsoldering, or flange bolt/nut threads, valves and sensitive equipment from residual spark damage.

It is available in 8-ounce (0.2-liter) plastic jars from HVAC and plumbing wholesale distributors. The jar includes a four-color label with instructions.

Other Hot Block advantages are:

- Price is less than the cost to replace an expensive component left unprotected during a nearby brazing;
- Outperforms and is more convenient than the industry standard of wet rags;
- Protects copper, aluminum, steel and all other pipe and component materials;
- Can be used with all types of brazing, soldering and welding gasses;
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For more information please visit www.rectorseal.com or contact its customer and technical support departments at 800-231-3345.



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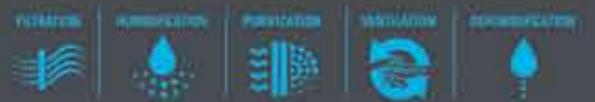
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Doral/Miami	305.594.1104	Naples	239.643.7387	Sarasota	941.355.9770
Ft Myers	239.332.0166	New Port Richey	727.817.0858	St. Augustine	904.824.9664
Ft Pierce	772.465.2233	North Miami	305.621.5758	Tallahassee	850.576.5155
Gainesville	352.377.2455	North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

Thank goodness for Goodman.



GOODMAN DISTRIBUTION, INC.

Goodman Distribution Relocation Celebration In West Palm Beach May 22nd, 2018



The new Goodman Distribution location in West Palm Beach is 1885 Old Okeechobee Rd. Now Bigger to Serve you Better!

On May 22nd, from 10am-2pm, the Goodman Distribution location in West Palm Beach hosted their relocation celebration.

Many local contractors attended this event consisting of a local food truck from Churrasco Grill, and a mini trade show with some select manufacturers and representatives showing their new products available from Goodman Distribution.

A tasty lunch of Chicken, Steak, and Sampler Platter were each cooked to order and satisfied many hungry contractors. At the conclusion of the celebration, many excellent prizes were awarded like coolers, and a 55" Flat Screen HDTV.



Angela Cappella, April Mimnaugh, Leron Abraham, Paul Rogers, Gail Pepe, Dayton Knox



Rick Farrow of Cain Sales, Adam Capalbo of Kyzar Air Conditioning, Eric Bristol of Goodman Distribution



Peyton Matthews of Fresh-Aire UV, Phil Six of Robert R. McGill Air Conditioning, Chuck Walsh of Fresh-Aire UV



Johanne Bueno of J. Nichols & Associates with Everton Johnson of Dignified Air Services



Everyone enjoyed the Chicken & Steak bowls, and the sampler platter by The Churrasco Grill Food Truck



Brad Carson of Target Sales, with Kevin Wentz of New Refrigerant Group



Dave Kennedy of Honeywell with Benny Garrison, Charles David, and Dennis Hancock of Premium Comfort Services



Sean Whalen of Whale'n Air, Gail Pepe of Goodman Distribution, and Justin Kotlarz of Whale'n Air



The food tent was everyone's favorite place! Great food, cool people and shelter from passing showers too!



John Noble of Goodman Distribution with Jeff and Tracy Hauger of AC Enforcement



Eduardo Parraga of EPB Cool with Dave Schopp of Leone Green



Jamie Englert of Goodman Distribution, Rory Ramcharan of Air Plus, and Kevin Pomeroy of Goodman Distribution



Everyone enjoyed taking a break from their busy schedules!



Fidel Martinez of Emerson with Ed Cannon of One Hour Air Conditioning



The Goodman Distribution West Palm Beach Team: Eric Bristol, Gary Missi, Kevin Pomeroy, Michael Hall, Rick Fisher, Ken Laycock, Gail Pepe, Victor Loyola, John Noble, Matt Heise, Jamie Englert

HOW MUCH OUTDOOR AIR THROUGH A DEHUMIDIFIER?

50 CFM of OA through a 70 ppd dehumidifier works.

article by
Andrew C. Ask, P.E.



The other day my UA colleague Nikki Krueger asked me if you can introduce 100% Outdoor Air through a dehumidifier. Brand AA says they can do that. I promptly answered her, well yeah, you can, uh sort of but not exactly...not sure if you should do that and...the Cav's really sucked in that NBA play-off game last night didn't they? No, I didn't know the answer but I do intend to find out. I'm told some guys in the backroom at UA might be working on a unit that can, but that's just talk. In the meantime, let me tell you how much OA (Outdoor Air) a dehumidifier can comfortably introduce.

The question was on Nikki's mind because she had just calculated that the air in a typical 1,800 SF home at 75 °F. / 50% rh holds 12-1/4 pounds of water vapor, about 10 pints of liquid water. I reminded her that air doesn't "hold" water. The water vapor is merely occupying the same space. People are so appreciative when I correct their science. Well, if there's only 10 pints of water vapor total in the house, why do we need a 70 ppd dehumidifier? Most of you already know the answer to that question—we have to remove moisture from outdoor air that becomes indoor air.

Outdoor air in my part of Florida has a humidity ratio² of 136 grains, making the amount of water in a cubic foot of air:

$136 \times 1.0 \times .075 \div 7,000 = .000146$ lb. H₂O vapor per lb. of Outside Air

Now that's an awkward number. The decimal point thingy has always given me a hard time. To get rid of it, let's talk about 50 CFM of OA and let's bring it in for 60 minutes every hour and 24 hours every day:

$.000146 \times 50 \text{ CFM} \times 60 \text{ minutes} \times 24 \text{ hours} = 104 \text{ lb H}_2\text{O vapor}$

We don't have to remove all that water. We only need to get it down to the same moisture content as

inside air, 66 grains, so we have to remove about half of that water, 50 lbs. per day from the 50 CFM. We don't calculate it that way but I'm tired of writing out long formulae that no one's going to remember.

A 70 ppd dehumidifier actually removes only about 50 lb/day (we've had "the talk" on that already, haven't we?) so we're good to go, right? Not so fast, you say. There are other sources of moisture such as people, pots, plants, and pets—the 4 P's. OK, Pee would be a fifth one but we normally don't remove urine with the dehumidifier. We think that amounts to 12 lbs/day for an average family, so 50 lb/day OA + 12 lb/day family = 62 lb/day. That's more than 50 lb isn't it?

70 ppd dehumidifiers normally circulate 150 CFM. When you mix 50 CFM of Florida OA with 100 CFM of 75 °F./ 50% indoor air, you get 150 CFM of 80 °F./ 60% air coming into the dehumidifier and now it will remove the 70 lb/day³, what it says in big letters on the side of the unit. Yes, I agree this part is very confusing. Better idea: ask the dehumidifier company to prove what I just said with data or graphs. Threaten to withhold the Purchase Order until they do. They know and they should tell you.

As most of you know, refrigeration cycles work best when everything around them stays the same all the time, not unlike old engineers from Iowa. Our OA can vary from 90 °F./70% rh down to 40 °F. and dry; too much of a swing for the equipment to handle. Mix 50 CFM of that air with 100 CFM of return air, and we dampen that swing from 65 °F./40% to 80 °F./60%; not so radical a change that the DH cannot adapt.

Notice that I slipped in a plug for 50 CFM of OA, about what 62.2-2010 requires. We are now writing our own code here in Florida. Let the people on the

Florida Building Commission and the Energy and Mechanical TAC's that mechanical ventilation is a good thing, but we don't want too much of it. I'm pretty sure Goldilocks had her OA damper set for 50 CFM.

