

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



FEFPA 2018 Summer Conference at the Boca Raton Resort & Club (see page 16)



SFACA July Program Meeting - FDOT Rules of the Road for Contractors (see pages B8)



Tropic Supply Events for July (see page 15)



Blacks Supply Hosts Nu-Calgon Open Houses (see page B10)

Today's A/C & Refrigeration News Celebrates 30 Years of Serving the HVAC/R Industry



Jeff Schlichenmeyer
Publisher

Thirty two years ago Nick Willocks left the HVACR wholesale industry and had no plans for the future. He had helped Mary Redmond, a publisher from Texas, launch a trade paper named AC Today. He continued to help Mary getting AC Today established in Florida. "It was a great time for business", said Nick Willocks. "The business community was ready to go to the next level." When the business took off in Texas, Redmond had little time to devote to the Florida newspaper. She employed Nick Willocks to do the contact work and selling, while she funneled the news into the paper. Soon it was evident that the Florida publication needed its own direction. The industry news coming out of Texas was not what the HVACR industry in Florida wanted to read. Nick bought AC Today from Redmond and changed the name to Today's AC News.

Willocks had served on multiple boards of associations all over the Southeast, and the HVACR industry continued to flourish making it a natural for Nick to develop the newspaper into an integral part of the industry. In addition to the HVAC industry, Today's AC News soon was serving the Refrigeration industry with a paper named Today's Refrigeration

News. Willocks served on the board of directors for the RSES Southeastern Region.

Soon the Indoor Air Quality industry was flexing its muscles in attempt to break out and establish its own identity. Nick Willocks decided that the IAQ industry should belong to the AC Contractor community and established the Indoor Air Quality Association.

Fast forward to 2011, when Nick was looking forward to the next phase of his life, which included spending more time with his wife Mary Ann at their home in the North Carolina mountains.

Nick approached me in 2011 with the possibility of taking over the publication. That was a big offer for me to consider, because my background was focused on wholesale distribution. I had some graphic experience and knew some of the people in the industry, so I said yes, and we decided to try it for a couple of years under his guidance. I have never looked back. I have been in the HVAC/R industry since 1992, and have enjoyed working with many great people and making several new friends.

My wife and I purchased Today's AC & Refrigeration News from Nick and Mary Ann Willocks in 2013. It has been very rewarding for us to be a part of something that impacts the HVAC/R industry.

We are very thankful and will continue with hard work and dedication, to develop and grow Today's AC. We appreciate and celebrate our industry advertisers, manufacturers, distributors, schools, associations and readers for the past 30 years of support!

Mueller Industries, Inc. Acquires ATCO Rubber Products

MEMPHIS, Tenn.--(BUSINESS WIRE)--Jul. 2, 2018-- Mueller Industries, Inc. (NYSE: MLI) announced today that it has acquired ATCO Rubber Products, Inc. (ATCO) for approximately \$162.8 million. ATCO is an industry leader in the manufacturing and distribution of insulated HVAC flexible duct systems and will support the Company's strategy to grow its Climate Products businesses to become a more valuable resource to its HVAC customers.

ATCO had revenues of approximately \$166 million with 800 employees in its fiscal year ending December 31, 2017. The acquired business will be reported in Mueller's Climate segment.

Mueller Industries, Inc. is an industrial manufacturer that specializes in copper and copper alloy manufacturing, while also producing goods made from aluminum, steel, and plastics. It is headquartered in Memphis, Tennessee and is comprised of a network of operations in the United States, Canada,

Mexico, Great Britain, South Korea, and China. Its products include tubing, fittings, valves, vessels, and related items for plumbing and HVACR related piping systems, as well as rod, forgings, extrusions, and various components for OEM applications. Products are distributed into sectors such as building construction, appliance, defense, energy, and automotive.

Statements in this release that are not strictly historical may be "forward-looking" statements, which involve risks and uncertainties. These include economic and currency conditions, continued availability of raw materials and energy, market demand, pricing, competitive and technological factors, and the availability of financing, among others, as set forth in the Company's SEC filings.

The Company has no obligation to publicly update or revise any forward-looking statements to reflect events after the date of this report.

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The 7 Dumbest Summer Service Mistakes

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

I am exposing the seven dumbest service mistakes I've seen so far this summer. Now that they are in the open, I know that you won't make them.

Avoiding these seven mistakes will help you be more cash flow positive AND profitable:

1. Technicians come to the office in the morning instead of going to their first call from their homes.

You are scrambling to take care of as many customers as you can. What if each technician could do one extra call per day? This is possible when technicians leave from their homes rather than come to the office and then go to their first call.

This extra call per day averages at least \$350 additional revenue per day (or \$7,000 per month). More important, you can take care of one more customer's needs and potentially enroll one more maintenance plan.

The only time technicians should come to the shop is for meetings. And, at the end of the meeting they should know where they are going and be on their way in five minutes. A parts runner (you can afford one, especially in the summer) should pick up service tickets (if you are commercial and bill), checks, and deliver parts needed to restock the truck.

2. Not leaving the second call of the day open.

Dispatchers have enough stress when it's busy. Something usually happens overnight and almost always on weekends. By keeping the second call of the day open, these emergencies can be dropped in without having to rearrange an entire day's schedule.

The emergency customer can easily be placed in the second call. All you need to say to that customer is, "Mrs. Customer, our first call of the day is already booked. As soon as the technician is finished with that call he will be headed to your home/office."

3. Not raising your service rates by at least \$25 per hour.

This is the time of year to raise rates. People are less price resistant because they are hot and want to be comfortable in their homes again. For a 30 minute repair, that is an extra \$12.50 in revenue that drops to the bottom line. Your customers won't notice it. Your bottom line will.

4. Technicians don't write everything down (or record everything in their tablets).

Technicians know they are busy and have enough calls each day to stretch into overtime. Many fear that if they do a thorough diagnostic of the homeowner's system and record everything, the homeowner will want everything repaired that day. This might take hours and they feel they are too busy to handle a really long call.

If the technicians don't talk to the customer about everything, they are doing the customer a disservice. If they cannot make all of the repairs, they should be honest with the customer and schedule a return trip with dispatch to make the remaining repairs. Obviously the needed repair will be made that day and there won't be a service charge for the return trip.

If the customer does not approve all of the repairs, the suggested repairs go into a tickler file, either on paper or electronically. The dispatcher contacts the customer when work slows down to schedule the needed repairs. Most of the time the customer is appreciative and schedules the work.

Repair denials happen frequently at the end of the summer season. The customer wants to wait to repair their cooling system next spring. Make sure you put these repairs in your tickler file for next spring.

5. Fixing the symptom rather than the disease.

This is a corollary for #4. If the technician rushes he is likely to discover a problem. However, it may not be the root of the problem. Even though technicians are busy, they should always make the time to do a thorough diagnosis. Otherwise, many more warranty calls, that the company cannot afford, could occur.

6. Not enrolling maintenance customers.

Many times the technicians won't talk to customers about maintenance when it is busy due to the fear that they will have to perform the maintenance when they could be handling COD calls. Enroll the customers now. Do the maintenance at your convenience in slower times of the year. If the system needs to be cleaned, the cleaning is performed at regular rates less the discount. Or, if you have maintenance techs, the maintenance technician comes back to perform the maintenance.

7. Not billing.

Residential contractors have no excuses. All work should be COD.

A sad, real story: A commercial contractor is three months behind in billing because he doesn't have time to bill. A customer gets an invoice for work

that was done in 90 days ago. The customer doesn't remember what happened and he thinks, "They waited 90 days to bill me. Payment is not important to them. They can wait 90 days to get paid."

Even though you are busy, you still need to bill within 2 days. Otherwise the pain of heat is forgotten and they may forget how valuable your services are.

Avoid these seven mistakes to increase your service productivity and profitability this summer.

If you are a contractor looking to profitably grow your business, please visit our website at HVAC-Channel.tv We have the programs you need to increase sales, profits, and a growing, loyal customer base.

Check out the overviews and free programs on building your residential and commercial maintenance agreements, pricing and financials, service, dispatch, and more. Look at the manuals that are available in our store. Find the answers you need to grow profitably.

And, if you have a question, call me at 770-729-0258 or, send me an email (ruthking@hvacchannel.tv). My team and I are here to help you build a stronger business.



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LG Air Conditioning Technologies Enhances Customer Experience And Information

ALPHARETTA, Ga., July 26, 2018 – Air conditioning technologies innovator LG Electronics is reinforcing its commitment to current and prospective customers with the launch of the redesigned lghvac.com, as an all-encompassing resource for LG's advanced HVAC systems and technologies. The upgraded website offers quick and easy access to essential information for LG's award-winning solutions for commercial, light commercial and residential applications.

The site upgrades, which feature both extensive content and navigation enhancements, provide a superior user experience and enhance the company's already well-established position as a leading player in the HVAC industry. With a streamlined, intuitive design that works on a range of devices – like smartphones, tablets, laptops and more – lghvac.com makes content accessible at the click of a button. The new website now houses valuable information for commercial, commercial light and residential applications, in a single, centralized site for seamless navigation.

“Our redesigned lghvac.com website is another example of how LG is responding to customer feedback,” said Lorie Quillin-Bell, director of marketing, Air Conditioning Technologies, LG Electronics USA. “The goal of the redesigned site is to streamline how our partners and potential customers reach the information they need in an intuitive way through simple navigation, robust search and content aligned to the applications and verticals our solutions serve.”

With this redesign the current customer portal, myLG HVAC, has also been greatly enhanced with a new functionality, giving customers a centralized and dedicated location to find everything they need. Not only is myLG HVAC easy to navigate and search, customers can find useful documentation including submittals and product literature before the login. lghvac.com will be updated on a regular basis with news of product launches, business activity, customer queries, events, and company announcements.

For more information on LG's complete portfolio of air conditioning systems, visit lghvac.com.

The Barn At Cottonwood Ranch: A Premium Spiral Duct Installation

The drive to Callahan, FL from Jacksonville is about a 45-minute drive through old Florida farm towns, on pretty back-roads with beautiful live



oaks. It's the kind of drive that gives you an opportunity to reflect because you are not on the highway, stuck in bumper-to-bumper traffic. On this particular ride-along, Mark Lawson of Baker Distributing in Jacksonville, and myself, Joanne Hunt of the Metal Shop, had an opportunity to reflect

on the thing that makes the relationship between an AC Contractor, a Wholesaler, and a Manufacturer excellent. We concluded that in this industry the defining characteristic is the ability to listen to Customers' needs and then solve their problems. The project that we partnered together on, along with Joel Fouraker of Fouraker Mechanical Heat and AC, to install the system at The Barn at Cottonwood Ranch, was a perfect example of coming together to solve problems.

Joel Fouraker faced a number of challenges when he took on the wedding barn project. The first was that there were no plans for the building! Because the barn was being built for agritourism, it was not subject to the same building code standards that fall under FBC 2017. Thus, Joel was tasked with the responsibility of calculating just how much air the barn needed, and how to deliver it. But there



were even more challenges that Mr. Fouraker had to solve: there was no three-phase electric service to power the system and no walls. The barn was being built where three-phase electrical service simply wasn't an option, and the size of the barn was going to need twenty tons of heating and cooling capacity. Additionally, the barn was also being built with timber lumber in traditional barn style. That meant that all the duct work was going to be visible, which meant Joel had to design a duct system that would not only be functional but also add to the interior beauty of the wedding barn. That's when the partnership between Fouraker, Baker and The Metal Shop began.

Joel decided to design a high-end duct system that would reflect the look of vintage aluminum barrels—the kind that you find on an old Florida farm. He chose LINX™ Industries. LINX™ Industries manufactures and distributes HVAC products, including ductwork and related products. Their products are notable for their high quality and ease of assembly. The Metal Shop is a master distributor of Gustafson duct systems, a subsidiary of LINX™. Working together with Baker Distributing, the



Metal Shop was able to help materialize Mr. Fouraker's vision. The result is an awe-inspiring duct installation that creates a comfortable environment in a truly beautiful setting.

To learn more about LINX™ duct systems, contact The Metal Shop at 1-888-441-2492 or email customerservice@metal-

shop.org and we will help you get started on your next job.

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Thank goodness for Goodman.

Elite Software Is Now A Preferred Partner Of The Service Roundtable Organization



Elite Software is pleased to announce that it has been selected to be a Preferred Partner of the Service Roundtable organization. Elite Software, founded in 1980, is the developer of numerous windows and online HVAC programs for such applications as ACCA Manual J, D, and S calculations, operating cost calculations along with pipe, duct, and wire sizing.

The Service Roundtable is a revolutionary organization founded by a collaboration of leading contractors to share information and help other contractors improve their sales, marketing, operations and profit-

ability. It has over 3,300 high performance contracting company members linked with over 100 Preferred Partner vendors spread across the HVAC, plumbing and electrical industries in the US, Canada and Australia.

Contractor members are provided with a variety of business tools, such as direct mail letters, brochures, sales literature, training materials, pricing spreadsheets and more.

This combination of high performance contractors and preferred partners such as Elite Software provides maximum growth and profit opportunities for all those involved.

For more information see www.elitesoft.com and www.serviceroundtable.com

Stephanie Joyce Promoted To Parts & Supplies Account Manager for Source 1 Central/North Florida



Stephanie Joyce

York Source 1 is excited to announce that one of their great, existing store team members, Stephanie Joyce has been promoted to parts & supplies account manager for Central/North Florida since June 1st.

"As we continue our Florida expansion, the growth of our parts & supplies business will become a vital part of our overall business,"

said Anthony Pascucci, UPG Factory Direct Regional Director - South Region.

Stephanie been in the HVAC industry since 2005 working on the contractors side for Pro-Tech Air Conditioning and Tri-Tech Air Conditioning.

