

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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Tropic Supply, RUDD and Glasfloss Support Breast Cancer Awareness Month (see page 15)



RGF Teams Up With Sansone AC For Bluewater Babes Fish For A Cure (see page B3)



Leone Green Entertains Golf Sponsors Poolside at the Hilton Palm Beach (see page 23)



8th Annual AirGuide and Leone Green Golf Tournament (see pages B14-B15)



Johnstone Supply Ware Group Training In October (see page B5)

## Johnson Controls Announces Acquisition of Lux Products



Jeff Schlichenmeyer  
Publisher

MILWAUKEE – (October 2, 2018) – Johnson Controls (NYSE: JCI) today announced it has acquired the assets of Lux Products Corporation (LUX), a leader in residential thermostats and smart home products. LUX markets several successful residential

and commercial lines ranging from timers to smart home thermostats including Kono and Geo.

“The acquisition of LUX strengthens our portfolio in the consumer retail channel and offerings in thermostats,” said Chris Eichmann, vice president, general manager of Johnson Controls. “We are excited to work together with LUX to bring great products to even more customers, leveraging Johnson Controls’ resources to drive continued innovation.”

This announcement comes shortly after the launch of Johnson Controls’ new GLAS®, the stunning new smart thermostat that features a translucent OLED touchscreen display, among other high-tech features. For Johnson Controls, the LUX acquisition enhances its commitment to thermostats, a natural progression from the company that invented the first room thermostat more than 135 years ago. The move also enables faster product development cycles, improves customer service capabilities and supports greater product innovation.

“We look forward to joining forces with Johnson Controls, a company that shares our passion for expertly-designed, innovative and reliable products,” said Rob Munin, CEO of LUX and newly named general manager, Thermostats for Johnson Controls. “Together, we will enhance a strong position in the residential channel and look forward to expanding our offerings to serve a wide range of customers.” For more information, please visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com)

## EPA’s Immediate Rule Change Could Cause Chaos

The EPA has submitted a ruling, immediately affecting everyone in the HVACR industry. This ruling will revise the refrigerant management requirements, again. That is unless the industry speaks out and voices its objection.

One of the changes is to rescind the refrigerant management requirements of subpart F from substitute refrigerants. These requirements include a sales restriction for substitute refrigerants.

What does this mean?

- Substitute refrigerants and equipment could be sold by anyone, including big box or online retailers, cutting out the wholesaler.
- Anyone could purchase refrigerants and work on their own systems, devastating for contractors, and even worse for manufacturers. What will this do to warranty costs, and brand perception?
- The HVACR industry would have different regulations for different refrigerants, confusing for all.
- It would be illegal to vent substitute refrigerants, but there would be no requirement to recover them. What does this mean?
- Educators having just revised their curriculum, would have to do so, again.
- Wholesalers would have to prepare their customers and update their point of sales software to comply, again (immediately).
- Publishers would have to revise their textbooks

and supplemental materials, again.

- Certification programs would need to revise the training materials and exams, again. A revision now could result in three different exams in one year, creating confusion in knowing what to teach and which regulations to comply with.
- It has taken two years to prepare the workforce and its trainers to comply with the 2016 regulations. Another change now, would require a massive effort to retrain everyone to comply, again.

A periodic review of regulations is essential to ensure they keep up with technologies. However, a revision this soon into the process of complying with the 2016 rules (which were supported by the industry) would be costly, and confusing for everyone in the industry. While you may not agree with every regulation, the sales restriction has ensured that people purchasing and working with refrigerants are licensed, certified professionals, lets keep it that way.

What do you need to do at this point? Nothing! the purpose of this email is to keep you apprised of this proposal. As we have more information, we will gladly share it with you.

What can you do? You can share your comments with the EPA. However, you must do so by November 15, 2018 at <https://www.regulations.gov/comment?D=EPA-HQ-OAR-2017-0629-0001>. Failure to do so, will result in confusion for all.

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# "I Quit If You Don't Give Me a Raise"

## Ruth King's Contractors Cents



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

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

"I am seeing at a local level a preponderance of business owners paying obnoxious amounts of money to secure employees. How should I respond to the exorbitant pay scale offered by my competition? I had a service tech tell me recently he wanted x amount per hour or he's gone! I am troubled by this willingness to pay people whatever they demand! What's the right answer here?"

Here is my answer: First, your employees should not hold you hostage. It is your company and you make the rules. If you truly provide, IN THE EYES OF YOUR EMPLOYEES, a great culture, a great place to work, and a bonus program based on profitability, then the good ones will stay. Next week I will share my bonus program that works.

If an employee threatens to leave if you don't pay them more money, as hard as it may seem to find another employee, you MUST let that person go. If you don't and you cave in, then everyone knows they can play the "threaten to leave" game to get a raise. A downward spiral has begun that you can't reverse until you take a stand and say "No" to everyone who uses this threat.

The question then is, "Do they know what they are actually getting in addition to their hourly pay?" If you haven't educated them on their benefits and the cost of their benefits, then they probably think, "I'm only making, for example, \$20 an hour and he is charging \$150 per hour. He's making a killing." Not true – but that's what the tech sees.

Your field employees need to understand the hourly cost of their insurance, their vacation days, their truck, how much overhead really costs, etc. Once they do, and you remind them of this occasionally, then they should understand why you charge the rates you do and what they really earn.

Next Topic: 5 Little Changes that Can Create Big Profits. About a week ago, ago I ran a 5K on one of the Atlanta runways. Yes, they shut that side of the airport down at 6 AM on a Saturday morning. We had to be off by 7:30 AM so they could open the runway. It was fun to be on the ground on that runway since I had landed on it (Runway 26L) thousands of times.

It got me thinking – that was a little race (only 5K). What did that race create that could generate huge dividends in the future? From a business perspective, what little changes can we make in our businesses that can create big profits?

Here are the answers I came up with:

1. Get one more billable hour per day per field employee.

- Actually this is pretty easy to do;
- Tickler files to generate work in the slower times;
- No lingering in the office after a meeting – 5 minutes after the end of the meeting they should be on their way to their first call;
- minimize travel time by starting their day near their homes and routing efficiently;
- installers have their trucks loaded and ready for them so they are in the shop less than 5 minutes a day.
- For longer install jobs, materials needed the next day are called in by 3 PM so the warehouse person has time to pull them.

2. No overtime for office personnel.

In the busier times they got used to those extra dollars in their paycheck. Now that it is slower, they should be able to do their jobs in a normal 40 hours work week.

3. Get out of debt...perhaps with the exception of vehicle loans which produce many more thousands of dollars than the loan payment.

- Eliminate your interest expense by becom-

ing your own line of credit

- Save your maintenance dollars
- Save 1% of all revenues that come in the door.

One of my clients has their maintenance monthly recurring billing receipts sent to a savings account rather than their operations account so they never have to be tempted to not transfer those dollars to a savings account.

4. As an owner, get out of the way.

Are you a bottleneck? If your office is in the middle of everything you HEAR everything and get distracted – decreasing your productivity and the productivity of your team. If you trust your team, and you should, then move your office to a corner or out of the way so that you can't hear everything. They will come get you if they need help.

5. Do something to "recharge your batteries."

Get out of the office. Go golf, tennis, hunt, fish, or whatever you like to do. You will get great ideas when you aren't thinking about business. Write them down and implement them. And, click here for something that has helped me get more focused and have more energy as I have aged. It might help you too. These five little changes can add thousands to your bottom line.

And lastly, don't get caught in this credit card reader scam. This conversation between a contractor and me happened about a week ago:

"Thank You." "You're welcome. What are you thanking me for?" "You know your book you made us read, The Ugly Truth about Cash?"

"Yes." "You saved me thousands of dollars." "What happened?" "One of my technicians signed up for Square in our company name. When the customers paid their bills, he swiped the card using his personal square. The customer got a receipt showing that she had paid our company and the money went into his account."

"I looked at the receivable list like you told me to and found that, according to the list, we hadn't been paid. I called the customers who said they had paid. They sent me their receipts. I found that this technician had stolen between \$4,000 and \$5,000.

I called the police. He is being charged with 7 counts including fraud and identity theft. Thank you for making me do this. It could have been a lot worse."

Don't let this happen to you. If you take payments in the field, make sure they are going in to YOUR checking account.



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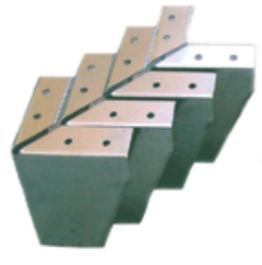
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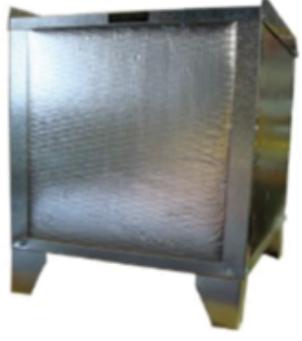


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## National Air Conditioning Association (ACCA) Endorses Campaign Against FPL

ST. PETERSBURG, Fla. – The Air Conditioning Contractors of America (ACCA) today endorsed a campaign against Florida Power & Light (FPL). They have joined the MEP Coalition for Fair Competition to oppose the utility's use of its public resources for private gain in the heating, ventilation and air conditioning (HVAC) market.

MEP is an acronym for mechanical, electrical and plumbing contractors. Other members of the coalition consist of the South Florida Air Conditioning Contractors Association (SFACA), the Southwest Florida Air Conditioning Contractors Association (SWACCA), the Manasota Air Conditioning Contractors Association (MACCA) and the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA).

Currently, FPL is entering the air conditioning, electrical & plumbing services and contracting business with a subsidiary called FPL Energy Services. For example, Jupiter-Tequesta Air Conditioning, Plumbing & Heating is promoting themselves as an FPL Energy Services Company on their website. In addition, their website features a photo of a Jupiter-Tequesta co-branded truck and FPL Energy Services Home Solutions branded truck. The company claims to now serve 30,000 customers from Lucie to Broward County.

Left unchallenged, the coalition contends that FPL will continue their expansion into home services using their established branding and recognition, customer lists, infrastructure and market power to decimate their businesses and dominate their mar-

kets. They say FPL is unfairly using ratepayer funded resources from their regulated utility to force their way into new revenue streams and higher profits. They argue that their goal is to leverage the company's market power, aggressively recruit their employees, use predatory pricing to steal their customers and put them out of business.

"The Air Conditioning Contractors of America is proud to join the MEP Coalition to fight against utility expansion into heating and air conditioning services, as well as other services provided by the skilled trades. ACCA stands with professional contractors and local business owners who want a level playing field, fair competition and protection from utility monopoly subsidized threats" said Todd Washam, Director of Industry and External Relations for the ACCA.

## RGF Launches the Microcon® Line of Whole Home HEPA Filtration Systems



Microcon® 350 and Microcon® 675 in-duct, whole home HEPA filters.

Riviera Beach, Florida (October 22, 2018) – RGF Environmental Group, Inc. adds yet another layer of indoor air quality technology with their Microcon® 350 and Microcon® 675 in-duct, whole home HEPA filters.

Microcon® 350 and 675 utilize an ultra-ef-

ficient 3-stage filtration process. In stage one, a washable foam pre-filter captures large particulate matter. Within the second stage HEPA filter efficiently traps smaller, harmful and irritating particulate matter such as pet dander, pollen and smoke. Finally, in the third stage, the activated carbon filter adsorbs toxic chemicals and VOCs.

A key feature of RGF's new whole house HEPA system is the ability to use the existing buildings HVAC ductwork for its clean air distribution, while also having no performance impact on the existing HVAC heating or cooling unit. The side stream designed system utilizes its own internal pressure blower specifically sized to each model HEPA unit. In operation, a portion of return air is drawn through the Microcon® filters, then delivered back into the air supply using an efficient, whisper-quiet fan and motor. The result is measurable and truly clean, HEPA filtered air for the entire conditioned environment. The system filters are designed to be easy to access and also easy to change.

The Microcon® 350 is recommended for areas of up to 2,625 square feet, while the larger 675 model can accommodate areas as large as 5,000 square feet. Either model is suitable for residential or commercial use and is easily installed into the HVAC or air handling system by a licensed HVAC contractor. An optional VOC filter upgrade is also available for both units.

Mat Charles, RGF's VP of Sales explains, "The addition of indoor air filtration to RGF's award winning air purification product line ensures that RGF will continue leading the way in the IAQ industry. We are committed to expansion and offering new IAQ solutions. RGF is the one-stop shop for all your IAQ needs."

As the leader in the indoor air quality (IAQ) industry with its patented air purification products, RGF is excited to now offer customers a complete range of reliable, high quality indoor air purification and air filtration technologies for residential, commercial, and industrial applications.

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## 2019 AHR EXPO Education Program Offers First-Look At What's Ahead For HVACR In The Coming Year

WESTPORT, Conn., October 12, 2018 – The 2019 AHR Expo today announced its full line-up for the 2019 Education Program, including more than 120 sessions of free seminars, professional certifications and continuing education courses. The Education Program continues to grow each year and is the most comprehensive, all-inclusive opportunity to hear directly from industry leaders about trends and best practices in HVACR.