So all I need in a house, in addition to a good air conditioning system, is a 70 ppd dehumidifier with a motorized damper and 6" dia. OAI duct bringing in 50 CFM.

Incidentally, if that funny guy from Georgia who has a PhD in physics and juggles writes in to complain, remind him that I'm mathematically challenged and write with a dull crayon.

Until next month then...stay tuned.

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

1. A lot of people insist upon calling it "Fresh" Air. We in the HVAC community quit using that term some time ago in favor of "Outdoor" Air. How long ago? ASHVE (predecessor to ASHRAE) started phasing it out in 1925. But marketing says people will pay more for Fresh Air. OK by me.

2. Humidity Ratio, H.R. = lbs. of moisture per lb. of dry air if you're a physicist, grains of moisture per lb. of dry air if you work in HVAC. The next time a wise guy like me tells you "the air has nothing to do" with humidity, ask him why he can't even talk about it without comparing it to the amount of air present?

3. A pint actually weighs 1.04 lbs. In everyday use, we use pint and pound of water interchangeably. Manual J even says you can. I've quit bothering to mention when I switch from one to the other. 4

4. The practice of placing obscure facts and humor in footnotes was invented by Dr. Joseph Lstiburek.

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SDS for Qwik System Flush® - Source: <https://www.qwik.com/products/qwik-system-flush/sds>

SECTION 3 - PRODUCT COMPOSITION INFORMATION		
COMPONENT	CAS #	AMOUNT
(E)-1,2-Dichloroethene	156-60-5	40-70%
Ethane, 1,1,1,2-tetrafluoro-	811-97-2	20-50%
Acid and Moisture Removing Additive*		5-10%
Inerting Additives*		2-10%

* TRADE SECRET - PATENT PENDING PROPRIETARY FORMULA. Specific chemical identities are withheld as a trade secret under the provisions of OSHA hazard communication standard 29 CFR 1910.1200.

- ▶ Both flushing products contain 40-70% (E)-1,2-Dichloroethene
- ▶ Both flushing products contain about 10-40% Ethane, 1,1,1,2-tetrafluoro-
- ▶ But only Qwik System Flush® includes 5-10% of a Patent-Pending Acid and Moisture removing additive, which explains why Qwik System Flush® removes so much more acid and water!

SDS for Rx11-flush® - Source: www.nucalgon.com

3. Composition/Information on Ingredients			
Mixture	Chemical name	Common name and synonyms	CAS number
	(E)-1,2-Dichloroethene		156-60-5
	Ethane, 1,1,1,2-tetrafluoro-		811-97-2
	Pentane, 1,1,1,2,2,3,4,5,5,5-decafluoro-		138495-42-8

#25548 Page: 1 of 9 Issue date: 29-January-2015 4300-08, 4300-09, 4300-10, 4300-11

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DEMO DAYS

Mon., June 11	T-02 North Ft. Lauderdale Resource Center	8:00 a.m. – 11:30 a.m.
Tues., June 12	T-14 Sarasota Resource Center	8:00 a.m. – 11:30 a.m.
Tues., June 12	T-21 Tallahassee Resource Center	8:00 a.m. – 11:30 a.m.
Wed., June 13	T-15 East Tampa Resource Center	8:00 a.m. – 11:30 a.m.
Wed., June 13	T-22 Ocala Resource Center	8:00 a.m. – 11:30 a.m.
Thurs., June 14	T-16 West Tampa Resource Center	8:00 a.m. – 11:30 a.m.
Thurs., June 14	T-19 Daytona Beach Resource Center	8:00 a.m. – 11:30 a.m.
Fri., June 15	T-17 Orlando Resource Center	8:00 a.m. – 11:30 a.m.
Fri., June 15	T-18 Jacksonville Resource Center	8:00 a.m. – 11:30 a.m.
Mon., June 18	T-01 North Miami Resource Center	8:00 a.m. – 11:30 a.m.
Tues., June 19	T-07 Mid Miami Resource Center	8:00 a.m. – 11:30 a.m.
Wed., June 20	T-20 Sunrise Resource Center	8:00 a.m. – 11:30 a.m.
Thurs., June 21	T-05 West Palm Beach Resource Center	8:00 a.m. – 11:30 a.m.
Fri., June 22	T-09 Delray Beach Resource Center	8:00 a.m. – 11:30 a.m.
Mon., June 25	T-04 South Ft. Lauderdale Resource Center	8:00 a.m. – 11:30 a.m.
Tues., June 26	T-06 Fort Pierce Resource Center	8:00 a.m. – 11:30 a.m.
Wed., June 27	T-03 South Miami Resource Center	8:00 a.m. – 11:30 a.m.
Thurs., June 28	T-11 Cape Coral Resource Center	8:00 a.m. – 11:30 a.m.
Fri., June 29	T-10 Naples Reasource Center	8:00 a.m. – 11:30 a.m.
Mon., July 2	T-08 Fort Myers Resource Center	8:00 a.m. – 11:30 a.m.
Tues., July 3	T-12 Port Charlotte Resource Center	8:00 a.m. – 11:30 a.m.
Tues., July 10	T-23 St. Petersburg Resource Center	8:00 a.m. – 11:30 a.m.

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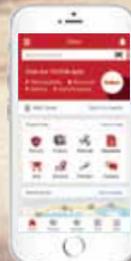


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Baker Distributing Hosts Open House In Pompano

April 26th, 2018

On Thursday April 26th, Baker Distributing hosted an Open house at their Broward location in Pompano Beach from 11am to 2pm.

A delicious BBQ lunch was served to hungry contractors who left very satisfied after eating tasty BBQ Pork, Chicken, Baked Beans, Mac & Cheese, Cole Slaw, and Cornbread too!

Many vendors were in attendance displaying and demonstrating their new products available at

Baker FCS. Along with the great food were some great drawings for door prizes.

Baker Distributing has over 200 locations in 22 states, each Baker Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry.

With a complete inventory of HVAC/R products and technical assistance, Baker Distributing Sales Centers can provide you with the products and in-

formation you need to make your job and you more efficient.

Baker Distributing offers customers a wide range of product lines, competitive pricing, superior customer service and valuable, timesaving services that position us as an industry leader. Baker Distributing has the experience to meet your company's heating, ventilation, air conditioning, refrigeration and food service requirements.



Eddie Sanchez, Chris Erickson, Maria Korbos, Wyatt Swartz and Eddie Rodrigues of Baker Distributing



Chris Erickson of Baker Distributing, Perry Kapa of Speedy Air Conditioning, John Barrett of Aspen Air Conditioning



Charlie Current of Smart Air Systems, Kaylee Quinn and Mike Lonis of Qwik-Products



The counter was busy with many product specials that were offered during the open house!



