#### Volume 29 / Number 10

#### May 2018





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



Johnstone Supply Ware Group Hosts Open Houses In April (see pages 10-11, B8, B11)



JASCKO Corp. Hosts Open House in Pompano Beach (see page 12)



**Baker Distributing Hosts Open House** in Jacksonville (see page B3)



Tropic Supply's New St. Petersburg Location Is Now Open (see page 4)

# The AHR EXPO Is Coming **To Atlanta Next Year**



Publisher

largest trade show of its kind, the 71st International Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo) returns to Atlanta in 2019 for the first time in almost 20 years. The show

will be held at the Geor-

gia World Congress Center in Atlanta from January 14 thru January 16. The Show welcomes HVACR professionals serving commercial, industrial, residential and institutional markets. Each year, manufacturers from all over the world exhibit their systems,

equipment, and components with air-conditioning, heating, plumbing, ventilation, and refrigeration

Recognized as the applications. Thousands of contractors, engineers, OEMs, distributors and other industry professionals attend the Exposition in search of new products and services. The 2019 AHR Expo will feature a robust educational program, including: ASHRAE Learning Institute courses; certification exams; free product and technology previews; and free seminars from industry leaders.

There will be Leading Industry Association

meetings held in conjunction with show and also the ASHRAE Winter Conference, held concurrently with the show. The Atlanta AHR EXPO expects exhibitors and attendees from around the world and every segment of the HVACR industry, including more than 2,100 exhibiting companies from 35 countries representing every

facet of the industry and over 60,000 total attendance from more than 160 countries.

# In Loving Memory of Linda Mower Goble

We sadly announce to you that Linda Mower Goble passed away on April 3, 2018. Her passing resulted from contracting Cruetzfeldt-Jakob disease, a very rare, rapidly acting, and incurable disease which fatally attacks the nervous system.

Linda Mower Goble was born December 7, 1946 in Galesburg Illinois, the daughter of Jerome W. and Helen (Hatcher) Mower. She attended Galesburg public schools, graduating from senior high school in 1964. Linda and her family owned and operated a popular retail beverage business which the family sold in 1978. Linda then joined Admiral Corporation, a major appliance division of

Rockwell International, where she served as a new products quality specialist. While at Admiral, she met Oral Lee Goble, Vice President of Admiral Appliance Operations, whom she married on December 22, 1979. Oral and Linda moved to Herrin, Illinois where Oral had been named President of Rockwell's Norge appliance division.



In 1983, the couple moved to Jackson, Michigan, where son Christopher Lee was born on October 11, 1983. Four years later, in 1987, the family acquired a small air conditioning & refrigeration products distributor, dba Johnstone Supply of Fort Lauderale, and

> moved to Florida to manage the business. During the 30 year period of ownership the Gobles developed their new business into a multi-millon dollar enterprise at the very top of HVACR distributors in metropolitan southeast Florida. Meanwhile, son Christopher Lee graduated Magna cum laude from Florida State University and earned an M.B.A. Degree from Florida Atlantic University. The family sold the business in

2016. Oral and Linda retired thereafter.

Linda is survived by her husband Oral, son Christopher, sister Carol Mower Heath (husband Rick) of Galesburg, IL, and nephew Ryan Heath (wife Kim), and great nephew Colin Jerome Heath of Ft. Worth, Texas. Visitation was held on April 11 at Kraeer Funeral Home, in Coral Springs.



National HVACR Educators and Trainers Conference In Las Vegas (see page B13)

PERMIT NO.4595 ИЕЗТ РАLM ВЕАСН, FI U.S. POSTAGE PAID <u>PRSRT STD</u>

Ft Lauderdale, FL 33345 PO BOX 451821 TODAY'S AC NEWS

# Air One Heating & Cooling Installs **Donated York Heating and Cooling** System In Mortgage Free Home Honoring U.S. Military Veteran

On April 11, Air One Heating and Cooling joined local contractors and

Building Homes for Heroes at a Welcome Home ceremony in Port Orange, FL for Army Sergeant Stephen Pyle. Johnson Condonated trols а YORK heating and cooling system and



"The support of companies like Johnson Controls and its high-quality YORK heating equipment

> and contractors like Air One Heating and Cooling 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.

Pyle had already served

eight years as an Army infantryman and had been discharged for nine when re-enlisted in 2001 after 9-11. go to page 6

The Ware Group

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# Don't Get Caught In This Nasty Scam!

## Ruth King's Contractors Cents



This week I did a webinar on 21 ways to protect your cash and other hard earned assets. During the webinar I learned of another insidious way to steal from you and wanted to share this scam with you.

Most of us think that data breaches only happen to large companies. However, it happens to us too... except it isn't large enough or sensational enough for the national news. And, it can hurt us worse than large companies. Here's what happened:

An employee clicked on a legitimately looking link from one of the software companies that they use. Unfortunately it went to a scammer. The scammer now had access to all of their information and watched for a while. Then they sent legitimate looking emails to this company's customers asking them to change the remittance address for their payments. One company even wrote back that a form had to be filled out to change the remittance address...the scammer completed the form.

The phone number on the email was not the company phone number. It was the scammer's phone number so if it was called, the person answering assured the caller that the change was legitimate.

The customers began sending checks to this scammer. The only way it was caught was one of the letters was sent to NOWAccounts (the sponsor of the webinar) who investigated - calling the real company phone number. It was caught after tens of thousands of dollars were sent to the scammer.

The customers paid their invoices - but not to the right company. Who is at fault? Can they be forced to pay them to the right company? Watch for the legal battles that will ensue.

Here are three ways to protect yourself:

If you get a seemingly legitimate email asking to change remittance address - call the company phone number you have - talk with someone you know rather than a phone number on that email.

Monitor you accounts receivable every month. If payments are due net 30, on that 31st day you must make a phone call. If the payment was made, the customer should have a copy of the cancelled check. Ask the customer to send it to you. This is the best and fastest way to find out that someone is scamming your company. And it might be the way the scammers get caught.

If you get an email asking you to change your password, call the company's fraud line to make sure it is legitimate. It probably isn't and they will ask you to forward that email. Be careful - it's your hard earned money and other assets you are protecting!

Next Topic: Eliminate these Four Words from your Vocabulary..... Here are the four words to eliminate from your vocabulary:

When something goes wrong with a homeowner's HVAC system they usually go to the Internet and Google a phrase. When they find something that looks like what they are experiencing, they say "that's what's wrong" and find a contractor - on line if they don't have a referral.

If your dispatchers or CSR's say, "The diagnostic charge to come to your home is \$x," the customer will say, "I am not paying a diagnostic charge I already know what is wrong with it." They may or may not know the real problem but they think they do because they found it on the Internet. Dispatchers and CSR's should say, "The Service Charge to come to your home is \$X."

Eliminate these four words and you will have happier customers, more maintenance customers, and less problems.

Also, please check this out!

New! Gold membership in Profitability Revolution Paradigm is now at \$97 per year, permanently. With more than 550 trusted small business programs on HR, sales, marketing, finance, operations, and more, you are sure to find the answers to your nagging problems. For less than 30 cents a day, turn your business nightmares into pleasant dreams. Go to www.profitabilityrevolution.com to join.

**Industry expert Ruth King has** 

helped contractors get and stay profitable for more than 25 years.

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HVAC

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Thank you for reading Contractor Cents. Email me (ruthking@hvacchannel.tv) if you have ideas for future programs or specific topics you'd like me to write about.

# QUALITY, DURABLE, SECURE REFRIGERANT TANK RACKS



Preventative:

I still see contractors calling their maintenance program a preventative maintenance. If you want to get sued, use this word. You cannot prevent anything. Call it planned maintenance or another descriptive word.

#### Contract:

People don't like to sign contracts. This means a legal arrangement which most people think they need to have their lawyers review. Call it a plan or program.

Sell (as it relates to technicians):

Most of your technicians will tell you they are not sales people. Their role is an educator. They hate to sell. So, they don't sell maintenance agreements. They educate and enroll your customers in your exclusive maintenance program (or club). Join the savings club. That sounds much better to the customer (and your technicians) than sell a maintenance agreement. Use the word enroll rather than sell.

Diagnostic:

# **Tropic Supply's Newest Location** In St. Petersburg Is Now Open For Business!



New Tropic Supply St Petersburg Location 12395 Belcher Road, Largo, FL 33773 Phone (727) 373-4003 Store Hours: 7 am - 5 pm

Tropic Supply in St. Petersburg is now open. Stop by and meet our team and tour our state-of-the-art showroom, warehouse, and training center. Then join us for the following upcoming events:

Uniweld Demo Day – June 21st from 7 – 10am

· Yellow Jacket/Fluke In-store Event – July 9th from 8:00 am – 11:30 am

· Refrigeration Technologies Demo Day - August 7th from 8am – 11am

· Fieldpiece, Pipe Prop, and Owens Corning In-store Event – August 16th from 8am – 11am

CPS Pump Clinic – August 24th from 8 – 11am

· Klein, Testo & Spectronics Demo Day - September 24th from 8:30 am – 11:30 am

Robertshaw Demo Day - October 2 from 8:30 am - 11:30 am

· Grand Opening Celebration, Tradeshow, and Training Event – November 7th from 11am – 1pm



The warehouse and showroom are fully stocked and ready for business! Come visit Tropic Supply's new St. Petersburg location

# **Ultra-Aire Launches Two New 120-Pint Whole House Ventilating Dehumidifiers**



Madison, WI (April 18, 2018)– Ultra-Aire, the innovator and industry leader of whole house ventilating dehumidifiers, introduces two new 120-pint dehumidifiers to their product lineup. The 120V and the 120H deliver fresh air ventilation, dedicated dehumidification, and MERV 13 air filtration to houses up to 3,000 square feet.

The Ultra-Aire 120V **UA120V** is the new and improved version of the original workhorse, the Ultra-Aire 100V, which represented the brand for over 20 years and is now being phased out. The Ultra-Aire 120V

features a small-footprint, patented dual supplies, and remains the only vertical whole house ventilating dehumidifier in the industry. The Ultra-Aire 120H rounds out the already comprehensive line of horizontal whole house ventilating dehumidifiers the company offers.

"We are excited to improve and expand our product lineup," said Jenee Mobley, Product Manager for Ultra-Aire. "Increased capacity, energy efficiency, and installation ease were at the forefront of the units' design. Both dehumidifiers are Energy Star Certified and feature easy-to-access filter doors with innovative supply air options for installation flexibility. The 120-pint capacity is an ideal size for a large portion of the existing and new construction housing market as well."