The 2019 AHR Expo will be held Jan. 14-16 at the Georgia World Congress Center in Atlanta. To register, please visit the AHR Expo registration website.

"The AHR Expo aims to deliver the most extensive access into the HVACR industry," said Clay Stevens, manager of AHR Expo. "Each year we host exhibitors from all facets of the industry, and we add value to the attendee experience through our ever-growing Education Program. Our seminars, courses, and certification opportunities provide visitors with the tools needed to move forward as professionals."

### EDUCATIONAL SESSIONS

This year's Show features nearly 75 free sessions presented by industry experts from leading organizations. The sessions, ranging from one to two hours, provide attendees with potential solutions to the most pressing challenges facing the industry. Attendees can listen in on general HVACR industry subjects, as well as sessions specific to their own line of practice.

"The AHR Expo packs all the industry knowledge under one roof," said Bob "Hot Rod" Rohr of Caleffi North America and a featured speaker at the 2019 Show. "This is the one big event that all in the HVAC industry need to attend. It's the one place where you can see, meet and touch all the latest cutting-edge technology, equipment and training available today."

### CONTINUING EDUCATION

AHR Expo provides the opportunity for attendees to participate in professional development while at the Show. This year, attendees can choose from 20 ASHRAE Learning Institute (ALI) sessions, all of

which are offered prior to and during the Show. All short courses and professional development seminars have been approved for Continuing Education Units (CEUs) that can be applied toward maintaining P.E. licensure. Attendees must register and pay tuition fees in advance of the Show by visiting the ASHRAE registration website.

Full-day courses account for six earned Professional Development Hours (PDHs)/Learning Units (LUs) or 0.6 CEUs. All half-day courses are awarded three accredited PDHs. Topics cover a wide range of industry subjects, including maintenance of high-performance buildings, effective energy management, indoor and outdoor air systems, energy code selection, latest applications, future trends and more.

### CERTIFICATION

Review sessions and exams are also available during the 2019 AHR Expo. Attendees must register and pay any associated fees prior to the Show.

### NEW PRODUCT AND TECHNOLOGY THEATER PRESENTATIONS

In addition to free seminars and paid certification classes, attendees are encouraged to sit in on brief exhibitor presentations in the New Product & Technology Theater. There are over 100 presentations scheduled, each lasting approximately 20 minutes, that aim to give attendees an overview of new product announcements and technologies that they'll see in exhibitor booths on the Show floor. These sessions take place in special theaters right on the exhibit floor and there is no fee or registration required.

To view the complete 2019 AHR Expo Education Program, visit the education section on the AHR Expo website. Attendees are encouraged to use the MapYour Show tool to assist in building out their personalized Show agenda. For more information on the AHR Expo Education Series, please visit [ahrexpo.com](http://ahrexpo.com).

Specific questions regarding 2020 Education Series submissions can be emailed to [kpires@iecshows.com](mailto:kpires@iecshows.com).

## Shupe, Carboni & Associates Hires Angela Garcia for Florida Territory



Shupe, Carboni & Associates is pleased to announce the hiring of Angela Garcia as the Sales Manager for the state of Florida. Angela is a seasoned sales professional with almost a decade of sales experience primarily in the HVAC arena. Angela was most recently the Director of Sales and Business Development for Watsco, responsible for growing all Watsco subsidiary business within Tradewinds. She has also held other sales management positions within Owens Corning and Tutco, Inc. Angela is a graduate of Clemson University with a BA, majoring in Economics and Spanish. She also received her MBA from Clemson.

Angela is the perfect person to be representing us in this market. I have known Angela for nearly eight years and have had the opportunity to see what a tremendous asset she can be for her company and customers. We are committed to this market. Angela's work experience, service mentality and bilingual skills will provide a solid foundation in Florida that we can build upon.

Angela shares my enthusiasm and is excited about joining the Shupe, Carboni team. "I'm so excited to be working with an organization that shares my passion for customer service. The team has such a great reputation, and I know we share the same professional standards of ethics and confidentiality. They understand the importance of building lasting relationships and delivering on our commitments. I know I'm going to be supported whenever I need it, and I am excited about helping them grow this market."

Angela can be reached by email at [AGarcia@shupecarboni.com](mailto:AGarcia@shupecarboni.com) or by phone at 954-540-0498.



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# Trade Talk:

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



## It's Budget Time Again!

November already! This year has really flown by, hasn't it? I know it's a little early to start preaching again about budgets. But, the new year is just around the corner. Wouldn't it be tremendous to have your budget in place January 1, 2019?

I know that many people experience the same challenges that I do. In an effort to help others, I'm sharing my 5-step plan to creating a balanced business budget:

### Step 1: Tally Your Income Sources

The first element of a good business budget is figuring out how much money you bring in on a monthly basis.

Start with your sales figures first (which you can easily get using the Profit & Loss report in QuickBooks), and then go further by adding other income sources you use to run your business.

### Step 2: Determine Fixed Costs

Fixed costs are expenses that are charged the same price each month. As you can imagine, incorporating these is by far the easiest part of creating your business budget.

Review your past bank statements or QuickBooks reports. You'll easily be able to spot your fixed bills and the total amount they cost you each month.

### Step 3: Include Variable Expenses

Items that don't have a fixed price tag each month are called variable costs.

Many of these purchases can actually be scaled up or down depending on the state of your business,

using your monthly profit. Your profit each month will be determined by the earnings you're left with after paying all your costs.

So, if your business does better than you forecasted, you can use the extra funds to increase variable spending, enabling you to grow faster.

### Step 4: Predict One-Time Spends

A great perk of creating a budget is now you will be able to factor in one-time purchases better than ever before.

While some of these items may come up unexpectedly, like the purchase of a laptop to replace the one that crashed, others can be budgeted for months in advance.

### Step 5: Pull It All Together

The first four steps of this post detail the elements of a good business budget, so the last step is simply pulling it all together.

Now that you know the five steps, what else stands in your way of a balanced business budget? Are there any hurdles we've missed that currently have you paralyzed in the process?

Creating a business budget may seem like a hassle, but I bet it's something you've been thinking about for a long time. Take the leap! It's an essential business project that gives you the ability to make conscientious financial decisions, so your business can stay on track and grow.

And speaking of growing your business, are you a Florida-ACCPA member? Florida-ACCPA is a professional alliance designed exclusively for today's HVAC/R contractor!

As the current president of Florida-ACCPA

(also known as Florida Air Conditioning Contractors Professional Alliance), I'm excited to share that we have some exciting new events already planned for the new year. Our goal is to provide our members with the best tools and professional resources available, for you and your company to be successful today and for many years to come.

If you're not yet a member, it takes just a few minutes to join online at [www.florida-accpa.org](http://www.florida-accpa.org) for immediate access to a variety of contractor resources and valuable benefits. The cost of membership per-week is about the same as what you would pay for a cup of coffee!

Membership with Florida-ACCPA is a smart investment to make in yourself, and a great way to start the new year off on the right track by adding many new professional resources to your toolbox!

With the new year just a few weeks away, be sure to try and take some time for yourself. Not only to put together your business budget so that it's in place for January 1, but also to reflect on what you've accomplished over the past twelve months, and to ask yourself what you'd like to improve on going forward.

The start of a new year is always exciting, like having a fresh clean slate where the possibilities are endless!

I wish for everyone a Happy Thanksgiving, spending time and making great memories with family and friends.

Until Next Time  
 Tommy Castellano



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## AccuAir gets the I-TEC Show On The Road Again!

APOPKA, FL (October, 2018) – AccuAir, Inc., a Bard heating and cooling systems specialist and distributor serving educational and commercial customers throughout the Eastern United States, has announced the upcoming Winter schedule of the Bard Touring Mobile Showroom for Florida.

Starting late October, AccuAir, Inc. specialists will be delivering the mobile showroom, a specially-outfitted touring vehicle with a trailer designed to effectively approximate the environment of a classroom or office, throughout Florida to demonstrate Bard's

I-TEC heating and cooling unit, hailed by the manufacturer, numerous school boards and mechanical engineers as Bard's flagship HVAC system.

The trailer features a fully functional I-TEC unit with a covered generator, allowing AccuAir's technical staff to demonstrate first-hand the system's quietness, efficiency, versatility and serviceability. "This is genius," says Frank Suranyi, AccuAir's Engineered Products Manager, "because actually walking into the mobile showroom and experiencing how comfortable and quiet the system is says more than any sales pitch or promise could. People really have to see and feel it to believe it."

To make the experience easy and convenient, AccuAir is delivering the mobile showroom by appointment to designated destination sites. "We literally drive right to schools, office buildings, new and renovated constructions sites, wherever decision-makers find it easiest for them," says Suranyi. "All we need is a parking space to provide an honest and

constructive first-hand experience."

Suranyi points out that the mobile showroom's features extend beyond just comfort and quiet. "People are allowed to inspect the unit so even someone who knows little about HVAC can see and understand how easy the I-TEC system is to program, run and maintain. And our specialists are right there to answer the most exacting questions about the unit's functions, operation costs, maintenance requirements, whatever they want to know. This on-site experience enables purchasers to make a truly educated and confident decision."



The specifics of the unit are impressive to people in the know, such as mechanical engineers and HVAC concept architects, who favor the I-TEC system based on its efficiency numbers (12.0 EER/16.5 IPLV), low sound output (<40 dBA), energy recovery and conservation capabilities, hot gas reheat dehumidification and numerous ventilation options to keep interior environments infused with fresh air. The unit is quiet enough for the smallest classroom and powerful enough for large office spaces, community and civic halls, places of worship and other facilities.

The I-TEC Roadshow's mobile showroom is available by appointment to all Florida schools, businesses, commercial enterprises and municipalities for on-site investigation from November, 2018.

For more information, please visit our website [www.accuaironline.com](http://www.accuaironline.com) or contact Frank Suranyi, Engineered Products Manager for AccuAir. Phone him at 407 259-0089 or email [frank@accuaironline.com](mailto:frank@accuaironline.com)

## HARDI Hires In-House Economist Paul Hallmann



Paul Hallmann

COLUMBUS, Ohio, October 2, 2018 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) this month hired full-time economist Paul Hallmann to its Benchmarking department.

Hallmann, who will be based at the HARDI headquarters in Columbus, Ohio, previously served as a corporate strategist for Scotts Miracle-Grow Company, a multinational, publicly-traded corporation.

"I look forward to bringing added-value to HARDI members with these exciting programs we offer," said Hallmann. "My near-term goal is immersing myself in the HVACR distribution industry to learn about it as quickly and thoroughly as possible, so I can start bringing actionable economic insights to the table."

Hallmann received his undergraduate degree, masters and doctorate each in economics from Virginia Tech.

In this economist role, Hallmann will be working closely with Market Research & Benchmarking Analyst Brian Loftus on delivering macro-level and market-specific insights.

"Having an internal economist in Paul on staff at HARDI gives us the opportunity to comprehensively tailor the information we deliver to HARDI members in our Benchmarking resources in a more fine-tuned way," said Loftus. "This is a big step in our efforts to continually give members directly-applicable information for HVACR distributors."

"Having our own economist that will be directly integrated into our data analysis offerings is an exciting prospect for us and our members who take advantage of them," said CEO Talbot Gee. "With Paul on board, we're eyeing some pretty lofty goals for expanding the benefits of HARDI Benchmarking and HARDInomics services, and we look forward to presenting them to members here in the near future."

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## ASHRAE Realigns Relationship With IAQA

ATLANTA (Oct. 9, 2018) – ASHRAE has announced that an agreement has been reached with the Indoor Air Quality Association (IAQA) for IAQA to transition to an association management firm.

IAQA became an affiliate of ASHRAE in 2015. In that relationship, IAQA's operational base became integrated within ASHRAE's headquarters operations in Atlanta, Ga. With this change, IAQA will take on a more independent management position. Both organizations are committed to continue collaborative programming that benefits all members involved.

"ASHRAE has progressed strongly as a global society and our focus now turns to positioning each organization for long-term growth and leadership," says 2018-19 ASHRAE President Sheila J. Hayter. "The best way to accelerate that transformation is by separating our associations to uniquely position both ASHRAE and IAQA to lead their markets, while focusing strongly on the needs of our members."

During its affiliation, IAQA operated independently within ASHRAE's organizational structure, maintaining its own brand and Board of Directors. Both associations viewed the initial partnership as an asset for the growth and development of each organi-

zation's distinct membership base.

"This change comes as a necessity to ensure the growth, expansion and financial stability of our membership and association," says IAQA President Jay M. Stake. "IAQA will now be managed by AH, an association management company (AMC) with offices in Mount Laurel, N.J. and suburban Washington, D.C.

IAQA will continue to offer corporate and individual memberships, education, conference and resources to indoor air quality professionals. ASHRAE will continue its longstanding leadership of IAQ sciences and technologies.

