

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Goodman Distribution Hosts Open House At Their North Port Location (see page 21)



WinSupply Port St Lucie Hosts Champion Momentum Technical Service Class (see page B12)



27th Annual PBACCA High-E-Fishin-Sea Tournament In Riviera Beach (see page B2)



Tropic Supply Demo Day Events During The Month of June (see page 15)



YORK® Celebrates 5th Anniversary with Building Homes for Heroes (see page B15)

AHR Expo Returns to Atlanta for the First Time Since 2001



Jeff Schlichenmeyer
Publisher

The AHR Expo will return to Atlanta for the first time since 2001 for its 2019 Show at the Georgia World Congress Center. HVACR accounts for billions of dollars in revenue and is a key economic driver for the state of Georgia, with U.S. Department of Labor projections indicating it will see nearly 20 percent growth in the coming years. With this booming HVACR market, the region is a top location to host the next AHR Expo.

We are thrilled to be back in this great city for the first time in 17 years. Atlanta, particularly the Georgia World Congress Center, is a hub for some of the country's largest trade shows — a list that, for 2019, includes AHR. We are excited to be back in this region and to invite professionals from all over the world to experience its energy and pace.

The AHR Expo brings more than 60,000 attendees an exclusive opportunity to be at the forefront of experiencing and adopting the latest industry applications and products, as well as the chance to learn about emerging technologies before they are mainstream. Over 2,100 companies exhibit from 35 represented countries, making the three-day Show an opportunity to network with enough potential business partners to

build out an entire year's business prospects.

We receive consistent feedback at each Show that AHR is the place for best-in-class education of industry trends and practices, as well as a source for professionals to network with other people in the business of all titles and trades. Every year we see returning exhibitors and attendees who have been with us for years, as well as companies launching into business. It's an exciting place to convene with the best in practice and it really gives an accurate snapshot of what's going on in the industry.

"The AHR Expo is the heartbeat of the industry. Everybody that's anybody is here, either exhibiting or attending," said Kevin Bergin, director of Aspen Pumps Inc. at the 2018 Show. "We come to the Show to check the pulse of the industry, and to get an opportunity to build relationships with new and existing customers in the U.S. This Show lets us see how people are thinking about the year ahead. Based on the [2018 Show], we're seeing a lot of confidence, and in our product category, the industry is still growing and that's a big opportunity for us in the U.S."

Atlanta is home to many popular tourism attractions to be seen outside of the Show, including the World of Coca-Cola, Centennial Olympic Park and the world-famous Georgia Aquarium. The 2019 AHR Expo's return to Atlanta presents an exciting opportunity for professionals from all over the world to visit the Southeast region and to experience it first-hand.

Freezing Mechanical Installs Donated YORK Heating and Cooling System In Mortgage Free Home Honoring U.S. Military Veteran

On June 7, Freezing Mechanical joined local contractors and Building Homes for Heroes at a Welcome Home ceremony in Miramar, FL for Army SSgt Ricardo Gutierrez de Pinerez.

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

Gottlieb, director of construction development, Building Homes for Heroes.

Building Homes for Heroes is a national organization that recognizes the tremendous sacrifices of men and women of the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to

build or renovate quality homes and gift the homes to severely injured veterans nationwide, mortgage free.

Freezing Mechanical is excited to partner with YORK and Building Homes for Heroes to support this deserving family.



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Enjoy your Freedom! **TODAY'S A/C NEWS**