Paul Shea of Mueller, Tim Norteman of AMS, and Mike Makransky of Mueller



Kelly Stewart of Honeywell, Steve Masters of US Motors, Shaun Hand of Titan Air Conditioning



Rob Scher of Baker Distributing serving lunch to Jean Joachi of Airtonic Systems



Gil Ledoux of PED Associates with Junior Joseph of JJ Appliances



Rubeen Shell of Norcold Air Conditioning, TK Shelton and Chris Erickson of Baker Distributing, Jorge Marchant of Norcold Air Conditioning



Eddie Rodrigues of Baker Distributing, Rick Wielander of Preferred Air, and Ed Abreu of Baker Distributing



Bruce Wheatley of A&H Air Conditioning with Mark Love of Chemours



Duviel Sanchez of Baker Distributing, Carlos Rodriguez of Nike Air, Cory Wert of Baker Distributing, Julio Rodriguez and Dunaikis Roche of Nike Air



It was a great day for an open house! The weather was perfect!



Michael Sonnenberg of Premier Mechanical with Jim Grady of Baker Distributing



Joey Floyd, Wyatt Swartz, Rob Scher, Ed Abreu, and Al Lendino of Baker Distributing



2018 ASHRAE Miami Chapter Annual Golf Tournament

May 3rd, 2018

The 2018 ASHRAE Miami Chapter Annual Golf Tournament was held at the Miami Shores Country Club on May 3rd, 2018 with registration at 11:00 AM, and a shotgun start at 12:30 PM. Goodie Bags were presented to each golfer. Proceeds went to ASHRAE Research.

Miami ASHRAE Chapter members enjoyed an

afternoon of fun and festivities with industry peers and also celebrated an early Cinco de Mayo! On the course, a beverage cart was available throughout the entire tournament. Following the tournament was the awards dinner, presenting awards for 1st, 2nd and 3rd place finish, longest drive, and closest to the pin. Many great raffle prizes too!

Don't miss the next ASHRAE Miami Chapter Meeting on Tuesday, June 12th, at the 94th Aero Squadron Restaurant in Miami. It is our last technical presentation of ASHRAE Miami current year 2017 - 2018. The topic of our presentation is: Reducing Legionella Risk. Delta Cooling Towers, Inc. is sponsoring this technical presentation!



David Kogan and Luis Rinzivillo for Accu-Air (Bard)



Frank Jara, Bobby Wyatt, Kurt Lewis, and Tom Smith of Viega



David Diaz, Daniel Natera, Gilbert Solez, and Ivan Valez for Daikin Applied



Rafael Vicens, Julio Chioldes and Anselmo Gil for Cooling Power



Frank Clark Jr, Cary Glines, and Frank Garcia for George A. Israel, Jr, Inc.



First Place Winners with a 62: Ryan Ellison, Rick Ellison, Jack LeClair, and Steve Hutkowski for Diversified Fluid Controls



Jamie Klootwyk, Bill Herrera, Bill Fehl, and Brad Ruzycski for HVAC Armor



Christopher Russo, Leo Moya, and Luis Moya for HVAC Associates



Mike Montain, Fausto Frias, Chad Ferreira, Juan Gonzalez for JASCKO



Roger Coll, Cameron Clark, Emily Franco, and Mauricio Correa for Johnson Controls



Nelson Hernandez, and Robert King for JASCKO



Third Place Winners with a 63: Max Marrero, Danny Diaz, Chris Imparato, and Jorge Alvarez for Integrated Cooling Solutions



Second Place Winners with a 62: Jason DeCarlucci, Christian Pittenaro, Will Hidalgo, and Enrique Suarez Jr. for Lochinvar



Rick Gonzalez, Dave Elbers, Roberto Siewert, and Tedd Jaguszty for Modine Coatings



Jesus Wequamic, Daniel Marrero, Danny Cabrera, and Christian Guzman for Protec



Felix Mendez, Andres Molina, John Marinelo, and Chris Marinelo for Protec



Fred Aragon, Tony Arriaga, Gustavo Blazquez, and Danny Guisasola for Protec



Steve Peal, Richard Russo, Sterling Perkins, and Steve Lalchan for HVAC Associates

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880 SW 10th Ave
Pompano Beach, FL, 33069
Phone: 954-786-9090

West Palm Beach Branch
2611 Old Okeechobee Rd
West Palm Beach, FL, 33409
Phone: 561-683-6262

Davie Branch
12980 W State Rd 84
Davie, FL, 33325
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By Gerry Wagner, Vice President HVAC Technical Training
Tradewinds Climate Systems



WHY NO HIGH-SIDE SERVICE PORT ON A MINI SPLIT? This is one of the most common questions I get in my mini split training classes and one that the industry...and myself for that matter...hasn't done a great job answering. I'm going to attempt to change all that right now...

First, we have to review what some may think is elementary and rudimentary, but I feel strongly that I need to lay a basic foundation so I can eventually get to the bottom of this.

Let's take a look at what the expansion valve does to system pressure...

The expansion valve...in the case of a mini split, an Electronic Expansion Valve EEV, takes in high pressure liquid refrigerant and discharges low pressure liquid / vapor refrigerant.

OK...now let's see how this works in a “standard” refrigeration system where the expansion valve is located in the fan coil unit / evaporator.

In this case, the system has a clearly defined high & low side which can be accessed at the TWO service ports (suction & liquid), of the outdoor unit. Because the expansion valve is in the fan coil / evaporator located INSIDE the home, the suction service port will

display low pressure and the liquid service port will display high pressure. This is why standard outdoor units have TWO service ports.

The mini split however, places the expansion valve in the outdoor unit and that changes EVERYTHING!

It shifts the low pressure / high pressure border to WITHIN the outdoor unit. The high pressure side is now ONLY represented by the internal piping between the compressor discharge and the expansion valve inlet.

You know what this means don't you?

Now, what has commonly been known as the suction (low pressure gas), valve and the liquid, (high pressure liquid), are now BOTH low pressure gas. Even if the mini split had a second service port on what is commonly called the liquid, it would display essentially the SAME pressure as the suction service port because it is located downstream of the expansion valve outlet.. which as described earlier...takes in high pressure liquid and discharges low pressure liquid / vapor.

I had a gentleman in one of my recent classes say to me, “look, the compressor still has suction and discharge so there has to be a high side.”

He is right...the problem however is that the high

side discharge tubing coming off the compressor is internal to the outdoor unit and only about a foot or two in length between the discharge of the compressor and the inlet of the expansion valve (of course the condenser is between the two).

Remember, the connection on the outdoor unit for the liquid, (although it's not liquid), is downstream of the expansion valve outlet...so its LOW pressure gas / liquid!

I have seen a mini split outdoor unit that did provide a Schrader valve on the high side piping internal to the outdoor unit's cabinet...only accessed by removing an outer cabinet panel.

I consider this a novelty at best...

If you want to see the high side pressure on a mini split it's really easy to do...simply place the system in the HEAT mode...COME ON!

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

HARDI Distributors Report 6.4 Percent Revenue Increase in April

COLUMBUS, Ohio, June 1, 2018– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 6.4 percent in April 2018. The average annualized growth for the 12 months through April 2018 is 6.6 percent.

“This April was a strange month. The regional sales performance ranged from a slight decline to a gain of more than 20%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Several of our regions were comparing unusually cool weather this

year against unusually warm weather in the prior year. The region with the extraordinary gain experienced record warmth this year against a cool prior year.”

“It looks like a good economic environment for HARDI members,” said HARDI Senior Economist Connor Lokar. “US Industrial Production during the 12 months through April is up 2.6% compared to one year ago. Growth during the most recent three months topped 4.0% compared to the same three months through April a year ago. This is the first time quarterly growth has topped 4.0% in seven years!”

