

TODAY'S A/C

& REFRIGERATION NEWS

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Women In HVACR 15th Annual Conference
"Defying Gravity" in Denver (see page 23)



Blacks Supply Hosts Counter Days during the
Month of September (see pages 16 & 20)



NFACCA 2018 Indoor Air Show at the
Jacksonville Fairgrounds (see pages B14-B15)



Johnstone Supply Ware Group Hosts Turbo Torch
Counter Days in September (see page B5)



Economic Electric Motors Hosts Haier
Mini Split Training Seminar (see page B3)

Coalition Launches to Oppose FPL's Predatory Expansion



Jeff Schlichenmeyer
Publisher

PETERSBURG, Fla. – A state-wide small business alliance called the MEP Coalition for Fair Competition launched today to oppose Florida Power & Light's (FPL) predatory practices. Specifically, the coalition stated that the company is using its public resources for private gain in the home services market including air conditioning, heating, plumbing and electrical services. MEP is an acronym for mechanical, electrical and plumbing contractors. Coalition organizers include 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).

FPL is leveraging assets from their regulated ratepayer funded utility monopoly to expand into new for-profit businesses. They aggressively entered the air conditioning, electrical & plumbing services and contracting business using a subsidiary called FPL Energy Services. Jupiter-Tequesta Air Conditioning, Plumbing & Heating is now promoting themselves as an FPL Energy Services Company. 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 improperly using extensive customer data, infrastructure and market power to decimate local businesses and dominate their markets. 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 the company's goal is to leverage its market power, aggressively recruit their employees, use predatory pricing to steal their customers and put them out of business.

As evidence of this unfair competition, the coalition points to a precedent that recently occurred when Baltimore Gas & Electric's (BGE) entered the HVAC market as BGE Home. In that case, about 30 percent of locally owned and operated heating, air conditioning, plumbing and electrical service companies were forced out of business due to BGE's unfair business practices.

Said Doug Lindstrom, President of SFACA, "The Public Service Commission and Legislature need to intervene to protect local family-owned businesses from unfair predatory practices. These small businesses and the jobs they provide are the backbone of our communities."

go to page 4

YORK® Support of Military Veterans Featured on TV Series

MILWAUKEE – (September 19, 2018) –The YORK® brand of Johnson Controls in partnership with Building Homes for Heroes (BHH) was featured on an episode of the TV series, Live Life Forward, which features organizations and individuals who the program recognizes as changing the world one step at a time.

The episode, titled "A Home Built for a Hero," followed Gold Star Wife, Natasha De Alencar, whose husband, Staff Sgt. Mark De Alencar of Army Special Forces lost his life during a counterterrorism operation. The De Alencar family, including their five children, dreamed of owning a home. Building Homes for Heroes made that dream a reality with the gift of a mortgage free home complete with top-of-the-line amenities.

As a longstanding partner of BHH, YORK installed a heating and air conditioning system from the premium Affinity™ Series complete with an Alexa® compatible, Wi-Fi®-enabled Affinity™ Hx3™ touch-screen smart thermostat. The combination offers advanced smart home features and energy efficiency. Equipment was delivered by M&A Supply, a FL-based

YORK distributor and the installation was completed by FL-based contractor, Jason Hale of Absolute Clean HVAC. After renovations were complete, teams from YORK, M&A Supply and Building Homes for Heroes were on site to welcome the De Alencar family home.

"Johnson Controls has a longstanding commitment to supporting our country's veterans," said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. "We are honored to be a part of welcoming this military family home and we hope the TV airing helps elevate the awareness of the tremendous sacrifices our veterans and their families make for our country every day."

Since 2014, YORK and has donated HVAC systems to nearly 100 military families in partnership with Building Homes for Heroes. With the support from YORK distributors and contractors, these systems have been installed free of charge, many accompanied by complimentary lifetime maintenance.

To learn more about the partnership between YORK and Building Homes for Heroes please visit: <http://www.york.com/for-your-home/why-buy-york/building-homes-for-heroes>



Teams from YORK, M&A Supply and Building Homes for Heroes volunteer to landscape the home after installing a YORK Affinity Series heating and air conditioning system

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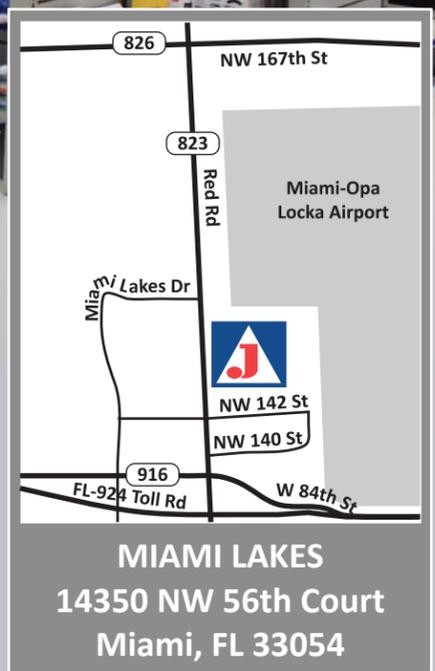
To our valued Southeast Florida contractor partners, Our commitment to you is to save you time and help make you money by providing excellent customer service, premium HVAC/R brands, and lightning fast pick-up & delivery. Part of our commitment is a requirement to have branches that are conveniently located, with easy access and configured to minimize time spent picking up product.

Based on this commitment to you, our Miami Lakes and Boynton Beach branches are the first of several moves that will take place in coming months. We are committed to be the finest HVAC/R wholesaler in Florida. These branch relocations will help us follow through on our commitment to save you time and help make you more money.

Thank you for your support.

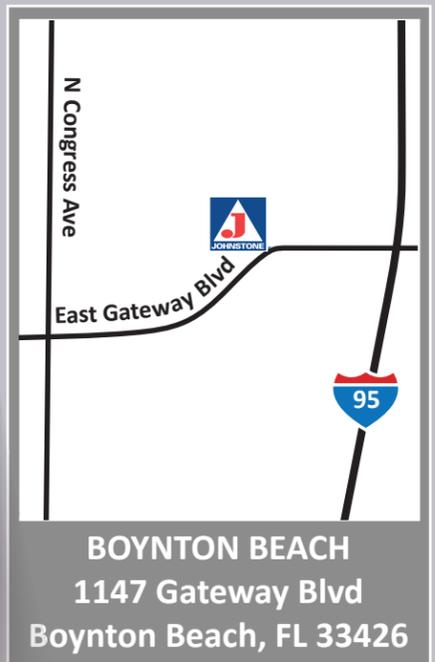
Chris Ware

Owner and Chairman
The Ware Group/Johnstone Supply



Miami Lakes
September 2018

We have moved the Miami Lakes location just west of the Opa Locka Airport. Very convenient location and great branch configuration.



Boynton Beach
January 2019

We will be moving the Boynton branch next door to the corner space. We're updating our branch at a great location.

5 Ways to Increase Labor Productivity

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.

Here are five ways to increase labor productivity. Increased labor productivity increases your bottom line. First, track and measure labor productivity using the productivity ratio or compensation percentage. This ratio answers the question, how much did the company spend in payroll and payroll taxes for each dollar of revenue that month?

To determine your company's productivity ratio, divide total payroll plus payroll taxes by total sales each month. Payroll includes all compensation which is the same as the gross wages number you report to the IRS on your 941 form each month. If you are type of company where owner compensation is accounted for differently than on a 941, then add the owner compensation to the 941 gross wages for the month. Payroll taxes include FICA, Medicare, state unemployment, and federal unemployment. Do not include worker's compensation, health insurance and other benefits.

Track this number each month. It may go up and down depending on seasonality. This is your base line number.

To increase productivity, you decrease your compensation ratio (you are spending less on payroll and payroll taxes with a decreasing ratio). Here are some suggestions:

1. Post the compensation ratio each month.

If you have different departments you can calculate and post the ratio for each department. What gets watched gets improved.

2. Make it fun.

Have a contest around decreasing the compensation ratio. For example, if your compensation ratio is 45% and you want to lower it to 35%...and it stays at that level or less for 3 months, have a contest with a great prize when it gets to and stays at/below 35%. This 10% decrease in payroll and payroll taxes for the same sales volume goes directly to your bottom line. You can share in the savings with the people who helped get it there.

3. Increasing sales with the same level of payroll also decreases the compensation ratio.

Your employees might come up with a way to increase sales with the same number of working hours per month. Again, this savings falls to your bottom line.

4. Do not estimate jobs in 2 hour increments.

For example, a 6 hour job will magically get stretched to 8 hours. A 2 hour job magically takes until lunch. Estimate jobs in 4 hour increments - 4, 8, 12, 16, 20, 24 hours, etc.

5. Monitor overtime hours.

Once the cooler weather hits, there should be no overtime for field labor for a few weeks (or until it really gets cold). From an office perspective, if someone is spending an hour on social media or personal phone calls and then receiving an hour of overtime per week, cut out the overtime. There is enough time during the day to get the job done...assuming social media and personal phone calls are eliminated. Also, make sure that if you issue company owned phones. Then you can monitor the calls. Increase your labor productivity and increase your bottom line.

Next Topic: Do You Think Money Runs Uphill? You put procedures in place. In the beginning your team follows the procedures. Then a few fall off and aren't caught. Then a few more. Pretty soon less than 50% of your employees comply with the procedures. Even worse, some rewrite them the way THEY think they should be done (who's writing who's paycheck?)

Answer this: How many times have you gone to a seminar, a class, a trade show and gotten really great ideas that will help your business? You come back all excited and give instructions to change.

Your employees half heartedly make some of the changes and they think, "Things will be back to nor-

mal in a month or two". And it they are. Your employees know better. They know those changes will never fully implemented. They resist the change and you cave. Back to business as normal before that seminar.

Thinking that you can put procedures in place without making sure they are followed is like money running uphill. Not likely. So, what do you do about it?

First, you as the leader must realize that change is not comfortable for anyone, including you. When the pain of staying the same exceeds the pain of change, then you will change. People are comfortable doing what they are doing now and unless how they are doing things now becomes painful, they will give you lip service to the change and won't do the new procedures.

Then, there are times that people won't change. Remember the Peter Principle? People rise to their level of incompetence. Notice I didn't say Can't.

People can change. They have to want to change. How many people do you know of get diagnosed with cancer, almost get killed in an automobile accident, or experience another major catastrophe, get through it and totally change their lives?

An example in our industry is service technicians wanting to become service managers. The skills to be a great service tech are totally different than the skills

needed to be a good service manager. So they want the title and prestige without making the necessary changes to be a great manager. They fail and you lose a good tech. Better to send them to a service manager's school first to see what it will be like (I have one in February, 2019 - see below) before you make the promotion. Over the years I've had service technicians come to this class and walk out saying they never want to be a manager. They become even better techs. I've also had some come and embrace what is necessary to become a great manager and do it.

Let's make sure money runs down hill. First, you need the procedures to implement. I've written plumbing and HVAC operations manuals which have all of the major procedures you need to operate a successful company. You don't have to write the procedures. You just have to do some minor edits so they fit your company. Go to www.hvacoperationsmanual.com for more info and special pricing until October 1, 2018.

Then you need a task master who will ensure that the changes get implemented. If you are not that person, then get someone either in your company or an outside consultant to help enforce the changes. Positive change can produce positive profitable growth. Money can roll downhill.



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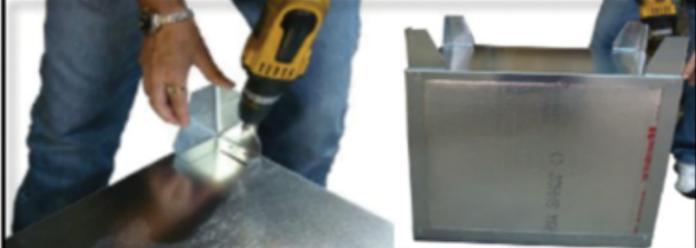
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RectorSeal® Introduces The 3-In-1 Lineset Cover Cutter, A Labor-Saving Device For Cutting HVAC Lineset Covers



Houston--RectorSeal LLC, a leading manufacturer of quality HVAC/R tools and accessories, introduces the 3-in-1 Lineset Cover Cutter, an easy-to-use tool designed to cut air conditioning and refrigeration lineset covers. The 3-in-1 Lineset Cover Cutter cuts cleanly, and is recommended for lineset cover models: Slimduct® SD-77 2.75", SD-100 3.75", and Fortress® LD-92 3.5".

Equipped with the quick opening mechanism, the 3-in-1 lineset cover cutter is the labor-saving choice for cutting HVAC lineset covers at your desired length to fit the job. The safety stopper holds the blade at its needed positions without excessive force or touching the blade. The cutting process is safe, efficient, and

cuts more precisely compared to the traditional methods of sawing or snipping.

Other features of the 3-in-1 lineset cover cutter include:

- Easy one-touch open/close
- Ratcheting closure
- Compact and light-weight
- Advanced corrosion resistance
- Safety hook
- Strong handles
- Stays in adjustment
- Highly durable
- and available from most HVAC wholesale distributors.

For more information on RectorSeal and its HVAC/R, plumbing, firestop and electrical products, please visit www.rectorseal.com or contact its customer and technical support departments at 800-231-3345.

Andrea Kirkpatrick Joins Cain Sales Rep Agency

Andrea Kirkpatrick has joined the Cain Sales Rep Agency as an administrative assistant. Andrea has been in the HVACR industry for over seven years. She started on the counter at Lennox for two years and then went on to manage a branch for Baker Distributing in St. Augustine for five years. Andrea and her team grew the St. Augustine Baker location exponentially, eventually moving into a bigger building to keep up with their growth.