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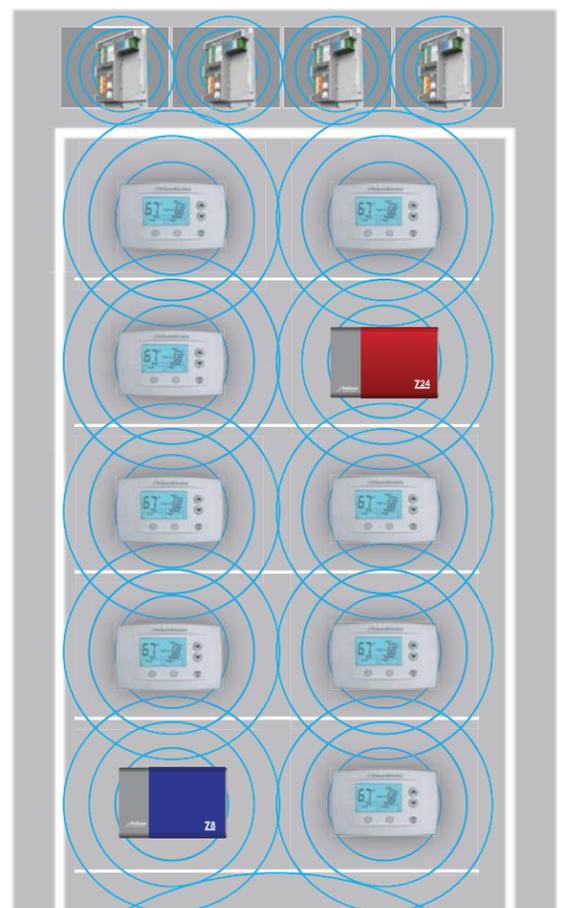
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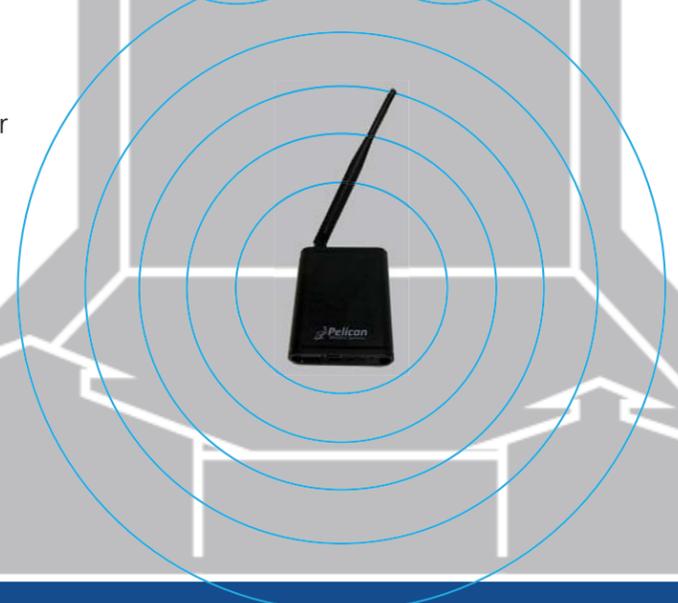
Zone Panel (8)



Zone Panel (24)



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Watch Out! Google is Now in the HVAC Business

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

I was searching for the telephone number of a contractor – I put the exact name of the company in the search area and the company's info came up along with the picture on the right...listing Google Guaranteed Contractors. So, I searched in Atlanta, where I live, and yes, there are Google guaranteed contractors...one of the "big boys in town" along with several smaller contractors.

Google has found another way to generate revenue and compete with Home Advisor and other companies like them.

The challenge for the other lead sites and HVAC businesses is that Google is one of the most trusted brands in the world according to almost every survey I see. This means that if people are searching because they don't know who to call, they are likely to call a Google guaranteed contractor since they trust Google. And, since one of the Atlanta Google guaranteed contractors does a lot of advertising, the person searching might have heard/seen an ad and be even more likely to call that contractor.

The question is: Do you play the game and become a Google Certified Contractor?

An even more important question: How do you keep people away from searches...they already know that your company is the one they should call?

If you become a Google Certified Contractor, you will pay for the leads you get through potential customers clicking on the link. People searching have the option of being contacted by everyone listed or just one listed contractor.