“The Days Sales Outstanding (DSO), a measure of

how quickly customers pay their bills, is near 49 days,” said Loftus. “This is slightly faster than April 2015 or April 2016. This improving trend is consistent with the recent monthly DSO performance.”

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.

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SFACA May Program Meeting

"A/C Internet Sales: The Amazon Effect"

The SFACA May Program Meeting was held on May 2nd at 6 p.m. at the Sheraton Suites in Plantation. The program topic was A/C Internet Sales: The Amazon Effect. The new trend for millennial consumers is to Google what they need and purchase it on Amazon bypassing the knowledge of trained experts. And yes, it includes the HVAC industry. There are many websites selling A/C units direct to consumers, leaving

you (the licensed contractor) to install sometimes inappropriate equipment and feeling like day laborers.

The SFACA June Program Meeting will be held on June 6th at 6:00 p.m. at the Sheraton Suites in Plantation. The topic is "Meet Your New Competition: FPL Energy Services." Did you know that FPL Energy Services has now gone into the HVAC contracting business? They recently purchased Jupiter-Tequesta

Air Conditioning, Plumbing and Electrical which was rebranded as an FPL Energy Services Company. Can they do this legally? What does it mean for your business? Will they be expanding by purchasing other companies? Are they recruiting your techs? What is your association prepared to do to ensure they are "fair" competition? Get the answers to your questions in the upcoming SFACA meeting.



William and Sasha Taylor of Enterprise Leasing with Marcello Capote and Chuck Del Vecchio of Tropic Supply



Albert Barcia of Carrier Enterprise, Oscar Callaja of Engineered Air, Ken Laycock of Goodman Distribution



Scott Behanna and Jacques Leoteud of Gemaire, Gorman Rasmussen and George Wallace of York Source 1



John Noble of Goodman Distribution, Norm Sayre of Mechanical Air, Danny Figueroa of Wholesale Group



Rafael and Tatiana Perez of PRT Cool Service with Ozzie Sanchez of York Source 1



Gregg and Matthew D'Atille of Art Plumbing, AC & Electric with Mark Worrell of State Energy



Bill and Joanne Pinna of Master Mechanical Services



Jim Schaefer of SFACA discusses the upcoming Life Safety Equipment Install workshop



Oscar Calleja introduces the internet sales panel: Jacques Leoteud of Gemaire, Jim Janka of Carrier Enterprise, and Scott Behanna of Gemaire

DiversiTech® Names Tom Wooldridge General Manager of Morris Products



Tom Wooldridge

ATLANTA, May 24, 2018 – DiversiTech Corp., a leading manufacturer of installation, repair, and maintenance materials, components and supplies for the HVAC and electrical markets, announced today the appointment of Tom Wooldridge

as general manager of the company's Morris Products business unit.

Wooldridge will be responsible for both strategic and operational leadership and will build on Morris's strong legacy of customer service to drive growth and innovation. Jeff Schwartz, founder of Morris Products, will work with Wooldridge during a transitional period. Among other duties, Wooldridge will oversee sales, product management, marketing, operations and supply chain activities.

Wooldridge comes to DiversiTech with more than 10 years of domestic and global leadership experience. He most recently served as product line manager of LED Lighting at Eaton's Crouse-Hinds Division where he led an expansion of the product line and growth in sales. Prior to that, he served as global sourcing coordi-

inator/director with Gorbel Inc., where among other achievements he instituted 5s and Lean principles to improve operational efficiencies. Wooldridge began his career working in marketing and sourcing functions for various companies in China.

"Tom is an outstanding collaborator and cross-functional leader with a global perspective and a strong track record in the electrical and lighting categories," said Andy Bergdoll, CEO of DiversiTech. "We are excited to have Tom join the DiversiTech leadership team and look forward to working with him and the Morris organization to expand this important business unit. On behalf of the entire DiversiTech team I would also like to thank Jeff Schwartz and recognize his vision and leadership that built Morris into the company it is today."

Commented Wooldridge: "I am thrilled to join DiversiTech and am eager to start working with the Morris team to expand our product and services offering and to leverage the capabilities and resources of DiversiTech to provide even more value to our electrical wholesale customers."

DiversiTech acquired Morris Products in 2016 as a platform to better focus and service the electrical wholesale market and to expand its line of electrical and lighting products for its HVAC wholesaler customers. The Morris product line consists of more than 8,000 items spanning 30 product categories that are available with one-day shipping.

Wooldridge holds a bachelor's degree from Illi-

nois Wesleyan University, a master's degree in Mandarin and Chinese Economy from the University of Cambridge and a M.B.A. from the University of Rochester. He will be based out of the Morris offices in Queensbury, N.Y.

Founded in 1971, DiversiTech® Corporation is North America's largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga., metropolitan area, DiversiTech's mission for its wholesaler partners is to simplify their work. The Company is focused on growth through internal product development, external partnerships and acquisition. Manufacturing a suite of products, which includes a wide range of mechanical, electrical, chemical and structural parts for HVACR systems, DiversiTech brings unparalleled scaling capabilities and supplier expertise. The Company holds numerous patents and operates an advanced R&D materials division dedicated to bringing more value to its customers. The Company maintains over 1 million square feet of manufacturing and distribution space in key U.S., Canadian and European locations. DiversiTech has enjoyed a continued history of successful growth and has acquired industry recognized brand names including Wagner® Manufacturing, Specialty Chemical, EcoPad®, The Black Pad®, Quick-Sling® and Super Seal™. More information is available at www.diversitech.com.

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Improving HVACR Education

Although HVAC Excellence's 2018 National HVAC Educators and Trainers Conference concluded only a few short weeks ago, preparations for their 2019 conference are already well underway. Whether you have participated in the event in past years, or are deliberating about making 2019 the start of a new annual tradition, you have options regarding how you and/or your organization helps to mold the future of HVAC education.

One exciting option is to become a presenter at the conference. HVAC Excellence is always seeking energetic and dedicated subject matter experts and industry leaders who wish to share their knowledge and expertise on a wide variety of topics with conference attendees. Interested parties should visit www.escogroup.org and complete and submit the call for presenter form (located on the conference page), no later than July 31, 2018.

Another option, which allows your organization to showcase its technologies to HVAC instructors in a

live, high-energy atmosphere, is to become an exhibitor at the conference. Although most of the exhibit booths for the 2019 conference are already booked, companies interested can still take advantage of the opportunity to reach out to a large number of HVACR instructors in one location. Since exhibitor space is limited, be sure to act soon to avoid being shut out.

The National HVACR Educators and Trainers Conference helps HVACR instructors improve their understanding of the physics and theories needed for teaching, incorporate emerging technologies into the classroom, gain the knowledge to improve student outcomes, learn about new educational delivery methodologies, understand regulatory changes, and network with peers to discuss approaches for incorporating these technologies, methods and concepts into their own programs back home. Learn more about how your organization can make a difference in HVACR education at <https://www.escogroup.org/hvac/nhetc/>.

Contractor Affiliates Show Up In Force At The International Roundtable

(LEWISVILLE, Texas) – May 7, 2018 Service Roundtable, an organization dedicated to helping HVAC, Plumbing, and Electrical contractors grow their businesses, hosted its 10th annual International Roundtable this last April in New Orleans. The affiliate executive directors in the program attended the conference to meet with Service Roundtable and network with fellow association members.