She is very familiar with the lines that Cain Sales represents as she sold most of them at their branch's locations. Andrea is looking forward to continue working with everyone in the HVAC industry, and hopes to contribute in any way she can to help with the



Andrea Kirkpatrick

company's already great reputation and projected growth. Andrea lives in St. Augustine with her two daughters who are seventeen and twelve. Her son is currently stationed in New Orleans for the Coast Guard.

Michael Hollis, President of Cain Sales is confident she will become a great addition to the Cain Sales team.

Andrea is also very excited about the new position and new experiences she will have moving forward.

Cain Sales Company have been Manufacturers Representatives to the HVAC/R Industry for over 25 Years Covering Florida and Puerto Rico. Please visit their website <http://cain-saleshvacr.com/> for more info. You

can reach Andrea by calling Cain Sales at 727-593-9999 or Fax: 727-596-2299.

Coalition Launches to Oppose FPL's Predatory Expansion (from cover story)

"They will not stop with HVAC," added Keith Martin, Co-Owner of Badger Bob's Services, a Sarasota-based HVAC company. "If they are allowed to get away with it, they will continue their expansion into electrical, plumbing and additional industries."

"We are not afraid to compete but we should not have to compete against a ratepayer funded monopoly. We want a level and fair playing field," said Jaime DiDomenico, President of Cool Today, an HVAC, plumbing and electrical company also based in Sarasota. "For our local businesses, our employees and our families, this is a fight for our lives."

About Us

We are heating and air conditioning, electrical and plumbing service professionals from locally owned and operated small businesses as well as neighbors and members of your community who are concerned about Florida Power & Light's (FPL) predatory practices. Specifically, FPL is using public resources to enter the HVAC market as FPL Energy Services. This subsidization of a private entity by a public utility will put many small companies out of business. We are not opposed to competition – just unfair competition by a ratepayer-funded monopoly. Together, we will fight FPL's use of their name and logo, public resources and economies of scale to give them a competitive advantage in this market. For information, please visit us at www.mepcoalition.org.



Daikin Launches New Daikin Fit™ Systems, Revolutionizing the Future of Condensing Units for Residential Applications



LAS VEGAS, September 26, 2018 – Daikin North America LLC has unveiled its new Daikin Fit™ system that represents a radical departure

designed to revolutionize the future of condensing units in North America's current market, dominated by ducted, unitary HVAC systems.

Daikin unveiled its Daikin Fit system Tuesday, September 25, at the Cosmopolitan of Las Vegas hotel to an enthusiastic crowd of Daikin employees, distribution management, Daikin Comfort Pro™ professional contractors and news media.

A smart HVAC system, Daikin Fit melds the best features and performance of ductless-style condensing units with the ability to connect to traditional ducted systems. This brings homeowners the advantages of Daikin technology, including high-performing inverter compressors with cabinet designs that are smaller, lighter and quieter than traditional unitary outdoor condensing units.

As lot sizes decrease and building envelopes grow in many urban areas, homeowners can now free up precious backyard space, while enhancing their outdoor experience with a compact, quiet Daikin Fit unit. Smaller, lighter Daikin Fit cabinet designs provide several installation and service benefits for zero

lot-line homes, condominiums, and on rooftop terraces in dense urban settings that would typically require a crane. Daikin Fit is easily installed in replacement applications using existing ductwork and existing line sets. Requiring only 4" of clearance, the Daikin Fit system is ideal for locations where installation space is limited.

- Fit more equipment in your HVAC technician's van or truck – 4 or 5 Daikin Fit units can fit in a van or truck as compared to 1 or 2 traditional systems

- Easy to transport from the delivery vehicle to the installation site and install on pad – a single Daikin Fit condenser unit can be transported with a dolly by a single HVAC technician

With efficiencies up to 18 SEER, Daikin Fit provides a cost-competitive condensing unit, in the mid-efficiency category, with clear design and performance advantages over traditional unitary, non-inverter condensing units.

"By introducing Daikin Fit, we provide a differentiated solution to our Daikin Comfort Pros," explains Kelly Hearnberger, Vice President Residential Product Marketing. "In a market saturated with "same old" equipment, Daikin Fit is a mid-range efficiency, competitively priced system that includes all the benefits of inverter technology combined with ducted furnace and coil combinations, and is a game changer for our Daikin sales network and for consumers."

The superior performance of Daikin's inverter compressor – over traditional unitary compressors

– requires less condenser coil surface area. That, in turn, allows for much smaller cabinet sizes with a side discharge fan design – eliminating the need for typical large, wrap-around style condenser coils.

The Daikin Fit system shines over traditional unitary systems during non-peak cooling periods. Daikin Fit's condensing unit is powered by a Daikin-engineered and manufactured proprietary, variable-speed swing inverter compressor that gently ramps up and down, using only the energy needed to cool the space, thereby saving money during non-peak load periods, compared to traditional unitary, non-inverter condensing units.

Available in 1.5- to 5-ton capacities to meet most needs, the Daikin Fit system is compatible with Daikin's line of communicating gas furnaces, with furnace efficiencies ranging from 80- to 97-percent AFUE and evaporator coils available in upflow, downflow, horizontal right and horizontal left configurations, with standard Electronic Expansion Valve (EEV).

With the Daikin Fit system, homeowners can easily compare and choose a more compact and quieter outdoor condensing unit, as compared to traditional unitary condensing units with similar tonnage and efficiency. This provides homeowners, installers and builders far more flexibility with locating the outdoor equipment, plus the added benefit of reducing noise for backyard enjoyment. For more about Daikin, visit www.daikincomfort.com.

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Pride AC Installs Donated York Heating and Cooling System In Mortgage Free Home Honoring U.S. Military Veteran



Group photo of York Source1, Pride Air Conditioning, Building Homes for Heroes, and U.S. Army Specialist Inti Peralta - Correa and his family



Howard Pearl of Pride Air Conditioning with U.S. Army Specialist Inti Peralta - Correa



The York Affinity AC system with Exclusive Charge Assurance™ helps ensure the system is properly optimized for faster installation and service

On September 12th, Pride AC joined local contractors and Building Homes for Heroes at a Welcome Home ceremony in Sunrise, FL for U.S. Army, Specialist Inti Peralta - Correa.

Johnson Controls donated a YORK heating and cooling system and Pride AC provided installation services for the veteran's new home. "The support of companies like Johnson Controls and its high-quality YORK heating equipment and contractors like Pride AC enable our organization to reach more injured veterans in need and help them begin to rebuild their lives," said Chad Gottlieb, director of construction development, Building Homes for Heroes.

Building Homes for Heroes is a national organization that recognizes the tremendous sacrifices of men and women of the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and gift the homes to severely injured veterans nationwide, mortgage free.

Pride AC was excited to partner with YORK and Building Homes for Heroes to support this deserving family.

Army Specialist Inti Peralta - Correa enlisted in the military because he said he wanted to become a soldier in the greatest Army in the world.

Born in Bogota, Colombia, it was always his dream to serve in the Army. In 2011, when he officially became a soldier in the U.S. Army, Specialist Peralta - Correa said he finally found his true vocation in life. While serving in support of Operation Enduring Freedom in Afghanistan as an aircraft technician, Specialist Peralta - Correa was regularly exposed to explosions and rocket and mortar blasts, while also experiencing physical wear and tear from his long shifts. He returned home with many invisible wounds and after several tests he was medically discharged.

Specialist Peralta - Correa suffers from severe PTSD and debilitating pain in his ankles and

knees, which has made it difficult for him to walk normally. The years of war in Afghanistan and Iraq have brought PTSD among military personnel to the attention of the American people as never before. Most PTSD sufferers repeatedly relive the trauma in their thoughts during the day and in nightmares when they sleep. While the condition varies from person to person, more and more studies have linked PTSD with chronic depression and suicidal ideation. For his service to his country, Specialist Peralta - Correa has been awarded the Afghanistan Campaign Medal w/ Campaign Star, Army Achievement Medal, National Defense Service Medal, Global War on Terrorism Service Medal, Army Service Ribbon and the Overseas Service Ribbon.

Building Homes for Heroes invites anyone wishing to volunteer or make a donation to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org.



Eric Paul Bonde of JCI York, U.S. Army Specialist Inti Peralta - Correa, George Wallace and Jim Schaefer of JCI York



Howard Pearl of Pride Air Conditioning standing next to the new York Affinity AC system



U.S. Army Specialist Inti Peralta - Correa was an aircraft technician in Afghanistan

hilmor® Announces 2018 Retool Your Future Scholarship Contest

ATLANTA – Sept. 27, 2018 – hilmor®, a leading brand of the DiversiTech family and a manufacturer of innovative tools for heating, ventilating, air conditioning and refrigeration (HVAC/R) technicians, today announced the kick-off of its sixth annual Retool Your Future contest. Created to support the next generation of HVAC/R technicians, hilmor will grant five winners a \$5,000 scholarship, a new starter kit of hilmor-branded tools valued at \$900 and a trip to the world's largest HVAC/R trade show, AHR Expo, being held in Atlanta Jan. 14-16*.

The contest is open to students currently enrolled or admitted to an established and recognized HVAC/R training school in the United States and

Canada (excluding Quebec)*. To enter, students must submit a 250-word essay describing how the HVAC/R industry will "retool their life."** Submissions can be made at www.retoolyourfuture.com. The deadline for entry submission is Oct. 31, 2018.

The five winners for this year's contest will be recognized during a press event at DiversiTech's booth (B817) during the AHR Expo on Monday, Jan. 14, 2019.

"We strongly believe that success in the HVAC/R industry starts with a solid education and access to high quality tools in order to get the job done right," said DiversiTech Brand Director Andrea Halpin. "Now in its sixth year, we're delighted to continue

to play a part in helping launch the careers of future HVAC/R professionals."

In addition to the individual scholarship awards, the schools of the Retool Your Future scholarship winners will receive a hilmor Green Wall featuring more than 40 exclusive hilmor HVAC/R tools.

Official rules and regulations are at www.retoolyourfuture.com/rules.

The hilmor brand is revolutionizing the HVAC/R industry with smarter, more effective tools and equipment. Backed by one of the largest research investments in the history of the HVAC/R industry, hilmor is dedicated to making technicians' jobs easier.

Alert! EPA Regulation Update

Over the last several years, the EPA has worked diligently to update the Significant New Alternatives Policy (SNAP) program and modernize the Section 608 Refrigerant Management Program. Most notably the ruling on November 18, 2016, which, amongst other issues, incorporated HFCs and HFOs into the regulations.

Members of the HVACR industry have invested heavily to assure compliance. However, on September 18, 2018, the Acting EPA Administra-

tor, Andrew Wheeler, signed a new proposed rule Protection of Stratospheric Ozone: Revisions to the Refrigerant Management Program's Extension to Substitutes. This would allow the EPA to rescind the November 18, 2016 extension of the leak repair provisions to appliances using substitute refrigerants.

If finalized, this could reverse all actions the HVACR industry has done to come into compliance for the last two years.

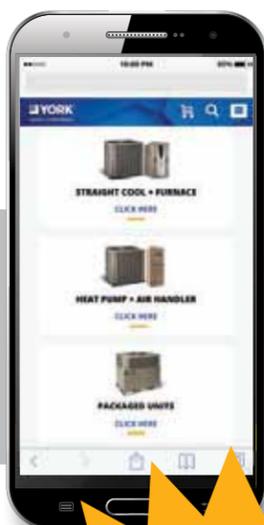
With roughly 100 days until new rules are slated to go into effect, the HVACR industry must now await a 45-day public comment period to learn what regulations they must comply with come January 1, 2019.

As always, the ESCO Institute will continue to keep you apprised of additional changes or updates. Additionally, registered proctors can login at escogroup.org, 24 X 7 to view important notices. Stay tuned for further updates.

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Trade Talk:

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



So, You're In Business: Are You An Entrepreneur, A Manager Or A Technician?

We have all heard the expression, "You need to work on your business, not just in your business."

It's advice I'm sure you've heard dozens of times over the years (I certainly have). But despite being told repeatedly, many small contractors still don't seem to truly understand what it means.

Let's look at a common scenario.

Bill is a good Air Conditioning technician. He loves his work and was pretty good at it too. And while Bill has a 'regular' job during the week, he also does quite well selling his services to friends and relatives on the weekends.

If fact, he's been thinking about making a career of it for a while. And after a particularly bad day at work (which ends with him giving his boss some directions about "where he should go"), Bill decides to give it a go. He turns that extra bedroom into an office, buys a service van, hires someone to deal with all the paperwork and other business stuff, and soon after XYZ Services is open for business.

At last Bill is 'living the dream' and 'following his passion'. He's earning a living doing something he enjoys and gets to be his own boss, which he loves. He doesn't have to fill out timesheets or attend boring meetings. He can just spend his days selling jobs and doing the work to his heart's content.

It's perfect, right? Unfortunately, no.

Bill's situation is a classic example of an entrepreneurial seizure'. Someone gets the urge to 'be their own boss' but then "goes to work for a maniac"—themselves.

The business owner ends up spending all their time working in their business. Now in Bill's case he gets to do what he loves. But it isn't long before he realizes there's a lot more to business than just selling and installing jobs.

And unless Bill effectively deals with those other aspects of running a business as well, he won't have a business for much longer.

This type of person is described as the technician of the business. They're an expert in their field, and love doing what they do. Unfortunately, it's often at the expense of everything else associated with running a business.

- **Technicians** love doing the technical work.
- **Managers** manage the technicians to ensure the work gets done.
- **Entrepreneurs** design a business that can work without them, and then hire managers to run it, who in turn hire technicians to deliver the work.

In Bill's XYZ Services scenario:

The Technician does the selling and installing to create the products.

The Manager does all the 'stuff' the technician sees as 'necessary evils', such as: ordering materials, entering orders and doing the bookkeeping, tracking the work-in-progress, handling customer payments and banking, paying the bills, and ensuring they comply with tax and other compliance matters.