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

## Once Again RGF's VP Of Business Development Wears Pink To Support The American Cancer Society!



Tony Julian

WEST PALM BEACH, FL – October 2, 2018 — RGF Environmental Group's Tony Julian pledges to wear pink throughout the months of September and October to raise awareness for a cause close to his heart. "Not only my mother, but so many women have been affected by breast cancer.

For this reason, I wanted to help the American Cancer Society promote awareness through this initiative. My involvement goes hand-in-hand with RGF's ongoing commitment to the ACS through our Halos for Hope charitable program," explains Julian.

The American Cancer Society's "Real Men Wear Pink" initiative is a unique way to bring attention to many women's fight against breast cancer. This campaign gives our community the opportunity to nominate local male leaders to spearhead fundraising efforts for ACS research. In addition to research efforts, funds also provide support to breast cancer patients as well as promote early detection and prevention education. Due to the continued passion of supporters, "Real Men Wear Pink" has proven to help save more lives from breast cancer.

Tony Julian has set a fundraising goal of \$5,000 for the "Real Men Wear Pink" campaign. While last year he met his goal, this year he hopes to exceed it!

## RectorSeal® Receives Top Sales Performance Platinum Award From Key Wholesalers Group



Jeff Underwood and Sean Holloway of RectorSeal

Las Vegas, Nev.-- RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R and plumbing products, received the top-ranked Vendor Platinum Decade Award from the HVAC industry buying group, Key Wholesaler Group Association, North Kansas City, Mo., last September at Key's

annual Vendor Workshop Conference's Decades Awards held here.

RectorSeal earned the sales performance award by recording the following statistics: 1) was a 10-year participating vendor; 2) achieved growth in eight of the last 10 years; 3) averaged a 60-percent growth over the last 10 years.

"RectorSeal's outstanding performance this year is one of the highest growth statistics we've ever had from a well-established, major vendor in our annual Decade Awards program," said Mark Chavez, CEO/President, Key Wholesalers Group, who presented the award at the conference's banquet attended by over 200 industry members. "Sometimes you see a growth of 600 percent in one or two years by a new vendor with a short track record, but rarely do we see a long-time pillar of the HVAC industry like RectorSeal deliver a growth rate like that over a 10-year span."

Key Wholesaler Group, which carries over 100 skus of RectorSeal products, has recently seen products such as AC Leak Freeze Pro refrigeration system sealant; SlimDuct and Fortress lineset protection duct; Aspen condensate pumps for ductless minisplit air conditioners; and Safe-T-Switch condensate overflow shutoff switches; Novent tamper-resistant locking caps for refrigeration ports; and other products that surged to the forefront of sales the last year.

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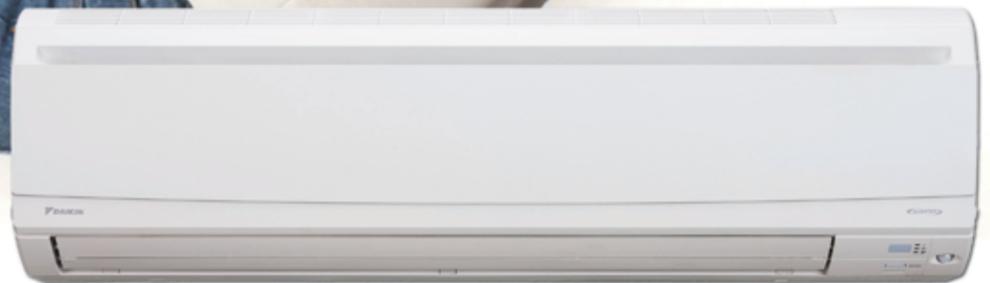
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## D. Brian Baker Memorial Scholarship for attending the 2019 National HVACR Educators and Trainers Conference.

The Council of Refrigeration and Air Conditioning Educators (CARE) and HVAC Excellence have announced the availability of the D. Brian Baker Memorial Scholarship for attending the 2019 National HVACR Educators and Trainers Conference.

D. Brian Baker was a dedicated HVACR professional and educator who was not only passionate about the industry, but a true advocate for continual, professional development. Brian attended every conference and educational opportunity he could knowing that working and teaching in the HVACR industry wasn't just a job, but a career that required continuing education.

The D. Brian Baker Memorial Scholarship will provide an HVACR instructor, with five years or less of classroom experience, the opportunity to attend the 2019 HVAC Excellence National HVACR Educa-

tors and Trainers Conference, March 3-5, 2019, in Las Vegas, NV. The scholarship will cover the cost of registration, transportation and lodging for the nights of the conference. Additionally, the scholarship recipient will receive a one-year membership in CARE.

"Brian Baker was passionate about education, and truly understood the importance of attending professional development and building a network of resources. The HVAC Excellence National HVACR Educators and Trainers Conference, which Brian frequently attended, is a perfect venue for this and we are excited to be able to offer this opportunity to a newer instructor once again," said CARE President Kevin Couch.

To find out more or to apply for the D. Brian Baker Memorial Scholarship Award visit [www.esco-group.org/CARE](http://www.esco-group.org/CARE).

## HVAC/R Leader NAVAC Introduces North America's First Cordless Vacuum Pump



Lyndhurst, NJ – NAVAC, 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, has introduced

the North American market's first cordless vacuum pump. The NP2DLM Cordless Vacuum Pump is a compact, lightweight unit suitable for small HVAC systems such as small ductless split systems, PTACs and other domestic refrigeration appliances.

Weighing just 6.6 lbs. with dimensions of only 9.2"×3.5"×7.5",

NAVAC's cordless vacuum pump is convenient to carry for technicians and ideal for applications where power supply access is an issue. Using a dual-stage rotary vane pump, it is capable of reaching an ultimate vacuum level of 23 microns. Its lithium-ion battery can operate continuously up to one hour. Additional batteries are available for purchase. The unit has an air flow capacity of 2 cfm, two inlet connector sizes (1/4" & 3/8"), and features a shut-off valve for system isolation.

NAVAC's NP-2DLM Cordless Vacuum Pump comes in a convenient carrying bag with battery, charger and bottle of vacuum oil. The unit will ship to distribution partners in March 2019, with orders being accepted starting in October 2018.

With more than 600 employees and sales in over 80 countries, NAVAC recently launched North American operations in Lyndhurst, New Jersey. The company seeks to meet the need in the HVAC/R industry for user-friendly equipment and tools that are less complicated and save time – both crucial to busy technicians charged with conducting efficient yet exacting service. As such, NAVAC's products focus on making technicians' jobs easier and faster without sacrificing accuracy.

For more product information, please visit our website [www.navacglobal.com](http://www.navacglobal.com)

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# Tropic Supply, RUDD and Glasfloss Support Breast Cancer Awareness Month!



**\$100 Selfie Contest Winner Week 1**  
Zeb - Central Heating Consultants  
at T21 Tallahassee Resource Center



For the third year in a row, Tropic Supply partnered with RUDD and Glasfloss Filters to help raise awareness for Breast cancer. Together, Tropic and Glasfloss donated \$6,000 to Susan G. Komen to provide financial assistance, education and support services for underserved individuals who are actively undergoing breast cancer treatment. In addition, contractors purchasing one or more cases of Glasfloss filters during the month of October were given a FREE "Turn Up The Pink" shirt. They were also eligible to enter a SELFIE contest for a chance to win a weekly \$100 Tropic Supply gift card.



**Selfie Contest Winner Week 1**  
Zeb - Central Heating Consultants  
of Tallahassee



Tropic Supply employees in Sunrise showing their support for Breast Cancer Awareness Month!



T-6 Tropic Supply Fort Pierce Resource Center



The RUDD Help Desk wearing their "Turn Up The Pink" shirts!



Blake Eads of Berger Mechanical installing a Glasfloss filter in a commercial unit



T10 Tropic Supply Naples Resource Center



Dean of Warranty Air Conditioning at T-23 St. Petersburg Resource Center loading his Glasfloss filter purchase



Rocio of Rule The Air supporting breast cancer awareness while installing a Glasfloss filter!



A group photo of the Market Refrigeration Team in Orlando



Selfie Contest Winner Week 2  
Diego of AC Man at the T-11 Cape Coral Resource Center



Selfie Contest Winner Week 3  
Carlos Rivera of Mechanicool



Joe and Jade Argento from Precision Air



T1 Tropic Supply Miami Resource Center



T12 Tropic Supply Port Charlotte Resource Center



Amir of ConServ Building Services just purchased some Glasfloss filters



T3 Tropic Supply South Miami Resource Center

# RGF Opens Doors to Palm Beach State College Students to Celebrate National Manufacturing Day

Riviera Beach Florida (October 5, 2018)- RGF Environmental Group Inc., the leader in environmental solutions for air, food and water, opened the doors of its manufacturing facility to 50 local students and their instructors from Palm Beach State College (PBSC) to celebrate National Manufacturing Day. National Manufacturing Day (MFG Day) took place on October 5th this year, and is an initiative created by the National Association of Manufacturers to inspire the next generation of manufacturers. This day provides an opportunity for facilities across North America to show their communities what they do, highlight the economic importance of

manufacturing, and draw attention to manufacturing careers.

PBSC's visit to RGF's headquarters included a company introduction by Lisa Bailey, USA Air Sales Manager. She mentioned to students, "As an employer of those in the STEM fields, we are always seeking out individuals who show the capacity for adaptation and diversification beyond their current interests and skills." Students and instructors were led through RGF's manufacturing facility by RGF engineers, sales leads, and plant supervisors, further illustrating the importance of interconnectivity between employees. Stopping at critical

areas within the facility highlighted the company's approach to vertical manufacturing. The tour showcased research and development labs, prototyping techniques, electrical panel assembly, quality control, welding and automation machinery.

First held in 2012 and organized by the Fabricators & Manufacturers Association International, this day gives manufacturers the opportunity to address the skills gaps they face, connect with future generations, take charge of the public image of manufacturing and ensure the ongoing prosperity of the industry as a whole. For more information, go to [www.rgf.com](http://www.rgf.com)



Palm Beach State College and RGF coming together for a group photo on National Manufacturing Day!



Students stopped by to see the Germinator, an enviro-friendly electric vehicle equipped with the REME ECHO



Philip J. Sherwood, RGF Manager Engineering Services, discusses electrical panel assembly



RGF's Lambgreenie has speeds up to 100 mph, a 2 hour run time and a fully integrated computer system



Palm Beach State College students visited RGF's Electro Mechanical Museum which contains rare antiquities by world-renowned inventors



Lisa Bailey, RGF Sales Manager, explains the importance of 3D printing in relation to product development



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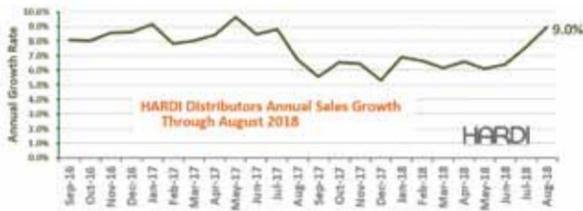
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## HARDI Distributors Reports 15.0 Percent Revenue Increase In August

COLUMBUS, Ohio, October 3, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 15.0 percent in August 2018.



The average annualized growth for the 12 months through August 2018 is 9.0 percent.

“Mid-teens growth is always encouraging, especially during the seasonally significant summer months,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The gain was exaggerated by the weak prior year. The Northeast experienced more than twice as many cooling degree days than last August. Cooling degree days were up by 70 percent in the Great Lakes and Central regions, and almost that much in the Mid-Atlantic region.”

“HARDI distributor sales were more encouraging than the recent retail sales report,” said Loftus. Monthly auto sales have declined for three consecutive months and national existing home sales have declined for 4 consecutive months. Existing home sales in the Northeast and Midwest have been down for 9 consecutive months.

Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, spiked up with the strong sales this past spring. The action was temporary, and the DSO returned to normal in June and July. We have another spike higher this month after back-to-back monthly sales gains.

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.

## New ArmaFlex® Shield is Tough Enough for the Job



Chapel Hill, NC, October 10, 2018. – Armacell, a global leader in flexible foam for the equipment insulation market and a leading provider of engineered foams, announces the launch of ArmaFlex® Shield, a new pipe insulation

for HVAC, plumbing and refrigeration with a built-in protective jacket that resists impacts from the jobsite or the environment.

New ArmaFlex® Shield flexible foam insulation is a moisture- and UV-resistant product solution with a durable protective coating specially designed for line set and HVAC/R applications. Its strong coating resists tears and punctures when pushed through walls or rough openings. Once installed, it stands up to the effects of weather and protects against thermal losses, condensation and moisture ingress.

“ArmaFlex Shield provides all the benefits of a closed-cell foam insulation while providing added tear resistance and UV protection right out of the box,” says Justin Hardy, Armacell’s General Manager, Americas. “Residential and commercial spaces of all types will value the long-term performance and peace of mind that ArmaFlex Shield lends to the mechanical and HVAC/R piping systems.”