"This was my first time attending a conferences held by Service Roundtable, and am so glad I did. I was immensely impressed with the captivating speakers, unforgettable parties, and amazing presentations," said Bill Kite, Executive Director of Mechanical-Electrical-Plumbing Contractors of Oklahoma. "By partnering with Service Roundtable, our members are able to get incredible support through marketing and business tools as well as attend the International Roundtable as an associate member."

"We can't thank our affiliate executives enough for the amount of success our Service Roundtable Affiliate program has brought both us, and our associations," said Matt Michel, President of Service

Roundtable. "Our partnerships with contracting associations allow our organization to support an entire group that may have not heard of our services otherwise."

We in turn provide a free associate membership to every member of the affiliate which delivers a bounty of industry leading mentors, marketing material, and even a new flow of income from the rewards program."



education from some of the top minds in the industry. It has grown and improved every year and our partner affiliates are a big reason for that continued success," said David Heimer, SR. Vice President of Service Roundtable. "We are aggressively looking to add more affiliates to our program. It's a win-win. Their members get free support and we get to add incredible people to our ever-growing community of contractors."

The International Roundtable is a Service Nation members' only event and offers education and information on the latest trends in the industry. "This event was created to thank our members and give them additional training and

Fujitsu Launches Infinite Comfort Pro App



Fujitsu General America introduces its new Infinite Comfort Pro app, designed to help HVAC professionals easily find information about Fujitsu General Halcyon mini-split and Airstage J-Series systems. This free app allows contractors and distributors to view Fujitsu General's product offering and sort by SEER, BTU, and more. Under the Projects tab, a contractor can create a matched single or multi-zone system. For Halcyon multi-zone systems, the app checks allowable combinations in real time, eliminating the concern of mismatching indoor and outdoor units. The app also features a built-in lineset length function.

After selecting the units needed based on user inputs, the Infinite Comfort Pro app also provides product details, and allows the user to save system information to a job profile. Information can then be quickly and simply emailed to the user or others involved in the project.

The app is available for Apple or Android devices, and is free to download. For more information on the Fujitsu Infinite Comfort Pro app, please visit www.fujitsugeneral.com

Another Fine Job By A-Artic AC Systems and Goodman Distribution

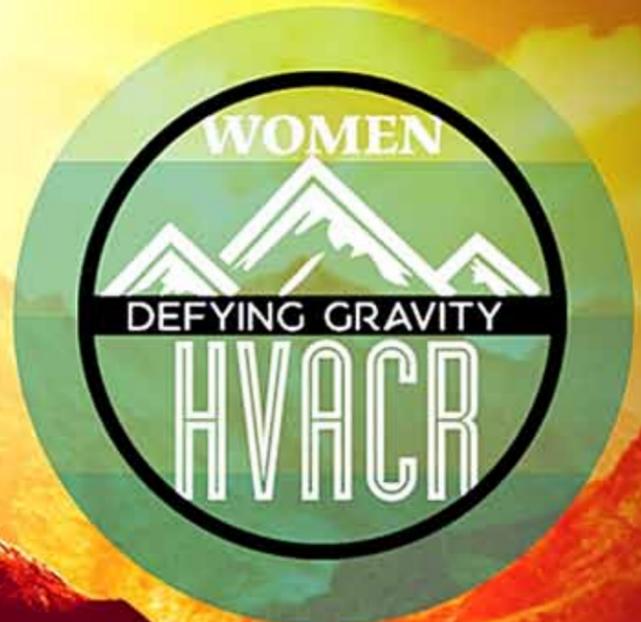
On Friday, June 1st, Goodman Distribution delivered over 400 condensing units to Luma Apartments in Miramar. A-Artic Air Conditioning Systems is the local HVAC contractor who was awarded the project. With the help of a local crane service, A-Artic and Goodman sent the condensing units to the rooftop pallet by pallet till the task was completed.



Women In HVACR 15th Annual Conference

Sept. 19-21st
Denver, CO

2018



www.WomenInHVACR.org

Newest Air-Conditioning Unit From YORK® Gives Contractors More Home Comfort Options

MILWAUKEE – (May 9, 2018) – The newest addition to the YORK® Affinity™ Series from Johnson Controls – the two-stage, 19 SEER YXT Air Conditioner – provides efficient, high-performance comfort for a variety of applications, allowing contractors to meet a wide range of homeowner needs.

The two-stage YXT Air Conditioner, which can be sold as a complete Affinity residential system or as a premium upgrade to an existing system, provides contractors and homeowners flexible options by matching it with either a variable-speed air handler or a standard ECM air handler. In addition, units can be installed with a conventional two-stage thermostat or the communicating Wi-Fi®-enabled Affinity™ Hx™ Touchscreen Thermostat, which allows remote monitoring and diagnostics using the Hx™ Pro App.

“By adding a two-stage, 19 SEER unit, we offer a truly comprehensive package of energy-efficient solutions to help contractors meet every homeowner’s need and budget,” said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. “The YXT has been designed to provide premium, energy-efficient comfort, resulting in lower energy costs for homeowners.”

Features of the Affinity YXT air-conditioning unit include:

- Meets rigorous energy efficiency performance levels set by the U.S. Environmental Protection Agency
- Two-stage compressor for quiet and efficient operation
- 19 SEER system saves up to 47 percent on energy use compared to older 10 SEER units
- Matched systems include furnaces, coils and air handlers, all of which are optimized to work together, maximizing comfort and overall performance



- Features a swing-open electrical box that provides full corner access to the inside of the unit for easy maintenance, installation and service
- Advanced QuietDrive™ Sound Reduction system includes swept-wing fan, high-efficiency ECM fan motor, sound enclosure and composite base for quiet, efficient air circulation

To increase efficiency and save homeowners money on their utility bills, the new system offers auto configuration and auto system updates via Wi-Fi® when installed as a communicating system. In addition, products are rated in accordance with AHRI Standard 210/240 and 340/360 at AHRI conditions and meet relevant ASHRAE 90.1, ENERGY STAR® and EPA2005 standards.

Designed, manufactured and assembled in the United States, system components are backed by the manufacturing expertise of Fortune 100 parent company Johnson Controls, an unmatched one-year labor limited warranty, and 10-year compressor and 10-year parts limited warranties available with online registration. For easy access to cleaning, the unit features a two-piece extruded louver coil guard to provide enhanced coil protection. In addition, the unit features an automotive-grade powder coat finish, rated at 1,000 hours of salt spray, to ensure that the unit will withstand the elements and remain in good condition. To learn more about YORK®, visit www.YORK.com.

YORK® products from Johnson Controls include energy-efficient, residential central air conditioners, heat pumps, furnaces and accessories, and innovative light-commercial, packaged heating and cooling systems marketed through a national distribution network and delivered to home- and building-owners through qualified YORK heating and cooling contractors. For more information about YORK, visit www.york.com or follow us on YouTube and @YorkHVAC on Twitter.

Ritchie Hires Director Of Operations



Chris Klope

BLOOMINGTON, MN (May 29, 2018) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC&R professionals and manufacturer of YELLOW JACKET® products, announces today the hiring of Chris Klope as director of operations. He assumed his new role on May 8th.

In his new role, Mr. Klope will be responsible for overseeing the daily fulfillment and distribution operations across the company’s two Bloomington, MN manufacturing facilities.