In 2010 Stephanie became a CSA for FACD for 4 years, then transitioned to York Factory direct as a CSA for 3 years and then promoted to Store Manager for 1 year. Stephanie has been with the YORK brand for 8 years.

In Memoriam - Mike Howell



Mike Howell

On July 3, 2018, Mike Howell lost his battle with cancer. Mike was a loyal and dedicated employee of Baker Distributing in Jacksonville, FL for 50 years. Mike held many positions with Baker over the years including Store Manager, Territory Manager and Commercial Refrigeration Sales in Jacksonville and

the surrounding areas. Most recently Mike was able to use his vast knowledge across the U.S assisting all of Baker with Refrigeration jobs and related questions.

Mike never met a stranger and was always willing to help anyone out. You could usually find Mike in the office on the phone, but not during Bike Week, he loved his Harley. He also loved fast cars and boats, but most of all his wife Suzie.

Mike was a great employee and friend for 50 years. He will be missed by all. A celebration of Mike's life will be held at 3:00 P.M. Saturday, August 11th at the American Legion-Post 137.

RACCA: Night At The Ballpark

Saturday, August 25, 2018
Brighthouse Field

The perfect way to reward your customers, employees, family & friends! Ticket includes air conditioned seating at the Big Shark Café featuring "all you can eat and drink" including hot dogs, slider burgers, BBQ pulled chicken, black beans and corn, ice cream

sandwiches, chips, peanuts, soft drinks, bottled water and \$2.50 draft beer from 5:00-7:30pm. Other food items and anything purchased outside of these hours is at your own expense. Check in at the south side of the stadium in the Buffalo Wild Wings parking lot. You will need to show your ID. Parking is located at Joe DiMaggio stadium or the grass lot by the stadium.



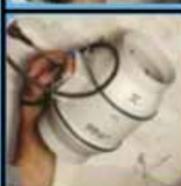


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Trade Talk:

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



3 Ways to Develop Mental Toughness Right Now

Knowing how to deal with stress is a competitive advantage. One thing every contractor quickly discovers is that building a business is an emotional roller-coaster ride.

That ability to ride the ups and downs is one of the few things you actually control in building your company. It can also be your greatest competitive advantage, as the faster you're able to bounce back from a setback, the faster you'll be able to move forward.

You develop mental toughness and resilience just like you develop a physical muscle, by applying stress so it becomes stronger. The good news is that every day of building a company offers plenty of opportunity to train and get better. Even if you weren't born an effervescent optimist, you can train yourself to bounce back quicker and stronger. Here's how:

Hit fast forward to acceptance.

When you're focused on a certain outcome — landing a major client that will validate you in the market and generate much-needed revenues — it's painful when it doesn't happen. Wishing for a different outcome, however, creates resistance that only slows you down and keeps you from taking positive action. You don't have to like what happened, just ac-

cept that it did.

Reframe the situation.

Still, when things aren't going your way, it's normal to be discouraged and wish it weren't so hard. This is where mental toughness — the ability to persevere in the face of adversity — comes in. Contractors who perform well under pressure learn to put a different spin on challenging situations. They see obstacles and think: "Here's a chance to prove myself."

Shift to solution mode.

As humans, we're wired to focus on problems. But, as a retired air conditioning contractor told me, if our largest client cancels "and I run around the office with my hair on fire screaming at everybody because we just lost our most profitable client and we're going to be negative for the next quarter, what kind of message does that send to the team?"

To be successful as a contractor, you have to override the natural tendency to focus on the problem and train yourself to quickly shift your focus to how to solve it. If you control your emotions, stay calm and step back and assess the true reality of the situation and start developing some possible solutions to it then you're going to be able to make good decisions in a

chaotic environment.

The One Quality Most People Want From A Leader

"Stepping back" is a piece of advice you can take literally. It gets you out of your head and makes the shift to solution mode more concrete. In fact, you can adopt "The 10-step rule" from golfer Tiger Woods' playbook. When he misses a shot, he allows himself to feel bad about it for the time it takes to walk 10 steps. After 10 paces, he shuts the door mentally on the negative thoughts and focuses on moving forward. It may sound easier said than done — 10 paces isn't all that long to rebound from most problems — but the idea is to avoid dwelling on your setbacks without thinking about how to move on.

Now that you're in solution mode, ask yourself: "What's one thing I can do now?" After losing three big clients in three days, a young contractor sent 30 handwritten letters to his existing clients, updating them on his company and thanking them for their business. He didn't lose another client for a year.

What are you going to do to get mentally tough?
 Until next time,
 Tommy Castellano

General Filters, Inc. Launches a New Website



General Filters invites you to explore its new website: www.generalfilters.com. The new website has been designed to provide the ultimate user-friendly experience with

improved navigation and functionality throughout, allowing customers to access detailed product information and videos quickly and easily.

The new site includes extensive product information that helps customers easily find information about General Filters' GeneralAire®, General, Gar-Ber®, and Unifilter® brands. Supporting videos, spec sheets, brochures, product drawings, parts lists, and more can be found with each product.

As mobile devices use icon's Utilitarian nature, helping to make General Filters website easy to browse is a new icon-driven menu that is aimed at the audience visiting; bringing you to the information that is most relevant to you.

Created with the user experience firmly in mind, the website has been designed using the latest technology so the site is compatible with today's brows-

ers and mobile devices. The new website means that customers can now benefit from richer online content that is easier to navigate and share with others, assisting the specification process; a result of talking with customers and gaining valuable feedback.

On www.generalfilters.com, visitors can also stay informed with the latest news of the company, and the entire indoor air quality industry. The Blog section features the latest announcements, product introductions and opinion pieces from industry experts.

In addition to the humidifier calculator and other rich features, the new website offers both a "contractor finder" for home owners, and a "wholesaler finder" for contractors.

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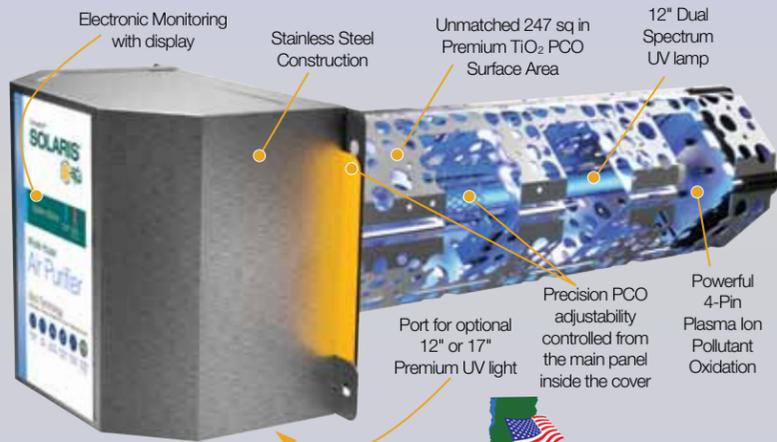
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HARDI Begins Production on Documentary for Industry Recruitment

COLUMBUS, Ohio, July 23, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has begun production on a documentary for the purpose of industry recruitment.

“The HVACR wholesale industry is currently experiencing a massive employment deficit,” said HARDI President Troy Meachum. “The gap is weighing on distributors and it is becoming extremely difficult to find good employees. The need for recruiting younger individuals into our members’ businesses has never been greater than it is now.”

Commissioned by the HARDI Foundation, this documentary will have a focus on showcasing the daily lives of younger employees at HARDI distributors, with the aim of targeting younger generations for recruitment.

“Our mission with this film is to bring awareness of the numerous opportunities available within wholesale distribution, especially to young people,” Meachum continues.

HARDI Foundation commissioned the filming and production from Muddy Trails LLC, who produced HARDI’s On The Shoulder of Giants video showcased at the 2017 HARDI Annual Conference in Las Vegas.

“Our members are constantly mentioning that hiring and recruitment are some of the biggest challenges they face within their organizations,” said Director of Marketing & Sales Chris DeBoer. “We have tried to help members with this issue for a couple years but have not really been able to truly make anything stick. After seeing the Muddy Trails production at our Annual Conference, it hit me. Why don’t we make a documentary that showcases how the wholesale HVAC industry has offers amazing job opportunities at organizations with some of the best workplace cultures. I spoke to Troy that night about the idea and he loved it. From there we got to work.”

“We were like everybody else, ‘HVAC wholesale... never heard of it.’ We had no idea an industry like this existed, let alone think that a story worth telling would come out of it.” said Muddy Trails film director Bryce Suriano. “After we were introduced to the HARDI organization and the several HVAC wholesalers within the organization, we were left with one word on our mind... quality. Quality companies, quality work cultures, and quality employees who love their jobs.”

The documentary premier is expected to line up with the 2018 HARDI Annual Conference.

Sanhua Acquires Arkansas-Based Supplier ATI

Sanhua Intelligent Controls Co. Ltd. has completed the purchase of American Tubing International, a Springdale, AR manufacturer of copper and aluminum assemblies for the HVACR industry.

Company officials, including SHG President Yabo Zhang and Vice President Dayong Wang, made the announcement last Thursday in Springdale during an event attended by local and state representatives, company employees and staff.

Sanhua will continue to operate the company as ATI, with plans to expand its North America HVACR business footprint. The ATI acquisition is like the 2013 Sanhua purchase of R-Squared Puckett Inc., a Mississippi-based manufacturer of precision aluminum heat exchange components. R-Squared has continued to operate and expand from its Puckett, MS base since being acquired by Sanhua.

“While we share many common customers, taking ATI products and marrying them with Sanhua, we will be able to give the market products they have not yet seen,” ATI President Chuck Lewis said. “If you looked inside an air-conditioning unit, all the tubing that carries refrigerant to and from the unit is made by us. The valves that control the movement of the refrigerant comes from Sanhua.”

ATI has two facilities in Springdale and a third in Monterey, Mexico. The addition of more than 400 ATI employees will bring Sanhua North America headcount to more than 700.

Sanhua employs more than 17,000 people worldwide with 22 sales offices and 14 manufacturing locations, including North America facilities in Mississippi, Texas, Arkansas and Mexico. Sanhua is committed to work with world-class HVACR manufacturers to develop innovative, environmentally-friendly, energy-efficient solutions for a more comfortable environment.



Sanhua Holding Group President Yabo Zhang (right) and ATI President Chuck Lewis (left) exchange a celebratory handshake while announcing the Sanhua acquisition of ATI



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This November, AHRI will host a brand new event, offering critical, strategic industry and association information in an interactive setting.

In addition to three strategic sessions on technology and disruption, sustainability, and advocacy, we will break into product sector groups (Applied Products, Heating, Refrigeration, Unitary) to look ahead to 2019 and beyond to identify the certification, regulatory, standards, codes, and legislative issues that each industry sector must address to be prepared for the future. If your company participates in more than one sector, we strongly advise that at least one representative from your company be present at each relevant breakout session. This event will feature dynamic speakers, stronger peer interaction opportunities, and leadership presentations to further AHRI's and member companies' goals.

Join us November 11-13, 2018, at the JW Marriott Starr Pass Resort in Tucson, Ariz. Follow #AHRILeadership on Facebook and Twitter. Questions? Contact Kelsey Clark at kclark@ahrinet.org or (703) 600-0354.

RectorSeal® Forms Partnership with Modine Coatings to Market GulfCoat™ HVAC/R Coil Coatings

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, has been named the master distributor for GulfCoat™ by Modine Louisville Inc., Louisville, Ky., and its subsidiaries ("Modine Coatings"), which provide global coil coating services. The partnership calls for RectorSeal to market GulfCoat, a contractor-applied HVAC/R system coil, component and cabinet corrosion-resistant coating, throughout North America and Australia.

GulfCoat is available in 12-ounce (340-gram) aerosol cans. The water-based synthetic polymer blue or clear coating significantly extends new HVAC/R coil life-cycles in corrosive environments with negligible thermal heat transfer loss.

GulfCoat offers contractors a field or shop-ap-

plied coating protectant equivalent to the renowned Insitu®, Modine Coatings' industry-leading, factory-applied spray coating process that's preferred by specifying engineers and commercial OEM manufacturers for HVAC/R equipment installed in corrosive environments.

Dubbed as "shark tough," GulfCoat was designed to protect new and existing HVAC/R equipment from corrosive coastal air and passed ASTM B117 test standards for salt spray. It also passed multiple marine and industrial ASTM test standards for resisting ultraviolet (UV) rays, acid rain, high concentrations of urban vehicle emission air pollutants and

other outdoor contaminants that prematurely corrode unprotected coils and components.

Unlike some protective coatings, GulfCoat's thin 0.4 to 1.4-mil coating boasts a minimal thermal degradation of less than one-percent and actually helps maintain optimal thermal heat transfer over the coil's lifecycle, because its smooth gloss finish deters debris, dirt, mold and moisture accumulation. Likewise, GulfCoat's finish also helps maintain system static pressure and airflow efficiency.

One can of GulfCoat coats a residential unitary split system, mini-split or light commercial HVAC/R unit of up to 2.5-tons or a maximum eight-square-foot (0.7-meters²) of coil space. Multiple can applications can also be contractor-sprayed uniformly throughout coils two-rows-deep and less on any packaged rooftops, large condensers, modular air handlers, air-cooled chillers and other equipment. Components, as well as exposed line sets and other copper piping are also ideal coating candidates.

An application instructional video is available at www.rectorseal.com/gulfcoat. Application steps include 1) disassemble unit cabinet; 2) masking components that don't get coated; 3) removing manufacturing process chemicals/oils residue with RectorSeal's Clean-N-Safe™ aerosol coil cleaner, then rinsing; 4) applying GulfCoat; and 5) reassemble unit cabinet. RectorSeal's technical support department is also available for instruction.