The Entrepreneur looks at the big picture, and makes strategic decisions about things such as: what the business should sell, who they should target as customers, how they should price their products, what their business model should be, and how the business should be structured.

As you can see, technicians and managers work in the business and an entrepreneur works on the business.

An entrepreneur's focus is to design a business that can work without their own personal exertion on a daily basis. Their objective is not to be 'self-employed', or to create a job for themselves. They think of a business as a machine that can be designed, built and eventually sold.

That doesn't mean all entrepreneurs aim to sell their business in the short term. Some like to build and then hold onto their businesses over the long term.

Ask yourself: Does your business rely on your

personal daily work at the technician and/or manager level? Do you believe only you can do that work to the level required?

If so, you're chained to your business. And it's unlikely to become one you can sell when it comes time to move on or retire.

Let's think about Bill's business. What happens if he's sick or injured for a month or more? Sure, some insurances will replace income and pay lump sums in certain circumstances. But what about the business? Customers need to be satisfied. The business would grind to a halt, and its reputation would be tarnished.

That's the opposite of what you want. You want a business that isn't 'key person dependent'. You don't want your business to rely on any one person—especially not you.

In Bill's case, he needs to step away from the hands-on work. (He can still do some of it, but the business shouldn't rely on him as a key technician.)

What are some of the things Bill could do? He could bring an apprentice on board, and get them up to speed on how everything is made. He could write procedures manuals and maybe create training videos to explain the details of every item the business produces. He could document all the processes for managing the business.

By doing these things, Bill could get to a point where his business produces the same goods to the same quality whether he's there or not. And quite profitably. Bill would be working on his business, not just in it. He'd be an entrepreneur.

So, what about you? Are you still 'on the tools'? Or are you designing and building a business that can eventually work without you so you don't have to keep "doing it, doing it, doing it"?

In Today's A/C, you need a brief case as well as a tool box.

Until next time.

Tommy Castellano

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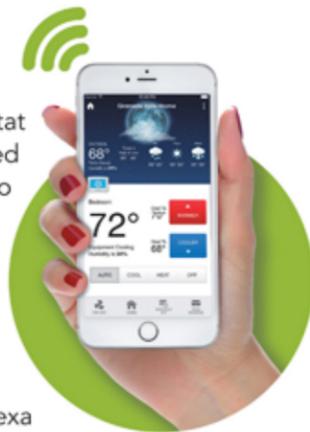
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Remembering Quincy P. Carvel II (1926-2018)

story by Ken Perkins



Quincy arrived on September 15 1926 in Pittsburg, Pa. to his proud parents Sue and Quincy Carvel. At the ripe old age of 16 he graduated from Central Catholic High School and enter Carnegie Institute of Technology for two years. In 1944 Quincy became of age and joined the U.S. Air Force.

He was assigned to aircraft mechanics school and then stationed in Foggia army air base in Italy. When the war ended, the job changed from getting planes back in action to preparing them for transport to allies and to the states. In 1947 he was honorably discharged from the USAF.

In 1949 Quincy received his BSME (Bachelor of Mechanical Engineering) degree from the Carnegie Institute. He was now prepared along with his new bride and love of his life Sherley to face the world. Frigidaire Air Conditioning and Refrigeration in Pittsburg was the lucky recipient of his engineering talents. Five years of great experience in sales, service and construction prepared him for his next decision. One very cold night on the way home, while climbing a Pittsburg hill with out chains on his tires, he spun and slid back to the bottom of the hill. The decision was made we are moving South.

The move in 1955 for the now family of five was to North Miami Beach, Florida. He continued his A/C career with Thermo Industries the Carrier Distributor for the Gold Coast & a Mechanical Contractor. He

started with contracting division, but spent time learning the distribution business. In 1959 Carrier Corp. made a major change in their distribution business. Thermo had to either be a contractor or a distributor. Weathermatic became the Carrier Distributor and Quincy move into a sales position in Miami. In 1962 he became the V.P. & general manager of Weathermatic. This was necessity since the family now had nine members

The next step 1966: Quincy desiring to be his own boss purchased Boca Heating & Air. He quickly turned the co. into a successful service and contracting business. Everything went smoothly for a few years, but Quincy realized that he enjoyed distribution more than contracting.

Five air conditioning manufactures' were contacted with the proposal that we could do a superior job of promoting their BRAND than their present distribution. Five very nice, but cool thank you for your interest. Two months later five very interested companies were in Boca Raton. After a number of meeting & factory trips Rheem won the sweep stakes in 1969. Reason; Rheem was a small job shop in Kalamazoo, Mi., but the parent co. City Investing had deep pockets and was building a new 660,000 sq. ft. plant in Fort Smith, Arkansas.

In September 1970 the three partners Manuel Leon, Quincy Carvel, and Ken Perkins went to the opening of the Fort Smith plant to view our future. The future was very bright, with a modern manufacturing facility rolling out the equipment. In 1974 we received our first Lions Club award, which designated Gemaire Dist as their top distributor. Two more Lions

Club awards and the award was retired.

In 1974 Gemaire began it's expansion with branches in St. Petersburg, Orlando & Jacksonville. Quincy's pilot license became a great asset as he & Manuel travel throughout the state to oversee the expansion. They both relished the time together flying around Florida.

In 1975 Gemaire moved from it's original 5,000 Sq. Ft. warehouse in Boca Raton to our new 48,000 Sq. Ft. facility in Deerfield Beach. It was a whirlwind period of time: opening new branches, adding new products for our customers & expanding our dealer base.

Quincy always keep his hand on the throttle guiding the company through many adversities and a great deal of accomplishment. Gemaire had grown to one of the largest distributors in the country. In 1986 Gemaire's major dealer incentive trip was to Australia. Quincy decided this would be his farewell and he would retire from Gemaire after the trip.

Retirement did not keep him busy enough, despite seven children and a number of grand kids to visit. He began developing quad plex condos in Fort Pierce. That was soon followed by operating an ambulance manufacturing company in West Palm Beach.... Always the astute businessman.

Quincy was proud that the company he founded has grown to a billion dollar business.

All that knew Quincy & those lucky enough to work with him really miss a great individual. Quincy P. Carvel Lived The American Dream: Loving Family, Successful Business Career, And Many Many Good Friends!



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The Iconic Danfoss Radiator Thermostat Turns 75

In 1943, the entrepreneur and founder of Danfoss, Mads Clausen, invented the world's first radiator thermostat, and 75 years later, the iconic radiator thermostat is more relevant than ever.

In Europe alone, there are more than 500 million manual and non-regulated valves mounted on radiators. If these were upgraded and replaced by newer radiator thermostats Europe's annual CO₂ emissions could be reduced by 29 million tons. With a return on investment in just two years, Europeans would save 12 billion Euros and 130 TWh of energy per year.

The radiator thermostat is an integral part of the Danfoss' DNA and the most known and visible example of our technologies:

"The prototype of the world's first radiator thermostat was tested in my father's (Mads Clausen's) office. It became the starting point for the world's first thermostatic valve for controlling the temperature in a living room. The actual marketing of the product began in 1952, when Danfoss launched the radiator thermostat as an application which saves money and increases comfort in centrally heated homes, and since then we have moved along extremely fast," explained Jørgen Mads Clausen, Chairman of the Board at Danfoss.

Since 1943, Danfoss has manufactured around 350 million radiator thermostats, thereby reducing 650,000,000 tons of CO₂.

"It is a strong advantage for Danfoss that we have been on the market for so many years, and there is plenty of Danfoss DNA in our brand-new electronic radiator thermostats. A great example is the Danfoss Eco™ - recently recognized with two prestigious design awards; a Ret Dot and a Danish Design Award. Our founder Mads Clausen invented the leading technology within heat control including the intuitive rotational feature of the thermostat. We have transferred his knowledge and technology to our electronic thermostats fully in line with the demand and expectations of our consumers," commented Anders Barkholt, Vice President, Danfoss Radiator Thermostats.

RGF's Patented Air Purification Technology Destroys Cold and Flu Viruses Before They Spread to Home and Workplace

Riviera Beach, Florida (September 7, 2018) – RGF Environmental Group Inc., the leader in environmental solutions for air, food and water, provides breakthrough proprietary Indoor Air Quality (IAQ) products designed to help reduce the spread of cold and flu viruses in residential and commercial spaces. RGF has launched its "Got Flu?" campaign to help contractors better educate the public about IAQ products and their role in the prevention of deadly flu viruses.

"It's not enough to just wipe down surfaces and hope that in doing so, the cold and flu viruses will not spread," said Tony Julian, VP Business Development at RGF. "Most people overlook the importance of air quality when combating viruses and are unknowingly exposing their family and employees to infection."

"It's not enough to just wipe down surfaces and hope that in doing so, the cold and flu viruses will not spread," said Tony Julian, VP Business Development at RGF. "Most people overlook the importance of air quality when combating viruses and are unknowingly exposing their family and employees to infection."

According to the Centers for Disease Control (CDC), flu viruses are spread mainly through the air by microscopic droplets of water that can travel as much as 100 feet from the infected person. When an infected person coughs, sneezes, or even speaks, these droplets are launched into the air, easily spreading to others nearby who are unaware of the pathogens they are now breathing. Unfortunately, reactive solutions such as encouraging people to stay

home from work and school, wash their hands, and wipe down surfaces with harsh disinfectants are not always the most effective remedies to the seasonal cold and flu virus problem. The prime time for infections to spread is the day before any symptoms even begin to present themselves—meaning a proactive offense is the best defense.

Since quarantining employees and kids is impractical, a professionally installed in-duct IAQ system is one of the best ways to help prevent the spread of these viruses throughout the home and workplace.

Proactive, In-Duct, Whole Home Air Purification RGF's solution, the REME HALO® air purification system works continuously within the conditioned space, both in the air and on surfaces to destroy cold and flu viruses before they have the chance to spread. The REME HALO®'s breakthrough

technology is proactive, sending Ionized-Hydro-Peroxides™ into the conditioned space to reduce the pollutants at the source, in the air and on surfaces. The REME HALO® is designed to help neutralize odors, air pollutants, and VOC's (chemical odors) while also reducing the presence of mold, bacteria and viruses. Particulates in the air including smoke, dander, and dust are reduced through our dual output ion generators which help drop these particulates out of the air through ionic polarization.

In addition to this in-duct, whole home solution, RGF provides alternative IAQ solutions in both portable and installed models to help prevent the spread of bacteria and microbes and reduce pollutants in the air.



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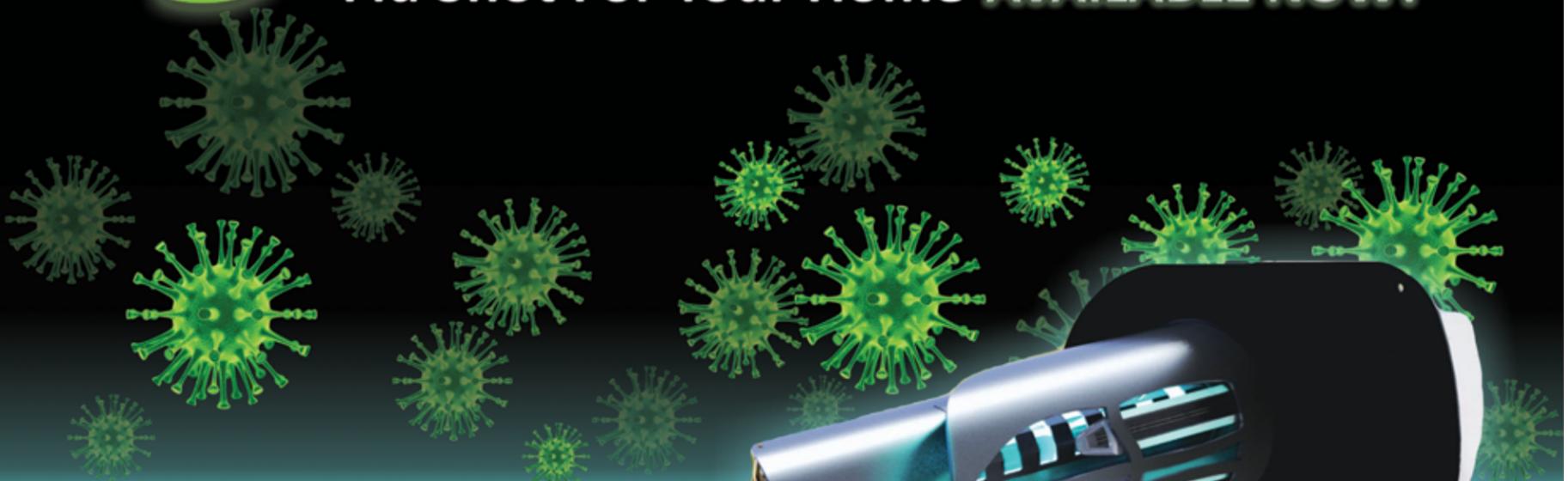
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Divisions



HARDI Affirms Support for Industry Collaboration on State-Level HFC Phase Down

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is calling for a renewed effort by industry partners to develop a consensus industry policy for states pursuing the phase-down of hydrofluorocarbon (HFC) refrigerants, while continuing to express concern about a proposal to allow a mere six-month sell-through period for HFC-using units manufactured prior to the proposed 2023 deadline.

California recently passed the California Cooling Act, directing the California Air Resources Board to develop regulations to reduce the use of HFCs in air-conditioning and refrigeration products. Several industry members recently announced their support for certain proposed measures – negotiated by a few manufacturers without input from the HVACR industry at large – for meeting the state's HFC emissions reduction target; however, HARDI

has abstained from signing on until consensus can be reached on a more realistic sell-through period.