According to the most recent U.S Census Reports on residential new construction in 2016, nearly half of the 738,000 new homes built featured a floor area of 1,800 - 2,999 square feet. Also noted, four of the five top states for new construction are located in humid climate zones: Texas, Florida, North Carolina, and Georgia.

For more information on the Ultra-Aire 120V and 120H, please visit www.Ultra-Aire.com









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#### **TODAY'S AC& REFRIGERATION NEWS**

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 515,936 units in February 2018, up 10.2 percent from 468,164 units shipped in February 2017. U.S. shipments of air conditioners increased 5.2 percent, to 307,522 units, up from 292,446 units shipped in February 2017. U.S. shipments of air-source heat pumps increased 18.6 percent, to 208,414 units, up from 175,718 units shipped in February 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7.2 percent, to 998,607, up from 931,226 units shipped in February 2017. Year-to-date shipments of central air conditioners increased 1.8 percent, to 574,379 units, up from 564,400 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 15.6 percent, to 424,228, up from 366,826 units shipped during the same period in 2017.

### Air One Heating And Cooling Installs Donated Heating And Cooling System In Mortgage-Free Home Honoring U.S. Military Veteran (continued from cover story)

Army Sergeant Steven Pyle first joined the Army straight out of high school in 1984, serving for eight years before being discharged in 1992.

Following a break in service. he re-enlisted in 2001 and served in combat in Iraq.

Sergeant Pyle sustained life-threatening injuries when his unit came under attack in Mosul. A mortar round exploded nearby and the im- pact sent him into the side of a disabled vehicle. When he came to, Sergeant Pyle was under physical at-

tack by two enemies. Despite being badly injured, he overpowered both in hand-on-hand combat and subdued them both with a bayonet.

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.

"Air One Heating and Cooling is excited to partner with YORK and Building Homes for Heroes to support this deserving family. Active and retired military and first responders are part of our DNA, so offering this family our services was a given. We consider it an hon-

or," said Brian Milligan, Owner of Air One Heating and Cooling.

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.



## **RGF's "Share the** Wealth" Bonus Program **Leads to White House** Invitation

Riviera Beach, Florida - The RGF Environmental Group, Inc. (RGF) team visited the White House by special invitation from President Donald Trump to discuss their phenomenal success and the RGF making America "even greater" again and "Share the Wealth" bonus program. CEO Ron Fink was invited and asked to bring mid-level employees to discuss the possibility of expansion of the bonus program and how President Trump's tax program helped with the company's rapid growth and what the bonuses meant to the employees. Angela Solland stated that her bonus would be put toward the down payment on a new home, and Gareth Hull is starting a college fund for his children.

The team showed good diversity as members were American, Canadian, South African and German. Photo left to right: Robin Broderick, Sales Coordinator; Ron Fink, CEO; Astrid von Oetinger, International Sales; Angela Solland, Marketing and Gareth Hull, Sr. Welding Technician. The team had an extra treat as Robin Broderick's brother, a Senior Lieutenant Secret Service Agent, gave them a first-class, private White House tour! After lunch, the team had a Rose Garden meeting with President Trump, Vice President Pence, and most of their cabinet.

Ron Fink stated: "I heard that you (President Trump) were considering making a bonus up to \$2,000 tax-free! I am not sure whether I heard that on fake news or Fox. I don't normally listen to fake news, but at airports you have no choice. If this is true, RGF will double the \$1,000 January bonus given to all 150 employees! We were told it is under consideration." Ron also stated: "RGF is using the tax savings to buy over \$1,000,000 of capital equipment so that we can maintain totally vertical manufacturing; as such we manufacture in Florida and ship millions of dollars of equipment to China where they love "Made in America" and the American flag!"

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Robin Broderick, Sales Coordinator; Ron Fink, CEO; Astrid von Oetinger, International Sales; Angela Solland, Marketing and Gareth Hull, Sr. Welding Technician



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# **Trade Talk:**

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



## **The Employer - Employee Disconnect**

All contractors know what I mean when I say we work long hours to make our businesses successful. I bet sometimes you say to yourselves, "If just my people, my employees worked like me there'd be no stopping this business."

Everybody knows that happy customers lead to higher profits. But the same is true for happy employees and the reasons why this is so may surprise you. The reasons have to do with turnover, performance, theft and disruptions. Here are the facts.

Turnover - American companies regularly turn over about one half of their employees every four to five years. This is very costly since replacing an employee can cost between 25% and 200% of their annual salary. If you reduce your turnover, you save the money that it costs to make new hires. Even a 5% increase in retention will improve a bottom line profit margin by 25% or more. Obviously, it is better to keep employees than let them leave. Of course this only applies if you hire the best and retain the best. But what kind of employees do you actually have?

A survey of more than 10,000 employees in more than 32 countries found that no matter where you do business, employees fall into one of four categories.

Loyal – 34% These are the very best employees. They work hard, are the most productive and give good customer service. They are also the ones that are most likely to stay with the firm.

Transitory 8% These are good employees, but they will leave within 2 years for personal reasons that have nothing to do with the firm, the people they work with, or their working conditions.

Trapped 31% These people hate their jobs and the firm and would leave if they could. However, they are trapped and cannot leave, or feel that they can't escape. In the meantime, they do very little, are only as productive as they need to be to stay out of trouble and generally waste time. Unfortunately, they stay on just filling in time and space.

Inferior 27% These are the poor employees. They do as little as possible, are disruptive, non-productive and will either leave on their own or when they are found out and fired. But in the meantime, the don't contribute anything worthwhile, but they do cause problems.

The inferior employees create your biggest headaches and cost the firm the most. In addition to a lack of productivity, they do things that put the firm at risk through theft, or misconduct. These are the people who cause the most shrinkage. They are also the ones that engage in questionable behaviors such as harassment, rudeness to customers, or sending offensive emails. The latter may leave a firm legally liable for the actions of these people. One wonders how they got hired in the first place.

Unfortunately, the problems may not end when these people leave the company. A disgruntled employee may retaliate by sending disruptive emails to former co-workers. This happened at Intel where not only did a fired worker send 35,000 email messages, but the California Supreme Court has just upheld his right to do so. This gives a whole new and dreadful meaning to SPAM. Just think of the damage that could happen if that employee had targeted customers instead of co-workers. That would have been illegal since it would be easy to show that the firm had been damaged. But in the meantime, the harm would have taken place.

Obviously, it is far better, more profitable and less troublesome to have happy employees. How do you accomplish this? It's an easy two-step process.

Hire the best. Pre-screen your applicants for their knowledge, skills, attitudes and ethics. The reason for selecting employees with the right knowledge and skills is obvious, but what about the issue of ethics? Ethical employees don't steal, and don't engage in disruptive behaviors. They are less likely to become aggressive or become irrational. Use one of the readily available pre-screening tools to help you avoid hiring someone else's rejects. Just make sure that the instrument is accurate, valid and reliable.

Keep them happy. This means finding out what they want, and what troubles. This also means listening to them, addressing their areas of concern, and taking action to remedy certain issues before they become big problems. This can best be done through anonymous satisfaction surveys. Look for ones that can be customized to include questions that measure morality within the firm. Employees who are guaranteed anonymity will tell you what's really happening, where the gaps are in your security or shrinkage programs and give examples of improper behaviors. But, and this is a big but, don't even think of doing a survey unless you are prepared to act on the results. If you fail to show that you have listened and are going to do something, your employees will be even more unhappy since they will feel that management really isn't interested in their concerns.

Employees are the backbone of any organization and happy ones have a continual, positive effect on the bottom line. Finding them and keeping them is easy and best of all, when you eliminate the 27% who are poor or inferior performers, it leaves you with the opportunity to do something significant with the remaining 73%. As Einstein said, solving a problem is easy. It is the identification of the problem that is hard. These approaches will help you with the diagnostics; the rest is up to you.

Until next time. Tommy Castellano



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# JOHNSTONE SUPPLY

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

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

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

# OPEN HOUSE201

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

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

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

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

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

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



John Champagne, Brian Odell, Ben Palmer, Katy Scott, todd Bromley, Brad Marcoe of Johnstone Supply Ware Group Charleston



EJ Moore and Buddy Parson of Hipp Service with Ben Palmer of Johnstone Supply Ware Group



Rick Howard of Johnstone Supply Ware Group transports open house attendees to additional off site parking



Jake Mehle of Johnstone Supply Ware Group, Marvin Connor, David Thomas, John Marshal, and Jake Thomas of Triad



Michael Bell of Johnstone Supply Ware Group (left) assisting in the food serving line!



Tony Ajskew & Nicole Cuscheri of Johnstone, Malcom Robinson of Parde AC, James Brown of Hipp Services, John Champagne of Johnstone, and Charles Tavelle



Tony Blanton of Mid Atlantic Sales, Robert Hazel and Henry Puente of Johnstone Supply Ware Group



Rob Howard of EV Dunbar, Bill Carr and Justin Hunter of Whaley Food Service, and Paul Ogorek of EV Dunbar



Matt Cowley of Spectronics with Jeff Peralta, Calvin Ancrum, and John Mesacini of Cullum Services







Chris Dicampli Preferred Home Services, Jake Mehle of Johnstone Supply Ware Group, and Marty Carroll of Preferred Home Services

Taking a break from the busy day to enjoy some delicious Ribs and Chicken!

Kirby Mixon of Kirb Service, with Rick Stafford and Tyler Cecil of Rhodes and Stafford



Sara Bresette of Amana, Dietrich McCall of Daikin, Steve Almeida and Joe Miller of Johnstone Supply Ware Group



Scott Daugherty of Daugherty Sales with Renard Holmes, Russell Vanderhorst, and Chris Brookshear of Charleston County Facilities



Chris Forsyth of Flowertown Air Conditioning with Sean Ince of Pro1 Thermostats





Roland Mercado, Chris Ferris, Brooke Behnke, Rena Langley, Chris Ware Jr., and Rick Kalas of Johnstone Supply Ware Group Tallahassee

## **PEN HOUSE2018** April 10th Tallahassee





Ashley Norman and Rick Fields of Johnstone Supply Ware Group, with Rudy Arrington of Quality Mechanical Solutions



Glenn Koshinski of The Metal Shop with Dennis Richardson of CRS



Rachel Bush of Johnstone Supply Ware Group with Jeremy Smith and Erik Porch of Air Control Heating & Cooling



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



Steven Sloan of Sporlan Roger Hays and Tristan Hays of Sterling Service of Florida



Bryan Capps of Dixie AC with Keith Holland of Leone Green



Kevin Keiser, Paul Hladen, Matt Corley, Colin Dees, and Eric Neal of Johnstone Supply Ware Group



Jose Calderon of Tony Kelley Heating & Air, Blair Carter of Crown Products, Rob Hamilton of Hamilton & Associates



Timothy Feirley of Eclipse on Madison, Joseph Robinson of TWC Services, Don Griscolm and Ryan Reynolds of EV Dunbar





Gary Clark of Uniweld, Tim Roberts of Cain Sales, and George Fraser of Bensons Air Conditioning



Sara Bresette of Amana being served by Matt Corley of Johnstone Supply Ware Group



Hills BBQ is the best! Look at hundreds of happy faces!