Other GulfCoat features include:

- Passed multiple ASTM test standards for salt spray, water immersion, pencil hardness, cross hatch adhesion, humidity, UV resistance and flexibility, mold resistance, sand and dust resistance;
- Available at traditional HVAC/R wholesalers in single cans or six-can cases;
- Once applied, semi-annual or annual cleanings are recommended;
- Doesn't affect OEM warranties;
- The clear coat is invisible, while the blue coat helps installers inspect coil coverage uniformity.

For additional information on GulfCoat please visit www.rectorseal.com/gulfcoat; or other RectorSeal HVAC/R products, visit www.rectorseal.com email: marketing@rectorseal.com; or call 800-231-3345.

Major OEMs recommend ElectroFin® E-Coat & Insitu® Spray Applied Coating as the premier choice for corrosion protection. Only ElectroFin® E-Coat & Insitu® Spray Applied Coating offer a true, completely covered unit backed by a 5-year warranty on materials and workmanship. ElectroFin® E-Coat & Insitu® Spray Applied Coating are classified C51 and meet the toughest marine and industrial standards. We are the only company that can provide both e-coat and spray applied coating services together. This system offers equipment owners complete and total protection, reducing maintenance costs, and ensuring that your HVAC&R systems will operate most efficiently over its lifetime.



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Tropic Supply Events in July

Emerson Lunch & Learns, and Danfoss Demo Days



Ray Long of Tropic Supply, Mike Nipper of Emerson, Nelson Rivera of Rivera's Air Conditioning, and Max Castelon of Tropic Supply

Tropic Supply hosted Emerson Lunch and Learns and Danfoss Demo Days around the state of Florida during the month of July.

Mike Nipper from Emerson conducted the Lunch and Learn events. He gave an overview of the small HP Condensing units, the small HP X-Lines, the F-Line with Digital Compressors, and the Discus Digital. Tropic Supply customers could ask any product related questions they had, and enjoy some lunch too.



Don Geary, Wayne Sullivan, and Frank Barron of Tropic Supply with Jonathan Romberg of Danfoss



Juan Palacios of AAA Able AC with Jonathan Romberg of Danfoss

Jonathan Romberg from Danfoss facilitated the Danfoss Demo Days which consisted of a how to set both replacement controls (common cut-ins and differentials) and how to set the replacement pressure control (common cut-ins and differentials).

A FREE Danfoss scratch-off card was given with any purchase of a qualifying Danfoss product during each demo day. For more information on future events, visit the Tropic Supply events calendar at www.tropicsupply.com/events.



Mike Nipper of Emerson, Pedro Fernandez of Tropic Supply, and Marcos Abreu of J&A Air Conditioning



Emerson Lunch and Learn at Tropic Supply Mid Miami



Cain Alexander and Marcus Herman of Coastline Air Conditioning with Mike Nipper of Emerson



Michael Watkins of Mike Restaurant Equipment with Wayne Sullivan of Tropic Supply



Jonathan Romberg of Danfoss giving a product demonstration at Tropic Supply Sarasota



Danfoss Demo Day at Tropic Supply Ft Lauderdale North



Emerson Lunch and Learn at Tropic Supply Delray Beach



Jonathan Romberg of Danfoss with Mike of Volusia County Facilities



Tony Ramos of JLL Engineering, Mike Nipper of Emerson, Chris Ryan of Air-Ref, and Chuck Allen of Palm Air Conditioning



Danfoss Demo Day at Tropic Supply Sarasota

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FEFPA Summer 2018 Conference Boca Raton Resort and Club July 9-12, 2018

The FEFPA Summer Conference was held at the Boca Raton Resort and Club on July 9th-12th. Throughout the conference the panelists were engaged in discussions which challenged traditional thinking in public education. There were sessions on legal issues, new trends, project delivery, technical

aspects of facilities planning and more.

The Florida Educational Facilities Planners Association (FEFPA) was started in the early 1960's as a cooperative effort between a small group of school districts' facilities planners and the Department of Education, Office of Educational Facilities

(OEF). When the community colleges came into being, those planners began to participate and recently, along with university planners, practicing architects, engineers, product manufacturers, and vendors have been encouraged to participate and become members and associate members.



Greg Duggan, Luis Rinzivillo, Penny Anderson, Leon Essex, and Frank Suranyi of AccuAir Inc (Bard), with William Barimo of Miami-Dade Schools



Greg Duggan of AccuAir Inc tries his skills at pinball to beat the high score



The AccuAir (Bard) booth was busy during the FEFPA conference



Aly Woodlee, Sandy Tulecki, and Jessica York of Tampa Bay Trane



Time to break for a nice lunch and visit with the exhibitors!



In recent years FEFPA summer conferences have been attended by over 500 people



"Advanced Training: Accessible Routes Under the Florida Accessibility Code" presented John Farinelli CBO, MCP, CFM, FSI 1, LEED AP



Changes in the 6th Edition (2017) Florida Building Code was presented by John Farinelli CBO, MCP, CFM, FSI 1, LEED AP



Ernesto Gomez, Airin Demers, and Chris Schultz of Stanley Black & Decker



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Danfoss Supports The Launch Of New Cooling Report Chilling Prospects: Providing Sustainable Cooling For All

On July 16, 2018 John Galyen, President of Danfoss North America joined a global panel at the United Nations in New York to discuss the first-ever report to quantify the growing risks and assess the opportunities of the global cooling challenge, which was developed with contributions from the Global Panel on Access to Cooling. Conclusions of the report include the important role of industry to solve growing cooling demand in a sustainable way, by thinking more holistically about heating and cooling and deploy the most efficient existing technology and develop new, innovative solutions for the most vulnerable.

Cooling is an essential need in everyone's modern daily life. In an increasingly warming world, the impact of not having access to modern cooling solutions is profound. Deploying the most efficient, best-in-class technology brings huge environmental and socio-economic benefits, by responding to the growing cooling demand and reducing greenhouse gas emissions. In addition, creating sustainable, efficient cold chains can reduce food loss and keep vital medicine stored safely.

The new "Chilling Prospects: Providing Sustainable Cooling for All" report, released by Sustainable Energy for All (SEforALL) and the Kigali Cooling Efficiency Program (K-CEP), outlines recommendations on how to increase access to affordable and sustainable cooling solutions throughout the world.

As an industry leader in air-conditioning and refrigeration and member of SEforALL's initiative Cooling for All, Danfoss has directly contributed to the report with technological insights. The industry has a big role in sharing expertise on how to build a vision for a sustainable future with the best available technologies.

During the panel discussion, Galyen commented 'As the report has shown, we are challenged by heat extremes for the most vulnerable people, inefficient cold chains and a warming world. It underlines that we need to act today; and the good news is that, we have proven, available solutions to do so.

Danfoss has solutions that help to properly control temperature in commercial buildings, food and vaccines. Industry has proven we can meet technological challenges. Now we need to take a holistic approach that includes supportive regulation, incentives,

education and collaboration to deploy the proven technologies that are available today to achieve sustainable cooling for all.'

Danfoss is fully committed to accelerating energy efficiency as a way to provide cooling access for all. The key focus is to enhance global adoption of efficient, sustainable cold chains to keep our food fresh and safe and preserve medicine and vaccines.

Danfoss is also actively raising awareness about the need to scale up energy efficiency policy and action, such as minimum energy performance standards and labeling, to ensure the use of the best available technology.

The role of business is crucial in succeeding solving the world's cooling challenge, says Rachel Kyte, CEO and Special Representative of the United Na-

tions Secretary-General for Sustainable Energy for All: "In a world facing continuously rising temperatures, access to cooling is not a luxury – it's essential for everyday life.

To secure cold supply chains for fresh produce, safe storage of life-saving vaccines, safe work and housing conditions, we need the continued leadership from industry and businesses across many sectors. Businesses that put energy efficiency first and a focus on clean technologies will not only reap rewards but also help us achieve cooling for all and ensure we leave no one behind."

Our innovative engineering dates back to 1933 and today Danfoss is a world-leader, employing more than 25,000 employees and serving customers in more than 100 countries. Read more at www.danfoss.com.

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Performance Pointers

by David Richardson



Dry Bulb Temperature Limitations in Cooling Systems

With summer in full swing, technicians are bombarded with calls and want a quick measurement to determine whether a system is working acceptably. Many use the dry bulb temperature drop (Δt) across the indoor coil as this indicator.

Dry bulb temperatures are measured in the cooling mode with a standard thermometer to interpret how much heat is removed by the HVAC system. However, many technicians misapply test results or use them to make incorrect assumptions. Let's look at the proper application of dry bulb temperature, its limitations, and what you can add to it for real diagnostic value.

A Common Assumption

Many techs commonly assume that a system operating with a 16° to 20° Δt across the indoor coil is good to go. They ignore a lot of variables and make assumptions because of this conclusion. This interpretation can easily trick a technician into thinking a system is problem-free.

While a 16° to 20° Δt may be acceptable in some parts of the country, in drier climates it isn't. The reality is that temperature drop across the indoor coil alone doesn't provide enough information to verify proper operation or refrigerant charge of an HVAC system.

Combine Fan Airflow with Dry Bulb Temperatures

One assumption is that if a 16° to 20° Δt exists, then the system has proper fan airflow. This is often incorrect. Many systems just don't move enough airflow across the indoor coil. This won't show up in dry bulb temperature readings alone. You must take additional measurements to verify proper operation. Fan airflow is the first measurement to combine with dry bulb Δt for there to be real meaning.

The easiest and quickest way to obtain fan airflow is to measure total external static pressure (TESP) and plot it on the manufacturer's fan performance chart. This value gives you a good idea of airflow moving across the coil. If airflow is within the proper range of 350 to 400 cfm per ton, you're doing

great. If not, you need to do more work to improve system performance.

The Result is Sensible Heat

Once you combine fan airflow with dry bulb Δt , a world of new opportunity is revealed. These measurements are components of the sensible heat formula. This formula helps you determine how many Btus a cooling system is removing and gets you one step closer to understanding how well the system really performs.

The sensible heat formula is: $CFM \times \Delta t \times 1.08 =$ Sensible Btus

CFM = fan airflow across the indoor coil

Δt = temperature drop across the indoor coil

1.08 = a multiplier based on standard air conditions, or .075 (weight of one cubic foot of air in pounds) x .24 (specific heat of air) x 60 (minutes in an hour).

Sensible heat is heat you can feel. In the cooling mode sensible heat is what drops the temperature inside a building. When you measure sensible heat in the field, you can compare it against the manufacturer's engineering data for the current testing conditions. This allows you to verify that portion of the cooling system operates as intended.

Sensible Heat Formula Example

Let's say you have a customer who is unhappy with a 3-ton cooling system that a competitor installed. Their complaint is that the system runs all the time and doesn't seem to cool the house very well.

You measure the equipment delivered sensible Btus to find any clues that might lead you to an answer. You plot fan airflow at 870 cfm on the manufacturer fan chart. The return air temperature entering the indoor equipment is 75.1° and the air temperature leaving it is 55.1°. The two temperatures are subtracted to find a 20° Δt . The Btu multiplier you use for sensible heat is 1.08. Put these numbers into the formula to determine measured sensible Btus.

$870 \text{ CFM} \times 20^\circ \Delta t \times 1.08 = 18,792 \text{ Sensible Btus}$

Next, compare the measured sensible Btus of 18,792 you just calculated to the equipment-rated

sensible Btu output of 27,000. You obtain the equipment-rated Btus from the manufacturer specifications. We'll discuss how to determine this value in a future article.

Divide the 18,792 measured sensible Btus by the 27,000 equipment-rated sensible Btus. The answer shows that the equipment is removing only 70% of its rated Btu output from the home. If you only looked at the 20° Δt , you would have missed low fan airflow contributing to the overall lack of performance.

Something More Needed

While sensible heat is a valuable troubleshooting formula, used alone it can't verify total cooling equipment performance. You also must account for any moisture being removed by the cooling system. That means using a different temperature measurement to find the moisture removal effect on the cooling equipment's total capacity.

In next month's article, we'll discuss how to use wet bulb temperatures to determine the impact of cooling system moisture on capacity.

Don't minimize the importance of measuring dry bulb temperature drop. It's a valuable measurement. But not by itself. You need to combine it with other measurements to take advantage of its real potential. When you expand the use of these temperature measurements to identify additional system deficiencies, you will uncover issues your competition doesn't even know exist.

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 temperature measurement, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.national-comfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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

Set it, forget it and ventilate: Broan® Introduces its New Supply Fan Category

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

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

the best time of day to run the fan. Fresh In features an ultra-efficient, variable-speed motor that allows the fan to deliver constant airflow without losing efficiency.

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

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

Designed to fit anywhere in the home, the Fresh In will be just as effective installed in the basement

as it is in the attic. Fresh In can easily be installed between ceiling joists, and, with its flush-to-ceiling mount design using Broan's decorative finish ring, **filters can be replaced in less than 30 seconds.**

For more information, visit <http://www.broan.com/>.

BROAN® LLC is North America's leading manufacturer and distributor of residential ventilation products including range hoods, ventilation fans, heater/fan/light combination units, balanced ventilation systems (IAQ), built-in heaters, attic ventilators. NuTone®, a registered trademark of BROAN® LLC, manufactures and distributes residential built-in convenience products including door chimes, central vacuum systems, ceiling fans, intercom systems, ironing centers and ventilation fans. BROAN® LLC is proud to be an ENERGY STAR, ® partner.

The Broan logo is displayed in a bold, blue, sans-serif font. The letter 'O' is stylized with a white wave-like graphic passing through it.A rectangular, black supply fan ventilation unit is shown installed in a ceiling with exposed wooden beams. A flexible white duct is connected to the unit. The unit's cover is partially open, revealing the internal fan blades.