“The proposed six-month sell-through period ending in the middle of summer is untenable for our members, suppliers, and customers,” said HARDI Vice President of Government Affairs Palmer Schoening. “We favor a plan that does not burden the entire distribution channel at the height of selling season and a process that is inclusive of all stakeholders. AHRI has been leading this consensus-focused version of this plan, and we ask the industry to follow their lead on this issue.”

Recent announcements by New York, Connecticut and Maryland to pursue similar HFC reductions increases the need for industry-wide consensus on this important issue, as those states are likely to follow California's lead. Visit www.hardinet.org for more information.

HVACR Program Funding Update



Hopefully you have heard the good news! Congress has passed H.R. 2353 Strengthening Career and Technical Education for the 21st Century Act.

Like most Federal documents, this 23,720-word piece of legislation is as easy to understand as a simplified version of the IRS tax code. To summarize the document in one simple statement, H.R. 2353 is a re-authorization of the Carl D. Perkins Career and Technical Education Improvement Act of 2006. That means Federal funding for career and technical education programs will continue.

Like previous versions of Perkins, funding of programs is tied to accountability. If your institution receives Federal funds, you have already agreed to

administer industry-recognized certification examinations or other assessments that lead to a recognized post-secondary credential. To help you satisfy this requirement and validate that your students have the retained knowledge necessary for employment, HVAC Excellence offers Employment Ready Certifications.

Employment Ready Certifications are a series of discipline-specific, end-of-class certifications used by HVACR educators and trainers to verify whether or not an individual possesses the retained knowledge necessary for employment in the HVACR industry.

Instructors using these exams can log in to review candidate test results and access detailed statistical reports. These reports help instructors pinpoint areas of strength and weakness that become evident once the exams have been graded. If areas of weakness are identified, the instructor can easily see if the deficiency can be attributed to a specific individual, a group of people, the instructor or the curriculum itself. Additionally, these reports aid the program in documenting required Perkins compliance.

We invite you to learn more about our Employment Ready Certifications and over 200 other HVACR training solutions, by visiting us online at escogroup.org, or contacting us at 1-800-394-5268.

In addition, we hope you will join us in March for the National HVACR Educators and Trainers Conference, professional development creating exclusively for you.

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Tropic Supply Events in September

Klein, Spectronics & Testo Demo Days, Robertshaw Demo Days, Refrigerant Regulations, Retrofits and Service Practices, and Emerson Lunch & Learn



Mike Nipper of Emerson gave an overview of the small HP Condensing units,

During the month of September, Tropic Supply hosted Emerson Lunch and Learn, Robertshaw Demo Days, Refrigerant Regulations, Retrofits and Service Practices, and Klein, Spectronics & Testo Demo Days.

Mike Nipper from Emerson conducted the Lunch and Learn events. He gave an overview of the small HP Condensing units, the small HP X-Lines, the F-Line with Digital Compressors, and Discus Digital.

Reps from J. Nichols & Associates attended the Klein, Spectronics & Testo Demo Days. They gave demonstrations of Testo Digital Manifolds, Smart Probes, the Spectronics UV Flashlights, and Klein Hand Tools. Demo Day Perks included a FREE hat with any Spectronics purchase of \$50 or more or a FREE digital pocket thermometer with any Klein purchase of \$50 or more.

EV Dunbar Reps facilitated the Refrigerant Regulations, Retrofits and Service Practices. Tropic customers were updated on current regulations and pending regulations as well as new commercial refrigeration and air conditioning products and their applications.

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

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



Johanne Bueno of J. Nichols & Associates with Raul Rago of Delta T Air Conditioning



Mike Diaz of Associated Air Conditioning with Jessica Organ of Robertshaw



The Klein, Spectronics & Testo Demo Day at Tropic Supply Ft Lauderdale North



Brad Bowers, Christian Lizausaba, and Todd Poirier of Tropic Supply with Ryan Reynolds of EV Dunbar at Tropic Supply Delray Beach



Andrew Ricketts of All Year Cooling with Johanne Bueno of J. Nichols & Associates



The Emerson Lunch and Learn at Tropic Supply in Orlando



The Emerson Lunch and Learn at Tropic Supply in Daytona Beach



Johanne Bueno of J. Nichols & Associates with Omar Grant of All Year Cooling



Leonard Pickett and James Dildy of Trinity AC with Ryan Reynolds of EV Dunbar attending the Honeywell Lunch & Learn

DiversiTech® Names Franco Daino as Vice President--Product Line & Marketing



Fransco Daino

DiversiTech CEO Andy Bergdoll.

Daino brings more than 20 years of experience to the position with a proven track record of success in the areas of organizational change, strategic planning and marketing, business operations, finance, product development, engineering and manufacturing.

"This newly created role, which combines product brands and marketing, along with product line management and engineering, is a key piece to our con-

tinued success," said Bergdoll. "In Franco, we have a leader with the skills, vision and growth mindset to further enhance our Simplify Your Work™ mission. We are excited to unify these critical elements under Franco's leadership, and look forward to accelerating our innovation to better meet the needs of our HVAC wholesale customers and contractors."

Mr. Daino commented, "It's an honor to join a company such as DiversiTech with its impressive growth record and leading position in the HVACR market. Andy and the leadership team have laid out a compelling vision for greater expansion into current and new-growth categories. I am excited to bring my end-user and customer centric approach to the DiversiTech team to drive our aggressive growth plans."

Prior to joining DiversiTech, Daino most recently served as Vice President and General Manager of Fypon, a leading provider of synthetic polyurethane architectural moulding and millwork products to single family, multi-family and commercial construction

markets. While there, Daino significantly improved the company's operating profit and established a more cost effective and nimble supply chain.

Before joining Fypon, Daino was Vice President, Commercial Marketing & Product Development at Master Lock where he was responsible for a portfolio of businesses including commercial security, safety and locker locks.

Among his achievements, he designed a new U.S. commercial channel sales organization to support the creation of the safety and security business units.

Daino's previous experience includes holding various leadership positions at Fortune Brands, Waterloo Industries, Avery Dennison, McKinsey & Company and Canam Steel Corporation.

Daino holds a B.A. in architecture and a B.S. in civil engineering from Lehigh University. He also holds a MBA from Columbia B

For more information, contact your local Diversi-Tech representative or visit www.diversitech.com

BLACKS SUPPLY

Hosts NAVAC Counter Days in September

September 10, East Orlando - September 11, Orlando - September 17, Leesburg - September 18, Eustis



Tim and Eric Henry of American Air & Heat with Mark Steinmetz of Steinmetz & Associates

During the month of September, Blacks Supply hosted a NAVAC Demo Day at each of their four locations. Mark Steinmetz the factory representative for NAVAC, gave product demonstrations of their product line including their Smart Vacuum Pump and the Smart Refrigerant Charging Machine. Also, more of NAVAC's Smart Tools were on display!

Visit one of their 4 locations in Orlando, East Orlando, Leesburg and Eustis to see why their products and people make an unbeatable team. When you need the right product at the right time and in the right location Blacks Supply has the staff to help you!



Mark Steinmetz of Steinmetz & Associates, Youssef Bakdaliel of PPS Services, and Mutt Stroud of Blacks Supply



Julio Vidal of Gary Munson Heating & AC with Mark Steinmetz of Steinmetz & Associates



Jason Black of Blacks Supply with Mark Steinmetz of Steinmetz & Associates



Chuck Allman of Allman's Air Conditioning with Mark Steinmetz of Steinmetz & Associates



Chris Hobcroft Rainaldi Air Conditioning with Mark Steinmetz of Steinmetz & Associates



Mark Steinmetz of Steinmetz & Associates, Daywin Weeks of Flex Maintenance Service, and Phil Walton of Omni Maintenance



Mark Steinmetz of Steinmetz & Associates with Mutt Stroud, Dan Madairy, Jose Ferrar, and Ivan Martinez of Blacks Supply

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Contest runs Sept. 5 - Nov. 15, 2018

"I SEE GREE" Examples:

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NAM Features RGF In National "Keeping Our Promise" Tax Reform Campaign

Riviera Beach, FL (August 10, 2018) – RGF Environmental Group – maker of products that improve the safety of the world's air, water and food without chemicals – was recently featured in the National Association of Manufacturers (NAM) "Keeping Our Promise" campaign, which highlights how manufacturers are using tax reform to reinvest in their workers and businesses.

NAM noted RGF's rapid growth and in particular their use of tax reform savings to reward employees, expand their facilities, and make capital investments. This follows President Donald Trump's invitation to the White House and Gov. Rick Scott's visit to the 33-year-old company earlier this year.

"RGF Environmental Group is delivering for its people and its community following tax reform, just as manufacturers promised we would," said Chris Netram, NAM VP of Tax and Domestic Economic Policy. "Across America, manufacturers are keeping our promise, investing in employees and expanding operations. By raising wages, providing training and growing the company, RGF is improving lives and livelihoods. At the NAM, we're proud to feature RGF's leadership as part of our Keeping Our Promise campaign, a story that has gotten the attention of President Trump and Governor Scott."

Sharing the Wealth

"Last year, RGF awarded record wage increases of 7-8 percent to every hourly employee in our facility, something we were very proud to do," says Walter Ellis, executive vice president and general manager. RGF also surprised employees with two separate

bonuses over the past months. This included a 2017 Christmas bonus of approximately five times the usual amount and another \$1,000 bonus to each employee early in 2018.

RGF President and CEO Ron Fink has pledged a third bonus of \$1,000 to all 164 employees if the administration approves President Trump's proposed additional tax cut in the months ahead. Additionally, RGF is investing in specialized training for its employees, so they can enhance their skills and broaden their career options.

Capital Investments and Job Growth

To meet growing demand for its products, RGF has added 3,000 square feet of elevated office space in its production area and will invest over \$1 million on new technology to streamline manufacturing, expand its product lines and create new jobs.

These investments will allow RGF to now employ two full shifts of workers. That means hiring more employees and dramatically increasing productivity to meet growing demand in the US and abroad for environmental products. Through RGF's sales office in China, the company already ships hundreds of thousands of its U.S. made air purifiers every year. A figure that is expected to grow along with global demand for air quality products.

"This is just the beginning of our expansion," Ellis said. "With 12 new products in the final stages of testing, we are already continuing to make additional investments to accelerate the development of high-performing, state-of-the-art environmental products our customers deserve."

SMARTSNAKES



Jack Penny showing his SmartSnakes product at the NFACCA 2018 Indoor Air Show at the Jacksonville Fairgrounds

A major problem with air conditioning condensate drainage, is the lack of any device to break up the wall buildup in condensate drain piping. Vacuums and compressed air pressure alone, are a short term fix as they will only create a small channel in the piping and will eventually clog again.

Over years, the build up of mineral and algae inside condensate drain piping, become almost impossible to clear, in some cases cannot be cleared at all and require the installation of a costly new drain piping system. Not to mention water damage from leaks and mold.

Currently, the majority of condensate drain piping, is relatively small, (3/4" & 1") where 90 degree elbows are typically used in place of sweeping 90 degree elbows, that will not allow a typical plumbing drain clearing devices to clear clogged piping.

The Smartsnake will enable individuals, to guide a drainpipe clearing tip, connected to the end of a 20' long stainless steel flexible shaft, that can pass through 3/4" PVC 90 degree elbows, break up mineral and algae build up while being wet vacuumed out.

This will reduce the time, energy and cost, involved in clearing clogged or replacing condensate drain piping.

For more information about SmartSnakes and what it can do please contact Jack Penny at 407-502-8527 or visit their website www.smartsnakes.com

Let Jack know you first seen it in Today's AC & Refrigeration News.

ACCA Announces Leadership Transition

September 5, 2018, The Air Conditioning Contractors of America (ACCA) announced today that Paul Stalknecht, President & CEO, is leaving the association to pursue other opportunities.

"We thank Paul for his many years of service to ACCA Members, and the HVACR industry. We wish him well in his new endeavors," said Steve Schmidt, ACCA Board of Directors Chairman.

Stalknecht began his ACCA career in 2001. As president and chief executive officer Stalknecht has led the 50-year-old association through a series of unprecedented changes since assuming its top executive role.

Barton James, ACCA senior vice president of government relations has been named by ACCA's Board of Directors as interim president and CEO.

"I am honored to be selected by the Board to serve as the new president and CEO," James said. "This is an exciting time to lead the contracting industry's

trade association. With the Board's guidance and the assistance of ACCA's professional staff, I am certain that ACCA will remain the must-join association for contractors."

For more information, please contact ACCA director of industry and external relations, Todd Washam, at todd.washam@acca.org or 703-824-8864. ACCA is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the indoor environment and energy services community. Our member firms are the nation's most professional contracting businesses, serving residential and commercial customers in every state. With roots stretching back a century, ACCA was incorporated in its present form nearly 50 years ago. Today, ACCA sets the standards for quality comfort systems, provides leading-edge education for contractors and their employees, and fights for the interests of professional contractors throughout the nation.

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Performance Pointers

by David Richardson



Measure TESP on Closet Air Handler Installations

Not every Total External Static Pressure (TESP) measurement is taken in the same way. Taking measurements depends on where the installation is located and what region of the country you work in. My buddy Dan Ryan reminded me of a situation he commonly encounters in South Florida – air handlers located in closets that have louvered doors. Let's look at what makes this installation different and how to measure its TESP.

“As-Shipped”

Think about how the installed air handler originally comes from the factory “as-shipped” in the box. When you unpackage it, what's in it? These are the components included in the manufacturer's TESP measurement – everything else is external. Keep this in mind to help prevent common measurement errors.

Field Conditions

Closet air handlers are usually installed in an up-flow configuration with the coil mounted at the bottom. The air handler is typically hung or mounted on a stand using the factory filter rack. The air handler return is open to the closet and separated from the living space with a louvered door.