ArmaFlex Shield meets the IECC code requirements for outdoor insulation, and is code-compliant for use in air plenums. It’s a low-maintenance alternative to unprotected insulation or adding a separate jacket on the jobsite. Because the strong factory-applied jacket on ArmaFlex Shield resists abrasions, it protects the piping from line trimmer damage making it a great choice for outdoor applications. ArmaFlex Shield is available through Armacell’s network of insulation distributors and HVAC and plumbing wholesalers. Visit [www.armacell.us](http://www.armacell.us) for locations.



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# Performance Pointers

by David Richardson



## Salsa and HVAC System Installations

A football season tradition we have in the Richardson household is making homemade salsa on game day. My youngest son, who we lovingly refer to as "Boo" (He's a 6'2" 220-pound football player, that's no Casper), is typically the head chef in this culinary adventure. However, his most recent batch did not meet his expectations. We heard his disgust from the kitchen as he exclaimed "This is the funkier tasting salsa I've ever made."

With another taste test, a few questions, and some investigation, we were able to figure out what the problem was and correct it. Oddly enough, there's a connection between my son's botched salsa recipe and HVAC system installations. Let's look at what you can learn from the experience.

### A Missing Ingredient

Our taste test revealed an important ingredient that gave it the right flavor was left out of the salsa. We compared the salsa ingredients used to those in the recipe to find what was missing. Once identified, we added the ingredient and got the results we expected.

There are times that HVAC installations don't perform as they should. Is it possible they are missing ingredients, that if added will change the outcome?

Consider this, the installed HVAC system is the salsa. The ingredients are the components used to assemble it and the recipe is proper design and installation practices. Like Boo's salsa, if you leave an ingredient out of your recipe, it could leave a bad taste in your customer's mouth.

### Start with Your Recipe

Define your own unique HVAC system recipe to achieve a great outcome. Start with a foundation that is sound and proven. You can refer to industry standards such as ACCA Manual J, D, and S, and manufacturer specifications for many of these details. Once you determine the recipe, you can tweak it to suit your customer's taste.

Parts of the HVAC system recipe to consider are:

- Equipment sizing and selection

- Duct design and sizing
- Manufacturer installation instructions
- Code requirements.

Each part of the recipe affects the ingredients you use and how they come together. As you define and build your recipe, focus your attention on the details. A recipe founded on rules of thumb or opinions can be disastrous once put into action. It's hard to repeat a "pinch of this" and a "pinch of that."

When your recipe is complete, write it down and make sure everyone in your company has it. The recipe must be simple, concise, and easy to follow.

### Ingredients Matter

Once you determine and document your recipe, choose your ingredients. Be careful in this step since ingredients determine outcome. If you use cheap ingredients, fail to add them in the right order, or leave one out, it will become painfully apparent. Common HVAC system ingredients include:

- HVAC equipment
- Controls and safeties
- Refrigerant lines
- Condensate line
- The duct system
- Grilles and registers.

For best results, correctly select and size the HVAC equipment to match the building load and assure adequate fan capacity. Size, install, and evacuate refrigerant lines according to manufacturer procedures. Terminate condensate line and equip them with overflow safeties. Regarding the duct system, you need to properly size and install it with low pressure-drop duct fittings, takeoffs, dampers, boots, and grilles and registers.

Contrary to popular belief, the equipment is not the system. It is only an ingredient in the recipe that you and your installers create. As you assemble the ingredients, slow down and pay attention. Haste often results in an ingredient being left out or overlooked. Each system component plays an important role in overall

system operation.

You'll also want to test the installed system to verify ingredients are put together correctly. This assures it meets your approval and uncovers any ingredient that is missing. If anything is off, you can correct it before it becomes a problem.

### What If Your Salsa is Funky?

There are times when your systems won't work like you or your customers think they should. Follow the taste test approach we did with our salsa. Start with some system test and then use this information to identify any discrepancies. Static pressure, fan airflow, and temperatures are good places to start.

Once you have your test readings, diagnose the system to find missing ingredients and then add them. You don't have to scrap everything if you know what to look for. We didn't trash Boo's salsa, instead he fixed it once he identified the missing ingredient.

Don't guess or use a hit and miss approach – the result might be worse than what you started with. Remember, troubleshooting is the process of elimination. Identify what went into your HVAC system and then determine how well each ingredient performs. Once you find the missing or defective ingredient, fix it so your recipe is complete, and your results improve.

You taste when you cook to assure the recipe turned out like you planned. For the same reason, you also need to test and verify your HVAC systems.

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 system performance or Boo's salsa recipe, contact me at davidr@ncihvac.com or call 800-633-7058. NCI's website [www.national-comfortinstitute.com](http://www.national-comfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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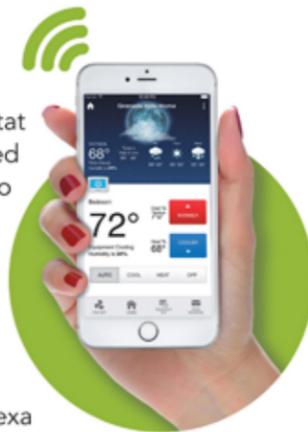
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## Venstar's Explorer Mini Thermostat Named One of "The Best Smart Home Products of 2018" by Electronic House Magazine



CHATSWORTH, Calif., Sept. 26, 2018 — Venstar®, a leading thermostat and energy management systems (EMS) manufacturer, today announced that its Explorer® Mini residential programmable Wi-Fi® thermostat

has been named one of "The Best Smart Home Products of 2018" by Electronic House Magazine. The most affordable programmable Wi-Fi thermostat on the market, Venstar's Explorer Mini is available throughout North America from Venstar's exclusive network of Wholesale HVAC Distributors.

"We are very honored to win an Electronic House 'Best Smart Home Products' award for our Explorer Mini thermostat," said Steve Dushane, president and CEO of Venstar Inc. "Good things come in small packages. With its small footprint, Explorer Mini packs a punch, delivering the programmability and Wi-Fi features of conventionally sized thermostats, including the ability to be remotely controlled with Venstar's free Skyport Mobile App."

Explorer Mini thermostats pack big features into a small footprint, helping homeowners save energy and improve indoor comfort. At just 3.2 inches wide by 3.2 inches high and less than an inch deep, it takes up less wall space than most thermostats.

With Venstar's free Skyport Mobile App, users can access and control Explorer Mini thermostats with their Apple® iOS and Android™ mobile devices. On the Skyport Cloud website, users have access to more advanced programming options, including global changes to temperature, mode, time period schedules, Holidays and vacations.

## Johnstone Supply Ware Group Miami Lakes has Moved to a New Location



The new Johnstone Miami Lakes location is next to the Miami-Opa Locka Executive Airport with easy access in and out



Brandon Coleman, Sam Amigo, Elias Barreto, Roger Luna, and Emilio Diez are ready to serve you

The relocation of Johnstone Supply Ware Group Miami Lakes location is now completed and they are open for business. Their new location is convenient, easy to find, configured to minimize time spent at the store, and easy to get in and out and on the job!

Their new location is at 14350 NW 56th Court, Unit 123-A, Miami Lakes, FL 33054, and their phone is (786) 476-7340. Call Sam Amigo or any member of his team to help you select the right products you need and get your job finished on time. Sam Amigo said, "This move has made a big impact on our customers who are pleased with the new location."



The counter staff is knowledgeable to help you with your product selections

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain.

Across 25 branches in Florida and South Carolina, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money!

Stop by and check out the new Miami Lakes location and experience the difference.



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# INDEPENDENT DEHUMIDIFIERS

## Where Do You Connect the Dehumidifier in Ductless Air Conditioning?

article by  
Andrew C. Ask, P.E.



I don't pay much attention to dehumidifiers that aren't ducted, or "whole house" as brand UA likes to call them. I should be; I've been missing something.

This past summer, Frank Fenzel and I performed extensive testing in a real house (as opposed to a lab) on various dehumidifiers in different configurations. We came up with some good stuff we can't tell you about—just yet. We want to be more certain what we learned, that fine distinction between observations and conclusions. Besides, the data belongs to our client, ThermaStor. In any event, we needed to compare our results to something, and that "something" was a dehumidifier functioning by itself in the conditioned space operating "independently."

The "real" house in this case was my house. But since I'm the only one living there, I doubt if my friends would say it was occupied by real people.

Now Frank and I were checking out some very clever ideas, but we couldn't help noticing that the "Plane Jane" dehumidifiers were working pretty well on their own, with no help from the HVAC. And they worked a lot better than where the HVAC hurts dehumidifier performance, when you discharge into the A/C return or even a supply duct operating at high static.

FSEC found out pretty much the same thing in a recent study (see their report FSEC-CR-2038-18): it's not a great setup but it may be ahead of whatever is in second place. Actually, independent dehumidifier did come in second—to what they were testing. But it was better than most of the other ways to hook up a dehumidifier.

Let's review what I mean by "pretty well" before we continue. Assuming 75 °F./50% space, the 70 ppd dehumidifiers we all use will remove 43 ppd, 1.86 lb. H<sub>2</sub>O per hour. The manufacturers and Energy Star are just kidding about the "70" written on the side of

the unit—unless your house happens to be at 80 °F./60%. It will fill a 5-gallon bucket in a day operating this way. That may be enough drying capacity for a small dwelling with no more than 50 CFM of outdoor air, whether due to infiltration or ventilation.

This isn't very exciting stuff, but we're going to be seeing more of it. Ductless air conditioning with multiple mini-splits is becoming very popular. Ductless A/C is frequently based on Variable Refrigerant Flow (VRF), whose control strategy inherently impairs dehumidification—by the A/C that is. So ductless A/C systems are going to need separate dehumidifiers, but where the heck do you plug it in to the system? That's right. Nowhere. There is no place to connect a dedicated DH.

Now let's add outdoor air for ventilation to the equation. Same problem: no place to introduce OA. I think you can see where this is headed.

So ductless systems are going to need a small, separate air handling system for ventilation, using the dehumidifier fan as the air handler. Bring your outside air to a tee at the dehumidifier inlet, creating a mixing box—they don't normally give you a separate OA port on these little guys. Distribute the air through ductwork to diffusers in some strategic locations in the house: maybe the master bedroom and family room.

You might be tempted to "free discharge" the DH in one spot. I think that's OK for the purpose of removing moisture, but you are going to be dumping a lot of heat in one spot if you don't install some ductwork. Expect 100 °F. leaving air temperature. You don't need to take my word for this. Do the "hair dryer" test. Plug in a hair dryer and run it wherever you intend to discharge the dehumidifier. If that amount of heat does not annoy anyone, go for it; no duct needed.

But even if you can deal with the heat, the goal of outdoor air is to provide people with ventilation; so

you should transport it to wherever the people are. I vote for a simple duct system on the independent dehumidifier.

Now I'll throw you a curve. Suppose you do introduce 50 CFM of OA into a 70 ppd system. First, the good news: you just increased moisture removal by 60%; you're back to 70 ppd nameplate capacity. Bad news: you are now producing 5,000 BTUH of heat and 110 °F. discharge temperature. Do you really want to concentrate that in one spot? And, not to be overlooked, you will need a ½ ton of A/C capacity to remove it.

Still not totally confused? Suppose you choose to not have mechanical ventilation and let the 50 CFM or so come in by infiltration. That'll work, done all the time. But now your 70 ppd dehumidifier is back to the paltry 43 ppd. Oh, did I mention removing the water will consume 60% more electrical energy if you do the infiltration thing?

This whole ductless thing reminds me of a nursery rhyme. Well, not exactly, may have been how I read it before I went on the wagon. It went like this:

Fuzzy Wuzzy wuz a bear.

Fuzzy Wuzzy had no hair.

Fuzzy Wuzzy wuzn't very fuzzy, wuz he?

It seems to me like ductless mini splits are going to need a ducted dehumidification and outside air ventilation system. So, are they really ductless? I'm not so sure. But then what would I know? I'm the guy who bet the farm on leisure suits and voted for Jerry Ford in 1976. Please don't call me in the middle of the night should you figure this out. Till next month then, stay tuned.

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



## Tropic Supply Events in October

### Uniweld Aluminum Coil Repair Class, Fujitsu Regional Airstage Installation: VRF Technology

During the month of October, Tropic Supply hosted a Uniweld Aluminum Coil Repair Class and a Fujitsu Regional Airstage Installation class on VRF Technology.

Gil Ledoux from PED Associates gave an informative coil repair class featuring a live demonstration on how to repair aluminum coils using various flame

tools, including the HT44 Mapp Torch and the MTW-1 Oxyacetylene Torch with different alloys, including Uniweld P4KD9 and Harris aluminum rod alloys.

Hays Bassett of BTU Reps gave an introduction to Fujitsu VRF systems, including the products, controls, safety, piping, and electrical components. Attendees received literature, service handouts and a certificate

upon completion. RAIT training is designed to provide the installing contractor with the ability to understand Fujitsu's products and installation requirements for a quality installation.

For more information on future events, visit the Tropic Supply events calendar on their website at [www.tropicsupply.com/events](http://www.tropicsupply.com/events).