Is it worth it? The best way to find out is if you try it, then track the leads. You'll know the answer. Here's the link if you want to do it: <https://www.google.com/adwords/local-services-ads/>

Now, the answer to the more important question: How do you keep people away from searches? Your company must become the company that your target audience thinks about immediately. If the person knows your company name, they might search anyway to get the phone number. However, they are less likely to pay attention to the sponsored ads because they are searching for something specific – your company's phone number.

Magnets, stickers, and other useful household items with your company's name on it are critical. In the old days when the Yellow Pages were still in use, I used to recommend putting a sticker ON their yellow pages to keep them out of it. Stickers are still critical today: on the outdoor unit (weather-proof), on the indoor units, on the breaker box, and sometimes you can still put them on thermostats... depending on the type of thermostat. However, get permission to put a sticker on a thermostat.

Give your customers a magnet and get permission to put a magnet on the refrigerator. Other items that work well include your company logo and phone number on pizza cutters, chip clips, and jar openers. Women use these items and see your company's name all the time.

But, what if you want new customers?

You can send these items in the mail to a targeted geographic area with a coupon to try your company's services. You can, and should, ask for referrals.

You can send geographically targeted direct mail pieces, from a simple postcard, to a letter, to the "21 Critical Questions to Ask before Hiring an HVAC Contractor" book. (hvactrustbooks.com)

Your prospective customers may receive a direct mail piece and go to your website before they call you. Some may just call. Implementing these ideas keep customers and prospective customers out of search.

The reality is that Google is now in the HVAC

business – with a trusted name providing guaranteed contractors. Have a plan to keep existing customers and generate new customers despite this giant competitor looming in your backyard.

Next Topic: The First Refrigeration System

My daughter, Kate, and I just came back from a phenomenal trip to Peru. We visited Cusco, the Sacred Valley and Machu Picchu. The Incas were a great civilization that got wiped out by the Spaniards in the early 1500's in their quest for gold and silver.

The Inca didn't have electricity, air conditioning, or refrigerators. They had to find a way to store food, i.e. keep it cold, so they could survive. Their solution was the structure you see in the picture.

Their refrigeration system was built into the south side of the mountain where the winds from the surrounding mountains kept a vortex going – and therefore continuous cooling. The food lasted through the rainy season and until the next harvest. And, dried potatoes could be kept for years.

This is a great example of using what you have, getting input from your fellow citizens, and creating what you need/want.

So how does this apply to us?

From what we know, the Incas worked together. Yes, there were leaders. However, everyone was part of the team. Everyone had input. That's how they achieved their greatness. That's how they were able to create this refrigeration system.

Do you run your company as a dictatorship? Everyone has a specific job to do, with no creativity, and no input. No decisions are made without your say so. From what I've seen, this is the best way to have frustration, burn out and stunted growth. There is only so much one person can do.

Or, do you run your company as the leader? Everyone knows what the goals, direction, and mission of the company is. They have input. They are NOT afraid of making mistakes. You've set the goals and direction and rely on your team to make it happen. You are NOT involved in every decision. You oversee profitability and you trust your management team to take the business to the level where you want it to be. From what I've seen, with the right management team, this is the best way to have increasing revenue, contented employees, and great profitability.

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

(Continued from Cover Story)



Victor Finalet of Freezing Mechanical, Octavio Figueroa of York Source1, and Army SSgt Ricardo Gutierrez de Pinerez with his wife Juliana

"It's amazing," said Army SSgt Ricardo Gutierrez de Pinerez. "It's more than I expected and honestly way more than I ever expected."

Army SSgt Ricardo Gutierrez de Pinerez served in Afghanistan, where he injured his back during a downed aircraft recovery mission. He deals with PTSD and admits the transition to civilian life has been challenging.

"When you first get out of the military you are faced with many problems and situations that are hard to deal with," he explained. "The military prepares you as best they can but you still have a lot of uncertainty."

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.