Essentially, the closet is the return duct and the louvered door acts as a return grille. The air-handler is in the duct system and this presents some challenges when it comes to testing. If you test with the door open, that changes how much pressure the fan operates against.

For example, supply pressure increases when you test with the door open and leads to questionable test results. Also, fan airflow will almost always increase with the door open. If you don't account for this, you may misdiagnose the system.

Test Instruments

Before you can measure TESP, you'll need the following test instruments and accessories to begin. Some items may already be in your tool bag. A good static pressure test kit consists of:

- An analog (Magnehelic) or digital manometer

- Two long tubing lengths (3/16-in. i.d. neoprene works best)

- One 18-in. straight static pressure probe (Email me for a procedure on how to make one)

- A static pressure tip

- A unibit or 3/8-in. bullet tip drill bit with a sheath

- 3/8-in. plastic test port plugs

- A dedicated carrying case or bag.

Get the right test instruments and accessories or you can't obtain the right measurements.

Measure Total External Static Pressure

Once you account for field conditions and have the test instruments, you'll need to install one test port to measure supply pressure. *The following steps are for closet air handler TESP only.*

1. Install a 3/8-in. test port into the supply duct on the equipment exiting air side (supply plenum). This is your pressure measurement **as air leaves the air handler.**

2. Inspect the air filter. If the air handler has a filter door, remove it and install a 3/8-in. test port near the top. Measure to assure the port allows your probe to go between the filter and coil. *If the air handler has an open filter slot, go to step four.*

3. Re-install the filter door. The port on the filter door provides access for your pressure measurement **after the filter**, just before air enters the coil.

4. Turn on the system and assure the fan operates at its highest speed.

5. Turn on your digital manometer, or if using a Magnehelic, level and zero it.

6. Attach a hose to each manometer pressure tap.

7. Insert the static pressure tip into the hose attached to the manometer positive (+) port or Magnehelic (high) port.

8. Insert the straight static pressure probe into the hose attached to the manometer negative (-) port or Magnehelic (low) port.

9. Place the static pressure tip attached to the hose

going to the manometer (+) port or Magnehelic (high) port into the 3/8-in. port you installed in the supply plenum.

10. Place the straight static pressure probe attached to the hose going to the manometer (-) port or Magnehelic (low) port into the 3/8-in. port you installed in the filter door or slide it between the filter and coil.

11. Position the manometer outside the closet and close the louvered door as best you can without kinking the two hoses. Remember, a Magnehelic must be level.

12. Read and record the measured TESP reading from the manometer display.

Diagnose the TESP Reading

Ideally, the measured TESP reading should not exceed the air handler maximum rated TESP. The data plate on the air handler blower door is where you will typically find this rating.

Compare the measured total external static pressure reading against the maximum-rated TESP. If measured TESP exceeds the nameplate rated pressure, you could have problems. The typical air handler can't move proper airflow when static pressure is high.

Don't be surprised when you find systems with excessive static pressure. Unfortunately, it is common. You will typically find this installation style has enough return, but the supply ducts need your attention.

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

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

PBACCA and CLIB Conduct Training Seminar On How To Identify Unlicensed Installations



Mark Worrell opened the training and thanked PBACCA board members Steve Rimel, Christopher Payne, Jim Carr, and Pam Ripple for attending

On September 12, 2018, the Palm Beach Air Conditioning Contractors (PBACCA) Association and the Palm Beach County Contractors Certification Division and Construction Industry Licensing Board (CILB) participated on a joint training and discussion on how to identify unlicensed installations of air conditioning equipment.

The main goal of this event was for Palm Beach County Investigators to enhance their skills on identifying installations of air conditioning equipment by unlicensed contractors in order to investigate and



Oscar Alvarez introduced the Palm Beach County Investigators Jeremy Dennis, Stefanie Rodriguez, Steve Newell, Tammy Nein and Jamie Illicete

prosecute. Investigators learned a number of tips which can easily reveal the installations of the air conditioning units by persons who do not have the skills, training and proper license HARV certification.

Such tips included missing tie downs, bar coding identification and tracking, unit leveling and key factors to pass inspections. In addition, these unlicensed installations are being performed without the proper permits, warranties and final inspections not only creating a safety risk factor for the property owners,



Jim Carr (right) of PBACCA shares some observations he has seen in unlicensed activity

but also creating financial hardships to the owners, to correct thereafter, by having to correct by pulling permits, and hiring a licensed contractors after the fact. Such unlicensed installations also present a challenge for our licensed members as we are often retained to correct the work done by unlicensed contractors.

This event was another example of joint continued efforts by PBACCA and Contractors Certification Division to address unlicensed activities in our trade in Palm Beach County.



Mark Worrell of State Energy shows investigators what to look for on the model and serial number labels of outdoor condensing units



Mark Worrell of State Energy gave several tips on how to spot unlicensed installations



Oscar Alvarez of CLIB Palm Beach County standing next to one of several new vehicles used to investigate unlicensed activity



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Roberto Merzed of Qwick AC Solutions, Steve Brown of Blacks Supply, Elwin Anes of Quik AC Solutions, and Tim Roberts of Cain Sales

During the month of September, Blacks Supply hosted Fieldpiece & Pipe Prop Counter Days at each of their four locations. Tim Roberts, representative for Cain Sales, gave product demonstrations of their Fieldpiece and Pipe Prop product lines including the new VP85 Vacuum Pump and the Fieldpiece Job Link Probes.

Visit one of their 4 locations in Orlando, East Orlando, Leesburg and Eustis to see why their products and people make an unbeatable team. When you need the right product at the right time and in the right location Blacks Supply has the staff to help you!



Tim Roberts of Cain Sales, Jose Velazquez of Sub Cooling Heating & Air Ivan Martinez of Blacks Supply



James Walker and Josh Sheley of Gembecki Mechanical with Tim Roberts of Cain Sales



Donny Cox of Matthew Roberts AC with Tim Roberts of Cain Sales



Tim Roberts of Cain Sales with Kareem Rahim of M&S Air Conditioning



Tim Roberts of Cain Sales with Mike Costello and Henry Harvey of Mike Singletary Air Conditioning



Tim Roberts of Cain Sales with Rob Parish of Holiday Heat and Air



Christian Javier of One Stop Services, Tim Roberts of Cain Sales, Calvin Romero of One Stop Services

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Certification SPD TYPE	UL Type 1 SPD	UL Type 1 SPD	UL Type 2 SPD	UL Type 2 SPD	UL Type 1 OR 2 SPD	UL Type 2 SPD	TUV	UL Type 1 or 2 SPD	UL Type 1 or 2 SPD
UL listed	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 3	UL 1449 Ed. 4	UL 1449 Ed. 3	NO	UL 1449 Ed. 4	UL 1449 Ed. 4
Surge component technology	PTMOV	TPMOV	TPMOV	TPMOV	TPMOV	MOV w/ Thermal Fuse	MOV w/ Thermal Fuse	TPMOV	TPMOV
Normal discharge rating (In)	10 kA	20 kA	10 kA	10 kA	10 kA	5 kA	10 kA	10kA	10kA
Clamping voltage	150 V	150 V	150 V	150 V	150 V	130 V	150 V	no data	no data
*Short Circuit current Rating (SCCR)	200KA	200KA	10kA	20KA	20KA	100KA	20KA	22kA	22kA
Max. Continuous Operating Voltage (MCOV)	150/320 V	150/300 V	150/300 V	150/300 V	150/300 V	130/260V	150/300 V	150/300 V	150 V
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Enclosure Type	NEMA 4X	NEMA 4X	NEMA1	NEMA3	NEMA 4X	no data	no data	NEMA 3R	NEMA 3R
Disconnect equipment when self sacrifice?	YES	YES	YES	NO	NO	NO	NO	NO	NO



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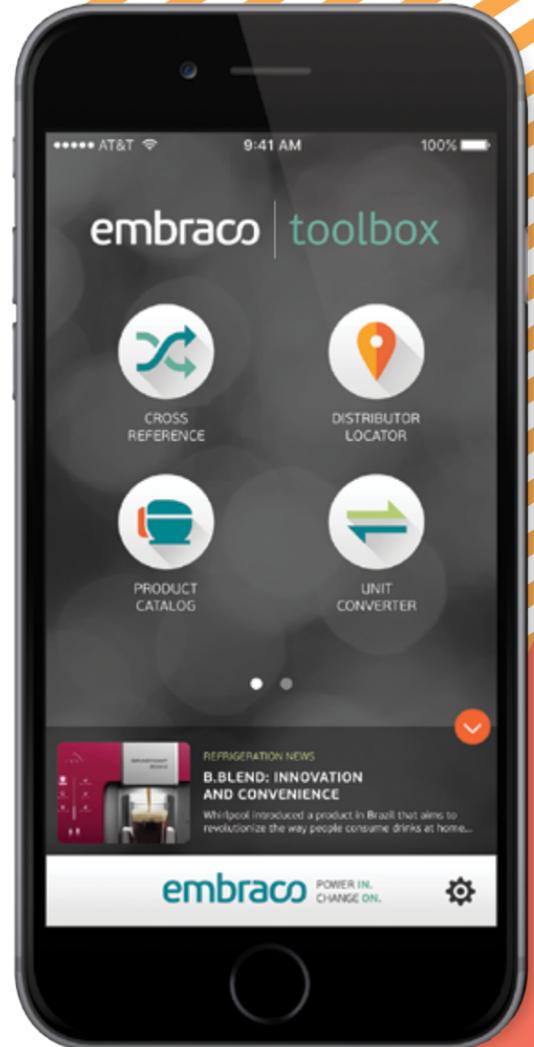
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DIGITAL TOOLS

HOW DO WE KNOW IF A DEHUMIDIFIER IS BROKE?

Some Simple Field and Shop Tests

article by
Andrew C. Ask, P.E.



Dehumidifiers break. All mechanical equipment breaks. Ultra Aire breaks. Even my—gasp—Toyota breaks (I was wondering why someone who sells a seemingly indestructible product had 50-100 service bays out back). If an air conditioner is broken, we usually know it—the customer isn't cool. And we know how to fix it. But not so much with dehumidifiers. If we plug them in, hear them go "whirr," and feel enough vibration to annoy the customer, we think they're probably working.

So the other day, my side kick Frank Fenzel (I sit in an office and act important; Frank does the actual work. So he's the sidekick. Don't you watch sitcoms?) He couldn't maintain 50% rh in a home and he suspected the 70-ppd DH wasn't performing. The first thing he did was cut the condensate line, borrow a measuring cup from the homeowner, and see if he could fill it in about 15 minutes—what you would expect from a size "70" DH in a more or less average installation.

He didn't get squat, so he knew something was wrong. The next thing he checked was power—how much was it drawing. Now it's really hard to use a clamp-on amprobe with a 120 volt power cord. Frank plugs the DH into a "Kill A Watt" meter—\$25 at any of the big box stores. It read about 350 watts, indicating the compressor was on, doing something, but not much. If the DH is drawing 50-80 watts, only the fan is running, compressor is off. Try not to let the customer see you using the Kill A Watt; and don't quote it to the manufacturer as data. Let it be your little secret.

So he removed the DH and brought it back into the shop—very little you can do to a DH in-place—and ordered an in-warranty replacement. We plugged it in to make sure it worked before he re-installed it. OK, it runs, but is it performing?

Once in a while we get one that's undercharged, for example. If you have been following me over the past several years, you know by now that the most direct way to test a dehumidifier is to plug it in and measure condensate production with a "receiver" and scale. Run it for 24 hours with 80 °F. / 60% rh entering air; and the number of pints collected should equal the number written on the side of the DH, "70" in our case. Problem is, if you run a dehumidifier for 24 hours in one spot, it ain't going to be 80/60 when you get done—it'll be much hotter and much dryer; and you have no idea if the unit was putting out what the manufacturer said.

Challenge the factory and they'll say, "Was that a booth test?" How the heck do I know? Do they have any idea how hard it is to find a phone booth these days? And how hard it would be to fit a dehumidifier into one? Maybe they mean a booth in a restaurant.

So Frank and I devised a simple performance test in a readily available "booth"—the out-of-doors here in Climate Zone 1 where the evening temperature drops to 78°F. db and 74°F. dp every night; and stays there. We found a spot on the loading dock, under a roof protected from rain and wide open to breezes, and started the DH at 7:00 PM, when I normally knock off for the day. For a scientifically calibrated "receiver" we used a 5-gallon bucket. Ours is orange, costs \$3.00. By 7:00 AM, when Frank takes his first coffee break, the bucket had better be full, maybe overflowing—why it's a good idea to do this outdoors.

If you do the watt meter thing during these conditions, the DH should be pulling about 10% more power than normal—say 660 vs. 600 watts. Another cross-check you can do once the DH is up to speed—in say 15 minutes—is check for 100 °F. +

and 20% rh leaving air conditions.

You can do this type of test anywhere you like, so long as the space (say a warehouse, or your shop) is large enough to remain at the same temperature and humidity throughout the test. You'll have to ask the dehumidifier manufacturer for performance data: how many pints (or pounds) per hour at your inlet conditions?

How do I know the 5-gallon bucket should fill in 12 hours? I have access to the manufacturer's performance data showing 4.5 lb/hour x 12 = 54 lb of liquid water expected during that period at our night time entering conditions. 5.0 gallons x 8.33 lb/gallon = 42 lb. The DH should easily fill the bucket overnight, maybe in as little as nine hours.

This test may well be too much trouble. As an alternative when installing a dehumidifier, take it into the home, set it up high enough to drain, plug it in and run it. If the home is at 75 °F. / 50% rh, you should be able to fill a 16-ounce measuring cup (that you borrow from the customer) in 30 minutes, assuming a 70 ppd dehumidifier. If testing a 100-pint DH, the cup should fill in 20 minutes; and so forth. You get the idea, you do the math.