“Chris comes to us with a broad history of impactful leadership performance in the manufacturing industry, with strong skills in operations, sales, marketing, distribution, product development and ERP/ MRP systems,” said Tom Ritchie, President. “We welcome him to our organization and as a member of our leadership team and look forward to working with him as we continue to grow and develop our order fulfillment and distribution operations.”

Mr. Klope brings to the organization more than 20 years of executive manufacturing operations experience, including leadership roles at successful manufacturing and industrial distribution companies. In all positions, he was a driving force behind countless highly successful change and improvement initiatives that delivered exceptional results while strengthening revenue, profit and market leadership. Chris earned an MBA from Washington University’s Olin Business School.

“I believe that an organization’s people are its greatest asset,” said Klope. “I am excited to instill a corporate culture that empowers staff to reach their highest potential through collaboration, integrity, engagement, performance metrics and accountability.” For more information, please call (952) 943-1333 or visit our Web site at www.yellowjacket.com.

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SFACA 2018 Annual Golf Tournament at Parkland Golf & Country Club May 23, 2018



The carts were lined up and ready to go. Over 94 golfers entered the tournament

This year's golf tournament was on Wednesday, May 23, 2018 at The Parkland Golf & Country Club. The 7118-yard course was in tip top condition. More than 94 golfers participated in the tournament. RGF Environmental was the Title Sponsor for the tournament.

Registration began at 11:30AM with a Shotgun start at 1PM. The weather was warm and sunny. Beverages were available on the course thanks to the sponsors RGF, Tropic Supply, and York Source1. Weston Automotive was the Hole in One Sponsor and Fresh-Aire UV was the Cart Sponsor. After the tournament, a gourmet buffet was sponsored by Carrier Enterprises and Goodman Distribution. Many great prizes, raffle, and awards followed after dinner.



The Golf Pro at Parkland Country Club gave the golfers some rules and instructions



Doug Lindstrom, Mike Lloyd, Greg Snowden, and Scott Lee for Lindstrom AC



Jeff Lindstrom, Craig Sanscrainte, Jamie Kaufman, and Billy Organ for Lindstrom AC



John Brescia, Fred Perfetto, John Micallef, and Paul Talley for Cousins AC



Ryan Murphy, Robin Broderick, and Bill Breecher for RGF Environmental Group



David Beckey, Steve Tilbrook, Randy Besosa, and Derek Hart for Seacoast Bank



Richard Petrocine, Jeff Allard, Dave Hutchinson, and Dave Elbers for Trane Supply



Rubén Alvarez, Omar Zamora, Alfredo Alvarez, and Alfredo Andrial for Brown and Brown of Florida



Dustin Dorward, Robert Allen, Kalib Guettler, and Sean Wahl for RGF Environmental Group



Gene Pridemore, Tyler Kock, Jared Williams, and Al Siefert for Frank Furman Insurance



Kelly Dexter, Mike Dexter, and Mark Zarzeczny for Air Quality Control



Tim Tighton, Dave Braden, and Bill Obrien for Fresh-Aire UV



Eric Barnett, Marcelo Capote, Santiago Madrigal, and Bob Harris for Tropic Supply



Scott Miller, Greg Chassey, Dennis Duff, and Cliff Boady for Carrier Enterprise



Joe Sous, Paul Wasserman, Paul Reisel, and Steve Singer for WPLG Miami



Jim Pickard, Rick Urdanetta, John Noble, and Jamie Englet for Goodman Distribution



SFACA 2018 Annual Golf Tournament - Parkland Golf & Country Club - May 23, 2018

SFACA Golf Tournament Winners Circle



2nd Place Team with 59: John Brescia, Fred Perfetto, John Micallef, and Paul Talley for Cousins AC



1st Place Team with 55: Dustin Dorward, Robert Allen, Kalib Guettler, and Sean Wahl for RGF Environmental



Dave Settle, Steve Gaddy, Ray Messier, and Ken Laycock for Goodman Distribution



Shon Lees, Tim Hill, Ivan Borodiak, and Rob Stephens for Hillbilly Brand



Ramon Delgado and Pierre Poirier for Johnstone Supply Ware Group



Neil Arteaga, Jose Armas, and Jose Hernandez for Refricenter



Wally Foreman, Adam Sapp, Christian Westhorpe, and Jim Velez for Goodman Distribution



Ed Abreu, Chris Erickson, Erico Sampaio, and Ricky Miranda for Baker Distributing



Gary Giancarli, Steve Ruud, Tim Aman, and Troy Botts for Carrier Enterprise



Albert Barcia, Mike Bianco, Steve Simms, and Jim Janka for Carrier Enterprise



Eric Bonde, Jim Schaefer, and Dave Sansone, for York Source 1 stopping by the Hillbilly booth



The buffet prepared by the Parkland Country Club Chef was really delicious!



Golfers select prizes they wish to apply their raffle tickets to have a better chance of winning



Great Golf, Great Food, Great Friends! Another Successful Golf Tournament by SFACA



RGF Environmental Group was the SFACA Golf Tournament Sponsor



Scott Miller was the winner of the Yeti cooler raffle prize



Dave Settle of Best Air Conditioning won the large flat screen TV

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 828,513 units in March 2018, up 6.1 percent from 780,712 units shipped in March 2017. U.S. shipments of air conditioners increased 2 percent, to 528,041 units, up from 517,518 units shipped in March 2017. U.S. shipments of air-source heat pumps increased 14.2 percent, to 300,472 units, up from 263,194 units shipped in March 2017.

Year-to-date combined shipments increased 6.7 percent, to 1,827,120, up from 1,711,938 units shipped in March 2017. Year-to-date shipments of central air conditioners increased 1.9 percent, to 1,102,420 units, up from 1,081,918 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 15 percent, to 724,700, up from 630,020 units shipped during the same period in 2017.

Bosch Community Fund And Carrier Award Grants For Local Stem Education And Career Development

FORT LAUDERDALE, Fla. – May 1 -- The Bosch Community Fund and Carrier recently awarded nearly \$50,000 in grants to nonprofit organizations in the Fort Lauderdale, Florida, area. The grants were awarded on behalf of FHP Manufacturing, a joint venture between Robert Bosch LLC and Carrier Corporation.

The four grants fund educational programs that encourage student engagement in science, technology, engineering and math (STEM) through hands-on activities. By investing in STEM curricula, materials and teacher training, the Bosch Community Fund and Carrier strive to positively impact local students.

“Hands-on experience is a great way to get young people engaged in STEM,” said Scott Langston, general manager of the FHP manufacturing facility.

“We’re proud to support local organizations’ efforts to create opportunities that drive interest in STEM careers.” Pam Hoppel, senior director, Product Marketing, Carrier Residential, echoed that sentiment.

“We are excited and honored to work with Bosch to support the development of STEM skills in Florida’s youth,” she said. “We are actively supporting organizations focused on strengthening communities where we operate, and this opportunity with Bosch is a wonderful reminder of our responsibility to promote and cultivate the skills critical to these students and to our industry.”

The grants support initiatives that build STEM awareness through 3D printing and robotics, as well as programs that promote the exploration of STEM careers. The Bosch Community Fund and Carrier

awarded grants to the following organizations:

- Florida Atlantic University Foundation’s Engineering Scholars Program

- Miami Dade College Foundation’s Enhanced Robotics Summer Camp

- Boys & Girls Clubs of Broward County’s Nan Knox 3D Printing

- Jim & Jan Moran Boys & Girls Club’s Harold Reitman 3D Printing Program

The Boys & Girls Clubs of Broward County are using the grants to provide 3D design and 3D printing lessons for at-risk youth in the Fort Lauderdale area.