Leslie Tomasini, George Wallace, Eric Bonde, and Octavio Figueroa of York Source1 with Victor Finalet of Freezing Mechanical

Local Chapters to Host Inspector Night in August

Annually the Southwest Air Conditioning Contractors Association (SWACCA), the South Florida Air Conditioning Contractors Association (SFACA) and the Refrigeration and Air Conditioning Contractors Association (RACCA) invite local building inspectors to participate on a panel. Topics of discussion range from interpretation of code, common reasons for red tags, to changes in local procedures. Attendees also have an opportunity to ask questions of the panel. Following is this year's schedule of meetings:

SWACCA – August 7, 2018 – 7 PM

Embassy Suites, Estero

SFACA – August 8, 2018 – 7 PM,

Sheraton Suites, Plantation

RACCA – August 9, 2018 – 6:30 PM,

Crowne Plaza, Tampa

For more information on Inspector Night or to register, visit the associations' websites or call the Association office at 727-209-0890 (SWACCA and SFACA) and 727-209-5745 (RACCA).

LG Electronics USA Appointed to CABA Board of Directors

The Continental Automated Buildings Association (CABA) is pleased to welcome LG Electronics USA to its Board of Directors. CABA is the leading nonprofit industry association that provides information, education and networking to help promote advanced technologies for the automation of homes and buildings.

"I am pleased to welcome LG, a global leader in HVAC and smart home technologies, to CABA's Board of Directors," stated Ronald J. Zimmer, CABA President & CEO. "This continues CABA's long tradition of premier representation on our board from the smart home, building technology and HVAC sectors."

The company will be represented on CABA's Board by Kevin C. McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. Building on his three decades of experience in the U.S. HVAC industry, McNamara has been overseeing LG's commercial, light commercial and residential air conditioning business in the United States since 2011.

McNamara leads the team that established LG as a leader in the North American industry with a robust

lineup of HVAC solutions, including industry-leading variable refrigerant flow (VRF) technology and customizable control systems. Reflecting his important role in growing the U.S. air conditioning business, he was named LG Electronics' global B2B Person of the Year, and most recently, HVAC Insider's 2018 "Man of the Year."



Kevin C. McNamara, senior VP president and general manager, Air Conditioning Technologies, will represent LG Electronics USA on CABA's Board

"I am honored to represent LG on CABA's prestigious board," said McNamara. "LG is looking forward to increasing our involvement with CABA and building a long and mutually-rewarding relationship. We continually push the boundaries in the HVAC category with limitless vision, innovative technology and flexible connectivity solutions, all of which complement CABA's important work in advanced automated building technologies."

CABA is a leading international, not-for-profit, industry organization that promotes advanced technologies in homes and buildings. Its 380 strong corporate members and 27,000+ individual industry contacts are leaders in advancing integrated home systems and building automation worldwide. The CABA Board of Directors provides the strategic direction for the Association.

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



Group photo of York Source1, Jupiter Tequesta AC, Building Homes for Heroes, and USMC SSgt Lloyd Howard Jr. and his family



Keith Demario, Bobby Pickney, George Wallace, Shane Studer, and Eric Bonde of York Source1, with Josh McLaughlin of Jupiter Tequesta AC



Josh McLaughlin of Jupiter Tequesta AC with USMC SSgt Lloyd Howard Jr. and his wife

On June 6, Jupiter Tequesta AC joined local contractors and Building Homes for Heroes at a Welcome Home ceremony in Ft Pierce, FL for USMC SSgt Lloyd Howard Jr.

Johnson Controls donated a YORK heating and cooling system and Jupiter Tequesta AC provided installation services for the veteran's new home. "The support of companies like Johnson Controls and its high-quality YORK heating equipment and contrac-

tors like Jupiter Tequesta AC enable our organization to reach more injured veterans in need and help them begin to rebuild their lives," said Chad Gottlieb, director of construction development, Building Homes for Heroes.

Building Homes for Heroes is a national organization that recognizes the tremendous sacrifices of men and women of the United States Armed Forces by supporting the needs of severely wounded or dis-

abled soldiers and their families. The organization strives to build or renovate quality homes and gift the homes to severely injured veterans nationwide, mortgage free.