If your results are in the ballpark, finish you installation. If way short, call your supplier.

When Frank came back the next morning, the 5-gallon bucket had overflowed. Declaring the DH a winner, he went out and installed it. By the time he came back to the shop, I had come in to work. We went out and had a 3-martini lunch with what was left of the labor-warranty allowance. Till next month then, stay tuned.

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

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Women in HVACR 15th Annual Conference "Defying Gravity" at The Brown Palace Hotel Denver, CO - September 19th - 21st

The WHVACR 15th Annual Conference "Defying Gravity" was held on September 19-21 in the mile high city of Denver. The attendance was the biggest ever!

The keynote speaker was Tamara Kleinberg who spoke about laying out a roadmap that will help win at innovation, ignite our highest value, and stand out in a cluttered world.

Stacy Pederson kept them laughing while sharing her ideas for how to be happy when life's a mess. Angie Snow taught them how to defy time. Women

know the feeling of overwhelmed as they juggle many roles. Leslie Gildea of ServiceTitan shared the lessons she learned in the jungles of Burma, where she initially started her career as a human rights attorney. Emily Saving, Executive Vice President at HARDI spoke about HARDI's analysis of the current HVACR business and policy climate.

There were also several exciting and interactive breakout sessions – something requested from the last conference. So it was a well rounded day of learning and sharing.

The conference also included a lot of fun activities too! The opening reception on Wednesday the 19th was over the top. It was held at Ellyngton's in the conference hotel, The Brown Palace. Then on Thursday evening, the ladies went casual with dinner at The Wynkoop Brewing Company.

On Friday WHVACR arranged for a choice of two field trips. One was a guided hike on Mount Bierstadt, one of Colorado's easiest 14,000 ft. elevation. Next, for those who preferred to stay grounded, was a wine tour tasting and lunch at Balistreri Vineyards.



Mary Jo Gentry President of WHVACR, opened the conference and welcomed all the attendees



Guest Speaker Stacy Pederson shared her ideas on how to be happy when life's a mess



Membership Chairs Danielle Putnam and Colleen Keyworth spoke about WHVACR



Lauren Roberts presented Scholarship Winner Valerie Morrison her check for \$2000



Keynote speaker Tamara Kleinberg laid out a roadmap to help win at innovation, ignite our highest value, and stand out in a cluttered world



Angie Snow presented Scholarship Winner Ryli Jetton her check for \$2000



Lisa Bailey, President Mary Jo Gentry, Marjorie McAllister, and Patti Ellingson



Julie Decker, Past President and Leslie Gildea



Christina Each, Sally Beck, Joanne Hunt, Kimberly Merritt, and Jackie Tutko



Marissa Granados and Annie Burnett



Colleen Keyworth, Sarah Jean Sagredo Hammond, and Angela Garcia



Karly Rolls, Karen DeSousa and Mr. DeSousa



Group Photo of the Women In HVACR 15th Annual Conference "Defying Gravity"



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Glasfloss and Tropic Supply have made a \$6,000 donation to Susan G. Koman to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment. Help us raise awareness of this devastating disease by participating in our Breast Cancer Awareness SELFIE Contest.



Enter to Win a \$100 Tropic Supply Gift Card!

HOW TO ENTER

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- Take a SELFIE wearing your t-shirt installing a Glasfloss filter
- Like the Tropic Supply FACEBOOK PAGE
- Email your SELFIE to Stephanie.Fiet@tropicsupply.com. Include your name, company name and phone number.



One winner will be selected randomly from all entries received during each week. Drawings will be held on October 8, 15, 22 and 29. Winners will be contacted via phone the same day and gift cards will be mailed immediately. Submission of your selfie gives Tropic Supply consent to post your picture to the Company's social media sites.



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Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
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Economic Electric Motors Hosts Haier Mini-Split Training September 18th, 2018



Noel Garcia, Mark Spence, and David Say of Haier Ductless HVAC provided the Mini Split training seminar

Economic Electric Motors hosted a Haier Mini Split training seminar on September 18th, from 10am - 2pm at their new Boynton Beach location. Mark Spence, Senior Product Service Specialist for Haier Ductless HVAC conducted the seminar.

He shared with attendees about how Haier produced 20.3 million units annually. Haier is a Global market leader with 10% share of the global HVAC market in over 137 countries.

Mark started the training by giving a product lineup on the Haier ductless products that are stocked at Economic Electric Motors.

He then discussed all the different applications available like the Tempo series and the FlexFit series and all the marketing materials available to Haier dealers.

The training continued with proper selection strategies like what is the most economical and efficient units to use when sizing the system.

Next was the installation procedures for single zone and multi zone systems including proper charging, electrical connections and start up.

The remainder of the training was devoted to servicing the equipment and troubleshooting error codes.



Mark Spence of Haier spoke about the excellent customer service and app available to the Haier Ductless dealers



David Say of Haier Ductless welcomed everyone to the Mini Split training and gave some history about Haier Ductless



Mark Spence gave instructions how to operate the Haier ductless system without having the remote control



A section of the Haier ductless training was devoted to testing fan motors and compressors



Naraine Seecharan of Monar Air Conditioning gave his opinion on a specific installation



Noel Garcia of Haier Ductless assisted in the training seminar which included NATE credits

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Johnstone Supply Ware Group Turbo Torch Counter Days During The Month of September



Mike Weber of Johnstone Supply Ware Group, Brad Carson of Target Sales, Carl Diagle and Carlos Borja of Johnstone Supply Ware Group

All around the state of Florida, Johnstone Supply Ware Group hosted several TurboTorch Counter Days featuring the EDGE™ 2.0 Pressure Flow Hybrid Nitrogen Regulator (with a new award winning design), the Air Acetylene Tote Kit for MC Tanks, and the Oxy-Acetylene Brazing Kit.

Johnstone Supply Ware Group customers were able to see product demonstrations of TurboTorch brazing products up close and examine different tips and different brazing methods.

Select Turbo Torch products were discounted all month. Watch for other counter days and training events taking place at your local Johnstone Supply Ware Group locations!



Nicolas Lawrence and Jessie Campbell of AIRology watching a demonstration from Earl Miller of TurboTorch



Guillermo Anson of Johnstone Supply Ware Group, Brad Carson of Target Sales, and Michael Swartz of Johnstone Supply Ware Group



Sal Hamidi of Target Sales, Herold Inalien of AC Service Experts, and Brad Carson of Target Sales



Eric Sommer and Sam Sommer of Zoom Zoom Air Conditioning with Brad Carson of Target Sales

Training

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2018 TRAINING CALENDAR

Florida

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October

10/2	Tallahassee	Motors & Airflow
10/3	Jacksonville	Motors & Airflow
10/4	Daytona	Motors & Airflow
10/4	Jacksonville	Connected Home
10/9	Melbourne	Motors & Airflow
10/9	Orlando	Connected Home
10/10	Jacksonville	Mitsubishi M&P Field Service
10/10	Ocala	Connected Home
10/11	Brandon	Connected Home
10/16	Gainesville	Motors & Airflow
10/16	West Palm	Connected Home
10/17	Brandon	Motors & Airflow
10/17	West Palm	Brazing Fundamentals
10/17	Ft. Lauderdale	Connected Home
10/18	Orlando	Motors & Airflow
10/18	Miami Lakes	Brazing Fundamentals
10/19	Dania	Brazing Fundamentals
10/23	Melbourne	Mitsubishi M&P Field Service
10/24	Dania	Motors & Airflow
10/24	Daytona	Mitsubishi M&P Field Service
10/25	West Palm	Motors & Airflow
10/30	Tallahassee	Inverters with EWC Zoning
10/31	Jacksonville	Inverters with EWC Zoning

November

11/1	Daytona	Inverters with EWC Zoning
11/6	Clearwater	Mitsubishi M&P Field Service

November (continued)

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	West Palm	Close More Jobs with Financing
11/13	Melbourne	Inverters with EWC Zoning
11/14	Sarasota	Mitsubishi M&P Field Service
11/14	Orlando	Inverters with EWC Zoning
11/14	Dania	Close More Jobs with Financing
11/15	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

10/2	Columbia	Motors & Airflow
10/2	Charleston	Connected Home
10/3	Summerville	Motors & Airflow
10/3	Columbia	Connected Home
10/4	Charleston	Motors & Airflow
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



Brad Carson of Target Sales with Bill Sandidge of Expert Air Conditioning



John Boris of Royal Air Conditioning with Brad Carson of Target Sales



Sean Wren of Cool Air USA, with Sal Hamidi of Target Sales

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“THE DUCT-FREE ZONE”

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



A chain is only as strong as its weakest link. We have all heard that saying before and for many, the weakest link in the mini split system has been the flare connections at the indoor and outdoor units. Let's be honest with each other, for whatever reason, the most common area for a refrigerant leak in the mini split system is the flare connections. No matter how skilled and experienced the installer, a leak at a flare connection still shows its ugly head from time to time.

I think I have the answer to this age-old problem...The trick to the perfect flare connection does not have a singular solution...it is multifaceted.

The first key to a perfect flare connection is the flare itself. As obvious as that statement is, it is where most problems lie when it comes to flare connections. If the flaring process of the copper tubing is done improperly, the flare is doomed to leak.

Because mini split systems utilize R410A refrigerant and run at higher pressures than R22, the diameter of the flare needs to be larger to compensate for the higher pressures the connection will experience. That said, we need to use a flaring tool specifically designed to create the R410A flare...I like the Yellow Jacket Deluxe 45° flaring tool.

The key to this tool is that it has a tubing stop... if used properly; it won't allow you to over or under flare the tubing. Now, I won't say the tool is idiot-proof because idiots try real hard, but if the tubing stop feature is used as designed, the flare diameter

and depth will be perfect each and every time.

Yellow Jacket has a great video regarding this product...you can see it on YouTube by writing YELLOW JACKET QUICK TIP: R410A, MINI SPLITS AND FLARING into the YouTube search feature.

The second step in the quest for the perfect flare is to use Nylog Blue. I'm always amazed how few of us are even aware of the Nylog product. Nylog Blue is a viscoelastic fluid made from synthetic refrigeration grade compressor oil. Nylog Blue is fully miscible and compatible with all system refrigerants and oils.

Now, this is where I need us old-timers to have an open mind because what I'm about to tell you runs counter to what us old guys were taught back in the day... You want to put Nylog Blue on the face of the flare...that's right, the face of the flare!

I'm always reluctant to call Nylog a "sealant" because again, for us old guys, "sealant" has bad connotations. We think of the "sealant" that our pops poured into the radiator of the '59 Mercury when the radiator blew...that stuff did indeed seal the leak in the radiator but it also sealed everything in the cooling fluid's path...like the engine block!

Unlike most "sealants", Nylog will never harden...it will always remain ductile. Refrigeration Technologies, the people who make Nylog, have a great video on YouTube that you can access by writing, NYLOG, HVAC GASKET AND THREAD

SEALANT into the YouTube search feature.

The last step to the perfect flare process is to follow the equipment manufacturer's torque specification for the flare nuts.

Again, if we are honest, most of us don't do this...primarily because most of us don't have an open-ended torque wrench. Those of us who are motorheads have torque wrenches but automotive torque wrenches are designed to be used with sockets...that won't work for torquing a flare nut.

I like the crescent torque wrench by CPS...they call it the BTLDTW BlackMax. The fact that it is a crescent design allows it to be used on a variety of flare nut sizes and it has a digital display where you program in your desired torque and it alerts you both audibly and visually when that number is achieved.

You can get more information on the CPS BTLDTW BlackMax torque wrench at www.CPS-products.com.

I'm convinced if we follow the three steps that I have described here; we can relinquish the flare connection's hold on the title of "weakest link."

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

SFACA Promotes 4-Hour Energy Code Training in Broward County

The Broward County Board of Rules and Appeals presented a 4-Hour Energy Code training workshop. The workshop covered important changes to the Florida Energy Code 6th Edition and offered 4 General CEUs to licensed contractors, building inspectors, plans examiners, building code officials, architects, and engineers.

Topics Included:

Understanding Air Infiltration Test Forms - On July 1, 2017, mandatory air infiltration testing requirements from the Florida Building Code – En-

ergy Conservation were implemented for residential buildings. In December 2017, the Florida Building Commission approved forms for the collection and record for compliance with that provision along with the voluntary duct testing provision. This course reviews the information on these forms. We will also discuss the difference between statutory and local approval for test entities.

Deciphering Manual J and Manual S Calculations - This class decodes the important information for these energy code required HVAC sizing

calculations. Learn what the code says, what the standard says and what the calculations say, so you can ensure its correct for the structure being built.

Residential Energy Code Updates to the 6th Edition, Building Code - This course reviews the important changes to the energy efficiency related code changes in Florida.

The 4-Hour Energy Code Training was held on September 12th, from 8:00 am - 12:00 pm at the Cooper City Community Center, 9000 SW 50th Place, Cooper City, FL 33328



Michael Charnin-Plantation, Fred Stoeger-Coral Springs, Ted Fowler-Cooper City, Scott Wiesel-Parkland, Mike Balean-Hollywood



Arlene Stewart, Principal for AZS Consulting, Inc. discussed mandatory air infiltration testing requirements from the Florida Building Code



Rolando Soto, P.E. Chief Mechanical Code Compliance Officer, Broward County with John Turpin, retired inspector



Ken Caspronovo-Plantation and Simo Mansor-City of Coral Springs



Arlene Stewart elaborated on deciphering Manual J and Manual S calculations



John Cronin and John Carpenter City of Ft Lauderdale



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SFACA September Program Meeting Refrigerants - Who Knows What Is Happening?