“It has been the goal of the Boys & Girls Clubs of Broward County to help every young person who walks through our doors graduate from high school, plan for their future, develop good character and citizenship, and engage in activities that promote a healthy lifestyle,” said Brian Quail, president and CEO, Boys & Girls Clubs of Broward County. “Funding from the Bosch Community Fund and Carrier provides the resources to implement a 3D printing program to increase youths’ exposure to skills and applications in STEM. The program greatly enhances members’ Club experiences and provides opportunities to learn new disciplines.”

The Bosch Community Fund provides grants in U.S. communities where Bosch has locations. Since 2013, the Bosch Community Fund has awarded \$234,909 to nonprofit organizations in the Fort Lauderdale area. Annually, the Bosch Community Fund awards up to \$5 million in grants to organizations invited to participate in the program.

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Carrier Enterprise Hosts Open House In West Palm Beach

May 2nd, 2018

Carrier Enterprise hosted a open house at their West Palm location on May 2nd from 11am to 2 pm. What a great time it was to stop by, meet the staff and take a little break from a busy day.

Bobby Rubino's prepared a tasty BBQ lunch including Ribs, Chicken, Burgers, Dogs Baked Beans, and Potato Salad, and cake too!

Several manufacturers representatives attended the open house giving product demonstrations and

displaying all of their latest products available at Carrier Enterprise. Carrier Enterprise representatives were assisting their customers with numerous product specials!

Carrier Enterprise Florida is your one stop location for the best equipment brands, aftermarket parts and supplies and HVAC expertise in the industry. They are part of the largest HVAC Distribution network in North America and are the largest

in Florida. With 31 locations and more on the way, they are where you need them. Carrier products also include Bryant, Payne, and Top Tech.

Their strong HVAC equipment manufacturing partnerships, efficient distribution system, cutting-edge technology, and loyal customer base all intertwine to make them the global leader in HVAC equipment, parts, and supplies. Carrier Enterprise is the trusted HVAC parts distributor!



Anjanette Ferreira of Carrier Enterprise, Rob Cullen of Ygrene, John Petty and Tom Griswold of Carrier Enterprise



Brad Carson of Target Sales, Dave Sansone of Sansone AC, Dan Moody of Target Sales



Alex Venavides of WPB Housing Authority, Vincent McNeal, Henry Florian, and Junior Lopez of Wright Brothers Air Conditioning



Bobby Rubino's prepared a tasty BBQ lunch including Ribs, Chicken, Burgers, Dogs Baked Beans, and Potato Salad



Lindsey Wachtel of Carrier Enterprise, Jonathan Halpert of Halpert's Air, Tiffany Kerrigan of Carrier Enterprise



Nick Nickolson of Heartland Air Conditioning with Andy Taylor of Act Agents / Ron McLaughlin and Associates



Amante Tesalona of Palm Beach County with Johanne Bueno of J. Nichols & Associates



Jim Janka and Clifford Mann of Carrier Enterprise, Cliff Griffith of Mechanical AC, Cody Herring of Carrier Enterprise



The Carrier Enterprise Open House in West Palm Beach had a great turnout



Doug Duclos and Brian Schendera of John C. Cassidy Air Conditioning



Greg Chassey of Carrier Enterprise, Gil Ledoux of PED Associates, and Kavin Ward of Carrier Enterprise



Robert Faby of Carrier Enterprise with Troy Fletch of CMI Air Conditioning



Clifford Mann of Carrier Enterprise with Holly Gabriel and Donald Obryon of Preferred Air Conditioning



Everyone enjoyed the Ribs prepared by Bobby Rubino's



Carlos Bolivia of Johns Manville, John Parks of John C. Cassidy Air Conditioning, and Jim Janka of Carrier Enterprise

LG Energy-Efficient Air Conditioning Technology At Heart Of Tarrant County College HVAC Program Lab

Ft. Worth, TX – Air conditioning technologies leader LG Electronics together with Tarrant County College announced the grand opening of the first Variable Refrigerant Technology (VRF) lab on the campus of Tarrant County College, located in the greater Ft. Worth, TX area.

The LG-sponsored VRF lab – located in the Center of Excellence for Energy Technology– will serve as the key training facility for the college's fast-growing HVAC program. It will help provide the school's building technology students along with local HVAC contractors access to an array of training courses to encourage hands-on experience and continuing education with LG's flagship VRF technology. LG's super-efficient VRF technology and home comfort solutions are making major inroads in the United States, where demand continues to grow for high-performance HVAC technology. LG air conditioning technologies are designed to minimize efficiency losses found in conventional HVAC systems as well as provide sustainable energy savings and low lifecycle costs.

"Our support for the new Tarrant County College VRF lab underscores LG's commitment to training and investing in the future of the industry – in this case educating students and current HVAC contractors alike on the benefits of the ultra-efficient VRF technology," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. "This cutting-edge tech lab will provide a brand new and unique experience to enable these individuals to install and service VRF systems for an array of projects – from residential to commercial."

Tarrant County College's Department Chair for Building Technology Chris Noonan thanked LG and other project partners for making the newest addition to its HVAC program a success. "The new LG VRF lab showcases the highest level of state-of-the-art air conditioning technology, and we can't wait for our HVAC students to get a closer look and hands-on experience."

As the technology provider for the lab, LG outfitted the space with a number of air conditioning products, including LG's ultra-efficient single-phase 5-ton Multi VTM S heat recovery system, giving students and contractors the opportunity to sharpen their technical skills by interacting with functioning equipment. In addition to the classroom and hands-on learning experiences for the college, LG's distributor AC Supply Co. holds frequent trainings for their contractor network at the academy.

LG is a leading player in the global air conditioning market, manufacturing both commercial and residential air conditioners and providing total sustainability and building management solutions. From consumer and individual units to industrial and specialized air conditioning systems, LG provides a wide range of products for heating, ventilating and air conditioning. The company has previously outfitted Tarrant County College HVAC labs with other residential and light commercial systems, including one-to-one system and a Multi F outdoor unit with several indoor units.

For more information on the complete portfolio of LG's air conditioning technologies visit lghvac.com. The LG Electronics USA Air Conditioning Technologies business is based in Alpharetta, Ga. LG is a leading player in the global air conditioning market, manufacturing both commercial and residential air conditioners and providing total sustainability and building management solutions. From consumer and individual units to industrial and specialized air conditioning systems, LG provides a wide range of products for heating, ventilating and air conditioning. The company's industry-leading variable refrigerant flow (VRF) technology minimizes efficiency losses, provides sustainable energy savings and offers some of the lowest life cycle cost of any system on the market today.



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Jobsite Lockboxes Deter Construction Tool Theft At the Point of Greatest Vulnerability



Vault-like jobsite lockboxes, such as those by LEC Products, a fabrication company, protect construction tools from theft not only during the week, but also on weekends when unattended sites are at the greatest risk of burglary.

These lockboxes use heavy-gauge sheet steel and reinforcements for box floors and sides, and 14- and 16-gauge sheet metal for walls, doors, lids, and shelving.