Jupiter Tequesta AC is excited to partner with YORK and Building Homes for Heroes to support this deserving family.

In December of 2006, Staff Sergeant Howard was ambushed by enemy insurgents while deployed to Ramadi, Iraq. Knocked unconscious by an explosive, he sustained traumatic brain injury, lumbar strain, spine disorder and other wounds. For his service, he has been awarded the Purple Heart.

"Recovery is difficult, and this gift from Building Homes for Heroes with the support of Engility makes a big difference," said Staff Sergeant Howard. "This is a life changing experience and we are truly grateful."

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.



Two other Homes for Heroes recipients from the area attended the home welcoming celebration for USMC SSgt Lloyd Howard Jr. and his family

Cindy Cabeza Promoted To Parts & Supplies Account Manager for Source 1 South Florida



Cindy Cabeza

York Source 1 is excited to announce that one of their great, existing store team members, Cindy Cabeza will be promoted to parts & supplies account manager for South Florida on June 1st.

"As we continue our Florida expansion, the growth of our parts & supplies business will become a vital part of our overall business," said Anthony Pascucci, UPG Factory Direct Regional Director - South Region.

Cindy has been a CSA (Counter Sales Associate) with Source 1 for approx 2 years. Previously she worked Inside Sales at Pride AC for 1 year and Service and Sales Coordinator with Sansone AC for approx 7 years.

Originally from Columbia, Cindy is excited for the opportunity to leverage the skills learned as a CSA over the past couple year to grow Source 1's expanding parts and supplies business.

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Trade Talk:

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



“It” Can Happen Anytime!

Once again it's time to sit down and visit with my fellow contractors and business associates. Someone asked me if I ever get tired of writing these articles, and I must admit, most of the times I write them for myself. I think it keeps me focused on the reality that “IT” can happen anytime. IT is a pretty big word because IT can have so many meanings. I like to refer IT to Success. Just think about it for a moment. Small businesses drives growth, creates jobs, and sustains markets.

This year alone more than 400,000 new businesses will be launched in the U.S. However, as positive as that sounds, many small businesses will fail before they reach the five-year mark.

I know, you've heard it all before. So what! Here's what I think. Air Conditioning contractors brave enough to take on the risks of starting a new business, have a deep desire to follow their dreams and gain the type of freedom and flexibility that owning a business can provide.

Some of the Contractors that I spoke with told me they started their businesses because they wanted to be their own boss, and turn their passion into busi-

nesses. Money was not their motivation and the majority of small contractors said they would do it all over again with no regrets.

We all have seen that starting a business can be tremendously thrilling and fun, but also tremendously overwhelming and challenging. Going into business is somewhat or extremely easy to start. It really is not that hard. The hard part starts when you find yourself struggling with the same issues: growing revenue, adding customers and producing accurate financials.

Dreaming big, and taking risks may get an idea off the ground, but I have found that the most successful contractors follow a set of common best practices. Here are a few ideas that I have learned.

Winging it is for the birds. One of the first steps for a successful contractor is creating a formal business plan. Don't wing it! Creating a business plan is absolutely critical, and should be done ahead of anything else.

You can't do everything, so determine where you need advice and assistance, and how it will help your business. For example, successful contractors are more likely to hire an accountant, at least part-time.

Marketing is no longer a one-way communications channel. You can (and should) be engaging directly with your customers through the use of social media platforms like Twitter, Instagram, LinkedIn and Facebook. Make sure you're posting on a regular basis, and that what you say is authentic to the company brand you want to build.

Don't forget what's most important in your life. Surprisingly, but happily, the most successful Contractors are more likely to make family, friends and personal pursuits a top priority in their lives.

Contractors often have to forge their own paths. Sometimes it's necessary to break a rule a two in order to grow and succeed.

Well, half the year 2018 is gone. I hope you are as successful as you can be because it looks like it is getting hotter this summer.

Have a very Happy 4th of July and be careful out there.

Until next time.