Gil Ledoux of PED said as more aluminum coils are introduced to the market, technicians will be faced with the challenge of making aluminum repairs



Hays Bassett of BTU Reps conducted the training course on how to lay out, install and troubleshoot Fujitsu Airstage VRF systems



Gil Ledoux of PED demonstrated how to join aluminum, as well as dissimilar metals like aluminum to copper, aluminum to brass or copper to brass



The Airstage course was the first of three courses required for contractors to qualify for the Fujitsu extended warranty



The Uniweld Aluminum Coil Repair Class was a packed house!



Hays Bassett of BTU Reps discussed how to install a single-phase Fujitsu VRF system for light commercial or residential use

# Leone Green Entertains Golf Sponsors Poolside at the Airport Hilton Palm Beach



Sean Ince of Pro1, Frank Leone of Leone Green, Ariel Morales of AM Distributors, Scott Behanna of Gemaire, Hunter Shepard of Ferguson

On Thursday evening October 18th, Frank Leone of Leone Green and Associates, hosted an evening of food, relaxation, and excellent company poolside at the Airport Hilton in Palm Beach.

Many of the manufacturers that Leone Green represents came in from various cities to sponsor and participate in the AirGuide Leone Green Golf Tournament at the Wellington National Golf Club the next day.

It was good to see everyone again, and also meet some new faces. Thank you Frank for a nice evening. Everyone had a great time!



Chip Kirkland & Julie Decker of Atco, Sam & Shawna Roti, Mike Knoop, Steve Rush, Bill Obrien, Dave Pearson of Watsco



Chip Kirkland of Atco, Dan Phillips of Hajoca Doug Marty of AirGuide,



Zac Linde of Gemaire, Joe Muley of Carrier, Dave Sansone of Sansone AC, Jim Janka, Craig Kersten, Mel Valez of Carrier Enterprise



Byron Cortez of Amana, Phil Rivas and Justin Kiger of Fantech, Neal Crawford of Johnstone Supply Ware Group



Mike Plathe, Steve Rush, Chris Erickson, of Baker Distributing, Sean Ince of Pro1, Jason Ross of Baker Distributing



Aturo Alba Jr. & Sr. of Arco Supply, Mark Kirby of Atco, Ramesh Bhatia



Bill Fowler of Ultravation, Mike Woolsey and Robert Burnette of Glasfloss, Keith Holland of Leone Green



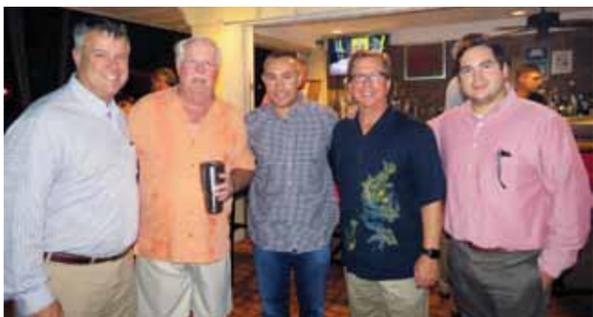
Dave Savage and Bill Tripp of Avery Dennison, Jose Armas of Refricenter, Chris Ferrelli Avery Dennison



Scott Russel and Bill Fowler of Ultravation, Doug McElwain of Lloyd Industries, Tim Shelly of Leone Green



Bobby Pickney of JCI - York, Aturo Alba Jr. of Arco Supply, Jim Janka of Carrier Enterprise, Anthony Pascucci of JCI - York



Don Said of Gemaire, Bill Obrien, Dougie Marty of AirGuide, Scott Behanna and Keith Keller of Gemaire



Frank Leone and Dave Schopp of Leone Green, Cameron Perkins of Johnstone Supply Ware Group



Bob Williams of Leone Green, Steve Carboni of Shupe - Carboni, Doug Marty of AirGuide, Angela Garcia of Shupe - Carboni



Group Photo Left to Right: Phil Rivas, Dave Schopp, Bill Tripp, Chris Ferrelli, Trevor Dehmow, Matt Butterworth, Dave Savage, Tim Shelly, Bob Zappolo, Mark Kirby, Bill Fowler, Julie Decker, Bud Sjogren, Scott Russell, Jenny Honn, Greg Billups, Pam Porzio, Keith Holland, Bob Williams, Doug McElwain, Kristin Finneran, Mark Holland, Chip Kirkland, Frank Leone, Justin Kiger, Mike Woolsey, Robert Burnette, Michael Tiger Byron Cortez, Chuck Eddy, Brian Hartman



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| Instant Potatoes             | Ketchup/Mustard       |
| Peanut Butter                | Pancake Mix           |
|                              | Canned Meat           |

Each donation will earn you one entry into our raffle for a chance to win one (1) of twenty-three (23) prizes, each valued at \$200 or more\*.

\*One winner per Tropic Supply Resource Center

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\*\*One winner per Tropic Supply Resource Center

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- One (1) \$200 Visa Gift Card (From KE2Therm)
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- One (1) Tailgate Tent & Cooler (From Fujitsu)
- Two (2) Prize Packs Valued at \$200 or more (From Forane and Rectorseal)
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- One (1) APCO Unit (From FreshAir UV)
- Two (2) Wireless Charging Scales (From Inficon & JB)
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## Mini Split Design & Installation Seminar

October 3<sup>rd</sup> & 4<sup>th</sup>, 2018 at **OLDACH** USA Corp.  
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On October 3rd and 4th OLDACH USA hosted a GREE Mini Split Design and Installation Seminar in their Kissimmee and Orlando Stores. Over 35 HVAC professionals participated in the OLDACH - GREE seminar offered by Gerry Wagner, Vice President of HVAC Technical Training for Tradewinds Climate Systems.

OLDACH customers had the opportunity to learn about GREE's dustless products starting with a basic component review, inverter compressor tech-

nology, system sizing, evaporator placement, installation (Multi21+ as reference), and system troubleshooting. Gerry also covered U Match, VIREO+, TERRA, LIVO+ and Sapphire single zone review.

All participants received a gift bag with a t-shirt, hat, pen and a bottle opener. Also they had breakfast with fresh donuts, danish, coffee and juice.

If you are interested to know what's Oldach next seminar visit our Facebook page: OldachUS or visit our webpage [www.oldachusa.com](http://www.oldachusa.com).



Gerry Wagner of GREE discussed proper mini-split installations and troubleshooting



All participants received a gift bag with a t-shirt, hat, pen, and bottle opener

## AHRI Provides Tips for Flood-Damaged Heating, Cooling Equipment

Arlington, Va. — Homeowners who have experienced flood damage from the recent hurricanes and tropical storms are advised to take important safety precautions with regard to their home's heating and cooling systems, according to the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), the trade association representing manufacturers of HVACR and water heating equipment.

"Standing water in a yard, house, or basement can damage a home's heating, cooling, and water heating equipment in ways that are not always readily apparent, putting families at risk," said AHRI President & CEO Stephen Yurek. "We advise homeowners to play it safe and replace, rather than repair, flood-damaged heating, cooling, and water heating equipment."

The association has compiled a list of heating and cooling equipment for homeowners to consider replacing, if flood-damaged:

**Heat Pumps and Air Conditioning Systems:** Split air conditioning and heat pump systems have power and control wiring between the indoor and outdoor parts of the system, and piping through which refrigerant flows through the system. If flood water has repositioned either the indoor or outdoor units of a split system even by a small amount, there is a potential for refrigerant leaks. The system will then require major repair or full replacement.

If the refrigerant system remains intact after the flood, the entire system should be cleaned, dried, and disinfected. Homeowners should have a contractor check the indoor and outdoor units' electrical and refrigeration connections, including all control circuits. The decision to repair or replace should be made after consultation with a qualified professional on a case-by-case basis.

"While flood damage can be a very traumatic experience," Yurek said, "Homeowners can turn misfortune into opportunity by considering new, energy-efficient models that will lower their future energy bills. They also should ask their local utility about available rebates for installing new, energy-efficient heating and cooling equipment, and a competent contractor will be able to advise homeowners about equipment eligible for federal tax credits or state energy rebates."

## RGF Teams Up With Sansone AC For Bluewater Babes Fish For A Cure



RGF's Robin Broderick and Trish Alfele pulling in a mahi

The tenth annual Bluewater Babes Fish For A Cure event took place this year on October 5-6 at Sailfish Marina Resort in Palm Beach Shores. Bluewater Babes Fish For A Cure is a local initiative to create awareness for and support women who are battling breast and ovarian cancers.

The women of RGF won Best Costume with their OctopusSea theme and took to the waters Saturday morning for a women-only fishing tournament on Cyclone, provided by Sansone Air Conditioning. The boat was captained by Scott Sansone and Jerry Hughes of Caribbean Canvas and Upholstery helped maintain equipment for the ladies on deck.

More information about this event can be found at <https://bluewaterbabes.org/fish-for-a-cure>



RGF Ladies with their catch



Pre-Fishing Tournament departure on Sansone Air Conditioning's boat Cyclone



RGF OctopusSeas Ladies- Astrid Von Oetinger, Heather Polzer, Sarah Rauch, Amanda Jasper, Ray King, Angela Solland, Jamie Kaiserman, Trish Alfele, Robin Broderick



Amanda Jasper, Angela Solland, Trish Alfele, Astrid Von Oetinger, and Heather Polzer of RGF win Best Costume



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# Johnstone Supply Ware Group Training

## Nest Connected Home - Motors & Airflow

### Brazing Fundamentals



Bob Cristan of Lucas Milhaupt showed attendees how to properly braze aluminum to copper

Johnstone Supply Ware Group hosted several training classes in October starting with the Connected Home. An overview of the entire Nest product line and a review of Johnstone's strategy for supporting the HVAC Contractor in the connected home was the focus.

Next, The Motors & Airflow training focused on setting up motors, how they operate, troubleshooting, and setting ECM motors using static pressure.

The Brazing Fundamentals training updated technicians with the latest in brazing developments such as the six fundamentals of brazing, aluminum brazing, and more.

Watch for other training events taking place at your local Johnstone Supply Ware Group locations!



Kevin Beatty of The McAllister Group giving a product demonstration on one of the Nest security cameras



Kevin Beatty of The McAllister Group focused on the connected home using Nest products



Bob Cristan of Lucas Milhaupt spoke on safe brazing practices and proper handling of brazing equipment



Shane Pontz of Johnstone Supply Ware Group touched on the use of blower tables to find your CFMs for a speed



Shane Pontz of Johnstone Supply Ware Group showed how to set up proper air flow with the use of dipswitches on the AVPTC air handler



Bob Cristan of Lucas Milhaupt explained the terminology and definitions for brazing



Shane Pontz of Johnstone Supply Ware Group elaborated on the effects of static pressure on motors

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## 2018 TRAINING CALENDAR

## Florida

Classes fill up quickly, please check online for current availability

### November

11/1	Daytona	Inverters with EWC Zoning
11/6	Clearwater	Mitsubishi M&P Field Service
11/7	Orlando	Mitsubishi M&P Field Service
11/7	Dania	Inverters with EWC Zoning
11/8	West Palm	Inverters with EWC Zoning
11/13	Brandon	Mitsubishi M&P Field Service
11/13	Melbourne	Inverters with EWC Zoning
11/14	Sarasota	Mitsubishi M&P Field Service
11/14	Orlando	Inverters with EWC Zoning
11/27	Dania	Close More Jobs with Financing
11/28	West Palm	Close More Jobs with Financing
11/29	Miami Lakes	Close More Jobs with Financing

### December

12/5	Ocala	Inverters with EWC Zoning
12/6	Clearwater	Inverters with EWC Zoning
12/17	West Palm	HVACR Critical Components
12/18	Boynton	HVACR Critical Components
12/19	Dania	HVACR Critical Components
12/20	Miami Lakes	HVACR Critical Components

## South Carolina

### All Dates

11/6	Columbia	Gas Furnaces
11/7	Summerville	Gas Furnaces
11/8	Charleston	Gas Furnaces
12/4	Columbia	Mitsubishi M&P Field Service
12/5	Summerville	Mitsubishi M&P Field Service
12/6	Charleston	Mitsubishi M&P Field Service



Bob Cristan of Lucas Milhaupt discussed the six fundamentals of brazing



Shane Pontz of Johnstone Supply Ware Group instructed how to read static pressure

Johnstone Supply The Ware Group strives to provide our customers with the best possible training sessions. We know that it takes constant learning and practice to enhance your job performance. That's why we're here to offer these courses and help you along the way. Be sure to contact your local branch if you have any questions.

FOR MORE INFORMATION VISIT:

[www.JohnstoneWareGroup.com/Training](http://www.JohnstoneWareGroup.com/Training)



# “THE DUCT-FREE ZONE”

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



The advent of ducted indoor units in the mini split world caused some anguish for me initially. I have been the guy leading the ductless heating and cooling parade...the flag bearer if you will...and now all of a sudden I had to deal with ducted evaporators. I saw the potential for me to be seen as a hypocrite...frankly, I felt a bit like a hypocrite.