Travis Pope, Dean Gibson, and Zeb Anderson of Central Heat & Air with Mike Makransky of Mueller

Gene Moses and Jeff Dodgen of Honeywell with Chris Kinsey of Johnstone Supply Ware Group



Kailee Quinn of QuikProducts with Rick Wang of FSU



Mike Winkel and Michael Hollis of Cain Sales with Willie Jones and Franklin McGill of Florida A&M College



Kevin Warren of E&B Heating & Air with Mike Nipper of Copeland

## JASCKO Corp. HVAC Solutions JASCKO Hosts Open House In Pompano Beach April 19th, 2018

Jascko hosted an Open House on April 19, from noon and thru 5pm. This event was held at their Broward location at 1700 NW 15th Ave, Suite 300 in Pompano Beach. Lunch and refreshments were provided by a popular local food truck.

Jascko had on display their newest products that were recently added to their portfolio, as well an opportunity to meet the expanded Jascko team. With



The Jascko Team taking a group photo before the open house began

the addition of Robert Ramos as their Sales Manager, Jascko is complementing this investment with other strategic investments which includes the opening of their NEW North Miami Warehouse Store, located at 900 Park Centre Blvd, Suite 456, Miami FL. This location is conveniently located for their clients servicing Miami Beach, North Dade and South Broward. This combined with the addition of the Gibson Residential and Mammoth Light Commercial DX products, now complements Jascko's robust and comprehensive line of HVAC specialized products, which includes Carrier (Dade and Monroe Counties), Marley and Bosch/FHP to name a few. Both of their Pompano and North Miami locations are stocked with Bosch/FHP and Gibson units to meet the needs of their customers.



John Chaney of Carrier (VRF), Glenn Grinnan of Carrier, and Brien Roy of Florida Mechanical



The AquaForce 30XV made by Carrier was on display



The Taco Viajero Food Truck served "authentic" Mexican tacos! Everyone enjoyed the delicious tacos!



Carlos Farfan and Robert Ramos of Jascko, Chi Lui of FP&L, Chad Ferreira of Jascko, and Mario Bermudez of Advancoat



Ed Duran, Roger Prendergast, Wade Helms, and Scott Doria of Ed Helms



Judy Valdes of Jascko, Kevin Dwyer, winner of \$100 Visa Gift Card, and Anselmo Gil of Cooling Power





Jascko's degreed sales engineers have over 60 years of quality experience and strong relationships in Southeast Florida





Ralph Putton, Ken Baker of The Forum, and Robert Ramos of Jascko



Arthur Kunz of Bosch-FHP, Alex Valdez of Jascko, and David Loves of Bosch

Jascko had on display their newest products that were recently added to their portfolio, as well an opportunity to meet the expanded Jascko team

Judy Valdes and Lori Cantl of Jascko registered the open house guests



Chad Ferreira of Jascko, Robert King of CA Mechanical, and Nelson Hernandez of Jascko



Taco Viajero satisfied the appetites of the Jascko Open House attendees!



John Chaney of Carrier (VRF), Larry Pitts of EC Engineering, and Dave Morejon of Premier Air Conditioning



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#### PAGE 14

# **NEW Mini Split Treatment**



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PCG301-30 Ions



Nu-Calgon 61044 PCG5MS-5 Tons

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# ASHRAE Announces Technical Program for Annual Conference

ATLANTA (April 12, 2018) – The 2018 ASHRAE Annual Conference technical program will provide practitioners with topical, in-depth educational tracks to optimize the design and performance of buildings. The conference is June 23-27 in Houston.

The five-day event includes eight conference tracks, tours, social events and a keynote message from research scientist and author, Dr. Ainissa Ramirez on "Inspiring the Next Generation." Additionally, 2018-19 ASHRAE President Shelia Hayter, Fellow ASHRAE, will present the Society theme for the coming year during the President's Luncheon on Monday, June 25.

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

"The dynamic and innovative industry of HVAC&R is a reflection of our ever-changing individual, societal and global constructs and demands," Cindy Moreno, chair of the 2018 ASHRAE Annual Conference, said. "The 2018 Annual ASHRAE Confer-

ence aims to provide the setting for a meaningful exchange of knowledge and experience, and the technical program looks to enrich that exchange with a broad spectrum of topics and discussion. We welcome you to join us as we share ideas ranging from basic design fundamentals to specific applications and technologies."

The need to achieve sustainable buildings in hot and humid climates calls for an understanding of the local climate, and integrating appropriate building technologies into the architectural and urban design. A new and anticipated track at this year's conference, Residential - Modern Building in Hot and Humid Climates, will discuss how modern residential design and building practices can be integrated into hot and/or humid climates with specific challenges ranging from indoor comfort to ventilation and mold.

Another popular design track, District Energy and Cogeneration Plants, will address how the carbon footprint is being minimized by combining resources. This track takes a look at the advantages and limitations, do's and don'ts and best practices of utilizing this type of shared system. Conference Tracks include: HVAC&R Systems and Equipment; Fundamentals and Applications; District Energy and Cogeneration Plants; HVAC & Resiliency: Safeguarding our World; Residential – Modern Building in Hot and Humid Climates; Professional Skills; Research Summit; HVAC&R Control Freaks; and HVAC&R Analytics

ASHRAE Learning Institute (ALI) will offer two full-day seminars and eight half-day courses. New courses include: Advance Design for Net Zero Buildings; Latest in High-Performance Dedicated Outdoor Air Systems (DOAS); Save 30% Complying with Standard 90.1-2013; and Principles and Practices of Thermal Energy Storage Systems for Air Conditioning.

Apply by June 5 to sit for one of six ASHRAE certification exams: Energy Auditing, Energy Modeling, Commissioning, Healthcare Facility Design, High- Performance Building Design and Building Operations.

At this year's sixth annual Research Summit, an announcement will be made about an exciting collaboration with ASHRAE's archival research publication, Science and Technology for the Built Environment (STBE). Learn more and register for the 2018 ASHRAE Annual Conference at www.ashrae.org/ houston.

### Peter R. Greisinger is the Director of Key Accounts for Robertshaw, Uni-Line®



Peter R. Greisinger

Robertshaw of Itasca, Illinois, a global design, engineering and manufacturing company that sells product solutions to the HVACR, Food Service and Appliance Parts-Replacement for the Uni-Line® Aftermarket channels, is proud to announce the appointment of Peter R. Greisinger as Director of Key Accounts for Robertshaw,

Uni-Line<sup>®</sup>. With thousands of commercial and residential products to offer, Robertshaw<sup>®</sup>, Ranco<sup>®</sup>, Paragon<sup>®</sup> and Uni-Line<sup>®</sup> branded controls are the industry-leaders for today's contractor and service professionals. Please congratulate and welcome Peter to his new position.

For more information about Robertshaw and Uni-Line please visit www.Robertshaw.com



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# **RGF Environmental Group Announces Strategic Purchase**

Group, Inc. announces the purchase of the assets of Biological Controls, Inc., a New Jersey manufacturer of commercial indoor air quality products since 1973. The Biological Controls purchase propels RGF Environmental Group ("RGF") into the hospital and health care industry with the Microcon® series of FDA 510K compliant air filtration equipment. In addition to RGF's existing air purification line of products, the Microcon® series and the AirMATION® series of diesel exhaust filtration systems will provide industry-leading air filtration solutions for a variety of applications such as government agencies, fire stations, municipal garages, police evidence rooms as well as residential whole home HEPA and carbon filtration.

RGF's R&D engineers, headed by Walter B. Ellis, EVP/GM, are busy improving their new product lines and merging them with existing RGF's proven technologies. All production will be done in RGF's West Palm Beach facility under their ISO 9001:2015 certification standards. RGF has added

Riviera Beach, Florida - RGF Environmental a second level new management office and two assembly lines to their West Palm Beach compound to facilitate this and other pending acquisitions.



Gary Messina (left), Founder and CEO of Biological Controls and Tony Julian, VP of Business Development for RGF shaking hands at the closing table

Biological Controls' existing sales force will merge into RGF's IAQ sales force under the direction of Mat Charles, VP/IAQ Sales. Key Biological Controls employees have joined RGF. Tony Julian, VP of Business Development for RGF will manage the new group. The cash purchase was negotiated by Sharon B. Rinehimer, RGF's Executive Vice President/General Counsel.

Ron Fink, RGF President/CEO stated: "This purchase takes RGF into new commercial markets with a company that brings with it Biological Controls' 45-year history of sterling performance and over 22,688 satisfied clients and end users. The blending of sales forces will enhance each team's product offering and use-applications exponentially. We believe the Biological Controls products will receive wide acceptance by our international sales force in 58+ countries including our China office and will catapult sales to new highs."

The new division will be named RGF-BioControls<sup>™</sup>, a Division of RGF Environmental Group, Inc. and will join RGF's family of brands, which includes AFL® Industries and Element Air<sup>TM</sup>. For information about RGF-BioControls<sup>™</sup> products please visit www.rgf.com/rgf-biocontrols

# **Fujitsu Names Joe Vincenti Director of Sales, VRF Products**

Fujitsu General America, Inc., based in Fairfield, He enthusiastically brings a long history of experi-NJ, announces that Joe Vincenti has been hired as ence to Fujitsu. Director of Sales, VRF Products.

Vincenti will lead the sales efforts of Fujitsu Airstage VRF systems throughout North America by managing a team of sales engineers while also building strategies for short and long-term initiatives to improve product sales and market share.