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HARDI Cosigns Letter With Industry Groups Sent To American, Canadian Officials

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has cosigned a letter submitted today to Canada's Minister of Foreign Affairs Chrystia Freeland, U.S. Secretary of Commerce Wilbur Ross, United States Ambassador to Canada Kelly Craft, and Ambassador of Canada to the United States David MacNaughton on the effects of recent tariffs placed on American and Canadian steel and aluminum products.

The letter expressed clear opposition to the tariffs from the undersigned organizations, which included HARDI, the Canadian Institute of Plumbing and Heating (CIPH), Plumbing Manufacturers International (PMI), the Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI), the Air-Conditioning, Heating, and Refrigeration Institute (AHRI).

"Our members often require materials that can only be sourced from trading partners in Canada or the United States," the letter states. "This trading relationship has, understandably, developed out of our existing rules-based trade agreement and provides the best products and services to consumers in the most efficient manner possible. These new tariffs will disrupt existing trade partnerships and increase prices by 10 to 25 percent. Price increases will impact thousands of suppliers and countless families in Canada and the United States."

In order to highlight the projected impact on costs, the letter also referenced a specific tariff provision levied by Canada on water heaters that may add a 10% additional cost on non-electric options, create an artificial incentive for fuel switching, pose problems for regulated utilities and restrict consumer choice.

"HARDI has been closely tracking the recent tariffs on steel and aluminum and the effects of these tariffs on our members," said HARDI Director of Government Affairs Alex Ayers. "The inclusion of Canadian steel and aluminum is having an impact on the prices of projects across the country and has triggered retaliatory tariffs by one of our strongest trading partners. We are very interested in joining with the HVACR supply chain in Canada and the United States to support a resolution to this growing trade dispute."

Distributors Report 19.8 Percent Revenue Increase in May

COLUMBUS, Ohio, July 2, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 19.8 percent in May 2018.

The average annualized growth for the 12 months through May 2018 is 6.1 percent. "Cooling season got off to a slow start with cool temps in March and April," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "Cooling degree days were well above normal in much of the country last month and that is reflected in that big gain for the month."

"This is perhaps the most interesting and troubling time for the US economy in many years," said HARDI Senior Economist Connor Lokar. "While we are flying high at the moment, there are immense threats to our economy's growth that are worsening by the month. The US Purchasing Manager Index, JP Morgan Global PMI, OECD Leading Indicator for

the US, US Corporate Profits, and the rates-of-change for the S&P 500, both ITR Leading Indicators, various utilization rates and the personal savings rate are in agreement regarding our expectation for business cycle decline in 2019.

"The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, reached its highest level in four years this month," said Loftus. "Spikes like that happen after a sales surge like we experienced in May. A correction over the next couple months is the normal pattern."

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.

Improper Service Practice Mixing Refrigerants, A Formula for Failure

July 11, 2018 - Since the onset of the R-22 phase out, several alternative and blended retrofit refrigerants have been introduced into the market. It is critical to understand that there are no alternative refrigerants on the market to date that should be used to top off or mix with R-22, despite inaccurate advice circulating that states otherwise. It is essential that manufacturers communicate proper use and installation methods to technicians and distributors.

The most important step in the conversion process that applies to all alternative refrigerants, is the recovery of R-22 from the unit prior to conversion. Alternative refrigerants are designed to replicate the operational characteristics of R-22, but when mixed with R-22, they create a new blend composition with no respective pressure temperature or superheat sub-cooling chart. Without the respective performance charts, it is impossible to optimize the system charge, which can potentially lead to compressor flood back, overheating, dramatically reduced system efficiency,

and can shorten the life of compressors.

Mixing refrigerants potentially causes catastrophic effects on equipment, and contaminates R-22 for whoever may recover it in the future. It is an irresponsible practice and must be discouraged industry wide.

For more information regarding proper refrigerant use, visit www.freon.com/MO99 or www.nu-22b.com.

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John Richardson Of Uniweld Products Retires After 30 Years Of Service



Dave Foster (left) speaks to the Uniweld staff about John Richardson's beginnings, history, and accomplishments with the company



John Richardson (center) receives gifts and a special award from David Pearl and Dave Foster for 30 years of service at Uniweld



Everyone at Uniweld enjoyed a delicious lunch catered from Carraba's in celebration of John Richardson's retirement

Uniweld Products, Inc. has announced the retirement of John Richardson, Uniweld's Central Regional Manager, after 30 years of employment. On July 27th, Uniweld hosted a retirement celebration at their Uniweld facility in Ft Lauderdale.

Over his career with Uniweld, John has developed strong personal relationships with colleagues and customers alike, and he will be missed by many in the HVAC and refrigeration industry. John served for 4 years in the US Navy submarine force. After leaving the military he started his career in the HVAC industry as the parts manager for Honeywell. A new opportunity arose and he left Honeywell to be the purchasing manager for an HVAC, electrical, and plumbing contractor. After 8 years in that position with the contractor, John then worked for a rep agency that sold the Uniweld Products line. David Foster, the managing director of the HVAC division for Uniweld, flew into Texas to work with John and see customers in the territory. Shortly after working with

John that week, David Foster reached out to John and offered him a position with Uniweld. John joined the Uniweld team in 1987 as the Central Regional Manager and 30 years later he now says goodbye to his Uniweld family.

John had called on hundreds of customers and has flown over 2 million miles. John said, "It's a small industry and we are all friends." His biggest memory will be all the friends he has made over the years working for Uniweld.

During the retirement celebration, Dave Foster and David Pearl spoke to the Uniweld staff about John's work ethic, commitment, and honesty.

John's plans for retirement are to travel and see as much of the world as possible. He will also spend lots of time with his 4 grandchildren and make frequent trips to his lake house in Bonham, TX.

Uniweld Products is headquartered in Fort Lauderdale, Florida. Established in 1949 on Farmland in the Dania Beach area, the company now operates

and maintains distribution facilities in Florida, Texas, California, Ontario, and Saskatoon and has sales offices in South America and the Middle East. David Pearl, Sr., founder and chairman of the board has maintained the concept of the family-owned business throughout the company's history. Mr. Pearl's sons, David S. Pearl II and Douglas B. Pearl have worked in the business for more than 30 years and are fully familiar with the operations of the company, and today run the company together as President and Executive Vice-President respectively. Today Uniweld's headquarters houses some of the latest state-of-the-art manufacturing equipment. Through engineering improvements and advanced research and development, the company has been able to make its equipment safer for the environment. Uniweld has won the prestigious Broward County Emerald Environmental Award twice and has been Broward County's Environmental Business of the Year. For more information visit www.Uniweld.com.



David Pearl, Rena Turner, Matt Foster, Angel Coleman, John Richardson, and Dave Foster getting ready to cut John's retirement cake



The Uniweld Staff takes a group photo in remembrance of John Richardson's 30 years of faithful service

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HVAC NEWS BULLETINS: COMFORT/VENTILATION/HUMIDITY

What's in the news lately?

article by
Andrew C. Ask, P.E.



I normally fill this space with my opinions on matters HVAC, with small doses of science mixed in. This month, I'm going to imitate our editor's practice of leading off on the front page with a digest of important industry news. So here's a (unscientific) sample of what I found sifting through some news stories and papers. At the end of the article I'll tell you about my source, where you can read about this yourself.

Picking up where I left off last month, what they're saying about carbon dioxide, CO₂? "Large crowds of people in poorly ventilated rooms caused a toxic build-up of carbon dioxide;" "crowd poison;" "bad air;" (5) people in a closed car results in 10,000 ppm CO₂. The guys in submarines with their hands on the nuclear trigger experience 5-12,000 ppm CO₂. 20,000 ppm CO₂ is not uncommon inside courier's bike helmets.

Fresh Air is the key; imitate "nature's bracing breeze." Ventilation systems should operate on 100% fresh air. But the air around smoke-belching factories isn't so fresh. Maybe it's the problem, not the solution. So don't introduce any Outside Air (OA) as we now know it.

50 CFM of OA per person will be required to reduce CO₂ levels to 6 ppm. 4 CFM. 30 CFM. 10 CFM. 5 CFM. 15 CFM. 7.5 CFM.

A theater in New York has an usher walk up and down the aisle spraying perfume to cover up body odor. The city says enough is enough and passes a ventilation ordinance, just after Chicago did the same thing.

Ventilation air should be introduced near the floor, under people's seats. Air should be distributed overhead, from the ceiling. Or, can't we all just get along and have sidewall registers?

Ventilation is for health. Ventilation is for comfort. Maybe health and comfort are the same thing.

Windows need to be closed. Windows need to be open; never mind that school children freeze in winter.

Tastes great. Less filling. Make up your mind already.

If theaters drove air conditioning, schools drove

ventilation. Concern for the kiddies fostered great ideas like leaving classroom windows wide open year 'round with no heat and installing infra-red lamps indoors to restore the radiation blocked by windows.

Owner's demand that indoor temperature be maintained at 70 °F. Perhaps 74 °F. would be OK. Just keep it 15 °F. below outside temperature. But the sign out front says "20 °F. cooler inside."

Bulletin: if you introduce large quantities of OA, say 30 CFM per person, and then try to air condition; size of equipment, energy costs, and controlling humidity becomes a problem. So we introduce the concept of recirculation. Up to now, "ventilation" means 100% OA. Even to this day, we're not sure if ventilation means OA, RA, or some combination unless it's spelled out.

Controlling humidity while introducing OA is difficult. So let's just reduce the outside air to 10-15 CFM per person. That plus reheat will make 70% rh possible. Uh, scratch 70% and let's go for 50%.

To relieve the humidity-ventilation conflict, bypass, as in face-and-bypass has been invented, allowing temperature control without sacrificing dehumidification. In auditoriums, let's bypass only recirculated air while passing all outside air over the cooling coil.

It's the heat. It's the humidity. Carrier discovers wet bulb, then goes to much trouble to prove the key to comfort is dry bulb, not wet bulb. Go figure.

When research fails to support the claim that ventilation benefits health, a chastened H&V industry has to admit that the strict ventilation standards it lobbied for were motivated by profit, not the public health and welfare.

The source for these "news" articles was "Air Conditioning America" by Gail Cooper, The Johns Hopkins University Press; a delightful, small, easy-to-read history of HVAC. It revolves around Willis Carrier, his colleagues, and competitors and set me straight on many "facts" that I've had wrong the past fifty years.

You should also buy "Proclaiming the Truth," a book about HVAC pioneers that ASHRAE published

in 1995 on the occasion of their centennial. Those of you interested in ventilation will find a short article on a lesser-known pioneer named Constantin P. Yaglou. Instead of calculating, speculating, and pulling numbers out of the air (pun intended), he did actual research by putting people in small spaces, and then restricting ventilation until they complained about body odor.

Quotations: from the internet, so we're not sure what was said or who said it.

Yaglou knew that when fewer people occupied more space, less ventilation per person with outside air was needed. Where exactly that in is today's codes?

And how recent is this news? Westminster Palace in London, where Parliament meets, opened in the mid-1800's with a ventilation system. CO₂ as a contaminant was first discredited, but apparently not once and for all, in 1842, and then again in the 1890's. Carrier dehumidified a printing plant in Brooklyn in 1902. Air conditioned theaters followed starting in 1911. By 1925, ASHVE had phased out "fresh" air in favor of "outside air" and 78 °F./50% rh was established as the basis for comfort.

Does any of this sound familiar? We're arguing about the same stuff today. It's *deja vu* all over again. The only thing that I see different is we're making much better use of energy after we discovered in 1970 that energy is a limited, expensive resource. I find all this at once exciting—the laws of physics and thermodynamics haven't changed; and disappointing—we haven't advanced all that much.

So, can poor ventilation resulting in high CO₂ levels be hazardous to your health? Apparently. Antoine Lavoisier, who did early work identifying oxygen and carbon dioxide, died in 1794 at the age of 50; by guillotine! He must have really upset someone on the ASHRAE 62.2 committee. Until next month, then, stay tuned.

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



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HVAC Onboarding New Employees

by Patrick Chapman

Grandy & Associates has the opportunity to work with contractors all over the United States and Canada. Over the last several years, we noticed a growing chorus common concerns that transcend location and industry. Business owners everywhere are asking the same question:

“Why is it so hard to find great people?”

While I do believe that there are qualified people out there, I also believe that a great hire is more often about the process of effectively bringing them onboard with your company. This has been amplified as more and more companies are being forced to hire individuals with little or no experience in their respective industry.

To that end, it is our pleasure to announce a new partnership we are launching to assist local HVAC contractors with effective onboarding of your new personnel. Let's face it, once you have made a decision to bring someone new into your company, the next step is to find time to adequately train them in what your company does.

HVAC Onboarding has been tailor-made to be incorporated as part of your onboarding process. This class is conveniently scheduled bi-weekly on Monday and Tuesday. Better yet, classes are online for your convenience. That means this training will easily adapt to your training schedule when you hire someone new.

Don't envision your new employee being stuck in front of a computer listening to a canned recording. These classes are facilitated with a live instructor and follow an interactive class format. Each participant will have the opportunity to ask questions and interact with others which will enhance their learning experience throughout the program.

The class will provide a solid understanding and overview of:

Defining HVAC-Comfort System Overview- Indoor Air Quality- Comfort Controls

System Efficiency Overview- Basics of System Design- Understanding Manufacturer

Websites and Distributor Tools- Key HVAC terms, acronyms, and principles

The goal of this class is not to make an expert in one day. Instead, the goal is to pro-

vide each participant with the understanding they need to provide conversational knowledge to your clients as a representative of your company. We have all been in situations where you encountered a new employee at a local business who did not seem to have any answers to your questions. This is frustrating for you and the new employee.