After initially resisting them, I have since found a few applications where the ducted units...what some mini split manufacturers are calling “slim duct” or “concealed duct” units...offer a solution where traditional wall-mounted indoor mini split units had issues.

One such application is the high-end bathroom... VERY high-end bathroom! Because of my proximity to northern New Jersey, I have done a lot of business there over the years. Franklin Lakes, NJ is in Bergen County...in the 2010 census, Bergen County ranked #36 in counties in the U.S. for the highest income per capita. The show on the Bravo network, “The Real Housewives of New Jersey” is filmed there. The homes in Franklin Lakes, NJ aren’t “McMansions,” they are what I call “Rockefeller mansions.” I’m talking homes with bathrooms that are 600 – 700 sq/ft. I’m not kidding...a bathroom!

My philosophy with evaporators in bathrooms has always been pretty simple...I have never and will never install a wall-mounted mini split indoor unit in a bathroom for two reasons.

First, I have always preached that it is bad practice to be moving air where there are cold, wet, naked people...just not a good idea.

Second, although some mini splits will remove humidity in a big way, the wall-mounted evaporator was

never intended to be in an environment of high humidity 24/7. Take the pretty plastic cover off the wall-mounted indoor unit and you will find a lot of metal parts that will be ill affected by humidity in the long run.

That said, however, when I’m dealing with a bathroom that is 600 – 700 sq/ft, my previously mentioned philosophy goes out the window...I need to get some air in there!

This is the PERFECT application for the ducted indoor unit! The unit can be placed above the ceiling, in a soffit or in a closet and the supply and return ducted into the bathroom keeping the unit out of harm’s way.

Another application for the ducted indoor unit is the dog grooming salon...I know a guy who installed a traditional wall-mounted mini split evaporator in a dog grooming salon and lived to regret it. He had to go back every 30 days to clean the evaporator coil and blower wheel because they would become impacted with fur!

Just a “by the way” here...the SpeedClean Mini Split Bib Kit is the perfect product to clean the evaporator coil and blower wheel of a wall-mounted mini split indoor unit...we will discuss this in more detail in a future article.

OK, this is important when considering ducted mini split indoor units...

You must check to see what the static pressure rating of the unit is before you start adding ducts. Many of these products have a very low...I mean VERY low external static pressure rating so you’re not going to connect 100 feet of duct with 8 elbows to these things.

Some ducted mini split indoor units have an SP rating as low as 0.04 ...Consider this...

5 feet of 10” flex duct on the return and 10 feet of 10” flex duct on the supply along with appropriate supply & return transition fittings off the unit and a return filter grille and supply register equals approximately 0.160 total static pressure...well above a unit static pressure rating of 0.04

My friends at Panasonic have a 3 ton medium static ducted single zone system, (36PEF2U6) that has a static rating of 0.24

My friends at Perfect-Aire have a 2 ton mini split ducted single zone system, (2PAMSDH24 / 1PAM-SHH24-SZO-20.5) that has a static pressure rating of 0.40

My friends at GREE will be introducing a high static ducted series with 18, 21 and 24K systems, (2 ton model GFH24DBD3DNA1A/I) with a static pressure rating as high as 0.80

These are all very generous SP ratings but break out your old ductulator. I know, you thought when you went ductless you left the ductulator behind but if you’re going to use a ducted indoor unit you need to know how much duct you can attach and stay within the unit’s SP rating.

So, if Mrs. Rockefeller wants to have her poodle, “FeeFee,” groomed in her 700 sq/ft bathroom, now you have some good choices!

*ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVAC 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*



## PBACCA October General Meeting Aroma 360 Presentation



Patrick Raney of RPBHS, Cody Herring and Jim Janka of Carrier Enterprise, Arturo Alba Jr. of Arco Supply

PBACCA held their October General Meeting on October 4th, at 7pm at the Embassy Suites in West Palm Beach. President Elect Dave Hutchison opened the meeting, discussed the upcoming special events and any new business.

The guest speakers for the evening were Anthony Forina and Allison Gondek of Aroma 360. The topic was Aromatherapy and what a big market this can be for the HVAC industry in both the residential and commercial markets. The speakers gave a technology overview of the products available and then opened the floor for any questions.



Jimmy Newman of Atlantic Pacific Insurance, Blake Zanzig of EDS, John Riley AI Packer Ford, Sean Caplan, Chris Payne, Anthony Kaiser of EDS



PBACCA President Steve Rimel, Lantana Mayor Dave Stewart, Bill Selmon of Service Experts



PBACCA Past President Steve Sparks, Jim Carr, PBACCA Secretary, Whentley Williams of Mutual of Omaha



Rob Mayhew of Tropic Supply, Daryl Sholar of the Village of Wellington, PBACCA President Elect David Hutchison



PBACCA President Elect David Hutchison discussed the upcoming special events



The PBACCA October General Meeting had a great turnout!



Special guest speakers were Anthony Forina and Allison Gondek of Aroma 360

# New Danfoss 8.5- And 11-Ton Variable-Speed Compressors With IDV Create Efficiency Opportunities

Danfoss has added new 8.5 ton and 11 ton\* variable-speed compressors with intermediate discharge valves to its popular VZH range, giving commercial cooling manufacturers the market's most complete choice of variable-speed scrolls with qualified drives.

The new inverter scrolls are ideal for data center close controls and rooftop units, enabling precise, energy-efficient cooling. These compressors are also an excellent fit for rooftop units, helping OEMs meet challenging new seasonal and part-load efficiency standards, like the US Department of Energy's (DOE) energy conservation regulations beginning in 2023. Likewise, for chillers, the Danfoss VZH range will enable OEMs develop a competitive range of systems capable of exceeding the demanding Ecodesign Lot 21 targets coming into effect in 2021.

According to Luigi Zamana, senior marketing director for Danfoss Commercial Compressors, "The extended VZH range gives OEMs the opportunity to work with a single, proven supplier of prequalified variable-speed compressor and drive packages, from four up to twenty-six tons, with scroll technology and from sixty to 400 tons with oil-free Danfoss Turbocor technology."

\* @ ARI conditions, full speed (110 rps)

Variable-speed with IDVs: the key to SEER, IPLV, and IEER: Worldwide, energy-efficiency standards are increasingly based on seasonal efficiency measures like the Seasonal Energy Efficiency Ratio (SEER), Integrated Energy Efficiency Ratio (IEER), and Integrated Part Load Value (IPLV). These standards are designed to better reflect actual load profiles.

Cooling manufacturers are therefore under pressure to improve part-load efficiency in order to satisfy DOE regulations and continue to sell units in major world markets. With their ability to continuously modulate capacity, variable-speed compressors are a key part of meeting this challenge.

Danfoss VZH scrolls go even further. They feature intermediate discharge valves (IDVs), which prevent over-compression losses that compromise efficiency in standard scroll technology under part-load conditions. The result is a significant improvement in integrated efficiency scores. Efficiency is further improved with state-of-the-art permanent magnet motors that help reduce power consumption under all operating conditions.

Tailor-made for rooftop units and IT close controls: Energy efficiency is particularly important in data center cooling applications. With round-the-clock cooling demand, each incremental reduction in power consumption has a large impact on energy bills, giving IDVs a clear advantage in making data centers more sustainable as IDVs deliver much higher system efficiency for the same cooling capacity, especially at very high evaporating temperatures (low pressure ratios) that are typical of data centers.

But servers also need precise conditions to function reliably, and variable-speed technology gives the unparalleled ability to achieve a narrow, 0.54 °F (0.3 °C) temperature window, without sacrificing power usage effectiveness (PUE).

Additionally, the VZH's extended operating map and ability to work in a wide range of conditions, makes it an obvious choice for IT close control systems, as well as rooftop units in markets where seasonal efficiency is a priority.

Prequalified packages accelerate time to market: Danfoss is able to supply properly-sized compressors and drives as a matched, prequalified and certified package. This ability dramatically accelerates the development process, allowing OEMs to bring new, more efficient units to market faster.

A road map to lower GWP: Currently, VZH compressors are approved for use with R-410A, a refrigerant with a Global Warming Potential (GWP) of less than 2500. Danfoss' commitment to lower-

GWP alternatives—including its new, 3000-m2 testing facility for flammable refrigerants—means we have spelled out a clear road map for a safe, managed transition before refrigerant phase-downs commence in earnest.

Danfoss engineers advanced technologies that enable us to build a better, smarter and more efficient tomorrow. In the world's growing cities, we ensure the supply of fresh food and optimal comfort in our homes and offices, while meeting the need for energy-efficient infrastructure, connected systems and integrated renewable energy. Our solutions are used in areas such as refrigeration, air conditioning, heating, motor control and mobile machinery. Our innovative engineering dates back to 1933 and today Danfoss holds market-leading positions, employing 27,000 and serving customers in more than 100 countries. We are privately held by the founding family. Read more about us at [www.danfoss.com](http://www.danfoss.com).



Danfoss Inverter Scroll VZH 8-11TR

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Representatives from the following manufacturers will be on hand to demonstrate their products, answer your questions and showcase their latest technology:

### Two-Day Training Extravaganza

Join us for one of 14 FREE training classes on November 7 and 8 in the Ruud Roadshow Trailer and St. Petersburg Resource Center training room. Contact your counter sales professional for more information.

**Join us for a hands-on demonstration of the Ruud Air Conditioning product line.**

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- \$100 Tropic Supply Gift Card from Allied
- Golf Shirt from Armacell
- Swig Bag from Refrigeration Technologies
- \$50 Lowes Gift Card from GAN Sales
- Sample Cylinder of R407C Plus with Super Charge from Certified Refrigerants
- MT2H7P5E Manifold from CPS
- Thermostatic Expansion Valve for Ice Machines from Danfoss
- Yellow Jacket Manifolds from EV Durbar Co.
- AF00 In-Duct Air Purifier from Fresh-Aire UV
- \$25 Gift Card from Global The Source
- OLMO Alpic 9K Mire Split System and 10 Portable Fans from Comfortable LLC
- Two \$50 Visa Gift Cards from GreyFlex/SnapRite
- 20 oz. Yeti Tumbler from Hart & Cooley
- JB AC Manifold from ICOR International
- Two \$25 Visa Gift Cards from Intermatic
- Caraway Warbird Golf Balls from Johnson Controls
- Edge Manager & Wireless Sensor Kit from KE2Therm
- Veto Pro Pack Tool Bag from Leone Green & Associates
- Four \$50 Gift Cards from Bard
- Four Soft-Sided Coolers from Mueller
- ET105 Pocket Thermometer from Klein Tools
- Way-TEK HD Wireless Refrigerant Charging Scale from Infranco
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## SFACA October Program Meeting New Product Outlook Distributor Panel

The SFACA October Program Meeting was held on October 3rd at 6 p.m. at the Sheraton Suites in Plantation. The Program Meeting was a Distributor Panel on the New Product Outlook.

This was a very informative presentation on new products and tools coming out in the HVAC and refrigeration markets in 2019. SFACA invited HVAC distributors to give us a sneak peek of the latest trends.

Also discussed was the Unfair Competition Update: SFACA is rolling out its campaign to fight utility intrusion into Florida HVAC, Plumbing and Electrical businesses.

The SFACA November Program Meeting will be held on November 7th at 6:00 p.m. at the Sheraton Suites in Plantation. This Program Meeting will be about an Active Shooter: What Would You Do?

You are at the mall, the movies, or your office space and you hear gunshots. How would you react? What would you do? These cases are rare; but they do happen. Crime prevention specialists will share what they have learned from these tragedies and give you information that could one day save your life.

Don't forget the December Vendor Holiday event with product displays, appetizers and prizes!



Mark Worrell of State Energy with Oscar Callaja, past SFACA President



Charlie Del Vecchio, Ismael Valle, and Eric Barnett of Tropic Supply



New SFACA members Josh Blanco, Peter Blanco, and Samantha Blanco of Hi-Vac Air Conditioning



Claudio Rubiera and Alfredo Andrial of Brown & Brown Insurance, Marcello Capote of Tropic Supply, Ramon Delgado of Johnstone Supply Ware Group



Joseph Canosa of Lindstrom AC, Javier Crespo of Saez Distributors, Budd Suffoletta of Lindstrom AC



Mel Velez of Carrier Enterprise, Carissa Dumeg, Greg Chassey and Jim Janka of Carrier Enterprise



This was a very informative presentation on new products and tools coming out in the HVAC and refrigeration markets in 2019.



Jim Janka of Carrier Enterprise discussed new products and customer service improvements that will impact their business in 2019



Scott Behanna of Gemaire presented some great new products that are currently available for contractors

## Johnson Controls Hosts Women Working Within HVAC During Two-Day Summit



Johnson Controls leads a training session outlining air handler innovations to women within the HVAC industry

MILWAUKEE – (October 15, 2018) – Women who enter the HVAC industry often face a unique set of challenges in what was previously a male-dominated field. Johnson Controls has worked to tear down those misconceptions by educating and empowering women working within HVAC.