With more than 25 years of experience in sales, marketing and engineering in the HVAC industry, Vincenti has held several high-level positions including Na-

tional Director of Sales and Commercial Sales Man- programs will help support Fujitsu General's short ager at other major mini-split/VRF manufacturers. and long-term growth strategies."



Joe Vincenti

Vincenti has an MBA from Pepperdine University in Malibu, CA and a Bachelor of Science in Mechanical Engineering from Washington State University in Pullman, WA.

"We look forward to Joe's leadership, and to the continued growth of our VRF business in North America under his guidance," said Andy Armstrong, Fujitsu's VP of Sales and Marketing. "Joe's proven track record of business growth through successful sales and marketing





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# **HVAC Training Company Offers Matching Funds for Scholarships**

Arlington, Va. — In an effort to increase support provided much to them and they wish to pay it forfor HVACR and water heating industry scholarships,

Steve and Charlotte Howard announced they have offered to match, dollar-for-dollar, up to \$100,000, contributions of \$1,000 or more to the Rees Scholarship Foundation, a partnership of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Air Conditioning Contractors of America (ACCA).

The Howards, co-owners of The ACT Group, Inc., a Phoenix, Arizona-based HVAC training and consult-

ing company (nopressureselling.com) explained gifts such as this help to spur interest in the Rees



ward. "Our goal is to create awareness of the service technician shortage and to provide an incentive for contractors and distributors, as well as additional manufacturers, to help solve our most pressing prob-

> lem" the couple explained. The Howards' gift helps companies leverage their donations, effectively doubling the number of Rees scholarships and their impact on our future.

> AHRI President & CEO Stephen Yurek expressed his appreciation for the Howards' generosity, saying, "Generous

their generous gift by noting that the industry has Scholarship program and renew excitement among



manufacturers to help the next generation of technicians join our industry. We hope that the nature of the giftmatching challenge will encourage donors who can now have their gift doubled."

Stalknecht, Paul ACCA president and CEO, said, "ACCA is grateful for the Howard family's generous support of the Rees Scholarship Foundation. The Foundation has provided financial support for nearly 500 talented men and women studying for rewarding careers in the HVAC industry. The generosity of the Howard family will allow the Foundation to further spread the legacy of Mr. Rees, whose mission was to promote competency and professionalism in the HVACR industry."

Companies are encouraged to leverage their donations by contributing online at www. reesscholarship.org.

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

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## HARDI Announces Agenda for the 2018 Emerging Leaders Summer Conference

COLUMBUS, Ohio, April 18, 2018 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced the agenda for the upcoming Emerging Leaders Summer Conference in Columbus, Ohio from July 22-24.

Leading the lineup of sessions is speaker Brian Kight, CEO of Focus 3. Kight and his father, Tim, developed the "E + R = O" formula for the leadership thought process. This mantra was adopted by Ohio State University football coach Urban Meyer, who has integrated Focus 3 and the Kight pair themselves into his coaching staff and methods.

"I am particularly excited for this year's Emerging Leaders Summer Conference because this is the first conference of any kind that HARDI has hosted in Columbus where we are headquartered," said manager of training and HR solutions Nick Benton, who

facilitates the Emerging Leaders program. "We saw our second full class complete the three-year program this past December, and it just continues to grow, showing just how much our members value professional development for their young talent."

This year's Emerging Leaders summer conference also features the Mentor-led Roundtables, a staple of this event and the Emerging Leaders program. Industry veterans come to mentor young industry up-andcomers in group settings.

Event sponsor Allied Air Enterprises is also providing attendees with copies of Meyer's book Above the Line: Lessons in Leadership and Life from a Championship Season, which will be discussed during a working lunch session.

Due to HARDI's familiarity with the city, a downtown teambuilding scavenger hunt and night out at a popular nightlife destination are also planned.

For more information, please visit hardinet.org or contact Anthony Lagunzad at alagun-

# SpeedClean Utilizes The Power Of High Temperature In New Dry Steam Coil & Surface Cleaner

Stamford, Conn. – April 17, 2018 – SpeedClean, an HVAC industry leader for developing maintenance tools and equipment, has announced the release of a new, innovative and environmentally friendly Dry Steam Coil & Surface Cleaner, which uses the power of high temperature steam to efficiently clean coils and other surfaces.

Dry steam is environmentally friendly and ideal for sensitive, hard to reach areas and surfaces, due to the very minimal water residue remaining after cleaning and sanitizing. The process is completed without the use of chemicals and uses 95 percent less water than when using water and chemical cleaning combinations. The absence of chemicals also helps protect workers against exposure to hazardous substances.

"Dry steam acts as a natural cleaning and sanitizing agent to remove grease, oils, dirt and bacteria without utilizing a single drop of chemical," said Mike Hardy, Vice President of SpeedClean. "When steam is released from the cleaner, it softens dirt, grease, oil or other substances on surfaces while using pressure to dislodge them, making cleaning easy."

The compact and lightweight design makes it easy for technicians to transport the Dry Steam Coil & Surface Cleaner to every job site. Additionally, because it doesn't require chemicals, there is no need to worry about lugging around or storing heavy cleaners. The 265-degree steam combined with 65 PSI pressure penetrates deep into coils, cracks and crevices to lift and remove stubborn dirt and soils. The Dry Steam Coil & Surface Cleaner is versatile in industry applications, ranging from air handlers, mini-splits, condensers and exhaust vents to oily commercial kitchen ducts, freezer seals, classrooms, labs and more.



zad@hardinet.org.

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

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/ replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs.



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TEGIN

# Performance Pointers



# **A Victory for Flexible Ducts**

A little over a year ago, I wrote about a movement from the International Association of Plumbing and Mechanical Officials (IAPMO) to limit residential flexible duct installations to five feet in length. Since that article was written, IAPMO issued a decision that's a victory for flexible duct applications. Let's look at what took place and what we can learn from this incident, so we don't repeat it with other products that are prone to installationrelated failure.

#### What Happened

Several years ago, poor quality flex duct installations finally got the attention they deserved, but in the wrong way. Instead of focusing on correctly installing flexible duct as intended by the manufacturers, a lazy solution to a complicated problem was proposed.

A large portion of our industry took its eye off craftsmanship and replaced it with careless haste. This approach almost cost us dearly with flexible duct. The entire industry could have paid a heavy price if the proposal was approved. Fortunately, you spoke up and were heard.

As the time to release the 2018 Uniform Mechanical Code (UMC) approached, IAPMO heard you and recognized flexible duct outperforms metal ducts in certain areas. Flexible duct is superior when it comes to its insulation and sound reduction characteristics. It also assures lower duct leakage compared to most metal duct installations.

Installation cost is another factor they considered. In areas of the country where residential HVAC systems typically use flex duct, the cost of requiring primarily metal duct systems increases duct system costs from 40% to 110%. IAPMO knew that once this information was shared with builders and customers, there would be severe backlash.

The valid reasons why the market needs flexible duct systems was finally considered in this proposal and IAPMO should be commended for it. They made the right choice.

#### Where We Are

The 2018 UMC has a revision to clarify the difference between commercial and residential applications and new requirements specific to flexible duct. Section 603.4.1 has a length limitation allowing factory-made flexible air ducts and connectors to be used as an elbow at a grille, register, or diffuser, if they are under five feet in length. Section 603.5 has new guidelines on minimum required duct length, increased duct support, bend limitations, connections, sealing, and maintaining vapor barrier integrity.

It is interesting to note there still is no mention of airflow testing field-installed duct systems. Only duct design according to industry standards is mentioned. There appears to be a huge disconnect here since results are assumed, not verified. A duct system installed according to industry standards and best practices won't automatically equal a system that works as intended.

#### **Moving Forward**

To support how well flexible ducts deliver airflow, the Air Duct Council (ADC) funded a study at Tennessee Technical University. They compared airflow and pressure drop measurements of both sheet metal and flexible ducts and found they performed very close to one another.

These results are consistent with what NCIcertified contractors have measured in the field for decades. The installation makes the difference. The next step for our industry involves system performance measurement to prove we truly deliver what we promise. This transition moves past focusing on design and duct tightness only.

When you pay attention to detail in your systems and understand the impact of poor installation, problems linked to flexible ducts disappear. Once you measure system airflow, the defects become obvious. Until then, they remain hidden.

An important lesson our industry should take from this event is that there are a lot of field-installed variables that can still be attacked. Remember, this situation occurred because our industry took its eye off craftsmanship. If we don't police ourselves, someone else will. It's time to change for the better and provide systems we can truly take pride of ownership in.

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

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



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# **Royal Palm Beach High School's HVAC-R Academy Completes Another Habitat For Humanity Home**



For six years, Patrick Raney's crew has installed air-conditioning systems in homes for Habitat for Humanity. His team members take no salary. They toil in hot attics, sweat drenching their clothes as they run copper wires through dirt-floored crawl spaces.

These are the students in Royal Palm Beach High School's HVAC-R Academy, one of several programs at the school designed to build students' resumes and make them more employable while preparing them for secondary education.

Royal Palm students were at the latest project house on Miss Piney Road in suburban West Palm Beach last week to install air ducts, piping and copper wiring. Thirteen of the more than 100 students in



the academy spread throughout the three-bedroom Habitat for Humanity home. They scaled a ladder to get into the attic. They sawed at insulation. And they smiled. With sweat pouring down their faces, it was clear they had a sense of purpose.

These up-and-coming kids get to have this experience," said Chris Payne, with EDS Air Conditioning, one of the program sponsors. "It's great to see."

Yoel Garcia, 17, is a senior who hopes to go into refrigeration after he graduates. "It's funner than most of the stuff they teach at school," he joked when asked how he enjoys the academy. But he became serious when asked about his future. "The opportunities they have here are much better than any



other opportunities," he said.

Raney credits the high rate of student job placement after graduation with professional partnerships established over the more than 20 years the program has been running at Royal Palm High. EDS alone has hired at least six of his students, he said.

Those partnerships also help the students do the work for Habitat for free, with donated equipment. Arco Supply donates "everything from the screws to the piping," Raney said. Tropic Supply donates the air-conditioning systems. EDS donates professionals who work with the students on-site. And for the first time this year, Fresh-Aire UV donated an APCO air-purifying system and taught Raney's students how to install it.





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# AHRI Opens First Office Outside North America



Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) opened its first office outside North America in Hefei, China,

on April 13. The office will allow AHRI to engage directly with all members and certification program participants in Asia and the Middle East and position AHRI to provide timely service in those rapidly growing markets for AHRI standards and certification programs.