Knowing that first impressions are made in less than 10 seconds, HVAC Onboarding will give your new employee the confidence to engage your customers and know how best to direct them to be served by your company.

No matter their future role, HVAC Onboarding will provide a solid foundation to begin a successful journey in a great industry.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 971,246 units in May 2018, up 7.9 percent from 900,459 units shipped in May 2017. U.S. shipments of air conditioners increased 8.2 percent, to 673,010 units, up from 622,245 units shipped in May 2017. U.S. shipments of air-source heat pumps increased 7.2 percent, to 298,236 units, up from 278,214 units shipped in May 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.8 percent, to 3,531,224, up from 3,306,527 units shipped in May 2017. Year-to-date shipments of central air conditioners increased 4.3 percent, to 2,264,988 units, up from 2,172,047 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 11.6 percent, to 1,266,236, up from 1,134,480 units shipped during the same period in 2017.

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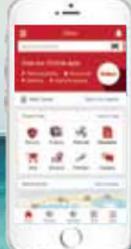
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Wed., Aug. 1	T-05 West Palm Beach Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 2	T-14 Sarasota Resource Center	8:00 a.m. – 11:00 a.m.
Fri., Aug. 3	T-09 Delray Beach Resource Center	8:00 a.m. – 11:00 a.m.
Fri., Aug. 3	T-12 Port Charlotte Resource Center	8:00 a.m. – 11:00 a.m.
Tues., Aug. 7	T-19 Daytona Beach Resource Center	8:00 a.m. – 11:00 a.m.
Tues., Aug. 7	T-20 Sunrise Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 8	T-03 South Miami Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 8	T-15 East Tampa Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 8	T-17 Orlando Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 9	T-02 North Ft. Lauderdale Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 9	T-16 West Tampa Resource Center	8:00 a.m. – 11:00 a.m.
Tues., Aug. 14	T-07 Mid Miami Resource Center	8:00 a.m. – 11:00 a.m.
Tues., Aug. 14	T-22 Ocala Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 15	T-01 North Miami Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 16	T-21 Tallahassee Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 16	T-23 St. Petersburg Resource Center	8:00 a.m. – 11:00 a.m.
Fri., Aug. 17	T-06 Fort Pierce Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 22	T-04 South Ft. Lauderdale Resource Center	8:00 a.m. – 11:00 a.m.
Thurs., Aug. 23	T-18 Jacksonville Resource Center	8:00 a.m. – 11:00 a.m.
Mon., Aug. 27	T-11 Cape Coral Resource Center	8:00 a.m. – 11:00 a.m.
Tues., Aug. 28	T-08 Fort Myers Resource Center	8:00 a.m. – 11:00 a.m.
Wed., Aug. 29	T-10 Naples Resource Center	8:00 a.m. – 11:00 a.m.

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Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
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RGF Environmental Group Celebrates Independence Day and its Employees!

RGF Environmental Group employees were treated to a star spangled Fourth of July Celebration at their headquarters in Riviera Beach, FL. The All-American barbecue, commemorating the United States' Independence Day, featured hot dogs and hamburgers with all the fixings, refreshments, games and fireworks.

RGF values the hard work of their employees and utilizes an in-house vertical approach to manufactur-

ing and quality, keeping jobs right here, at home, in the United States. The event was a celebration of the freedoms enjoyed each and every day. RGF feels Independence Day is a perfect time to reflect on the sacrifices so many Americans have made, and still make every day, in order to keep each of us safe and free. It was a day to thank employees, and to express gratitude for the opportunities the company, its customers, and its

entire team have had to grow and prosper in business and friendship.

The July 4th spirit is woven into the corporate culture at RGF. The company believes in rewarding personnel, as well as investing in specialized training for employees, so they can enhance their skills and broaden their career options and realize the American Dream.



It was a perfect day to celebrate the 4th of July at RGF Environmental!



Shon Lees of Hillbilly Brand, Doug Lindstrom of Lindstrom AC, Ron Fink of RGF Environmental, and John Brescia of Cousins AC



RGF employees enjoyed some table tennis too!



All-American barbecue featured hot dogs and hamburgers with all the fixings, and plenty of refreshments too!



Everyone celebrated the freedom that they enjoy each day!



RGF believes in rewarding their personnel, as well as investing in specialized training to enhance their skills and career options

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New Honeywell Wearable Device Helps Supply Chain Workers Improve Speed and Accuracy

The 8680i Wearable Mini-Mobile is a compact, high-performance and hands-free cordless device that helps improve efficiency and productivity for scan-intensive tasks. By eliminating the need to pick up a handheld scanner, scan the item and then set the scanner down, the new wearable device helps improve workers' scanning times by approximately five seconds per typical transaction.

"To keep up with increasing pressure for fast, accurate order fulfillment, distribution centers need to streamline high-volume workflows and provide their workers with ergonomic data-capture solutions," said Stan Zywicki, general manager of scanning and printing for Honeywell's Productivity Products business. "The 8680i is an always-on, connected mini-mobile device that allows for hands-free operation in areas where workers need to be able to complete tasks without having to hold a separate device."

The lightweight, Wi-Fi-enabled device is worn on one hand and provides workers with a two-button interface and a clear display of information such as battery status and scan results. Through the API and

Wi-Fi connectivity, customizable workflow instructions are provided on the user-facing display. This enables streamlined workflows with a single, ergonomic device to eliminate the need for both a scanner and mobile computer combination.

The 8680i helps warehouses and distribution centers increase speed and accuracy by streamlining high-volume workflows such as picking, sorting, put-away and packing.

"Ergonomics and comfort are extremely important to distribution center workers," said Zywicki. "To keep workers safe and healthy, we designed this scanner to be up to 17 percent lighter than competing wearable solutions."

Designed for a rugged industrial work environment, the 8680i can withstand 2,000 half-meter tumbles. Customers can choose from two different wearable form factors: a two-finger ring or a cut-resistant glove. A Bluetooth™-only version of the device is also available for use as a simple ergonomic scanner, which pairs with another device to support more complex workflows.

Daikin Introduces Innovative New Oil-Free Chiller

Consolidating the competitiveness of its Oil Free Centrifugal chiller portfolio, Daikin has launched a new highly advanced Centrifugal Oil Free water-cooled inverter chiller series with R-134a and R-1234ze(E) refrigerants. Offering increased capacities and expanded applications possibilities, the new chillers are the latest in an array of innovative products developed by Daikin to help specifiers and end users stay one step ahead of EU legislation and rising energy costs. The extremely compact DZ chiller series incorporates advanced technology features that are unique in the market. Presenting up to 32% reduction in footprint if compared to the previous series, the new chiller provides a low noise solution with dedicated

compressor sound proof cabinet to ensure outstanding flexibility to match any application.

The series is available in a wide range of capacities offering the widest possible choice in use. All models are fitted with a single refrigerant circuit.

The R134a range (EWW-DZ) offers a choice of cooling capacity from 320 kW up to 1,478 kW at nominal conditions, with single compressor models providing an output up to 742 kW and dual compressor models between 610 kW to 1,478 kW. The R-1234ze(E) range (EWWH-DZ) is available in cooling capacities from 230 kW up to 952 kW at nominal conditions, including single compressor models up to 478 kW and dual compressor models between 430 kW to 952 kW.

Nu-Calgon

New Powerful Foaming Aerosol Coil Cleaner



St. Louis, MO – Nu-Calgon has launched a new aerosol version of Tri-Pow'r HD with an actuator that creates a powerful foaming spray for coil cleaning. Tri-Pow'r HD is a detergent, degreaser and deodorizer all in one, making it the best choice for cleaning all types of coils, including microchannel.

Tri-Pow'r HD Aerosol provides a powerful foaming spray to assist in lifting debris off coils. It's ideal for cleaning air-cooled condensers, evaporators, permanent filters, fan blades and more. Although typically rinsed after cleaning, Tri-Pow'r HD can be used for evaporator "no-rinse" applications where ample condensate

will self-rinse the coil.

With positive emulsion technology, Tri-Pow'r HD Aerosol is highly effective in removing grease and grime. Tri-Pow'r HD emulsifies or converts greasy deposits into a fluid or liquid form that can be easily flushed. It also contains a surfactant for "wetting" the greasy deposits as well as corrosion inhibitors for protecting equipment surfaces.

Tri-Pow'r HD Aerosol is non-acid, non-toxic, biodegradable and metal safe.

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.

Fujitsu General America Introduces Mini-Split Alexa Compatibility

Fujitsu General America announces new mini-split compatibility with Amazon Alexa. The company's Halcyon line of heating and cooling products now features voice-activated control through an Amazon Echo device, if the mini-split has built-in Wi-Fi, or if Fujitsu's Wi-Fi device is installed.

When setup of the Fujitsu FGLAir app is complete, Fujitsu offers 13 Alexa commands, including on/off operation, increasing and decreasing temperature, changing operating modes, requesting the current temperature setting, and more.

The entire setup process is quick and easy through Fujitsu's FGLAir app. Because Alexa runs through the app, there is no loss of inverter efficiency. For more information on the Fujitsu General's Alexa-compatible equipment, please visit www.fujitsugeneral.com



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ASHRAE Announces Call for Paper for 2019 Annual Conference in Kansas City

ATLANTA (July 25, 2018) – ASHRAE has announced a call for papers for its 2019 ASHRAE Annual Conference to be held in Kansas City, Mo., June 22-26 at the Kansas City Marriott and Kansas City Convention Center.

The conference includes a technical program comprised of eight tracks and one mini-track representing areas of focus common among ASHRAE membership.

“With the global movement towards sustainable energy, the HVAC&R industry is ever-changing,” said Carrie Anne Monsplair, chair of the 2019 Annual Conference. “We continue to face new challenges as we adapt our designs, codes, and technology to fit this constantly changing criteria. The 2019 ASHRAE Annual Conference aims to address these challenges, and offer best practices, lessons learned, and innovative design strategies to be applied in a wide range of topics.”

The “HVAC&R Systems and Equipment in the Built Environment” track focuses on selection, which is paramount to HVAC&R design. Papers in this track will assist designers, engineers, and operators in the design, selection, and operation of HVAC&R systems and equipment.

The “Fundamentals and Applications” track lays the foundation for understanding applications in engineering. Key components include thermodynamics, psychrometrics, fluid and mass flow. This track provides opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included.

The application of systematic optimization techniques is gaining ground in the field of HVAC&R, resulting in significant cost and performance benefits. The “Optimization in HVAC&R” track seeks papers focused on using models to inform decision-making for design and operation of HVAC&R and High Performance Buildings.

The “Commissioning New & Existing Buildings” track will address an array of topics including lessons

learned, improvement of process and team communications and effort to improve the installation, startup, O&M and commissioning of HVAC systems.

The “Occupant Health & Safety” track includes topics such as filtration, change-overs, best practices for maintainability, fire ratings/dampers, detection and ventilation for toxic gases, operator safety in equipment rooms, OSHA requirements, industrial and hazardous spaces.

Papers are solicited for the “Modeling Throughout the Building Life Cycle” track on all aspects of building modeling, with a particular interest in successful applications that have extended modeling into operational phases of the building life cycle.

The “Professional Development” track will cover all aspects of business outside of engineering/technical applications and lends itself to interactive session types such as workshops and forums.

In addition, a “Radiant Heating & Cooling” mini-track will explore the fundamental concepts of how different radiant systems work (high mass vs. low mass), how they are designed, constructed and optimally controlled, and where they have been used in the past, with lessons learned and documented performance data.

Abstracts submissions for conference papers are due Aug. 21, 2018. If accepted, final papers will be due Nov. 30, 2018.

In addition, technical papers (complete 30-page maximum papers, published in “ASHRAE Transactions”) are due Aug. 21, 2018.

For the first time, ASHRAE is offering an extended abstract option for the 2019 Annual Research Summit track.

“Extended abstracts accepted for the Research Summit could lead to publication in Science and Technology for the Built Environment, ASHRAE’s research journal,” said Carrie Anne Monplaisir, conference chair. “Authors may receive an invitation to submit a full-length paper for the journal.”

The extended abstracts option is available for the Research Summit track only and are due Feb. 9, 2019.

2018 Marks the 20th Anniversary of the International Energy Conservation Code

Washington, D.C. – The International Code Council celebrates the 20th anniversary of the International Energy Conservation Code (IECC) this year. The IECC, which addresses the design of energy-efficient building envelopes and the installation of energy-efficient mechanical, lighting and power systems through requirements emphasizing performance, is in use across the United States, member nations of the Caribbean Community (CARICOM), Mexico, Saudi Arabia and Abu Dhabi.

To date, the energy code has saved U.S. consumers over \$44 billion and avoided 36 million tons of carbon dioxide emissions.

Between 2010 and 2040, the U.S. Department of Energy expects that model building energy codes will save homeowners and businesses up to \$126 billion in energy costs.

In June, the United States Conference of Mayors unanimously adopted a resolution in support of the IECC as a cost-effective strategy to lower energy waste in the buildings sector and reduce greenhouse gas emissions. As leaders charged with implementing building codes at the local level, mayors provide an essential voice in the IECC’s development and implementation.

Energy efficiency is as important today as it was 20 years ago. Our building codes play an integral role in helping communities save money and reduce waste,” said Code Council Chief Executive Officer Dominic Sims, CBO. “The IECC helps home builders, developers, architects, engineers and others in the building industry produce the quality buildings that consumers today want, taking into account energy efficiency and the latest building science.”

After 20 years of contributions to energy savings and life safety, the IECC continues to evolve to incorporate the latest technologies. The next cycle of the code development process, to include proposals for the 2021 IECC, begins in September.