The SFACA August Program Meeting was held on September 5th at 6 p.m. at the Sheraton Suites in Plantation. This Program Meeting was on Refrigerants – Who Knows What Is Happening? Confusion reigns on what's in and what's out and where we are heading when it comes to refrigerants. The experts even find it difficult to untangle the refrigerant web. SFACA invited one "in the know" expert to give at-

tendees insight into refrigerant changes, and what to expect in the near future. The program speaker was Rob Howard, Jr., President, E.V. Dunbar Company.

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 October Program Meeting will be

held on October 3rd at 6:00 p.m. at the Sheraton Suites in Plantation. This Program Meeting will be on the New Product Outlook: Distributor & Manufacturer Panel. Find out what innovative new products and tools are coming for the A/C and refrigeration markets for 2019. SFACA has invited HVAC distributors and manufacturers to give us a sneak peek of the latest trends.



John Gibbs of Sansone Air Conditioning with Cheryl Harris, Executive Director SFACA



Ryan Reynolds and Rob Howard of EV Dunbar, Sam Block, SFACA director, and Charlie Del Vecchio of Tropic Supply



Doug Lindstrom, President SFACA, Craig Sanscrante of Lindstrom Air Conditioning, and Paul Mynatt of Carrier Enterprise



Jossel Perdomo, Paul Beckett, and Vinny Petrucci of Performance Air Mechanical



Claudio Rubiera and Alfredo Andrial of Brown & Brown Insurance with Oscar Callaja, past SFACA President



Scott Behanna of Gemaire, Bob Volin of Air Design Concepts, Gorman Rasmussen of York Source1, and Ramon Delgado of Johnstone Supply Ware Group



Skip Farinhas, Vice President of SFACA, opens the monthly meeting with a humorous comment



Rob Howard of EV Dunbar was the guest speaker who gave insight on the current situation of refrigerants in our industry



Rob Howard of EV Dunbar spoke about the global effort to phase out HFC's on the issue of global warming

AHR Expo Announces 2019 Innovation Award Winners

WESTPORT, Conn., September 27, 2018 – Show Management today announced the winners of the 2019 AHR Expo Innovation Awards competition. Each year, products in 10 different categories are recognized for being some of the HVACR industry's most innovative products, systems and technologies. Winners will be featured at the Show in Atlanta in January 2019.

Winners were selected by a panel of third-party ASHRAE member judges who evaluated each award entry based on its innovative design, creativity, application, value and market impact. Winners from each award category will be formally recognized during the 2019 AHR Expo, Jan. 14-16 at the Georgia World Congress in Atlanta. Winners and finalists selected within the categories of building automation, cooling, green building, heating, indoor air quality, plumbing, refrigeration, software, tools and instruments, and ventilation are:

BUILDING AUTOMATION

Winner: Automated Logic Corporation
Innovation: OptiFlex™ virtual integrator is a software-based integration platform for data monitoring across diverse building systems. OptiFlex™ provides scalable integration solutions ideal for large integration projects such as data centers, hospitals and college campuses.

COOLING

Winner: Johnson Controls, Inc.
Innovation: YORK® YZ Magnetic Bearing Centrif-

ugal Chiller, a fully-optimized chiller, is built with next-generation low-global warming potential (GWP) refrigerant to increase energy efficiency. GREEN BUILDING

Winner: enVerid Systems

Innovation: HVAC Load Reduction® (HLR) module 1000E-M, an indoor air scrubber module designed to lower energy wastage from HVAC systems, reduces the amount of outside air needed for ventilation by 60-80 percent.

HEATING

Winner: Regal®

Innovation: Genteq® Ensite® motor, an electronically commutated motor specifically designed for furnace application, enables customers to comply with the U.S. Department of Energy's (DOE) Fan Energy Rating (FER) regulatory requirements taking effect in July of 2019.

INDOOR AIR QUALITY

Winner: CPS Products, Inc.

Innovation: IAQ SmartAir™ is a smart tool used for identifying, diagnosing and solving IAQ issues. This tool is designed to diagnose more accurate true read indoor air quality issues, improve sales and enhance overall IAQ professional expertise.

PLUMBING

Winner: Anvil International

Innovation: AnvilPress™ Copper, Copper Press Fittings and Coupling Systems are designed with patented Visual Indicator technology that provides 200

percent more sealing surface than typical fittings for leak prevention.

REFRIGERATION

Winner: Emerson

Innovation: Copeland Scroll™ fractional-horsepower, low-temperature compressors use liquid injection technology and cooling discharge temperatures to reduce compressor stress and meet federal regulatory requirements.

SOFTWARE

Winner: Taco Comfort Solutions

Innovation: Taco Tags featuring eLink™ is a cloud-based support program that provides users with a web-based, factory-maintained knowledge base on their mobile device via NFC technology.

TOOLS & INSTRUMENTS

Winner: Dwyer Instruments, Inc.

Innovation: The Wireless Hydronic Balancing Kit, Series 490W, is a manometer designed to provide accurate and easy operation for HVAC professionals.

VENTILATION

Winner: Energy Wall, LLC

Innovation: The Energy Wall Universal ERV (U-ERV) is an energy recovery ventilator that is three times smaller and lighter than current technologies available on the market.

For more information regarding the AHR Expo Innovation Awards, visit the awards section on the AHR Expo website.

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ASHRAE's Building Energy Quotient Program (B-EQ)

On Tuesday, September 11th from 12:00pm - 2:00pm, ASHRAE Miami Chapter held their first new year 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 John Constantinide, of Alpha MRC Architects Engineers. The main presentation was ASHRAE's Building Energy Quotient program provides a quick energy analysis that compares your building to similar buildings with the same climate. The two complementary options are: In Opera-

tion (Compare actual building energy use to similar buildings) and As Designed (Compare potential building energy use to similar buildings).

The next Miami Chapter Meeting is on Tuesday, October 9th 2018, at the 94th Aero Squadron Restaurant in Miami. The presentation will be about Code Compliance for Fire Rated Ducts and Enclosures.



Emily Franco of Johnson Controls and Tulia Rios, ASHRAE Miami Chapter President, sign in and welcome Miami ASHRAE members to the meeting



John Constantinide of Alpha MRC Architects Engineers, Dan Rogers, ASHRAE Regional President, and Christopher Pille of Flow Control Technology



Beichao Su of FIU, Paul Marcello of Integrated Cooling Solutions, Long Phan as FIU Student Chapter President



The first ASHRAE meeting for the year had a great turnout!



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



Tulia Rios, ASHRAE Miami Chapter President, opened the meeting having everyone introduce themselves



Speaker John Constantinide helped identify means to improve building's energy performance and provide data on indoor environmental quality



ASHRAE members learned how the Building EQ process standardizes modeling so that comparisons can be meaningful



John Constantinide spoke to the members about how the Building EQ rating applies to building energy use

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 891,190 units in July 2018, up 7.3 percent from 830,175 units shipped in July 2017. U.S. shipments of air conditioners increased 1.5 percent, to 597,786 units, up from 588,703 units shipped in July 2017. U.S. shipments of air-source heat pumps increased 21.5 percent, to 293,404 units, up from 241,472 units shipped in July 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.5 percent, to 5,552,806, up from 5,214,936 units shipped in July 2017. Year-to-date shipments of central air conditioners increased 3.6 percent, to 3,647,251 units, up from 3,519,619 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.4 percent, to 1,905,555, up from 1,695,317 units shipped during the same period in 2017.

ACCA & TRC Add a Word of Caution to Thermostat Replacement Incentives



The Air Conditioning Contractors of America (ACCA) announced today that the ACCA and the Thermostat Recycling Corporation (TRC) have sent a letter of support

to associations representing utility companies, policy makers, and environmental advocates who are engaged in the replacement of old thermostats with new, more energy-efficient models. However, with that support comes a call to be watchful that their good intents are not sullied by a failure to responsibly dispose of replaced mercury-containing thermostats.

In the letter, ACCA and TRC underscore their apprehension that inadequate oversight of thermostat replacement procedures could lead to the improper

handling or disposal of mercury. The letter notes that there have been too many instances where mercury-containing thermostats have been left behind with consumers rather than properly disposed. This is particularly confounding given that the TRC has an effective mercury-containing thermostat collection process in place that is widely accessible and offered at no-cost.

“Contractors are concerned that thermostat replacement programs, which often encourage consumers to change out their own thermostats, are not adequately educating consumers about environmental regulations and laws that require mercury-containing thermostats to be recycled in a specific manner,” said Todd Washam, ACCA Director of Industry and External Relations. “The lack of consumer education and awareness could lead to older mercury-containing thermostats being disposed of in a manner that is harmful to human health and the environment. Thermostat replacement program sponsors must work closely with industry professionals who are trained on the proper collection and disposal methods.”

Ryan Kiscaden, executive director of the Thermostat Recycling Corporation, adds, “The replacement of old thermostats with new energy-efficient models sends a good message. Ensuring that the replaced mercury-containing thermostats are responsibly disposed of sends a great message. This is especially true in low-income service areas where environmental justice concerns are paramount.”

For more information, please contact ACCA’s Director of Industry and External Relations, Todd Washam, at todd.washam@acca.org or 703-824-8864.

ACCA is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the indoor environment and energy services community. Our member firms are the nation’s most professional contracting businesses, serving residential and commercial customers in every state. With roots stretching back a century, ACCA was incorporated in its present form nearly 50 years ago. Today, ACCA sets the standards for quality comfort systems, provides leading-edge education for contractors and their employees, and fights for the interests of professional contractors throughout the nation.

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York® Two-Stage Heat Pump Delivers Energy Savings And Advanced Smart Home Options



MILWAUKEE – (September 4, 2018) – Johnson Controls has released the newest addition to their premium line of residential systems, the YORK® Affinity™ Series YZT two-stage Heat Pump. The ENERGY STAR® rated heat pump delivers advanced efficiencies and smart home capabilities.

The 19 SEER, 10.0 HSPF efficiency can save homeowner's up to 47 percent on energy use. Even greater efficiency can be achieved when installed with the Alexa® compatible, Wi-Fi®-enabled Affinity™ Hx3™ Touch-screen smart Thermostat.

When connected, the combination offers top-of-the-line features for both homeowners and contractors.

Homeowners can now control and monitor their home comfort system by voice command using an Amazon Alexa® device or, remotely using the Hx® app. Contractors can expect easy setup and support thanks to near field communication, a set of short-range wireless technologies and a dedicated distributor app.

“With the addition of the YZT heat pump, we offer a truly comprehensive package of energy-efficient solutions to help contractors meet the needs of homeowners at any budget,” said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls.

Several additional innovations enhance the system's performance:

- QuietDrive™ incorporates a sound-reducing swept-wing fan blade, composite base pan and sound containment cloak to reduce typical outdoor operating sound levels.
- ClimaTrak™—allows further fine-tuning of the blower for specific applications, whether to compensate for arid environments or maximize the use of additional air quality accessories including system-matched humidifiers, germ-killing UVC lights and high-efficiency MERV 16-rated filtration, for reduced dust and contaminants.
- A two-stage compressor for quiet and efficient operation.
- A compact footprint without sacrificing performance.
- An automotive-grade powder coat finish rated at 1,000 hours of salt spray to ensure the unit can withstand harsh weather conditions.
- Auto configuration and auto system updates via Wi-Fi® when installed as a communicating system.
- YZT can be sold as a complete Affinity™ residential system or as a premium upgrade to an existing system.

Designed, engineered and assembled in the United States, system components are backed by the manufacturing expertise of Fortune 100 parent company Johnson Controls and an unmatched limited one-year labor warranty, lifetime compressor and 10-year parts limited warranties on registered products. Highly Accelerated Life Testing (HALT) facilities aid in the systematic testing of components, including more than 20 years of accelerated operation testing for weather, humidity and temperatures as high as 125° F and as low as -10° F to ensure lasting performance and world-class quality.

In addition, units meet AHRI Standard 210/240 and 340/360 at AHRI conditions and meet relevant ASHRAE 90.1, ENERGY STAR® and EPA 2005 standards. To learn more about YORK®, visit www.YORK.com.

Sebastian Man Gets Air Conditioning Unit Free Of Charge



SEBASTIAN, Florida – Breathe Kleen Air of Sebastian and Winsupply of Port St. Lucie had the honor of installing a complimentary new Champion Air Conditioning Unit in the home of a local Sebastian resident free of charge on August 28, 2018.

The owner of the home, Rocco Fagnano, is a champion himself. He has been battling several serious health conditions, and the

cost of his daily medications and treatment and have left him on a limited budget.

Initially, Breathe Kleen Air was called to Mr. Fagnano's home to discuss air duct cleaning as he was afraid that the air was affecting his already fragile lung condition.

James Pumphrey, the owner of Breathe Kleen air, arrived at the home and saw that it was the AC unit that was affecting the quality of air. Breathe Kleen Air of Sebastian and Winsupply of Port St. Lucie helped the Sebastian man with the health problems. Pumphrey then made a phone call to Winsupply, and together they decided to give back to the community by donating the unit to Fagnano. Besides the AC unit, Rocco also received his air duct cleaning and a UV light.

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5+ years experience: Take the Senior Level Efficiency Exam



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NFACCA 2018 Indoor Air Show

Jacksonville Fairgrounds

September 13th, 2018



The North Florida Air Conditioning Contractors Association held their annual Indoor Air Show on September, 13th 2018 at the Jacksonville Fairgrounds located at 510 Fairground Place in Jacksonville Florida. The show featured over 50 booths from all over the HVAC spectrum.

There was a special Owner/Principal Happy Hour to preview the show from 4:00pm until

5:00pm. All Owners/Principals were treated to complimentary beer and wine while previewing the show. The regular show started at 5:00pm and ended at 8:00pm.