"Our globally recognized certification program is growing steadily worldwide, as is demand for AHRI standards. This requires AHRI to have a stronger presence in Asia to promote our standards and manage manufacturer participants and oversee lab testing," said AHRI President and CEO Stephen Yurek. "At the same time, we are a trade membership organization that attracts members

from across the globe, and this office will allow us to better serve those members."

More than 60 industry representatives, including member companies and certification program participants, attended the grand opening of the office. Government officials from the Professional Supervisory Unit of Anhui Province (PSU-AHQI) and the NGO Office attended the opening, as did senior representatives from the China Refrigeration and Air-Conditioning Industry Association (CRAA), the General Machinery Product Inspection Institute (GMPI). Representatives from several AHRI member companies were present, as were AHRI staff, including Yurek, Henry Hwong, and Bridge Xue, who will head the new office.

AHRI maintains a Headquarters Office in Arlington, VA, USA, and an office in Ontario, Canada. The Air–Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products.



#### WE HAVE A COUNTED OFFER

# NCI Summit 2018 'Blazes A Trail' into Austin



Performance-based contractors took center stage in Austin, TX on March 5th as NCI's Annual Summit Conference got underway. More than 100 contracting companies gathered in what was a record-setting Summit

event.

In fact, this year's theme, "Blaze Your Trail to High Performance," focused on selling and delivering high performance HVAC systems via Air Upgrades. Air Upgrades are designed to surgically address and solve many indoor comfort, air quality, safety, and energy efficiency issues in homes and buildings.

Summit 2018 included six workshops taught by Performance-Based Contractors to an audience of Performance-Based Contractors. These sessions include:

• ComfortMaxx Air: Put It to Work in your Company! – Led by Nathan Copeland, Comfort Advisor,

Copeland & Son AC & Heating Service, Inc., Nashville, TN

• Productive and Profitable Duct Renovations — Vince DiFilippo, President, DiFilippo's Service Co., Paoli, PA

• Become Your Local Carbon Monoxide Evangelist — Tom Johnson, President and GM, TM Johnson Bros Inc., Cambridge, MN

• From Tradesman to Craftsman: How Our Company Made the Leap — Kevin Walsh, Owner/President, Schaafsma Heating & Cooling, Grand Rapids, MI

• Where Indoor Air Quality Meets System Performance — John Ellis, President, So Cal Air Dynamics, Inc., Northridge, CA

• You Too Can Sell High Performance HVAC – If You Just Do It! — Eric Johnson, Sales, Air Conditioning by Jay, Inc., Scottsdale, AZ

In addition to sessions, Dominick Guarino led a six-member contractor panel discussion on how to overcome Performance-Based Contracting<sup>TM</sup> implementation hurdles.

"It is so good to be in the presence of those in our industry who work hard every day to not only improve the quality of life for our customers and coworkers, but to also improve the overall performance in the way we do business. Summit is an incredible forum for these trailblazers to gather together and reload," said panelist Jim Ball, general manager of Ball Heating and Air Conditioning, Biloxi, AL.

Reloading, for example, often means stepping back and looking for out-of-the-box solutions to performance issues. In that effort, this interactive discussion addressed questions from the audience on overcoming Performance-Based Contracting<sup>TM</sup> implementation hurdles and sharing success stories in their own companies.

During the closing Banquet and Awards ceremony, NCI recognized member companies who made many advancements in implementation and achieved many levels of success in their companies.

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Performance-Based Contracting™ panel discussion, moderated by NCI's Dominick Guarino, was an interactive session fueled by questions from the audience on how to overcome performance implementation hurdles in their companies

# THE AIR COMES FIRST

# "Success, like happiness, cannot be pursued; it must ensue."

article by Andrew C. Äsk, P.E.



I'm not sure who said that first but it is normally attributed it to Viktor Frankl writing in Man's Search for Meaning. That mantra has been an important part of my life. I just didn't figure it out till I was past 40. I pursued making money in the contracting business. Then one day it dawned on me that I wasn't very good at it... contracting or making money. Going broke will do that for you. So I gave up making money and pursued doing good engineering work, what I had really wanted to do all along. And, you guessed it, money ensued. Not a much, mind you, but enough to put food on the table and live near the beach these past 35 years.

So it is with air conditioning for most of us. We didn't care much about measuring airflow. At the end of a project, we'd send a TAB guy out to take some readings and write a report. Why? Because the contract specifications called for it. We couldn't be bothered with reading it. When training technicians, we'd be into Ohm's Law and refrigerants right off the bat, never loop back to airflow. I hang out with people who build dehumidifiers. They get paid for "ppd," pints-per-day of condensate in the bucket. Airflow is not a big part of their lives.

We vainly pursue heat and moisture (BTU's and grains) all day long. But have you ever tried to capture a bag of BTU's or a handful of grains? You can't. But you can grab some air and then add or remove heat and moisture from it. You don't know how much until you know how many CFM of air is being moved. So what we need to pursue is airflow. THE AIR COMES FIRST! Once we know the CFM airflow, the quantity of heat and moisture we're moving will ensue.

And we in the HVAC industry haven't done a very good job over the years of accurately measuring airflow. Main reason: it was hard to measure, usually with a pitot tube. Only a small group of highly skilled people doing "TAB" (Testing, Adjusting, and Balancing) could do it accurately.

That has all changed. We now have tools at our

disposal that put accurate airflow measurements within reach of most everyone who wants that information. I want to tell you about four of them: digital manometer, flow plate, ductblaster, and low flow hood. The cost for each of these toys will be in the \$1-2,000 range. The flow plate is proprietary, available only from one major manufacturer; the others are more or less generic.



The first tool everyone in HVAC, energy rating, or building science should own is a digital manometer. They cost about a \$1,000 and take the place of magnehelic gauges. A good one reads out to 1/10th Pascal or 1/10,000" W.C., incredibly small pressures. You'll need it to operate the flow plate and ductblaster. By itself, you can observe

very low levels of building pressurization. Example: stand inside a house with a tube running outside. I don't care which. Turn on the air handling fan. If the pressure changes-you have a problem-leaky duct or leaky house.



The most useful tool of the bunch is the flow plate-many pitot tubes installed on a rack and manifolded together so you can read velocity pressure-total ram air pressure less static pressure. OK, it's not exactly velocity pres-

sure but the device comes with a calibration chart, so not to worry. The flow plate comes as a set of Legolike pieces that you can put together to match to fit the air handler's filter compartment, or central return grille, take your pick. Remove the filter, insert the flow plate, connect the manometer, and voila'-you know how much air the system is moving. Once you figure out how to use this contraption, the procedure takes five minutes. Do it on every start-up, every diagnostic call.



The ductblaster is just a mama bear size blower door, used mainly to leak-test ductwork. Connect it to a duct system with the registers blocked off, run

it up to 25Pa (.10" SP), and directly read duct leakage in CFM. But think about what a blower door is—a calibrated blower. With the flow rings and manometer properly set up, you can accurately read airflow to within 3 CFM. The ductblaster runs in series with whatever it is you are measuring. Think of it as tailgating the car in front of you—I can't see his speedometer, but we're both going the same speed and I can see my speedometer. (Thank you Rick Sims)



I listed the low flow hood last even though it's probably the most popular air measuring tool-been around longer than me and most everyone in or out of our trade will recognize it. But it's the least accurate of the instruments in this ar-

ticle-use it mainly for comparative airflows and then check it against the flow plate. The low range is important when working in dwellings. The load in a closet might calculate to 13 CFM. Introduce more, and it will overcool, creating an environment that supports M@\*! (sorry, this is a family publication).

To suggest that owning these instruments will magically turn you into a professional TAB technician would be like saying anyone who's ever microwaved a slice of pizza is a chef. You will need to read and understand the manufacturer's instruction manual and operate within the recommended range or you will get bad readings. Ask me how I know.

So remember, THE AIR COMES FIRST. Until next month then...stay tuned.

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



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and demonstrating their new products available at

Baker FCS. Along with the great food were some

great drawings for door prizes like a Yeti Tundra

stated, "I am very pleased with the turnout of cus-

tomers and vendor partners today and the progress made with the collaboration of Baker and FCS in

Wyatt Swartz, Division President for Baker

Cooler.

the Jacksonville market."



# **Baker Distributing Hosts Open House In Jacksonville** April 19th, 2018

On Thursday April 19th, 2018, Baker Distributing held an open house at 8475 Western Way in Jacksonville from 11am to 1pm.

Hills BBQ was on site cooking the most delicious BBQ in the state of Florida. Over 350 hungry contractors left satisfied after eating tasty BBQ Ribs, Chicken, Beans, Mac & Cheese, Cole Slaw, Roll, and Ice Tea.

Over 25 vendors were in attendance displaying



George Tsintzouras of Alert Labs, Joe Moore of Accu-Air, Bo Kikendall of Island Breeze Air and Paul Davignon of Watsco



Sal Hamidi of Target Sales, Dan Caswell and Floyd Morgan of Jack Strickland AC, Earl Miller of TurboTorch, and Gordon Meade of PED

Sake



Thank you for another successful Open House!



Baker Distributing staff served Hills BBQ Ribs and Chicken to over 350 hungry contractors!



Jim Scudder AC Systems of Jacksonville, Mark Steinmetz of Steinmetz & Associates, and Edward Osorio of Field Controls



The Hills BBQ Chicken and Ribs were over the top!





Paul Davignon of Watsco, Cheryl Kennedy, Karissa Ickes, Wyatt Swartz, Jeanene Miller, and AI Lendino of Baker Distributing







Todd McVeigh of Weather Engineers, Michelle Bridges, Bambi DeMeo, and of Glen Bruyn of Bronz-Glow



Whit Parker and Jim Nichols of J. Nichols & Associates with

Henry Sapp of Sea Coast Curbs, William Hallicy of David Gray Heating & Air, and Red Peterson of Sea Coast Curbs



**Bayne Davis of Baker Distributing** with Tom Gibbons of CPS Products

Charles Smith, Al Fouz, and Richard Mills of Abaco Air, Becky Starling of Tradewinds, Eddie Rodrigues of Baker FCS, and Aaron Thacker of Donovan Air



TK Shelton of Baker Distributing with Jason Schneider of Venstar



Andrea Kirkpatrick, Amy Meadows, and Lacey Campbell of Baker Distributing



Carol Johnson, Charles Meredith, Henry Lee, and Jack Johnson of Johnson Enterprises, with of Baker Distributing (2nd from right)

#### PAGE B4

**MAY 2018** 



The SFACA April Program Meeting was held on April 4th at 5:30 p.m. at the Sheraton Suites in Plantation. This meeting featured a Career Fair from 5:30-7:00pm. This first hour consisted of one-on-one speed interviewing with new high school graduates, HVAC trade school graduates, veterans and others interested in a career in HVAC. At 7pm the program topic was"Where Have All The Employees Gone." In



**Roberto Menendez interviewing with Bob Harris of Airmatic Controls** 



today's economy, hiring the best people is more critical than ever. Finding competent, capable, compatible and committed employees is serious work. This program meeting discussed ways to find the right technicians to hire and how to keep them.