Proposed code changes to the IECC are due through ICC’s online portal cdpACCESS by January 7, 2019.

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“THE DUCT-FREE ZONE”

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



The onboard diagnostic capability of some inverter mini splits still impresses and fascinate me years after my first exposure to them. That said...I have to admit I'm still impressed with the idiot light on the dashboard of my truck that tells me when I have a tire going down. How does it know?

Some inverter mini splits use flashing LED lights to communicate errors within the system...I'm not a fan of this communication technique. Flashing a tiny yellow light about the size of the point on a pen 18 times in 30 seconds to tell me the system is experiencing high pressure makes my brain hurt. I always seem to encounter this first thing on a Monday morning when I'm still a little bleary-eyed...trying to count out 18 flashes of a light in 30 seconds becomes an exercise in futility. I much prefer the systems that use an alpha-numeric language to communicate errors.

An example of this is the GREE Multi21+ multi-zone inverter mini split product. There are a total of 58 errors that can be communicated in an alpha-numeric code at the indoor unit. The error code is projected through the cover of the evaporator with what

I call, “back-light projection” and it is in LARGE, easy to read type that can be seen by an old guy like me whose eyesight ain't what it used to be.

Now, as impressed as I am with onboard diagnostics, I'm still an old man... “old-school” if you will...and I don't completely trust them. ...and I think that's a good thing.

In my troubleshooting curriculum, I use the example of the E1 error in the GREE product. E1 means the system is experiencing high pressure. I ask my audience, “what is the first thing you want to do?”

Inevitably attendees start barking out things like, “check the coil”... “check the filter”... “check to see if the outdoor fan motor is running”...and on and on.

All of those answers are fine, but not the answer that I was looking for...

The first thing I'm going to do when a system tells me I have high pressure is put a gauge on it... COME ON! Consider this...

Let's say you put a gauge on it and the gauge indicates the system is NOT experiencing high pressure...well, what can you condemn based on that information alone? ...the pressure switch! Right?

Look...here is my point.

We are professionals...we took the time and effort to learn our trade...a trade that is not easy or simple...a trade that took us years to master. Please don't lose sight of your own skills and abilities... don't place all your trust in onboard diagnostic systems. Use them to compliment your own skills and talents...not as the “be-all end-all.”

What do most people do when the idiot light on their dashboard comes on telling them they have a tire going down? They pull over, get out of the car and look at the tire...they don't just immediately drive to the nearest gas station to get to an air pump. Even the least auto savvy driver wants the visual confirmation that the tire is indeed going down...why should we as professional tradespeople be any different?

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 Opens Registration for HARDI Annual Conference: Legacy 2018

COLUMBUS, Ohio, July 11, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has opened registration for its 2018 Annual Conference, December 1-4 at the JW Marriott in Austin, TX.

Along with the open registration announcement, HARDI revealed the theme of Legacy for this year's event. “Legacy is very much a concept that resonates around the HARDI community,” said CEO Talbot Gee. “It is so important to honor those who came before us and built our industry up from nothing. And we honor them by acknowledging those accomplishments, but also by inspiring this current generation

to take our industry into a new era and create a legacy of their own.” HARDI hopes to achieve another record attendance in 2018.

“I am especially excited for Legacy 2018 because I wanted to have a focused organizational goal this year of improving HARDI members' recruitment efforts for younger team members,” said President Troy Meachum. “This is my generation's opportunity to not only cement our own legacies, but empower new talent to start building their own legacies.”

The three content tracks built into this year's Legacy theme are Explore, Execute and Expand. Additional bonus content for this year's event will also

be announced over the next several weeks.

“HARDI Leadership worked extremely hard and brainstormed extensively before we landed on our final conference theme of Legacy,” said Director of Marketing & Sales Chris DeBoer. “This is a departure from some of our previous conference themes but speaks to the foundations on which our members' businesses were built: hard-work, strong organizational culture and the ability to adapt. We pay homage to the past but look to forge ahead into the future with this year's theme.”

Annual Conference registration and more information can be found at hardiconference.com.

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SFACA July Program Meeting

"Rules of the Road - FDOT Regulations for Contractors"

The SFACA July Program Meeting was held on July 11th at 6 p.m. at the Sheraton Suites in Plantation. The topic was about the Rules of the Road: FDOT Regulations for Contractors.

The presentation was a review of regulations governing commercial transport of materials and chemicals and frequent violations from the Florida Highway Patrol perspective. The program meeting

speaker was Lt. Adolfo Torres, of the Florida Highway Safety and Motor Vehicles Division.

The SFACA August Program Meeting will be held on August 1st at 6:00 p.m. at the Sheraton Suites in Plantation. This Program Meeting will be the Annual Inspector Panel.

This always popular annual forum is designed to encourage dialogue between city and county in-

spectors and contractors regarding areas of mutual concern and interest. SFACA members are able to submit their panel discussion questions in advance by email to email@sfaca.org

SFACA invites everyone to attend and participate in this beneficial exchange with inspectors from Broward and Miami Dade areas. You do not want to miss this informative meeting!



Chuck Del Vecchio, John Youngblood, and Eric Barnett of Tropic Supply



Claudio Rubiera of Brown & Brown
Ernie Sariol of Gil Garden Avetrani Insurance,
Alfredo Andrial of Brown & Brown



Carolyn Spangler and Mark Carlson of License To Chill with Kelly Dexter of Air Quality Control Environmental



Angelica Baena-Alonso and Fernando Alonso of Master Cooling with Vinny Santaniello of Santa Cool Air Conditioning



Paul Mynatt and Mary Verbiest of Carrier Enterprise with John Gibbs of Sansone AC



Ed Alvarez, Javier Cruz, and Heriberto Palenzuela of Guines Air Conditioning



York Source 1 came out in full force for the SFACA July meeting



Skip Farinhas, SFACA VP, opens the July program meeting



Lt. Adolfo Torres of FHP discusses regulations governing commercial transport of materials and chemicals

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Nominal Voltage	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase	120/240 Vac Split-phase 2W+G	120Vac Single phase					
Certification SPD TYPE	UL Type 1 SPD	UL Type 1 SPD	UL Type 2 SPD	UL Type 2 SPD	UL Type 1 OR 2 SPD	UL Type 2 SPD	TUV	UL Type 1 or 2 SPD	UL Type 1 or 2 SPD
UL listed	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 3	UL 1449 Ed. 4	UL 1449 Ed. 3	NO	UL 1449 Ed. 4	UL 1449 Ed. 4
Surge component technology	PTMOV	TPMOV	TPMOV	TPMOV	TPMOV	MOV w/ Thermal Fuse	MOV w/ Thermal Fuse	TPMOV	TPMOV
Normal discharge rating (In)	10 kA	20 kA	10 kA	10 kA	10 kA	5 kA	10 kA	10kA	10kA
Clamping voltage	150 V	150 V	150 V	150 V	150 V	130 V	150 V	no data	no data
*Short Circuit current Rating (SCCR)	200KA	200KA	10kA	20KA	20KA	100KA	20KA	22kA	22kA
Max. Continuous Operating Voltage (MCOV)	150/320 V	150/300 V	150/300 V	150/300 V	150/300 V	130/260V	150/300 V	150/300 V	150 V
VPR	700VAC (L-G) 1200VAC (L-L)	600VAC L-N/G 1000VAC L-L	600VAC L-N/G 1000VAC L-L	700VAC L-N/G 1200VAC L-L	700VAC L-N/G 1200VAC L-L	800VAC L-N 900VAC L-L	600VAC L-N/G 900VAC L-L	800VAC L-N 1200VAC L-L	700VAC L-N
Enclosure Type	NEMA 4X	NEMA 4X	NEMA1	NEMA3	NEMA 4X	no data	no data	NEMA 3R	NEMA 3R
Disconnect equipment when self sacrifice?	YES	YES	YES	NO	NO	NO	NO	NO	NO



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BLACKS SUPPLY

Hosts Nu-Calgon Open Houses in July

July 17, Leesburg - July 18, East Orlando - July 19, Orlando - July 20, Eustis



Jody Long of Nu-Calgon, Gregory Gordon of Orange County Fire & Rescue, and Emory Cary of ACCA/CF

During the month of July, Blacks Supply hosted a Nu-Calgon Demo Day at each of their four locations. Jody Long, the Nu-Calgon company representative gave product demonstrations of their expanded product line including proper Rx11 lineset flushing, Odor Block pan tabs, Re-New, EasySeal, and the new line of iWave products from GPS for improved indoor air quality. Breakfast and Lunch were provided.

Blacks Supply Inc., an independent, family owned Air Conditioning Wholesaler has been serving Orlando and Central Florida for over 30 years. From commercial duct systems to residential air conditioning systems to manufactured housing package units, Blacks Supply has an inventory of products from over 200 vendors. Their knowledgeable and customer service focused employees can help you in all aspects of the HVAC industry including new construction, renovation, service, warranty, parts and specialty products. Their dedication to the industry has made Blacks Supply the choice of local HVAC contractors.

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Teia Harner and Nicole Vines of Blacks Supply, Jody Long of Nu-Calgon



Jody Long of Nu-Calgon, Edward Adie and Mutt Stroud of Blacks Supply, with Inri Roa of AC Heating & Cooling



Jody Long of Nu-Calgon with Hector Cartagena of HMS Heating & Air



Jody Long of Nu-Calgon, Charles Ambrose of Commercial Air, and Ivan Martinez of Blacks Supply



Jason Black of Blacks Supply with Jody Long of Nu-Calgon



Reyna Milburn of True Air, Steve Brown of Blacks Supply, and Jose Burgos of Jamco Air Conditioning



Ivan Martinez of Blacks Supply with Andy Madden Champion Air Conditioning



Vitalay Savchenko of Vit Air getting a smoke test demonstration with the new iWave product



Emory Cary of ACCA/CF, Vladimir Paul of HVAC Depot, and Jody Long of Nu-Calgon



Abra West of Hot & Cold AC watching a demonstration of flushing a copper lineset with Rx11 Flush



AC Roa of AC Heating & Cooling with Dave Drechsel of Blacks Supply



Jody Long of Nu-Calgon, Mike Peters and Dominic Mashburn of Mike's AC Services



Tony LaRocca of Greens Air Conditioning enjoying some fried chicken



The counters were busy during the Nu-Calgon Open Houses



Ivan Martinez, Jose Ferrar, Daniel Madiary, and Steve Brown of Blacks Supply with Pedro Lugo of Quick AC

THE MARLTON HOTEL - NEW YORK CITY

LG Industry-Leading HVAC Controls And Systems Bring Architects Creative New Design Solutions

CHALLENGE

A large nine-story building located in the heart of Greenwich Village in New York City, the Marlton has a storied history, serving as home to some of the most famous and influential artists and writers of the modern era, such as Jack Kerouac and Neal Cassady.

Built in 1900 and purchased in 2013 by Sean MacPherson, co-owner of New York City's Bowery Hotel, The Jane Hotel, and a bevy of other properties on both coasts, the vision for the Marlton was that of an upscale, boutique hotel where textures and details are layered with a fastidious and eclectic eye.



The design required keeping many of the original features including herringbone-wood floors, intricate crown molding, marble bathrooms, and brass fixtures. The building had no central air conditioning system, so MacPherson and team sought an efficient HVAC system that would not only preserve space, but also create an atmosphere for individual guest comfort.

CRITERIA

The Marlton offers guests modern conveniences with old-world charm, thanks to the hotel's expertly curated design and fixtures, dark woodwork, antique rugs and original crown molding.

The hotel's management set out to establish a list of defining characteristics and settled on three main criteria for the new HVAC system. First, the system needed to be highly economical and efficient in terms of its energy consumption. Secondly, the building's owners wanted to preserve the architectural integrity and charm of the design details while maximizing the limited space available. Lastly, the system had to provide superior occupant comfort.

SOLUTION

The Marlton team turned to local New York-based HVAC experts, Klima New York, to design the optimal solution that would deliver on the requirements. After carefully reviewing the HVAC options, Klima

specified the award-winning LG Multi V™ IV Variable Refrigerant Flow (VRF) system, known for its incredible energy efficiency, high performance and flexibility in system design and installation options.

With its industry-leading efficiency, the Multi V series addressed the Marlton's ask of an energy efficient system. Boasting features like Smart Load Control and Active Refrigerant Control energy use is optimized based on the demands of the system and accounts for changes in ambient temperature to regulate performance for efficiency and comfort.

The LG system also allows for multiple rooms to be maintained by a single outdoor unit which not only frees up valuable wall and floor space in each room but also allows for the energy to be more efficiently distributed across the system.

In addition to its top-notch efficiency, the Multi V system worked for the Marlton because its design flexibility worked with the building's architectural features. In the guest rooms the returns were discretely hidden amongst the crown-molding while in other areas duct-free units were used to avoid having to cover up the Marlton's ornate features with soffits for ductwork. Additionally the design of the LG system maximized space which was critical. Unlike many traditional systems which would require a mechanical room the Multi V systems do not which enabled the Marlton to use the space downstairs which would have otherwise served as a mechanical room as a kitchen for the restaurant.



Similarly the compact footprint of the outdoor units combined with their quiet operation meant that the outdoor units could reside on the roof but still allow the Marlton to use and repurpose the rest of rooftop to create an open, airy space for guests to sun bathe, lounge and relax in the heart of downtown New York City.

Lastly the zoned capabilities of the LG VRF system meant that the guest spaces and common areas could be independently and appropriately controlled and conditioned for superior occupant comfort.