The highlight of the show was all the new products available and featured at the vendor booths like bluetooth HVAC test instruments, work vehicles, indoor air quality products, split systems, ductless

systems, controls, and home automation. There were 205 enter to win door prizes which were awarded after the show.

The fun continued the next day with the NFACCA Fall Golf Tournament at Deer Creek for vendors to treat some customers from out of town from the trade show to stay an extra day and enjoy some golf.



Jacob Gayle of NorthEast Florida Heating & Air with John Figan of Testo



Dave Isenbarger of Rectorseal, Bing Berringer and Ron McLaughlin of Ron McLaughlin & Associates, and Bobby Cupp of PRO1



Tropic Supply had a Tailgate Party in their booth and made homemade smores over an open flame...yum!



Nick Vosburgh of Fresh-Aire UV, Neil Crawford of Johnstone Supply Ware Group, Sean Moseley of Fresh-Aire UV,



Dana Christmas of Baker Distributing, Bob Sanders of Williams and Rowe and Joann Hunt of The Metal Shop



Dave and Sylvia Pierson of ACI Electric with Paula Huband of FRACCA



Greg Miscally, Catherine Barrack, Tim Crouch, Jeremy Mann, and Jonathan Buehler of Carrier Enterprise



Joshua Murray of Weather Engineers with Sean Wahl of ProDev - RGF Environmental



The Johnstone Supply Ware Group Team! Saving You Time and Making You Money!



George Wallace, Dee Dee Mills, Stephanie Joyce, and Bobby Pickney of York-Source1



Carlos Martinez of Hamilton & Associates, Roger Hughes of RE Michaels, and Sonny Hendrix of Hamilton & Associates



Scott Wilson of Howard Services and Mike Venech of Venstar



Rob Rickman of Mitsubishi Electric Wayne Smith of Lloyd's Heating & Air



Mark Hucko of Inficon and Witt Parker of J. Nichols & Associates with Joe Aderman and Kevin Whitham of Trane Supply



Bambi Demeo and Bob Bloom of Bronze Glow with Harrison Hogan of NEFBA



NFACCA 2018 Indoor Air Show - Jacksonville Fairgrounds - September 13th, 2018



Jim Tyner of Air King with John and Kathy Browning of Browning's Heating & Air



Anthony Staab of Von's Heating & Air, Sal Hamidi of Target Sales, and Gordon Meade of Monarch Sales



Craig Schulz of Johnstone Supply Ware Group with Jessica Organ of RobertShaw



Bayne Davis and Cheryl Kennedy of Baker Distributing



Tom Smith of NEFBA, Jody Long of Nu-Calgon, and Wyatt Swartz of Baker Distributing



Tim Roberts of Cain Sales, Randy Barrett of Bear Cool Air, and Mike Winkel of Cain Sales, and Larry Clark of Uniweld



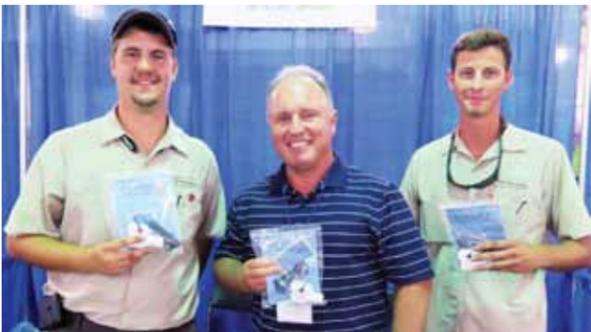
Ken Hunt of Hometown Heating & Air with Don Griscom of EV Dunbar



Michael Lonis of Quik Products with Kevin Nickmeyer of David Gray Electrical



Dave Kirshner and Jose Mayaudon of Modine



Dalton Phillips and Zack Roberts of Thermodyne Services with (center) Thomas Camp of All Access Devices



Baker Distributing came out in full force to cover the 2018 NFACCA Air Show!



Tom Smith of NEFBA with Keith Holland of Leone Green & Associates



Ethan Wildermuth of American Electrical, Kevin Whitham, Jonah Iser, Geoff Gallagher, and Joe Aderman of Trane Supply



Steve Masters of US Motors with Perry Matthews of Professional Cooling



Michael Call of Seven Bridges Heating & Air with Bruno Gailiunas of Cooper & Hunter



Ken Darin of Regal Beloit, Katy Norton of ID Theft, and Leon Essex of Bard



James Curry, Rob Bouchat, Brian Munsall of Air Execell, with Shaun Hill of Fujitsu



Brad Gillman and Nathan Gustavson of Daikin Mini Splits

AROMA360 IAQ Scent Technology Systems now available to US HVAC Distributors and Contractors

September 26th, 2018: AROMA360 the leading US manufacturer of Cold-air diffusion Scent Technology systems is pleased to announce the availability of their proven Indoor Air Quality product line to the US HVAC trade for distribution. AROMA360 systems are designed for both the residential and commercial HVAC markets such as hotels, spas, medical/dental offices, restaurants, car dealerships, fitness centers, country clubs, and office buildings. HVAC profit margins are excellent.

AROMA360 Scent systems are installed in central HVAC units by licensed HVAC contractors with up to 6,000 sq. ft. area coverage. Additionally Aro-ma360 portable Scent systems are available to enhance and complement HVAC mini-split ductless applications. AROMA360 systems are highly effective in both warm and cold climates and absolutely not harmful to HVAC systems.

What separates AROMA360 from competitors is the unique and proprietary oil blends that do not leave any residue behind. This is tied to Cold-air diffusion technology that produces dry, chemical-free nano particles. These ultra-quiet systems are very low maintenance and Aroma360 systems can be pre-set to customers specific needs.

All AROMA360 oil blends are IFRA compliant, hypoallergenic with no chemicals. Most scent competitors use synthetic cartridges and plug-ins with chemicals and heat is involved in the diffusion process unlike AROMA360 Scent systems.

"We are excited to now be offering our Cold-air diffusion scent product line to the US HVAC trade for distribution," says Anthony Forina, VP HVAC Strategic Solutions for ARO-MA360. There is a vast residential and commercial HVAC market for our Scent technology product line and we look forward to working with HVAC distributors and contractors to meet the growing US market demand."

Essential Oils take the best parts of natural elements for use. Like the plants they come from, Aroma360's essential oils based fragrance's provide health benefits with their natural antibacterial properties, maintained through cold air diffusion.

Gary Moody, Manufacturers Representative for Aroma360 adds "we would also like to partner with other HVAC manufacturers to complement their products such as UV light for coil disinfection, mini split ductless or central ducted installs or even smart products. Contractors that offer duct cleaning can also benefit by including AROMA360 scent systems as an after sale as part of their services. AROMA360 Cold-air diffusion scent technology is the healthiest scenting solution available and provides a very pleasant and comforting indoor air environment experience."





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RGF's Element Air™ Line Approved For Sale By State of Colorado

Riviera Beach, FL (September 18, 2018) – RGF Environmental Group's line of air purification products for grow markets has been registered and approved for sale in the state of Colorado. RGF Environmental Group – manufacturer of products that improve the safety of the world's air, water and food without chemicals – worked diligently with the State of Colorado and the Department of Agriculture, pursuant to § 35-9-101 through 124, C.R.S. and 8 CCR 1203-1, to approve the registration and labeling of 19 various Element Air™ products.

EA Tower and grow room The Element Air™ product line separates itself from common grow industry products as a fully active purification system which helps to reduce mold spores common to crops, purifying each square inch of air in general growing spaces, while also reducing odors at the source. RGF's proprietary REME®/PHI-Cell® technologies incorporate broad spectrum, high-intensity UV lights which target a hydrated quad-metallic catalyst. This technological partnership produces active friendly oxidizers thus reducing microbials up to 99% and mitigating odors. Models include portable units and towers, wall mounted units, and commercial in-duct plus units.



Although new to the Colorado market, Element Air™ has also been certified to applicable American, Canadian, and European standards by TÜV SÜD America Inc. (including UL 1598:2008-09, CAN/CSA C22.2 No. 60335-1:2016, CAN/CSA C22.2 No. 250.0:2008, EN 60335-2-65:2003/A11:2012 and EN 60335-1:2012/A13:2017).

RGF's Executive Vice President, General Counsel Sharon Rinehimer, initially applied for the registration and successfully worked through the process, thereby providing the efficacy data and required labeling for the products. "It was a fairly complex process due to the variety of products and models, but we worked through it fairly seamlessly," said Ms. Rinehimer.

Product and testing information available at

www.rgf.com/elementair

RGF Environmental Group manufactures more than 500 products that improve the safety of the world's air, water and food without the use of chemicals. The 33-year-old ISO 9001:2015-certified research and innovation company holds numerous patents for wastewater treatment, air purifying, and food sanitation systems.

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ASHRAE Launches Online Standards Review Database

ATLANTA (September 11, 2018) – ASHRAE has announced the launch of an updated and improved online standards review database that allows members and non-members access to public review drafts for standards, guidelines, and addenda and to submit comments.

“The online standards review database has been updated to provide greater functionality than our previous system,” says Jeff Littleton, ASHRAE Executive Vice President. “The new system improves efficiency for staff and volunteers by providing information in a faster and a more meaningful way. We’re excited to present such a well-integrated database to our standards development community.”

The new system offers a single sign in feature, keeping the user logged in if already logged into ashrae.org, and a new dashboard, to easily access and highlight those items that require attention. The dashboard provides quick links to individual and committee comments, committee responses to comments, continuous maintenance proposals, and outstanding ballots.

Additional features of the improved database include:

- complete letter balloting within the system with downloadable reports that demonstrate procedural compliance with ASHRAE ANSI approved standards development procedures,
- the ability to hold committee votes on motions to approve public review publication interpretations, minutes and any other committee business,
- voting rules that are compliant with ASHRAE procedures, allowing for reduction of errors and minimizing the need for members to maintain excessive documentation,
- automated notifications, warnings and reminders directly from the system, when deadlines are approaching,
- continuous maintenance proposals entirely online, and
- the ability to view proposals online and download proposals to work offline.

“We’re pleased to bring this improved innovative tool to our members and nonmembers alike,” says 2018-19 ASHRAE President Sheila J. Hayter. “This updated database will be an invaluable resource toward ensuring that ASHRAE’s rigorous examination of standards is strengthened.”

To access the new online standards review database, please visit ashrae.org/publicreviews.

Ingersoll Rand Unveils Solar Power System at New Jersey Manufacturing Plant as Part of Its Global Climate Commitment



Davidson, N.C., Sept. 6, 2018– Ingersoll Rand (NYSE:IR), a world leader in creating comfortable, sustainable and efficient environments, announced that a 1,990 kW GE Solar PV power system is now online and generating power at its 430,000 square-foot manufacturing facility in Trenton, N.J.

The solar power system marks another milestone in Ingersoll Rand’s

Global Climate Commitment, which includes a 35-percent reduction of greenhouse gas (GHG) footprint from its operations by 2020. To help meet this goal, the company is making investments in solar power at three of its large manufacturing sites, including the Trenton plant, where the company produces Trane® and American Standard® brand heating and air conditioning systems for homes and residential buildings.

“Our investment in renewable energy is the next step in our journey, and the photovoltaic array at this plant an illustration of how innovation increases sustainability and resiliency of our operations,” said Jason Bingham, president of the Residential HVAC and Supply business of Ingersoll Rand. “Over the past several years, many members of the Ingersoll Rand team have worked hard to increase energy efficiency and reduce greenhouse gas emissions at our facilities around the world, bringing benefits to customers, employees, and the environment.”

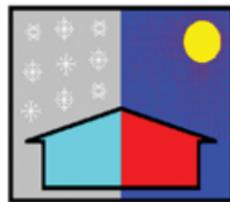
The solar array will provide 49M kilowatt-hours (kWh) of power. Over the 20-year lifespan of the system, this equals a reduction of nearly 35,600 metric tons of greenhouse gas emissions, equivalent to taking 7,600 vehicles off the road for a year.

“Availability and accessibility of renewable energy options continues to increase, making it attractive to industrial companies like Ingersoll Rand and to our customers,” said Keith Sultana, senior vice president of Global Operations and Integrated Supply Chain for Ingersoll Rand. In addition to its solar installations, the company also signed a power purchase agreement (PPA) for approximately 100,000 MWh of wind power annually. “We engaged our own Trane Energy Supply business to provide a roadmap on how to be smarter about our energy purchases, and to organize an agreement that is responsible to the environment and good for our business.”

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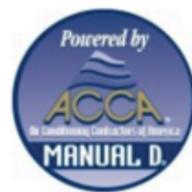
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17th Annual GOLF TOURNAMENT

Atlantis Country Club
Atlantis, Fla. (Corner of Lantana Rd. & Congress Ave.)
November 10, 2018
8:00 Shotgun Start

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- Refreshments provided on the course
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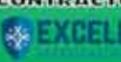
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Wayne Crider, Ernesto Guerra, Anthony Brignola,
Pam Carnessali, Ryan Sanders, Darrion Gayle,



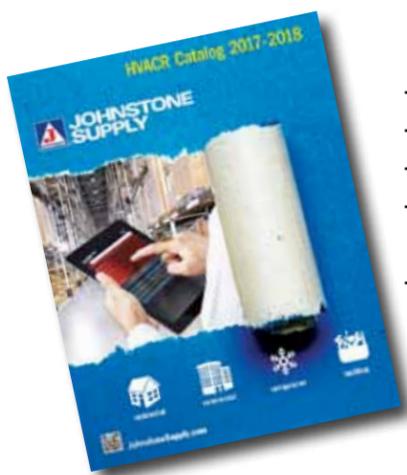
Johnstone Supply Ware Group Lakeland
Adam Creech, Richard Longtin, John Kammer



Johnstone Supply Naples
David Dyson, Sergio Ruiz, Ariel Socarras,
George Woodman, David Resch



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