The SFACA May Program Meeting will be held on May 2nd at 6:00 p.m. at the Sheraton Suites in Plantation. The program topic will be A/C Internet



Sonia Roberts of Tropic Supply, Carl of Delta Tech Air Conditioning, and Eric Barnett of Tropic Supply

Sales: The Amazon Effect. The new trend for millennial consumers is to Google what they need and purchase it on Amazon bypassing the knowledge of trained experts. And yes, it includes the HVAC industry. There are many websites selling A/C units direct to consumers, leaving you (the licensed contractor) to install sometimes inappropriate equipment and feeling like day laborers.



Gregg D'Atille of Art Plumbing, AC & Electric, with Sherre Pruitt and Sandra Harley of Career Source



Charlie Del Vecchio of Tropic Supply, Carl Walters of Delta Tech, Ernie Sariol of Gil Garden Avetrani Insurance, and Bob Harris of Airmatic Controls



Jake Scaduto of Brown & Brown Insurance with Kelly Dexter of Air Quality Control Environmental



Doug Lindstrom, Travis Simmons, and Joseph Canosa of Lindstrom Air Conditioning, with Jim Schaefer of JCI York Souce 1



Skip Farinhas of SFACA opens the meeting and discusses the upcoming events

MARTECH



Gorman Rasmussen of York Source 1, Nelson Hernandez of JASCKO, and Gregg D'Atille of Art Plumbing, AC & Electric



Sherre Pruitt and Sandra Harley of Career Source spoke about how hire to keep good technicians

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# Johnson Controls Acquires Triatek, Bringing Critical Environment Solutions To Its Portfolio

MILWAUKEE – (April 9, 2018) – Johnson Controls announced today it has acquired the assets of Triatek®, a leading manufacturer of innovative airflow solutions for critical environments across the globe. With the purchase of the Norcross, Georgia-based company's portfolio, Johnson Controls is adding to its offering a range of HVAC airflow control systems that help healthcare and other critical research facilities reduce the spread of airborne contaminants and chemicals.

"Environments where critical treatments or research are conducted, like healthcare facilities and laboratories, need to meet stringent air quality requirements," said Tyler Smith, general manager, Specialty Products for Johnson Controls. "With the acquisition of the Triatek portfolio we are able to bundle Triatek products with our current building automation and HVAC products and services to provide complete end-to-end solutions for critical spaces."

The Triatek product line includes air valves, fume hood controls, and room pressure controllers, in addition to the FlowSafe® line of fume hoods and fume hood retrofit solutions. All products are designed to seamlessly integrate into a facility's building automation system, helping to increase energy efficiency, minimize utility costs, improve ease of maintenance, and enhance the overall safety of critical environments.

"This acquisition not only gives Johnson Controls leverage to better serve customers in the building automation and HVAC markets, but it also opens up the Triatek portfolio of innovative HVAC airflow solutions to a broader set of customers in a wider range of facilities," said Triatek CEO, Jim Hall.

## Fieldpiece Instruments Introduces Two New Vacuum Pumps



April 12, 2018 -- Fieldpiece Instruments, the industry leader in tools and test instruments for HVACR professionals, introduces a

new line of vacuum pumps that are lightweight and portable, full of features and competitively priced. The VP55 and VP85 Vacuum Pumps are designed for HVACR professionals who are pulling vacuum in A/C and refrigeration units either prior to adding refrigerant on a new installation or performing a system repair.

The VP55 is a 5cfm pump with an AC motor,

and the VP85 is an 8cfm pump with a DC motor. The 8cfm DC motor allows for smooth running in colder weather and lower voltage. A unique feature of the Fieldpiece vacuum pumps is the four in-line ports in three different sizes that allow for tidy hose routing and hose options. Another feature for the HVACR professional is the extra wide base to help prevent the pump from tipping and spilling oil.

Oil management, including inspecting the condition of the oil as well as ease of changing the oil, is important when installing or repairing a system. With the Fieldpiece Vacuum Pumps, the HVACR professional can clearly view the oil condition through the large oil tank window. The oil backlight not only allows the technician to see the condition of the oil but also to see if the fill level is correct. In addition, with the Fieldpiece RunQuick<sup>™</sup> oil change system, the oil can be replaced in under 20 seconds, even without losing a vacuum while the pump is running. Russ Harju, Product Manager Fieldpiece Instruments says, "Performance and features are at the core of our new vacuum pumps. We are excited to launch this new vacuum pump line, based on the Fieldpiece range of professional HVACR tools and test equipment. The pumps are competitively priced and with our proven track record of performance will become the one pump the technician asks for." The VP55 and VP85 Vacuum Pumps will be at distributors in Spring of 2018.



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# **"THE DUCT-FREE ZONE"**

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

My first installation of a mini split was 25+ years ago for an older woman...we will call her Mrs. Gillacuddy. It took me about three days to install a single zone system...today that same job would take me half a day.

When I was finished, I was so proud of myself... proud of the job. I quickly invited Mrs. Gillacuddy into her living room to inspect my work for the first time...I couldn't wait to see her reaction!

I expected her to beam with the same awe inspired glow that I did as I looked at the evaporator on the wall...but that is not what happened. Rather, Mrs. Gillacuddy stood there for a while silent, pale faced and motionless...then I swear she gulped and finally said, "it looks like you took it out of my window and hung it on my wall."

... and you know what? She was RIGHT!

Prior to my time at Tradewinds, I did some contract work for Heat Controller, Inc. out of Jackson, MI. You know them by the brand name Comfort-Aire.

I had the pleasure of learning the history of the mini split from a man who lived it, Mr. Don Peck, the CEO of Heat Controller at that time and an employee there for over 50 years.

Don was always proud to tell me that the FIRST

mini split was in deed developed by Heat Controller... here are his exact words...

"The first introduction in 1965 was the Comfort Aire Twin which was a window air conditioner with a split cabinet design that allowed the window to close into the center of the unit with the compressor and the condenser fan on the outside of the window and the indoor fan on the inside making for a very quiet application.

The Twin Pac, the first mini split, was an offshoot of the Twin and was originally developed for Sears in 1969 and went by the name "Sears Modular Central Air Conditioning System". They offered two sizes, a 6000 (115 V) and 16000 (230 V). The original units had only 8' of refrigerant lines and were quick connect and included a double wrench kit for making the connection. In 1971 the Twin Pac were made available under the Comfort-Aire label. Three sizes were then offered, (6000, 11000 and 16000). The line set accessories were also changed to allow for up to 19' between the indoor and outdoor units. The product went away when the federal government instituted the first EER rating of 8.0, in the late 1980's as the product was classified as a split system rather than a room unit."

Now, let's fast-forward 49 years...

Lets look at the latest mini split product introduction from GREE...the Sapphire.

A 12K Sapphire indoor unit is just 39.9" long X 12.1" high X 8.7" deep and has a discrete clean appearance.

The Comfort-Aire Twin Pac of the early 1980's left the market because it could not meet the EER of 8 required back in the day...the Sapphire? The 12K Sapphire has an EER of 15.3 and a SEER of 30.5 (the 9K Sapphire has an EER of 16.7 and a SEER of 38).

Oh yeah...and the Comfort-Aire Twin Pac had a maximum lineset length of 19', well the GREE Sapphire SAP24HP230V1A has a maximum lineset length of 164'...no that's progress!

I'll keep it real...

I still don't think anyone looks at a mini split indoor unit and says, "wow, that's looks GREAT!"... but the good news is they probably don't say anything at all!

ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training at Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. gwagner@twclimate. com www.twclimate.com

# **Gov. Scott's Securing Florida's Future Budget Includes Unlicensed Activity Awareness**

Department of Business 2. Professional Regulation

budget for Florproposes ida continuing \$2.2

million to combat unlicensed activity. DBPR will continue to proactively seek out unlicensed activity while educating the public about the need to only

The future hire licensed professionals.

In Fiscal Year 2016-2017, the Division of Regulation performed 726 sweeps, 41 undercover enforcement operations and 797 outreach events to educate Floridians about the importance of hiring licensed professionals and the dangers unlicensed individuals pose.

**Milwaukee Tools** Introduces the 13in1 **Cushion Grip Screwdriver** with Schrader Valve Bit.

The new tool features a durable tri-material cushion grip handle with an anti-peel design to ensure the grips will not fall off. For more leverage and precise control, a wrench-ready bolster enables users to utilize a wrench to maximize the tightening and loosening force. The included Schrader® Valve bit is designed for installation and removal of common Schrader® valves.







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Thomas Hunt and Clint Sullivan of Sullivan Heating & Air (front) with Ashley Norman and Rick Fields of Johnstone Supply Ware Group (back)

## April 11th Gainesville



HOUS



Kimberly Barksdale of Barksdale Sales Group with Hunter Quinn of Browning Heating & Air

# Saving You Time. Making You Money. N HOOK TH

**The Ware Group** 



Josh Sumner of Stellar Services, Patty Cox of Johnstone Supply Ware Group, and Dave Clark of Uniweld



David Waugh of Target Sales, Scott and Debbie Hummel of All Star Air Conditioning, Earl Miller of TurboTorch



The baked beans with sausage were amazing and the meat was cooked to perfection!



Patrick Porter of The Collier Companies, Don Livingston, Rachel Bush, and Jacob Knight of Johnstone Supply Ware Group

#### .JohnstoneWareGroup.com



Bryan Thompson, Mike Wheeler, and Chad Forde of The Collier Companies



Justin Seppi, Chris Foster, Lori Flaris, Paul Hladun, and Kevin Kaiser of Johnstone Supply Ware Group



**Billy Dyson and Glenn Newman of Newmans** Heating & Air with Rob Hamilton and Sonny Hendrix of Hamilton & Associates



Jody Long of Nu-Calgon with Zac Shaw of Wilson Heating & Air



How do you like your Tea Sweet or Unsweet?