RESULTS

The design flexibility combined with the high performance and energy efficiency of the LG VRF solution thoroughly addressed the building's requirements in a cost-effective manner without sacrificing comfort. For nearly the same cost as a traditional system, The Marlton Hotel now has a highly reliable, energy-efficient HVAC solution that delivers comfort and conveniences for its guests.

The LG VRF system allowed for a flexible design with minimal ductwork to deliver a non-invasive, space-saving HVAC system.

"Our company chose VRF because as we are in downtown New York, where space is at an all-time premium; we needed to save space and LG VRF system allowed us to do that," said Eric Rosenfeld, General Manager at The Marlton Hotel. "I personally think the best aspect of the system is the fact that the design has been integrated with the functionality, so we didn't lose any of the architectural integrity. We were able to preserve many of the building's original and thoughtful design details."

"Besides space saving and design flexibility, efficiency is the best feature for the hotel," said James Moran, Sales Engineer at Klima New York. "Generally, the LG Multi V VRF system will provide a 30-40 percent savings over conventional air conditioning systems.* That return alone on a hotel and hospitality application represents quite a return on investment in a relatively short time. That made the choice for an LG VRF system the right one."

*Actual energy savings may vary based on system configuration, and environmental elements.

Bacharach Announces the Acquisition of Neutronics, Inc.

New Kensington, PA – Bacharach, Inc., a leading provider of HVAC-R gas instrumentation and energy management solutions, today announced the acquisition of Neutronics Inc., a world-class provider of refrigerant and gas analyzers. Neutronics' technologies serve the automotive and commercial HVAC markets, and provide high-purity oxygen analyzers to the semi-conductor industry, and self-contained breathing units to the safety and rescue industry. Financial terms of the private transaction were not disclosed.

The combination of Bacharach and Neutronics will significantly strengthen Bacharach's ability to provide the worldwide HVAC-R and automotive markets with high quality fixed and portable gas test and measurement instrumentation.

"Neutronics is the established leader in refrigerant identifiers for the global automotive and HVAC-R industries and has complimentary non-dispersive infrared (NDIR) sensor technology in its instruments, which are designed and manufactured in its Exton, Pennsylvania facility," said Doug Keepports, CEO of Bacharach. "This acquisition aligns well

with Bacharach's strategic plan and strong focus on growing our market leadership in instrumentation and refrigerant monitoring, as well as compliments Bacharach's expertise and strengths in the combustion and emissions analysis markets. We are happy to welcome the Neutronics team and look forward to continue growing our combined business."

Neutronics will continue to carry its existing brand and operate under the leadership of Gary Halpern, President, and David Halpern, COO, who joined their father Terry Halpern at the company over 40 years ago. Terry founded the business in 1976 with a focus on the measurement and control of oxygen and other gases for safety, environmental, and general industrial applications.

Gary, David and their executive team bring over 150 years of industry experience to Bacharach. Neutronics will operate as a wholly owned subsidiary of Bacharach, and management teams of both businesses will work to leverage their combined strengths, while providing their customers and supplier partners with the same high quality service as always.

Robertshaw® Launches Ranco® Rocket™ RS Series Hard Start Kits

Itasca, IL – July 12, 2018 – Robertshaw®, a global engineering and manufacturing company of HVACR products, announces the launch of its Ranco® Rocket™ RS Series Hard Start Kits this month. The Ranco Rocket RS Series Hard Start Kits are designed to give air conditioning and refrigeration added power during system start-up and reduce the amount of electricity required. Features and Benefits include:

- Extends compressor and component life
- Prevents expensive repairs to compressor and components
- Reduces energy consumption up to 50% during start-up
- Includes combination relays and start capacitor
- Installs quickly and easily

Available in five varieties, Ranco Rocket RS Series Hard Start Kits deliver the quality trusted by contractors and business owners.

DiversiTech® Introduces and Expands New Line-Up of Effective, Easy to Use HVAC/R Injectable Solution Products

ATLANTA, July 12, 2018 – DiversiTech Corp., a leading manufacturer of installation, repair, and maintenance materials, components and supplies for the HVAC and electrical markets, is introducing a new line-up of technologically advanced injectable solution products for HVAC contractors. An expansion of DiversiTech's industry-leading leak sealant solutions, many of the new products feature the same innovative flex-hose injectable platform used in the company's proven Flex Inject Sealant Advanced product and Flex Inject Sealant Total with UV dye product. The new products span the vital areas of leak detection, refrigerant system change-out and system performance enhancement. Designed for easy and quick installation, the highly effective products save contractors and homeowners valuable time and money.

Finding leaks faster is made easier with DiversiTech's Flash™ Detect Inject (Item #990), an integrated UV dye that requires no UV glasses and is ideally suited for use in locations where leaks are not easily found with conventional methods. Using a UV light such as DiversiTech's 89DC, the highly soluble fluid exposes the leak(s) in a green color. Contractors can then use either DiversiTech's Super Seal Sealant Advanced (can version) or Flex Inject® Sealant Advanced (flexible hose version) to fix the leak. For use in systems up to 6 tons, the dye injects through a patented flex hose and can be installed without the use of tools or manifold gauges. Flash Detect is polymer free and works with all compressors, heat pumps, condensers, recovery units and other system components. It installs into a fully charged system with no recovery or pump down and works with all refrigerants and all oils. Advanced testing and field use shows it prevents blockages or plug ups of manifold gauges, metering devices, thermostatic expansion valves (TXVs), pistons and cap tubes.

Homeowners have a new way to save money through Boost Juice® Inject (Item# 992) and Boost Juice in can (Item# 993KIT). Both products are an HVAC/R system performance improvement additive that lower energy costs by reducing the amper-

age draw up to 22 percent on a system when running. Boost Juice lubricates the unit's components, removing moisture and oxygen, and dissolving particle debris to reduce drag and friction for the refrigerant and oil. No tools or manifold gauges are required for installation and improvements can be realized within 24 to 72 hours, depending on the system's age. Compatible with all oils and refrigerants, added benefits include: reduced compressor noise, moisture elimination and acid formation prevention to protect against system corrosion.

Converting a system from non-POE based oils and old refrigerants to newer HFC refrigerants is fast and easy with the Super Change™ family of products: Super Change in a can (Item #981) and the new Super Change™ Inject (Item #991). Both products come with an injectable flex-hose with the chemical material included. Contractors using Super Change can save up to one hour in flushing, three hours in oil removal and other valuable time related to disconnecting line-sets or replacing gaskets and O-rings. With no tools required and no need to flush the system (excluding compressor burnouts), contractors can quickly convert old refrigerants such as R22 to newer HFC refrigerants including POE-based R407C and R410A for systems up to 6 tons.

"These new products represent another significant step in our singular focus of helping our wholesale customers and contractors simplify their work," said DiversiTech Market Segment Manager Ron Grabowski. "Each product is amazingly easy to use, quick to install, proven for their effectiveness and can help solve problems. We're confident contractors and homeowners will enjoy the money and time-saving benefits these new products bring."

According to Grabowski, DiversiTech's introduction of these new products is a natural expansion of its position as a leading provider of leak sealant solutions. The company offers such innovative products as its Flex Inject Sealant Advanced and its Flex Inject Sealant Total, two of the most advanced and rigorously tested sealants to ever enter the marketplace. More

than a decade of field history shows that DiversiTech's sealant products repair micron leaks effectively and continues to work up to 10 years or more when used in accordance with manufacturer guidelines and instructions.

HVAC/R contractors and distributors wanting more information or looking to purchase products can contact their local DiversiTech manufacturer representative or visit www.diversitech.com.

Founded in 1971, DiversiTech® Corporation is North America's largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga., metropolitan area, DiversiTech's mission to its customers 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 HVAC/R 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.



RGF Wins A Prestigious Dealer Design Award For The 6Th Year In A Row

Riviera Beach, Florida – RGF Environmental Group, Inc., the leader in IAQ and innovative technologies, was recognized once again for excellence in product design in the 15th annual Dealer Designer Awards Program sponsored by The Air Conditioning Heating & Refrigeration News ("The ACHR News") magazine. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning and refrigeration industries. An independent panel of contractors adjudicated the competition that considered 98 entries, all competing for the highly coveted recognition.

The company's patent pending RGFClear Sky MS was awarded the Silver Dealer Design Award for Innovative IAQ Technology. This is the company's ninth Dealer Design award attained over the past six years. The patent pending RGFClear Sky MS continuous, self-cleaning ion generator for mini-split HVAC units, was developed to produce bi-polar ions in the conditioned space of homes and commercial buildings. This system features separated quad ion emitters for superior bi-polar ionization and attaches directly to the top of the mini-split unit using hook and loop fasteners. RGFClear Sky reduces particulate matter, allergens, smoke, bacteria, viruses and mold spores in the air-conditioned space. Its small size, easy installation, and low cost make this product an ideal alternative to more expensive ionizing systems. The MS unit is designed to accommodate air flows from standard mini-split units. What makes the RGFClear Sky MS stand out above other products in this category is the

continuous "self-cleaning" technology proprietary to RGF. This is achieved by ultrasonic energy coupled with induced oscillations targeted directly to the carbon ion emitters.



In response to this recognition, VP of Business Development, Tony Julian, said, "RGF is continually investing in research and development with a focus on aesthetic design. This award is a great reflection of the talent and hard work of our engineers."

ACHR News Publisher Mike Murphy stated, "These awards give us a unique opportunity to recog-

nize the outstanding research and development efforts that go into many of the products serving the HVAC/R industry, and the awards issue gives our readers an opportunity to read about innovative installation and service solutions." Winning entries in the Dealer Design Awards were featured in the July 23, 2018 issue of The ACHR News, which is distributed nationally to over 33,000 HVAC/R contractors, wholesalers and other industry professionals. For more information and further coverage, visit www.achrnews.com.

This acknowledgment is the result of RGF's award-winning engineering and vertically integrated "Made in the USA" manufacturing and assembly process. Since RGF controls their own design, they can produce far superior products in quality and performance than other companies in the HVAC/IAQ marketplace.

RGF manufactures over 500 environmental products and has a 33+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 7.5 acres, with 106,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded their facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.

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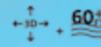
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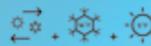


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Celebration of Life Grover Todd Gray

Former Board Member and Owner of G & S Air Conditioning. Grover was born on June 20, 1950 and passed away on Friday, July 20, 2018. Grover was a resident of Florida at the time of passing.

Although Grover graduated from the University of North Florida in 1973, he was an avid Florida State Seminoles Fan along with his brother Gary, niece Wyndee Leigh and many high school and college friends.

Friends and family can pay their respects at the celebration of life on Sunday, July 29 at 2:00 p.m. at People of Faith Lutheran Church, 220 Windermere Road, Winter Garden, Florida, 34787. A private service for the interment of ashes will be held at a later date in Jacksonville, FL.

Thank you -
ACCA/CF

Milwaukee Tool Continues Rapid Growth in the United States with a \$32 Million Headquarters Expansion Project



MILWAUKEE, WI- Milwaukee Tool will begin construction on another major expansion of its

Global Headquarters Campus in Brookfield, Wisc. With a total investment of \$32MM, the new advanced manufacturing and R&D facility is expected to create 350 new jobs, continuing a strong track record of rapid growth for the company within the United States.

This newest expansion will house the company's advanced manufacturing, engineering, and global research and development center, occupying a 3.5-acre site on the company's Global Headquarters Campus. The 114,500-square foot, multi-story building starts construction in Q3 and is expected to be completed by Q4 of 2019, bringing its global headquarter space from 390,000 square feet to an approximate 504,500 square feet.

"When you look at the growth our company has achieved in the last decade, the catalyst for our success has been, and will always be, our people. The drive, determination, and obsession of our employees has enabled us to continue delivering disruptive innovation for the professional trades and our distribution partners," said Steve Richman, Milwaukee Tool Group President. "Our newest expansion will help us continue to grow a world-class work environment that will attract, recruit, and retain the best talent in the world."

Milwaukee Tool has sustained organic double-digit growth throughout the last decade. This growth is driven by its exceptional people, the company's focus on the professional trades and its breakthrough developments in cordless technology, advanced accessory engineering, and innovative hand tool and storage solutions.

Over the last decade Milwaukee Tool has continued to invest heavily in its national growth, making over \$190MM in capital investments in the U.S., including \$33.4 million in manufacturing, tripling the workforce at its Global Headquarters Campus in Wisconsin, and growing its base of 3,500 employees nationwide. This newest expansion marks the next step in the company's impressive growth and is a testament to its dedication to continuing all product development in the area for which it was named.

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ACCA Releases Flammable Refrigerant Technical Bulletin

The Air Conditioning Contractors of America announces the release of Air Conditioning and Refrigeration Systems Using Flammable A3 Refrigerants, a technical bulletin addressing challenges technicians encounter when working with these products.

This bulletin focuses on ASHRAE-designated "A3" refrigerants that are commonly found in refrigeration systems, walk-in coolers, food merchandisers and service cases, beverage dispensers, vending machines, ice makers, and water fountains. It addresses issues including safety, installation, start-up, maintenance, parts replacement, refrigerant leak checking, transportation of units, cleanliness, and decommissioning.

The refrigerants specifically mentioned are R-290 (also known as propane), R-441A, R-600a (also known as isobutene), and R-1270. However, the Technical Bulletin applies to all "A3" refrigerants. As allowed by the U.S. EPA, these "A3" residential and commercial HVACR systems are small charge units; depending on the allowed use, 57 – 300 grams maximum refrigerant charge.

"Often, convenience stores, grocers, and other commercial outlets have great difficulty finding technicians who can service vending machines, beverage cases, and reach-in coolers because they use flammable refrigerants," said Paul Stalknecht, ACCA president and CEO. "It is important that contractors and technicians review this technical bulletin, not only for their safety, but also as an opportunity to expand their service offerings. By following guidelines in this ACCA product, contractors can confidently work on these systems."