That commitment was in action recently as Johnson Controls welcomed women from across North America for its second Women working within HVAC event of 2018. The inspirational two-day program provides educational and networking opportunities for contractors, distributors, service technicians, engineers and sales and marketing professionals.

Attendees gained first-hand experience in manufacturing, testing and servicing of residential and

commercial equipment from the YORK®, Luxiare® and Coleman® brands. Training workshops included tours of Johnson Control's Norman, Oklahoma and Wichita, Kansas plants. The biannual summit is a part of the company's ongoing commitment to diversity and inclusion.

Erin Reich, a recent mechanical engineering graduate and sales engineer at Johnstone Supply was among the women in attendance. "There is so much to learn and so much opportunity to grow within the industry."

Johnson Controls has been at the forefront of recruiting women to pursue careers in HVAC. The company created a Women's Resource Network nearly a decade ago, which has grown into a global organization with mentors and groups worldwide. The company established 10 business resource groups to support and empower a diverse workforce including veterans, the disabled and multicultural groups.

Haggerty added, "There are opportunities for both men and women alike to grow and advance within this industry, but we all must overcome the idea that this is a male-driven environment. One of our company goals is to not only supply women with the educational tools required to manage their jobs, but also provide peer support and mentorship – for both men and women – to help them excel in their careers."

"The idea of inclusion is not only good for wom-

en, it's good for our industry and is a value that is embraced throughout our company, said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. "A dynamic and diverse workforce brings unique perspectives that are essential for success. We're proud to support this tremendous network of women and the diverse group that makes our industry incredible."

In 2016, Johnson Controls launched several initiatives aimed at increasing representation, development, inclusion and advancement of women in STEM roles within the company and industry. This included its "Connect with the Coolest Women in the World," an inspiring panel discussion and networking event held earlier this year at the AHR Expo.



Women within the HVAC industry gather at a two-day education and networking event held at Johnson Controls

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**IHP Motors:** Understanding IHP nameplate terminology including service factor, voltage, frame size and enclosures.

**Review:** Motors used in HVAC, effects of inverter drives on motors.

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# Code Compliance for Fire Rated Ducts and Enclosures

On Tuesday, October 9th from 12:00pm - 2:00pm, ASHRAE Miami Chapter held their program meeting at the 94th Aero Squadron Restaurant in Miami.

Everyone enjoyed the lunch buffet before the meeting started. Tulia Rios, ASHRAE Miami Chapter president opened the meeting by providing

an update of the upcoming events and introduced the guest speaker Joseph Hauf, PE, a licensed professional engineer for multiple states in the Southeast US, including the State of Florida.

The presentation was about compliance with IBC Chapter 7, and how to determine proper fire duct applications and their special considerations,

compliance recap - what is duct A and duct B, common mistakes, fan enclosures, smoke control systems, and several other fire safety related topics.

The next Miami Chapter Meeting is on Tuesday, November 13th, at the 94th Aero Squadron Restaurant in Miami. The presentation will be about 100% Outside Air Application & Design.



Orlando Arana PE, Tulia Rios, ASHRAE Miami Chapter President, Joseph Hauf, PE, VP Conquest



Luis Rinzi and Frank Suranyi of AccuAir - The Bard Solution Experts



Jason Ayala and Abe Kooby of HVAC Associates



Ricardo Angulo and Dolores Collago of SAEG Engineering Group



Mitchell Szybowski of FIU, Soheil Soldimani of FIU, Long Phan, FIU Student Branch President, and Esmail Ghasmi of FIU



Christian Guzman and Daniel Marro of Protec Inc.



Tulia Rios, ASHRAE Miami Chapter President, spoke to the members about the upcoming events



ASHRAE members enjoyed the delicious lunch buffet at the 94th Aero Squadron



Joseph Hauf, PE, spoke about code compliance for fire rated ducts and enclosures

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- Dual-Fuel system offers an ideal combination of energy sources, electric and gas, pairing a heat pump and matching gas furnace together to maintain comfort
- 10-year limited warranty on the compressor and parts

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 742,171 units in August 2018, up 13.4 percent from 654,312 units shipped in August 2017. U.S. shipments of air conditioners increased 14.3 percent, to 494,177 units, up from 432,446 units shipped in August 2017. U.S. shipments of air-source heat pumps increased 11.8 percent, to 247,994 units, up from 221,866 units shipped in August 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7.3 percent, to 6,294,977, up from 5,869,248 units shipped in August 2017. Year-to-date shipments of central air conditioners increased 4.8 percent, to 4,141,428 units, up from 3,952,065 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.3 percent, to 2,153,549, up from 1,917,183 units shipped during the same period in 2017.

## The Code Council Applauds the Passage of the Disaster Recovery Reform Act

*This legislation supports the adoption and implementation of modern building codes and provides nearly \$1.7 billion to aid communities suffering from disasters in 2018*

Washington, D.C. – Today the U.S. Congress passed the Disaster Recovery Reform Act (DRRA) and the Supplemental Appropriations for Disaster Relief Act, 2018 as part a broader package of legislation reauthorizing the Federal Aviation Administration's activities (H.R. 302). The International Code Council worked closely with its members, partners, the Federal Emergency Management Agency and Congress on this critical legislation to support U.S. communities before and after a disaster.

The DRRA provides new resources for both pre- and post-disaster mitigation and supports the adoption and implementation of modern building codes, such as the International Codes (I-Codes), the most

widely used and adopted set of building codes in the world. The damage caused by Hurricane Florence and its aftermath in North and South Carolina underscore the importance of this legislation. Studies consistently show that the adoption and implementation of current building codes is one of the nation's strongest defenses against natural disasters and is a cost effective way of protecting what for many is their most important investment – their home or business.

Under the DRRA, pre-disaster mitigation grant funding is expected to quadruple, and communities adopting and enforcing modern codes would be more competitive applicants for that funding. The legislation would also aid communities that—for lack of

resources—have not updated their codes to more recent editions or are not enforcing the codes they have in place by permitting, for the first time, pre-disaster mitigation grants to be used for modern code adoption and enforcement. The broader legislative package also provides \$1.68 billion to be distributed through the Department of Housing and Urban Development's (HUD's) Community Development Block Grants for areas impacted by disasters in 2018. Communities may use these funds to bolster code enforcement efforts, and HUD has historically required grantees to demonstrate a commitment to supporting the adoption and enforcement of modern codes.

"We're glad to see Congress boost federal resources for the communities recovering from recent disasters," said Code Council Chief Executive Officer Dominic Sims, CBO. "This legislation also helps code officials and communities prepare for the future. Pre-disaster mitigation starts with the codes. The funds provided through the DRRA for updated building codes, adoption and implementation are essential for protecting our families, our lives and our investments."

The International Code Council is a member-focused association. It is dedicated to developing model codes and standards used in the design, build and compliance process to construct safe, sustainable, affordable and resilient structures. Most U.S. communities and many global markets choose the International Codes.

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## Two Men, A Mini Split And A Guitar



*A picture of the guitar I sent Sergiy*

I travel approximately 32 weeks a year and although the process of airline travel is rarely enjoyable, I do enjoy meeting new people and learning about them, their businesses and experiences. I met a gentleman named Sergiy Sheremetyev at a GREE mini split training event I was conducting in Kissimmee, FL this past week. Sergiy answered a question that I threw out to the audience...a question designed to see if they were listening. He answered it correctly and I was so pleased I asked him if I could give him a hug. (I'm a hugger). Sergiy said no...his exact reply was, "we do not hug where I am from." I asked him where he was from and he replied, "the Ukraine." We all enjoyed the moment of levity and the class went on...

At the end of the class Sergiy and I had a private conversation and I told him that I am a guitar collector and I once purchased a guitar from a fellow in the Ukraine. I told him how I found this very unusual, steel bodied guitar online and the seller wanted what I thought was crazy money for it. I made an offer substantially less than the asking price and the seller accepted my offer immediately with no negotiation...I was thrilled!

I sent the seller the money via PayPal and then told my wife about my most recent guitar find and purchase. I was deflated when she said, "you don't actually think you are ever going to get that guitar do you?" I was stunned...I also felt like an idiot...she was right, I sent the money with no guarantee that I would ever receive the guitar. My enthusiasm of finding the instrument blinded me to the possibility that I was being played, (no pun intended).

Well, a couple months passed, and I had assumed I would never receive the guitar when suddenly a delivery was made to my home of a sack made of some sort of fabric...no kidding...not a box but rather a sack. My name and address were written directly on the sack along with a return address located in the Ukraine...yes! It was the guitar! It made it all the way from the Ukraine to New York in nothing but a sack! I told Sergiy that when I returned to New York, I would send him pictures of the guitar and the sack in which it came.

Our conversation continued and went in other directions. Sergiy told me how he was in the military in the Ukraine working in "communications." He told me that he initially immigrated to Poland to escape the corruption in his homeland. In Poland, Sergiy became an electrician, he was able to use the skills he learned in the military, but he still didn't feel like Poland was his final destination. In 2005, Sergiy immigrated a second time...this time to the United States. He enrolled in a local HVAC trade school and excelled...his instructors literally telling him, "go out and make some money, there is nothing more we can teach you."...and that is exactly what Sergiy did! I asked Sergiy if he felt the United States was his home and he quickly replied, "yes!" He expressed his desire for freedom...true freedom and how he was able to build a business and a new life for himself here in the U.S.



*...and in the end, I got my hug from Sergiy!*

OK...back to the guitar. One of the legends of this guitar...and I admit it may be an "urban legend"...is that the logo of the W on the face of the guitar's body is that of the same company that made the atomic bombs for the old USSR. If you look closely, the W is actually embedded in the steel body. Sergiy replied to the pictures with some very interesting information about the guitar. Sergiy said that the guitar was definitely made by a company that did "double" production as he called it...they primarily worked producing items for the military, but they were also allowed to produce consumer goods for the general population. He said growing up in the Ukraine, there were very few items in stores because most of the country's factories were producing for the military. Sergiy noted that the odd-looking symbol on the guitar's headstock is actually a "quality sign." It represents the highest possible quality rating and that is was very rare for a product to ever earn that high rating. He also said the guitar was made in Zhitomyr City in the Ukraine and the man who sold it to me is from Odessa City which is on the Black Sea.

Sergiy ended his note to me with..."The world is too small. This piece of art, somebody probably made by hand many years ago, never thought it would find a home in the USA. Amazing! Thank you so much for sharing this memory with me."

This is why I love what I do for a living...The world is small...and also a singular, wonderful place where two men with the most different backgrounds and experiences can meet, become friends and learn from each other. Me and my new friend, Sergiy Sheremetyev

**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



*I also sent him a picture of the sack in which the guitar was shipped to me*

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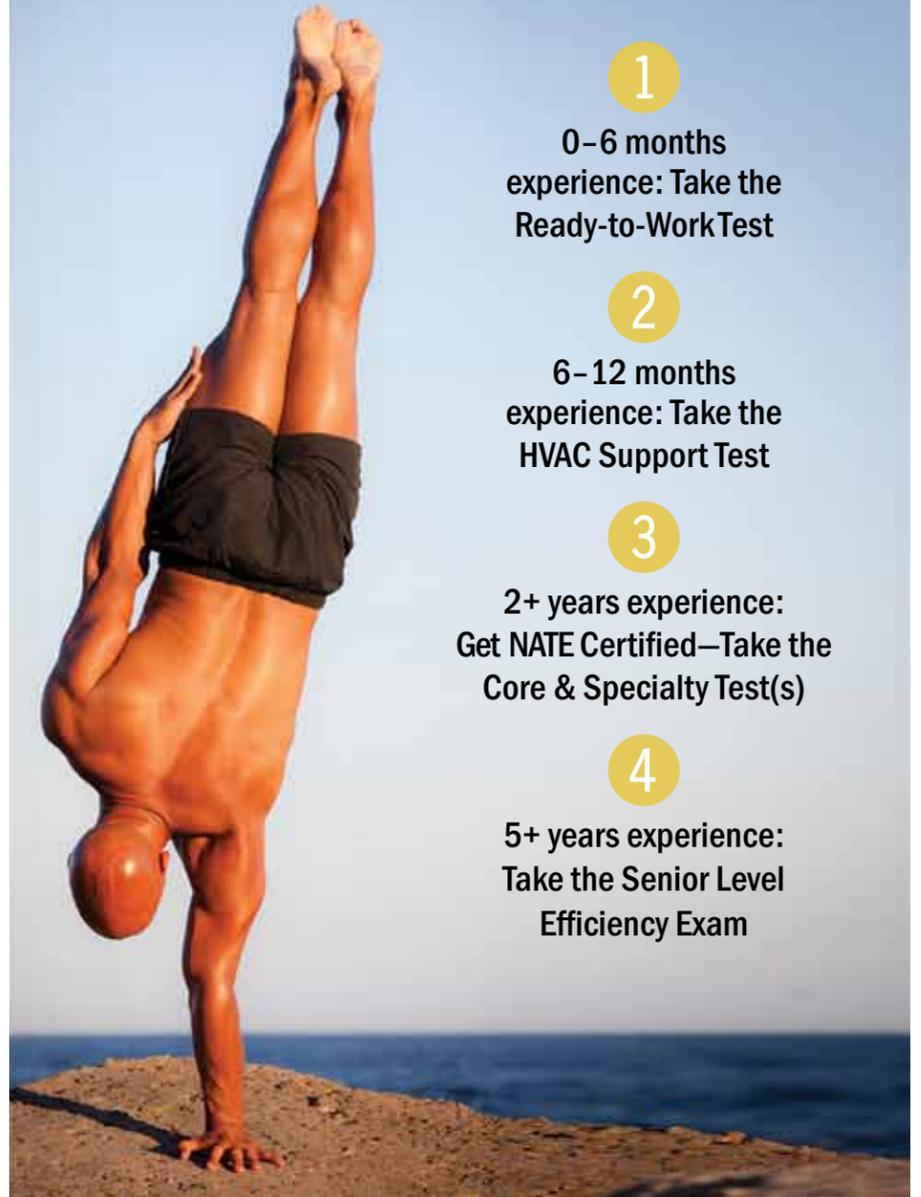
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**AIRGUIDE** **LEONE GREEN & Associates, Inc.**

# 8th Annual AirGuide and Leone Green Golf Tournament

## October 19th, 2018



This year's tournament returns to the Wellington National Golf Club. Hats off to the sponsors and everyone who put this together. Registration began at 9AM. A Box Lunch and Goodie Bag were presented to all the golfers. A Shotgun start began the four person scramble at 11AM sharp. The fairways and greens were perfect!