Dave Bellamy of Johnstone Supply Ware Group, Steve Schraum and Kennon Caudle of Alachua County, Witt Parker of J. Nichols & Associates





David Protzman and David Tripp of University of Florida with Bob Williams of Leone Green & Associates

Sara Bresette of Amana with Jimmy Bellamy of Demand Side Energy Solutions

(L&R) Charlie Giardina and Ronny Murphy of Crystal Air Conditioning with Scott Tschida of Johnstone Supply Ware Group



Don Griscom and Ryan Reynolds of EV Dunbar with Dan Wolfe and Chris Lee of **Ray French Air Conditioning** 



Amy Cone, Rick Howard, and Meghan Aspinwall of Johnstone Supply Ware Group



Rusty Hart of Florida Dept of Corrections with Tim Roberts and Mike Winkel of Cain Sales

# Is Your Favorite Thermostat Model Being Discontinued?



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	TH4110D1007	T605-2	1 Heat/ 1 Cool, Programmable, 2" display
Bl	TH3210D1004	T621-2	2 Heat/ 1 Cool, Non-Programmable, 2" display
	TH5110D1022	T701	1 Heat/ 1 Cool, Non-Programmable, 4" display
	TH6110D1021	T705	1 Heat/ 1 Cool, Programmable, or Non-Programmable, 4" display
OD	TH522OD1029	T721	2 Heat/ 1 Cool, Non-Programmable, 4" display
09	TH622OD1028	T725	2 Heat/ 1 Cool, Programmable, or Non-Programmable, 4" display
	TH622OD1028	T755	3 Heat/ 2 Cool, Programmable, or Non-Programmable, 6" display
	NA	Т755Н	3 Heat/ 2 Cool, Programmable, w/ Humidity, 6" display
R	TH5110D1022	T801	1 Heat/ 1 Cool, Non-Programmable, 8" display
ETTE	TH6110D1021	T805	1 Heat/ 1 Cool, Programmable, or Non-Programmable, 8" display
B	TH622OD1028	T855	3 Heat/ 2 Cool, Programmable, or Non-Programmable, 8" display
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\*\*This document is for reference only and represents the closest PRO1 system configuration & feature match for all models referenced. Please compare required specifications to ensure you are choosing the best product for your particular application.









## **Coil Cleaning: An Important Part of HVAC and Refrigeration Maintenance**

Healthy air conditioning coils are vital for a safe, efficient HVAC or refrigeration system. Systems have two types of coils: condenser and evaporator. These coils are responsible for transporting heat through the unit and out of the building. Evaporator coils absorb the heat and move it to the refrigerant. From the refrigerant, condenser coils transport the heat and release it outside, providing cooling. Dirty coils do not function efficiently.





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#### MAY 2018

#### **TODAY'S AC & REFRIGERATION NEWS**





Johnstone Supply Ware Group Jacksonville South Open House Team!

# OPEN HOUSE201

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



Judd Thompson of Duval County, Jim Keene of Johnstone Supply Ware Group, Howard Fussell of Duval County, and Anthony Parenti of Klein Tools



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



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Russ Leadbetter of Johnstone Supply Ware Group, Derek Krzywonski and John Goodpasture of St Johns Air, and Hays Basset of BTU Reps



Dan Quinn and Julio Sanchez of Duval County, Colin Dees of Johnstone supply Ware Group, Ron McLauhglin of Ron McLaughlin & Associates, Bobby Cupp, Tim Caldwell, and Sean Ince of Pro1 Thermostats



Adriano Aerias and Rodrigo Charry of Breeze Heating & Air with Mike Champagne of Crown Products



The food tent at Johnstone Supply Ware Group in Jacksonville was filled with hungry contractors



Rob Rickman of Mitsubishi Electric with James Kraout of Synder Air Conditioning



Tim Roberts and Rick Farrow of Cain Sales, Patrick Oberry and Keith Stock of Snyder Air Conditioning, Mike Winkel of Cain Sales



Keith Holland of Leone Green with Dennis Buier of Battle Mechanical



Steve Hargis of JEA with Scott Stradtner of Highside Chemicals









Don Griscom of EV Dunbar, Chad Tyler and Gene Haskew of NCSB, Ryan Reynolds of EV Dunbar, and Jeremy Garza of Fluke

AJ Saucier of KE2 with Craig Walker and Cory Patterson of TWC Services

Kristy Kerlin of The Metal Shop, Hank Henderson of Johnstone Supply Ware Group, Joann Hunt of The Metal Shop



Bruce Haupt of The McAllister Group with Gil and Gary Nonis of AC Engineers



A Beautiful Day + Great Food, Fun, and Friends = a great open house!



Al and Linda Knoepfel of Maintenance Masters with Rachel Bush of Johnstone Supply Ware Group

# HVACR Industry Packs National HVACR Educators and Trainers Conference

Technology is rapidly changing, and nowhere is that more apparent than in the HVACR industry. If you were among the 750 registered attendees who packed the 12th annual HVAC Excellence National HVAC Educators and Trainers Conference, you would have noticed something missing as you made your way through the exposition hall and attended the breakout sessions... Traditional ducted heating and cooling equipment. Instead, throughout the conference, there was an abundance of ductless mini-split and variable capacity systems on display.

Team members from Daikin, Fujitsu, International Refrigeration Products and Mitsubishi were on hand to help HVACR instructors incorporate ductless technologies into their programs. Working together, they conducted an array of lecture and hands on classes to ensure instructors had the training and resources needed to better meet market demands.

There was a great deal of energy in the air and exchanging of ideas, as instructors traversed the fifty plus sessions offered. A key concern among all in attendance was the continual problem of not being able to find enough qualified individuals to fill all the open positions in our industry. Wayne Turchetta addressed this issue on behalf the Mechanical Service Contractors of America (MSCA), whose members include Johnson Controls, Carrier Commercial, Siemens, EMCOR, Trane Commercial, McKinstry and other industry-leading companies. He explained that, while MSCA member companies offer some of the most sought-after career opportunities, they also struggle to find enough qualified entry-level technicians. As part of his discussion, Wayne provided insight regarding the difficulties that many instructors face when attempting to place graduates with these companies. To help bridge the gap between HVAC program graduates and some of the most desirable positions in the industry, Mr. Turchetta offered to assist in the process of connecting instructors with MSCA member companies in their area who could provide career opportunities to their graduates.

A common discussion throughout HVACR education is how the industry is rapidly changing, yet the funding required to bring new technologies into the classroom has failed to keep pace. Mr. Christopher Noonan of Tarrant County Community College provided a first-hand story of how his program, which faced many of the same problems most institutions face, was able to make the dream of creating the Center of Excellence for Energy Technology a reality. This 87,000 square foot facility represents the epitome of training and acts as a blueprint for other schools to emulate and build upon. Mr. Noonan discussed how instructors can engage administration on their terms to help address the long term economic needs of the community.

Building on this theme of building world class HVACR programs, Randy Petit CMHE of HVAC Excellence stated that great programs begin with great instructors. Mr. Petit explained how the depth of knowledge your students obtain in class will determine whether they become a parts changes or master technician. Utilizing data compiled by HVAC Excellence, and provided by Warren Lupson, the former Director of Education for AHRI, Randy Petit spoke about the competencies that are often lacking in entry level technicians. Mr. Petit explained that while technologies advance, program hours continue to decline. HVACR instructors are being asked to cover much more materials in far less time. Having discussed the problems, solutions, and where the industry is going, he concluded with a quote from President John F Kennedy "Let us not think of education only in terms of its costs, but rather in terms of the infinite potential of the human mind that can be realized through education. Let us think of education as the means of developing our greatest abilities, because in each of us there is a private hope and dream which, fulfilled, can be translated into benefit for everyone and greater strength for our Nation."

For nearly a quarter of a century, HVACR instructors have been providing essentially the same Section 608 exam to their students. However, that all changed with the release of the new exam, which replaces the old one. With the phase-out of the old exam, HVACR instructors have lots of questions. To address these questions, Jeremy Arling of the EPA participated in the conference, allowing instructors to get the facts from the source. Mr. Arling explained that the Section 608 Regulations have changed, and now so has the exam. Additionally, he provided assurance that approved testing organizations will be offering the old exam for a few more months, to allow for a smooth transition.

A common theme of the conference each year is to unite the industry around education. During general sessions, HVAC Excellence took time to recognize the Twenty-seven programs granted HVAC Excellence Accreditation and instructors who earned the title of Certified Master HVAC Educator in the last year. In addition, they recognized other individuals in attendance, including the twenty plus recognized industry authors.

Participating in the conference is like going to boot camp, stated one instructor. Fifty plus sessions to learn from, exposition to see the new technology, great networking opportunities, and lots to learn. However, the ability to identify what you don't know was priceless! Throughout the conference, attendees had the opportunity to test their knowledge through credentialing exams, while putting their skills to the test in the Teachers 'n Trainers "TnT" contest. Many instructors tested their knowledge and skills, however in the end only one person could be crowned the 2018 TnT winner, and that person is George Brown, from the College of the Desert in Palm Desert, California. Rest assured that all who participated gained new ideas to incorporate into their training.

While the conference has just concluded, preparations for the 2019 National HVACR Educators and Trainers Conference are already underway. Subject matter experts interested in sharing their knowledge have begun to submit their call for presenters applications, and companies that support HVACR education have already begun to sign up for the 2019 exposition. However, the conference was developed by instructors for instructors. HVAC Excellence asks all instructors to share the call for presenters or exhibitor prospectus with those whom they feel should participate next year. Through support of our HVACR educators, together we can accomplish anything. For more info please visit www.escogroup.org





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# **Gov. Scott: State of Florida Ranks No. 1 for Building Code Strength**

TALLAHASSEE, Fla. – Today, Governor Rick Scott announced that the Insurance Institute for Business & Home Safety (IBHS) has released the new edition of its Rating the States report, ranking Florida No. 1 for strengthening residential building-code systems. The state-by-state assessment, previously issued in 2012 and 2015, ranks 18 states most vulnerable to catastrophic hurricanes along the Atlantic Coast and Gulf of Mexico. The report is intended to focus attention on the need for strong, statewide building codes and identify steps states can take to improve their building-codes.