Glenn Hourahan, P.E., ACCA senior vice president of engineering and technical accreditation, said, "ACCA is proud to lead the industry effort addressing contractor and technician concerns regarding flammable refrigerants. This technical bulletin is the beginning of ACCA's work to prepare the contracting industry to safely handle flammable refrigerants, ensuring consumers have peace of mind when purchasing systems that rely on these products."

Carrier Donates High Efficiency Home Comfort Systems for Habitat for Humanity® of St. Joseph County's First Net Zero Homes

SOUTH BEND, Ind., July 17, 2018 – To celebrate the 116th anniversary of the invention of modern air conditioning, Carrier is donating dozens of heating and cooling systems to Habitat for Humanity's annual Jimmy & Rosalynn Carter Work Project, including systems that support net zero energy. For the first time, four Habitat homes of St. Joseph

County will achieve this distinction, meaning they will produce as much renewable energy as they consume over the course of a year. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp.



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Fieldpiece Instruments Once Again Takes Home Gold Award in the The NEWS Dealer Design Awards Contest

Orange, Calif., July 23, 2018 – Fieldpiece Instruments has once again been recognized for producing an outstanding product in the The NEWS Dealer Design Contest 2018 in the Electronic and Hand Tools Category. The VP85 Vacuum Pump took home the gold award this year and the MR45 Recovery Machine took home the gold award last year in the same category.

According to the magazine, the Dealer Design Awards are judged by 20 contractors from across the U.S. who are active in the industry and have their collective fingers on the pulse of what's happening. "The Dealer Design contest is truly a unique award because it is the only HVACR product competition that is judged by HVACR contractors, which is a true test for how good a product is," said Kyle Gargaro, editor-in-chief of The NEWS.

The award-winning VP85 8cfm Vacuum Pump has a DC motor and is designed for HVACR professionals who are pulling vacuum in A/C and refrigeration units either prior to adding refrigerant on a new installation or performing a system repair. The 8cfm DC motor allows for smooth running in colder weather and lower voltage. A unique feature of the Fieldpiece vacuum pump is the four in-line ports in three different sizes that allow for tidy hose routing and hose options. Another feature for the HVACR professional is the extra wide base to help prevent the pump from tipping and spilling oil.

With the Fieldpiece Vacuum Pumps, the HVACR professional can clearly view the oil condition through the large oil tank window. The oil backlight not only allows the technician to see the condition of the oil but also to see if the fill level is correct.

In addition, with the Fieldpiece RunQuick™ oil change system, the oil can be replaced in under 20 seconds, even without losing a vacuum while the pump is running. Another feature is the remote exhaust capability. The technician simply unscrews the exhaust cap and connects an obstruction-free garden hose to exhaust oil mist and vapor remotely to the outside of a building structure.

The 2017 award-winner, MR45 Recovery Machine features a smart, variable speed one-horsepower DC motor that minimizes liquid slugging and maximizes vapor recovery. The digital display is precise and easy to see, and the electronics are well protected for use in the rain, cold, and heat. Lightweight at only 22lbs, MR45 is also rugged with rubberized housing and rail slides for extra protection. These attributes, alongside glowing reviews from contractors and the panel of judges, helped the MR45 win the gold award in the Electronic and Hand Tools category of The NEWS' 2017 Dealer Design Awards.

Tina French, Marketing Manager Fieldpiece Instruments says, "To produce gold-standard products we used value engineering, quality engineering, focus groups, surveys, and beta testing during the research that went into the design of both the MR45 and the VP85. We're excited about being recognized by the contractors who judged the products in the Electronic and Hand Tools Category for these two products."






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CONDITIONS	*ULTRA QUIET 110	*ULTRA QUIET 130	ULTRA QUIET 150
HI TEMP, HIGH HUMIDITY 80 / 80 / 80	92,341 BTH/h 5.5 C.O.P.	128,610 BTH/h 6.5 C.O.P.	146,100 BTH/h 6.2 C.O.P.
HI TEMP, MID HUMIDITY 80 / 63 / 80	86,398 BTH/h 5.14 C.O.P.	121,876 BTH/h 6.32 C.O.P.	138,000 BTH/h 6.1 C.O.P.
LOW TEMP, MID HUMIDITY 50 / 63 / 80	60,758 BTH/h 4.01 C.O.P.	110,532 BTH/h 5.73 C.O.P.	116,450 BTH/h 4.8 C.O.P.
EXTREME LOW TEMP 38 / 69 / 80	48,533 BTH/h 3.31 C.O.P.	86,296 BTH/h 4.36 C.O.P.	95,250 BTH/h 4.1 C.O.P.
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More States Advocate for HFC Reductions

On the one-year anniversary of the Trump Administration withdrawing from the global Paris Agreement, seventeen U.S. Governors, representing over 40% of the nation's population, announced a new wave of climate actions on June 1 as part of their efforts with the United States Climate Alliance (USCA). States that are part of this initiative are California, Colorado, Connecticut, Delaware, Hawaii, Maryland, Massachusetts, Minnesota, New Jersey, New York, North Carolina, Oregon, Rhode Island, Vermont, Virginia, Washington and the territory of Puerto Rico.

Developing a short-lived climate pollutant (SLCP) plan is part of a new wave of climate action initiatives. Those initiatives include:

- Reducing Super Pollutants (HFC's)
- Mobilizing Financing for Climate Projects
- Grid Modernization
- Renewable Energy
- Appliance Energy Efficiency Standards
- Building Resilient Communities and Infrastructure
- Increasing Carbon Storage in our Landscapes
- Deploying Clean Transportation

The USCA pointed out to strategies which reduce HFC emissions as "those technologies that promote more energy efficient systems that lower costs for businesses and households, support the leadership of U.S. businesses developing alternatives to HFCs, and increase the need for skilled technicians and system designers."

As an example, the state of New York has directed state departments to reduce HFC emissions through regulatory, incentive, and capacity building. The NY Department of Environmental Conservation is monitoring the initiative and other agencies have been directed to work on this item. In his 2018 State of the State, New York Governor Cuomo directed state agencies to develop a comprehensive plan to reduce HFC emissions through a suite of regulatory, incentive, and capacity-building programs.

The Alliance said it "invites all national and subnational jurisdictions, businesses and other actors to bring commitments to reduce short-lived climate pollutants to the Global Climate Action Summit in San Francisco, California this September." More information can be found here. <http://globalclimateaction-summit.org/>.

James Bowman, Industry Veteran, Joins NAVAC as Regional Sales Manager, HVAC Tools



James Bowman

Lyndhurst, NJ – James Bowman, a 20-year industry veteran, has joined NAVAC North America as Regional Sales Manager, HVAC Tools. Mr. Bowman will oversee the company's central sales region.

A global manufacturer of industrial vacuum solutions and HVAC/R tools, NAVAC recently launched North American operations in New Jersey with the goal of steadily expanding its footprint through a product portfolio of smart, automated solutions that make technicians' jobs more efficient and intuitive.

A US Army veteran, Mr. Bowman is an experienced manager, consultant, trainer, educator, sales team leader and speaker. He

started his career as an install helper and worked his way up through service, sales, design, and management positions. Most recently, Mr. Bowman served as National Technical Sales Manager, HVAC/R for RectorSeal, based in Houston, TX. Prior to that he spent many years climbing the ranks of A.J. Warren Service Company in Houston.

Mr. Bowman holds a State of Texas class A contractor's license and was NATE Certified for many years. He is a member, Deputy Director and Regional RSES (Refrigeration Service Engineers Society) Officer, and was named RSES Speaker of the Year in 2015.

"We welcome the deep knowledge and experience James brings to NAVAC," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC, "and see him as an ideal voice to increase awareness of our accurate, user-friendly HVAC/R tools. James understands and embraces our goal of streamlining and simplifying projects for busy HVAC/R technicians."

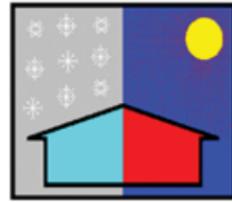
With more than 600 employees and sales in over 80 countries, the company is the world's largest supplier of HVAC vacuum pumps, in addition to a wide array of tools, gauges, charging machines and other industry-specific items.

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of industrial vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering unsurpassed efficiency, accuracy and ease of use.

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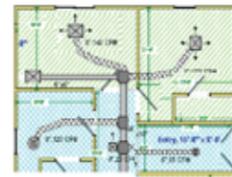
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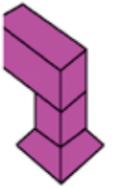
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MIAMI-DADE COUNTY REGULATORY & ECONOMIC RESOURCES DEPARTMENT

RER Director, Building Trade Division for Mechanical and Plumbing
SALARY: MIN \$90,756 – MAX \$142,683

Minimum Qualifications:

Five years of field experience under a license as a Florida Professional Engineer having obtained the license pursuant to examination in the mechanical discipline to include four years of progressively responsible administrative and supervisory experience and one year of plans review and inspection experience are required;
OR

Five years of field experience under a Certificate of Competency as a Master General Mechanical issued by the Miami-Dade County Construction Trades Qualifying Board or a certificate as a State Mechanical Contractor issued by the Florida Construction Industry Licensing Board to include four years of progressively responsible administrative and supervisory experience and one year of plans review and inspection experience are required;

AND

Five years of field experience under a Certificate of Competency as a Master Plumber issued by the Miami-Dade County Construction Trades Qualifying Board or a State Plumbing Contractor issued by the Florida Construction Industry Licensing Board to include four years of progressively responsible administrative and supervisory experience and one year of plans review and inspection experience are required. The five years of field experience under a Certificate of Competency as a Master General Mechanical and five years of field experience under a Certificate of Competency as a Master Plumber may be gained concurrently/simultaneously.

Persons with a Certificate of Competency issued by reciprocity with Miami-Dade County will be eligible. All applicants must provide proof of certification or licensure for five years; however, a current active or inactive certificate or license is required. All applicants must be eligible for certification by the Miami-Dade County Board of Rules and Appeals as specified in Chapter 8 of the Code of Miami-Dade County. Master General Mechanicals, Miami-Dade County Master Plumbers and State Contractors must also be eligible for certification by the Florida Building Code Administrators and Inspectors Board as specified in Chapter 468, Florida Statutes. Certificate and/or license must be in good standing with Miami-Dade County's Contractor Licensing and Enforcement Section and/or the Florida Department of Business and Professional Regulation with no pending complaints. All applicants qualifying for employment will be subject to extensive background screening. Applicants holding an active certificate will be required to inactivate their certificate at their own expense upon employment.

Preference:

PE License is preferred.

Recruitment Notes:

The Director, Building Trade Division for Mechanical and Plumbing within the Construction, Permitting and Building Code Division of the Department of Regulatory and Economic Resources is a highly advanced executive level position responsible for providing direction and guidance to section supervisors, field unit supervisors, plans processors and inspectors over the mechanical and plumbing trades. General direction is received from the Deputy Building Official and the Building Official/Assistant Director, Construction, Permitting and Building Code Division who holds the individual responsible for professional management of the activities and services, and achievement of desired goals and objectives.

Miami-Dade County, Florida is one of the largest governments in the southeast with \$6.25 billion annual budget and 28,000 employees serving over 2.7 million residents. It offers competitive salary; excellent benefits including medical, dental, vision, life and optional disability insurance; 457 pre-tax savings plan; and membership in the Florida Retirement System.

Miami-Dade County offers great benefits including full medical, dental, and vision insurance; life and disability insurance; optional 457 pretax savings plan; optional flexible spending accounts; paid holidays, vacation and sick time; membership in the Florida Retirement System; professional development; and a tuition reimbursement program.

APPLICANTS MUST APPLY ON LINE BY AUGUST 18, 2018 at www.miamidade.gov

OR go to the following URL:

https://exterd.miamidade.gov/psp/GUEST/EMPLOYEE/HRMS/c/HRS_HRAM.HRS_CE.GBL?Page=HRS_CE_JOB_DTL&Action=A&JobOpeningId=49817&SiteId=1&PostingSeq=1

For additional information, please contact Iliana Garcia, Recruiter at (305) 372-6732 or email at garcili@miamidade.gov.



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We offer our employees a competitive salary and comprehensive benefits package including a partial company matching 401K, and are always looking for individuals with the talent and skills required to contribute to our continued growth and success. For consideration please send cover letter, resume including salary history to: HR@thermastor.com EOE M/F/Vet/Disabled

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TODAY'S A/C NEWS

August 2018

Volume 30 / Number 1

Today's A/C & Refrigeration News
is published monthly,
(12 times a year)

by Today's A/C & Refrigeration News

P0 BOX 451821,

Ft Lauderdale, FL 32170

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E-mail: jeff@todays-ac.com

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

POSTMASTER:

Send address changes to

Today's A/C & Refrigeration News

P0. Box 451821,

Ft Lauderdale, FL 33345

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

Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

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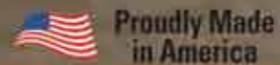


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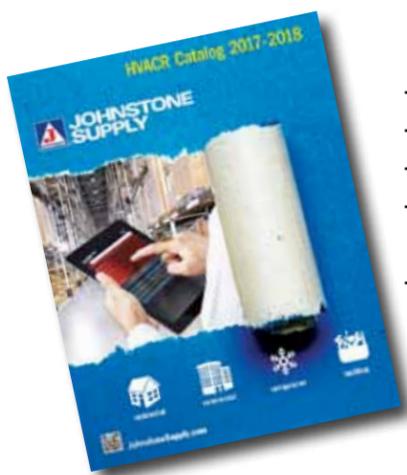
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