The Hole in One Prize was \$10,000 in cash on hole #16 which no one took home the money! After the 18th hole everyone was welcomed to a cocktail reception and delicious buffet which included grilled Steaks and burgers. Then the Awards were presented. There was 1st, 2nd, and 3rd place prizes for the lowest scores. Winner of the closest to the pin was Javier Alonzo. The Longest drives for was Rusty Lamm and Michael McDonald.

Special thanks to everyone who donated and the additional dollar for dollar match by AirGuide and Leone Green raising \$21,000 for Operation Homefront - Serving Military Families!



**Doug Marty, Nacho Lezica, Drayton Stott, and Randy Gardner**



**Phil Garrett, Dougie Marty, Mark Dagnan, and Lucas Botero**



**David Eddy, Rob Shahady, Danny Navarette, and Danny Marty**



**John Blosser, Roy Offt, Bill King, and Steve Leone**



**Brian Nichols, Cameron Perkins, Jamie Hellman, and Sean Ince**



**Rick Whitt, James Rogers, Mark Mueller, and Eddie Delgado**



**Allan Sturdy, Clive Morris, Barry Lee, and Steve Martin**



**Bruce Garnett, Tamie Garnett, Steve Doyle, and Paula Doyle**



**Greg Billups, Trevor Dehmlow, Tom Androla, and Sean Burnett**



**Joe Lawrence, Dave Pearson, Michael Tiger, and Mark Burguron**



**Craig Fialkowski, Robert Cavanagh, Jack Vowles, and Mark Plaxen**



**Jose Armas, Mark Holland, Chip Kirkland, and Bud Sjogren**



**Bill Obrien, Steve Rush, Mark Kirby, and Sam Roti**



**Bill Fowler, Mike Plathe, Chris Ferrelli, and Doug McElwan**



**Dave Sansone, Mike Bianco, Joey Muley, and Mel Velez**



### AirGuide & Leone Green Golf Tournament Winners Circle



3rd place tie at 61 - Rick Whitt, James Rogers, Mark Mueller, Eddie Delgado



2nd place with a 61 - Danny Marty, Danny Navarette, Rob Shahady, David Eddy



1st place with a 53 - Patrick McKamey, Joel Gibbons, Mike McDonald, Rusty Lamm



Tim Shelly, Matt Butterworth, Kristin Finneran, and Dan Phillips



Craig Sanscrainte, John Noble, John Mertins, and Ken Laycock



Keith Holland, Bobby Cupp, David Savage, and Mike Knoop



Patrick McKamey, Joel Gibbons, Michael McDonald, and Rusty Lamm



Bob Zappolo, Jenny Honn, Pam Porzio, and Scott Russell



Chuck Eddy, Mark Elie, Craig Kersten, and Bill Tripp



Art Alba Jr, Dave Montanis, Cliff Boady, and Tom Miller



Jose Hernandez, Niel Arteaga, Erik Johns, and Christian Hernandez



John Brescia, John Micallef, Fred Perfetto, and Steve Scantlebury



Jeff Lindstrom, Dave Murphey, and Doug Lindstrom



Jason Ross, Richard Petrocine, Howard Montgomery, and Chris Erickson



Zac Linde, Val Eguizabal, Don Said, and Rafael Castillo



After the tournament, golfers enjoyed a delicious buffet including steaks and burgers on the grill

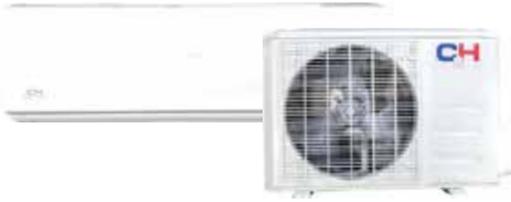


Doug Marty spoke about the Operation Homefront charity



A great day of golf, food, fun, and friends!

## New Dakota Series from Cooper&Hunter



Miami, Florida, October 8, 2018—Cooper&Hunter added new series to the current heat pump line-up with single zone applications. The new Dakota series assures consistent warm comfort during extreme climate and the condenser heat output capacity allows the unit to work efficiently as a primary heat source even if the temperature drops to a sub-zero -22° F.

While extremely popular Sophia series already won the preferences of the consumers, Dakota Series features higher efficiency and superior performance with improved heating capacity at very low ambient conditions. New units guarantee warm air flow from the start, which is critical in cold climate conditions where heating performance truly counts. When temperatures reach 36°F, a built-in heater warms the base of the outdoor unit so that condensation doesn't freeze. Without such a heater, freezing condensate can cause noise, damage to the fan blade, condenser, and system performance.

Announcing the launch of the new hyper heat air conditioners, the CEO of Comfortside LLC Marat Terchiyev stated, "With a launch of Dakota series we are looking to expand Cooper&Hunter sales in cold-weather states, shifting seasonal nature of our business to all-year-round."

Besides, thanks to freezing protection feature you can keep your room temperature steady at 46 ° F and prevent your house from freezing when it is unoccupied in winter time. The Dakota Series also offers multiple fan speeds, high density silver ion filters, GoldFin anti-corrosive coating and optional Wi-Fi control.

Cooper&Hunter Hyper Heat system of the new generation is a significantly cost-saving. They can substitute maintenance-intensive heating solutions, like gas, oil, wood, or propane-based heating systems. Dakota system has Energy Star rating with are up to 25 SEER, that you can actually save money on your energy bill.

Dakota is ideal for both residential and business, especially such as winter houses, small offices, computer rooms, retail, restaurants and schools, to name a few applications.

Dakota Series outdoor models are compatible with a variety of Sophia series indoor styles, including ductless wall-mount, slim cassette, ceiling - floor consoles, floor console and duct, made for a wide range of installation possibilities.

Dakota models deliver from 9,000 to 24,000 Btu/h cooling capacity and 10,900 to 24,000 Btu/h heating capacity. Cooper&Hunter hyper-heat system operates very quietly and runs at 55.5 - 60 dB(A). This is an excellent additional advantage in terms of comfort.

With hyper-heat technology, home owners can enjoy year-round comfort even when the outside temperature reaches subfreezing point. For the best hyper-heat systems, check out for more details at Cooper&Hunter website: <https://cooperandhunter.us/products/single-zone-mini-splits/dakota/>



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## Congressman Scott Peters to be Featured in Upcoming HARDI Documentary for Workforce Recruitment



**Scott Peters**

Strengthening Careers and Technical Education for the 21st Century Act, which was signed into law by President Trump on July 31, 2018.

"What I've seen is that there are a lot of high-pay-

COLUMBUS, Ohio, October 12, 2018 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced Congressman Scott Peters, D-Calif., as having a feature in HARDI's upcoming workforce recruitment documentary.

Peters co-sponsored H.R. 2353, the bipartisan

ing jobs that do take training, but they don't require a college degree and they pay enough for people to live off of, raise a family, and have a retirement," Peters states in his filmed interview. "We want to make sure people are trained for that."

The documentary is part of HARDI's Workforce Recruitment Initiative, which aims to bring awareness of careers in the HVACR industry and wholesale distribution to younger generations.

"If we want our kids to have the same chance that we did and compete in an economy that's different, we have to be more open minded about what skills we give them. And that's why this is really a flexible and responsive way to train young people. Let's give them the skills that matches our economy today," Peters continues.

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## Fujitsu General Introduces the Smarter Building Controller



Fujitsu General's new Smarter Building Controller – introduced by Fujitsu General and technology partner, Ventacity Systems – offers an easy to use, plug-and-play building management system for use with Fujitsu General's Airstage heating, ventilation and cooling systems.

The new Smarter Building Controller offers seamless integration with installed equipment, and control is performed via Internet connection through simple interface from any connected device. Role-based permissions facilitate easy set-up and use, with advanced users able to generate system performance reports, system alerts, and access to service diagnostic screens.

The system gives you the option to use a secure cellular LTE network, making complicated IT unnecessary and giving your building owner extremely secure connectivity and control.

The new controls provide better control and usability at a much lower price point, an advantage that stems from reductions in hardware and labor. No expensive field controllers are needed at control points and no specialized programming is required.

## Fresh-Aire UV's New Headquarters Parallels HVAC Industry's Increasing Demand for IAQ

Fresh-Aire UV®, manufacturer of Blue Tube UV®, APCO and other HVAC indoor air quality products, has purchased a 25,000-square-foot facility on a three-acre site in Jupiter, Fla., to support its double-digit annual growth and the growing need for its volatile organic compound (VOC) reduction and biological disinfection products.

The industrial park building doubles Fresh-Aire UV's former headquarters' space that was spread throughout two unconnected facilities. The move marks the second time in four years the 30-year-old company has expanded its operations due to growth and product demand. Besides the real estate purchase, Fresh-Aire UV also invested significantly in building re-design and renovation. Improvements included 42-tons of air conditioning with UV disinfection systems, a complete LED-lighting retrofit, 2,500-square-foot in physical structure additions and the general interior remodeling of the high bay style, 24-foot-tall, former headquarters of the Palm Beach Post newspaper.

Part of the air conditioning retrofit adds cooling to the production floor where Fresh-Aire UV products remain 100-percent USA-tested, assembled and manufactured primarily of USA-made components.

The expansion features a 2,500-square-foot research and development (R&D) laboratory housing the HVAC industry's only privately-owned test chamber that complies with ASHRAE Standard 52.1 (particulate and biological contaminants); 145.2 (gaseous contaminants including VOCs); SPC-185.1 (inactivating airborne microbes); and SPC-185.2 (inactivating microbes on irradiated HVAC unit surfaces). The test rig enables in-house analyzation, certification and clean air delivery rates (CADR) of Fresh-Aire UV's own UV, gas-phase air purification and photo catalytic oxidation (PCO) products. The self-contained R&D space also features its own five-ton dedicated air conditioning and air purification system for complete environmental control during tests.

Along with administrative, marketing and sales staff offices, the building was also remodeled to allow contractors, service technicians and wholesalers to attend the latest hands-on training workshops for IAQ equipment, maintenance and installation, including 24V, 120V and 277V electric connection.

The company was founded as Triatomic Environmental Inc., in 1988, and re-branded itself as Fresh-Aire UV in 2001. For more information on Fresh-Aire UV and its full line of commercial and residential UVGI, APCO and other IAQ products, please visit [www.freshaireuv.com](http://www.freshaireuv.com), call 1-(800) 741-1195 or email: [sales@freshaireuv.com](mailto:sales@freshaireuv.com).



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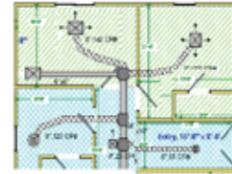
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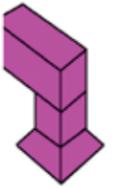
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- Refreshments provided on the course
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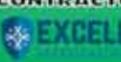
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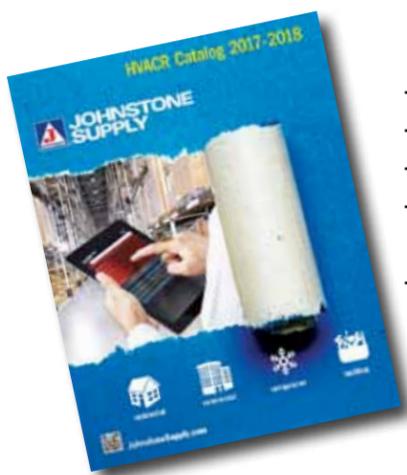
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