Governor Scott said, "In Florida, we know how important it is to be prepared for hurricanes while doing everything possible to keep families safe. Florida's building codes have consistently ranked among the strongest in the nation and I'm proud that we have now been ranked first for building code strength by the Insurance Institute for Business & Home Safety."

Florida Department of Business and Professional Regulation Secretary Jonathan Zachem said, "As reflected in the IBHS report, the importance of effective, well-enforced building codes was demonstrated in our state during the 2017 hurricane season. I'm extremely pleased that the state of Florida was ranked first on this landmark report."

IBHS CEO and President Julie Rochman said, "States with strong, updated codes saw stunning proof this year in Florida that updated, well-enforced building codes have led to the construction of homes and buildings that can stand up to fierce hurricane winds. It can't be any clearer: these codes work."

## **Smaller-Diameter Copper Tube Use** Grows in China and **Rest of World**

Beijing, China (9 April 2018) - According to the International Copper Association (ICA), smaller diameter copper tube usage continues to grow in China and worldwide. OEMs seeking to improve the energy efficiency of appliances and phase out high-GWP refrigerants are adopting MicroGroove technology in increasing numbers all around the world.

Brilliant Consulting reports that smaller-diameter copper tubes are capturing ever larger proportions of the global market for residential air conditioning. It estimates that 27 percent of residential ACs made in China are now made with copper tubes with diameters of 5-mm or smaller.

"The use of smaller-diameter copper tubes began in China and is spreading to the rest of the world," acknowledged Nigel Cotton, MicroGroove Team Leader. "Vital research conducted in China helped to

> increase the efficiency of air conditioners and reduce materials usage. It turns out that the smaller diameter tubes also help reduce refrigerant volume and so they are well suited for use with flammable low-GWP refrigerants in light commercial applications. They are also well-suited for use in larger condenser coils and heat pumps."

ICA continues to support research projects leading to technical papers and presentations at major conferences. Papers have been delivered on many topics, such optimizing tube circuitry and fin design; software programs for developing commercial heat exchangers; reducing refrigerant volume for use with new synthetic refrigerants as well as natural refrigerants; and the use of smaller diameter tubes in heat pump applications.

Technical papers on tube correlations and coil simulations will be presented at the International Refrigeration and Air Conditioning Conference at Purdue University in July 2018. The ICA China office in Shanghai has developed a simulation software package called HXSim to assist in the design of coils made from smaller diameter copper tubes for a wide range of applications. The International Copper Association, Ltd. (ICA) is the leading organization for promoting the use of copper worldwide. ICA's mission is to promote the use of copper by communicating the unique attributes that make this sustainable element an essential contributor to the formation of life, to advances in science and technology, and to a higher standard of living worldwide.



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force group to identify key enforcement areas and

bigger commitment and better attitude to tackle un-

licensed activity." The speakers Oscar Alvarez and

John Herring discussed how unlicensed complaints

are handled. The Palm Beach County Certification

Division relies on contractors to help to identify this

Patrick Raney of Royal Palm Beach High School HVAC

Academy, James Pickard and David Hutchison of

CMI Air Conditioning, Robert Mayhew of Tropic Supply

Mark Worrell of State Energy stated "There is a

strategies to address them.



# **PBACCA April General Meeting Working Together To Stop Unlicensed Activity**

PBACCA held their general meeting on April 5th at 6:00 pm and dinner started at 7:00 pm. The meeting was held at the Embassy Suites in West Palm Beach.

The program speaker's were from the Palm Beach County Certification Division: Director Oscar Alvarez and Senior and Investigator John Herring who are working together to stop unlicensed activity. A Round Table Discussion was about setting up a small task



Bob Anderson of Custom Air Design, Cody Herring of Carrier Enterprise, and Arturo A. Alba, Jr. of ARCO Supply



Mark Worrell of State Energy, Inc., Robert Volin of Air Design Concepts, and Oscar Alvarez of Palm Beach Certification Division



Mark Worrell of State Energy, Inc. shared some facts on how progress is moving forward to stop unlicensed activity in our industry



The PBACCA April Meeting had

a great turnout for the discussion

about unlicensed activity

Oscar Alvarez, director of Palm Beach County Certification Division discussed how every contractor can help to curb unlicensed activity

activity by reporting and sharing information as it is in progress. Another problem is licensed contractors who do not pull permits. There is a danger involved because homeowners who have a problem will not be covered by their insurance.

Join PBACCA for their Annual High-E-Fishin-Sea-XXVII Fishing Tournament on Saturday June 9, at 7 AM to 3 PM at the Riviera Beach Marina.



Tony Kiser, Blake Vandeg, Christopher Payne, David Mullin, and Don Connelly of EDS Air Conditioning, John Riley of Al Packer Ford-Lincoln (front right)



Jim Carr of Complete Comfort Inc. opened the meeting and shared the minutes of the prior PBACCA meeting



Investigator John Herring of The Palm Beach Certification Division spoke to the members about their commitment to grow this program



## This May Celebrate The Building Codes That Protect Your Family And Community

Washington, D.C. – This May join a diverse coalition of corporations, nonprofits, government agencies and professionals in the building industry to support the 38th annual Building Safety Month. Presented by the International Code Council, this global campaign reminds us of the importance of building codes in protecting our families and communities.

Building codes are often the difference between preservation or destruction and life or death. Modern codes and standards incorporate the latest technology and provide the safest, most resilient structures to protect against building failures, hurricanes, tornadoes, floods, fires and other disasters. Building codes save lives.

The National Institute of Building Sciences (NIBS), NSF International and the National Association of Home Builders (NAHB) are three of nineteen organizations financially supporting this year's campaign. Here's what they had to say about the importance of building safety:

"Building Safety Month provides the opportunity for the National Institute of Building Sciences to partner with other organizations in a common cause to advance the safety, resilience and performance of buildings," said NIBS President Henry L. Green, Hon. AIA.

NSF International Vice President of the Global Water Division Dave Purkiss shared, "NSF International's mission is to protect and improve human health. Working with the International Code Council, one of the world leaders in model plumbing and building codes, to develop strong codes, is an important tool in accomplishing that mission."

"This year, NAHB is promoting the #Safety365 campaign, shining a spotlight on workplace safety and the many educational programs and resources we have created for our members, their employees and subs. Building Safety Month is an important way to put a spotlight on this effort," stated NAHB CEO Jerry Howard



# Nortek Air Solutions Recognized by ASHRAE for Research Contribution

ST. LOUIS (April 12, 2018) — Nortek Air Solutions (NAS), a leading manufacturer of innovative custom commercial HVAC systems, was recently recognized for its contribution to HVAC/R research by the American Society of Heating, Refrigerating and Air-Conditioning Engineers' (ASHRAE) Research Promotion (RP) Campaign.

Presented at ASHRAE's recent President's Luncheon in Chicago, NAS's Buddy Doll, president; and Joe Naccarello, P.Eng., vice president–sales; accepted the recognition on behalf of NAS from 2016-2017 Past RP Chair Darcy Carbone for the firm's 2017 Golden Circle level donation of \$10,000. The presentation marks the 18th consecutive year of RP donations for NAS, putting it in the top 20 of 7,000 RP donors. RP is a grassroots campaign that raised a program record of \$2.7 million in funds last year for research, scholarships, comprehensive educational activities and young engineers in ASHRAE.

"We are proud to have sponsored the RP Campaign for 18 years and we are committed to support ASHRAE research in the future," said Naccarello.

For more information about Nortek Air Solutions and its product portfolio, visit www.nortekair. com.

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#### MAY 2018

#### **TODAY'S AC & REFRIGERATION NEWS**

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# DiversiTech® Introduces Flex Inject® Sealant Total



ATLANTA (April 16, 2018) – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration ("HVAC/R"), is introducing Flex Inject Sealant Total. Featuring a UV dye, along with the product's leading-edge sealant chemistry and patent-pending flex hose with misting orifice, Flex Inject Sealant Total makes it even easier for contractors to identify and fix AC system leaks.

The push-button valve with a misting orifice releases the sealant and the dye, which travels with the oil and refrigerant, within the system at the same time, ensuring no liquid slugging occurs. As they travel together, the UV dye exposes leaks and hairline cracks in yellow (with a UV light), while the sealant fixes leaks. The flexibility of the hose allows for easy maneuvering and adjustment, as needed. Not only is Flex Inject Sealant Total ideal

for addressing and showcasing leaks, it stays active in the system for up to 10 years, continuously fixing leaks for as long as the sealant stays in the system, thus making it a great preventative maintenance tool.

Available for immediate use and installing in just seconds, the product requires no tools, manifold gauges, pump down or system runtime after injection. Flex Inject® Sealant Total will not cause liquid slugging or plug up manifold gauges, metering devices, Thermostatic Expansion Valves (TXVs), pistons or cause cap tube blockages.

The product contains three times the sealant volume and three sealing components as compared to competing products. The innovative triple sealant power uses specific organosilanes, which have unique metal bonding properties. This allows the sealant to attach itself to any metallurgy, iron, copper, aluminum and alloys (such as brass and even plastics) to keep the refrigerant from escaping.

Flex Inject Sealant Total is polymer-free and works with all compressors, heat pumps, condensers, recovery units and other system components. It can be installed in HVAC/R systems ranging from small appliances to residential and commercial systems. It meets the ASHRAE ARI 700 standard and is compatible with all oils and refrigerants, including R-410A and drop-ins. It is also suitable for use in aluminum and copper coils and is microchannel friendly. "The addition of the UV dye integrated with the sealant is the latest innovation to our complete line of HVAC/R refrigerant sealants under the Flex Inject Sealant brand name," said DiversiTech's Market Segment Manager, Ron Grabowski. "It adds even more peace of mind for contractors and homeowners, and further separates our industry leading sealant products from the competition." HVAC/R contractors and distributors wanting more information can view a video of Flex Inject® Sealant Total showing its features, benefits and installation method at www.diversitech.com/flexinject. Founded in 1971, DiversiTech® Corporation is North America's largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga., metropolitan area, DiversiTech's mission for its wholesaler partners is to simplify their work. The Company is focused on growth through internal product development, external partnerships and acquisition. Manufacturing a suite of products, which includes a wide range of mechanical, electrical, chemical and structural parts for HVACR systems, DiversiTech brings unparalleled scaling capabilities and supplier expertise. The Company holds numerous patents and operates an advanced R&D materials division dedicated to bringing more value to its customers.

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