Hot-rolled steel is more malleable than cold-rolled and allows for more complex bends without weakening the steel when making box components.

A better design includes a key slot in the back. After looping the chain around the pole, both ends of the chain are passed through the slot and secured

from the inside. This eliminates an exposed padlock, often the weakest link. Several boxes can be ganged together as well.

Removing the center trunnion in cabinet style boxes also allows easy removal and replacement of longer items, so workers will not leave them lying around. For greater security, on a three-point latching mechanism such as the one LEC Products uses, a hook secures doors together, while vertical rods pass through the top and bottom rails.

The system also utilizes a thick steel plate cover to protect the padlock from torches or bolt cutters while still permitting easy use of the key.

For greater safety during transport, instead of casters bolted onto the box, LEC Products' casters are bolted onto steel plates, which are then slid into receivers built into the feet of the job box. This allows the boxes to be transported to the site safely, directly contacting the trailer bed surface. Once on site, the casters are quickly slid into place.

Rheem® Improves Mobile Support With Latest Release Of The Rheem And RUUD Apps

ATLANTA, May 8, 2018 --- Rheem is releasing new and improved versions of its 2016 Rheem and Ruud apps. Optimized for more intuitive navigation, faster product search, and instant access to unit-specific information, the apps will be available for download on the Apple App Store and on Google Play this month.

Developed for Android and iOS tablets and mobile phones, the latest Rheem and Ruud apps offer a more dynamic experience for contractors who need quick, convenient access to product information and real-time support on the job or in the office. The redesigned product browser features visual, icon-based navigation to help contractors and plumbers quickly get information on equipment. A new barcode and QR code scanner provides quick access to product features, specs and technical information, as well as warranty status and certificates.

Importantly, the app is a robust service tool, giving contractors real-time access to fault diagnostic guides, installation and service manuals, sizing tools, product cross-reference, as well as to product support and troubleshooting videos.

Users can also opt-in to notifications from Rheem

and receive real-time announcements on product launches and updates, app tutorials, training opportunities, and more. Fully integrated with the curriculum at Rheem's new Innovation Learning Centers, contractors can view and register for classes directly in the app.

"We gathered feedback from hundreds of contractors, plumbers and service techs to help us better understand how they use the app in the field and on the job, and to learn what new features are important to them so we could make the apps easier to use and the most relevant tools are right at their fingertips," said Craig Jones, mobile apps development manager, Rheem. "Each new feature was carefully designed and tested to help contractors speed up service visits and prevent repeat visits, reduce install times, and to improve the sales process for both contractors and homeowners."

For more information about Rheem and Ruud mobile apps, visit www.rheem.com/mobile or www.ruud.com/mobile. Founded in 1925, Rheem is the only manufacturer in the world that produces heating, cooling, water heating, pool/spa heating and commercial refrigeration products.

Kigali Amendment Economic Impact Study Released

Washington, DC (May 3, 2018): Today, the Alliance for Responsible Atmospheric Policy (The Alliance) and The Air-Conditioning, Heating, and Refrigeration Institute (AHRI), released their comprehensive study: Economic Impact of Kigali Ratification & Implementation, supporting the ratification of the Kigali Amendment to the Montreal Protocol which calls for a phase down in the production and consumption of hydrofluorocarbons (HFCs) worldwide.

The Kigali Amendment gives American companies an advantage in technology, manufacturing, and investment which will lead to job creation. The economic analysis indicates that U.S. implementation of the Kigali Amendment is good for American jobs. It will both strengthen America's exports and weaken the market for imported products, while enabling U.S. technology to continue its world leadership role.

According to the study:

- The Kigali amendment is projected to increase U.S. manufacturing jobs by 33,000 by 2027, increase exports by \$5 billion, reduce imports by nearly \$7 billion, and improve the HVACR balance of trade.

- With Kigali, U.S. exports will outperform, increasing U.S. share of global market from 7.2% to 9.0%.

- Fluorocarbon-based manufacturing industries in the U.S. directly employ 589,000 Americans, with an industry-wide payroll of more than \$39 billion per year. The fluorocarbon industry in the U.S. indirectly supports 494,000 American jobs with a \$36 billion annual payroll.

- According to the analysis, the U.S. fluorocarbon using and producing industries contribute more than \$205 billion annually in direct goods and services and provide employment to more than 2.5 million individuals and overall economic activity of \$620 billion to the U.S. economy.

"U.S. ratification of the Kigali Amendment is good for American jobs, good for the economy, and crucial for maintaining U.S. leadership across the globe, said John Hurst, Chairman of The Alliance, and Vice President of Lennox International. He added, "Over thirty countries have ratified the amendment. America cannot afford to be on the sideline. America must continue to lead."

The HVACR industry historically has been the global leader, building on a strong domestic base and expanding the use of new technology around the world. The changes driven by the Montreal Protocol have strengthened and expanded that U.S. leadership. Ratification of Kigali is crucial to continuing that pattern and maintaining U.S. leadership. Without Kigali ratification, growth opportunities will be lost, along with the jobs to support that growth; the trade deficit will grow, and the U.S. share of global export markets will decline.

"This study illustrates in a very concrete way the fact that U.S. ratification of the Kigali Amendment is good for American jobs, good for the economy, and crucial for maintaining U.S. leadership across the globe," said AHRI President & CEO Stephen Yurek. "It will help American companies capture a large portion of the projected \$1 trillion global market for the next generation of innovative, energy efficient products and equipment."

Both Republicans and Democrats recognize the benefits of global refrigerant policies outlined in Kigali Amendment, and have for more than 30 years. Five U.S. presidents from both parties have supported the policies outlined in the Montreal Protocol, first negotiated during the Reagan Administration in 1987, which has helped keep the U.S. a global leader in HVACR technologies.

As Hurricane Relief Funds Roll In, Goodman Extends Homeowner Relief Program

HOUSTON, May 8, 2018 – With more hurricane relief funds being now awarded to states hit by Hurricane Harvey and Irma, Goodman Manufacturing is extending a special program that has been delivering considerable, verified discounts to flood-ravaged homeowners on Goodman brand heating and air conditioning systems.

The U.S. Department of Housing and Urban Development (HUD) recently awarded \$5 billion to Texas for flooding relief. On the heels of that announcement, Goodman has extended "Operation Returning Comfort" through June 30, 2018 – providing emergency pricing discounts to help Texas and Florida homeowners rebuild in the wake of last year's devastating hurricanes. Months after storms ravaged Florida and Texas, thousands of homeowners are still contending with flooded homes and large, unplanned rebuilding expenses.

"Operation Returning Comfort" began offering special relief discounts in September 2017 immediately after the hurricanes. To help homeowners facing financial challenges to rebuild, the program passes along direct savings on heating, ventilation and air conditioning (HVAC) equipment via participating local, independent Goodman dealers.

As national disaster recovery funds begin rolling in, extending "Operation Returning Comfort" can help Goodman's independent dealers provide more relief to homeowners in need, explains Jeff Underwood, vice president of marketing for Goodman. Flood affected homeowners can contact their local, participating Goodman HVAC dealer for full details on Operation Returning Comfort discounts. To find an independent Goodman dealer, visit www.goodmanmfg.com/support/find-a-dealer.

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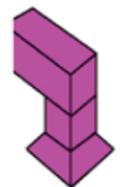
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