Tommy Castellano

Anthony Pascucci Of JCI-York Was Selected As One Of Distribution Center's Top 40 Under 40 List



Anthony Pascucci

(Story by Herb Woerpel)

Distribution Center's Magazine article on the Top 40 Under 40 List recognizes the top 40 industry employees younger than 40. While the entire HVACR industry is struggling to attain, train, and retain qualified workers, the 40 individuals featured in the Top 40

are exceptional examples of what happens when prospects are nurtured into professionals.

When Anthony Pascucci started with York his territory encompassed nine individuals. Today, it has grown to include 90+ people. “I've learned so much from my team and this side of the business, including how to be a leader and how to trust my team to execute on the strategies we have built,” Pascucci said. “I really enjoy the sales and marketing side of the business. I want to be able to utilize my ideas to help contractors across the country, while helping the company I work for to be the dis-

tributorship of choice for customers.”

Pascucci began his career at Sansone air conditioning where he served as a general manager from 2006 to 2015. “Coming from the contracting side has allowed me to think a little differently than others working in the traditional HVAC distribution model,” he said. “The culture we've been able to build is very dealer focused, which has allowed us to differentiate from the competition. Understanding what our customers go through on a daily basis and how to help grow their businesses allows us to truly connect as a partner distributor.”



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Refricenter Hosts Customer BBQ and Overstock Sale

Refricenter hosted a Customer Appreciation BBQ and Overstock at their Miami North location from 11am-1pm. The grill was fired up at Refricenter, serving up tasty hamburgers and hot dogs with all the fixins.

A huge overstock sale was taking place with great deals on portable air conditioners, 14 SEER

Split Systems, water coolers, tools, and more.

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

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



Mark Elchami, Alex Rodriguez, Alec Radelo, Brunello Barcia, Jonathon Echavarría, Alberto Hernandez, Lazaro Masjuan



The grill was fired up at Refricenter, serving up tasty hamburgers and hot dogs with all the fixins



Alpergo Carrero choosing the right additions for his burger



Rodrigo Linder and Manny Valdera of S&K Air Services



There were great deals on portable Air Conditioners, 14 SEER Split Systems, Water Coolers, Tools, and more!



Richard McIntyre of Requip Services with Fidel Martinez of White Rogers



Minotchka Zuloaga and Christian Hernandez of Refricenter greeted customers who attended the sale and BBQ



Alpergo Carrero with Fidel Martinez of White Rogers



Scott Pepperman of Beach Air looking over the product specials

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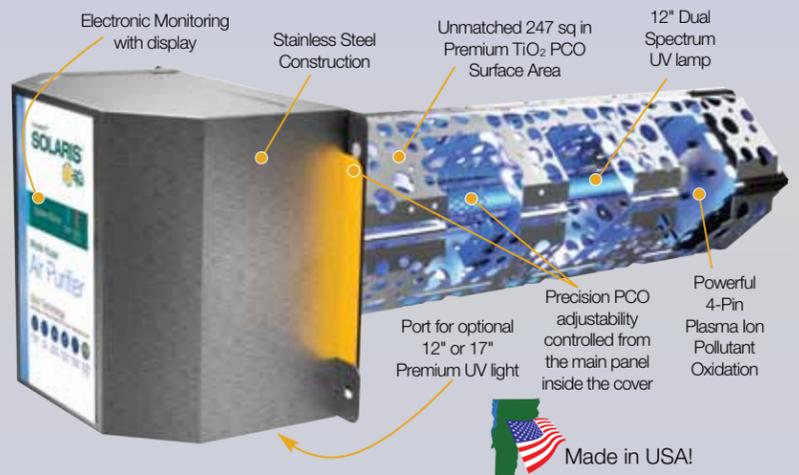
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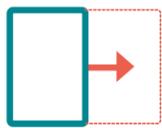


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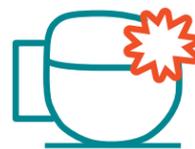
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Ultra-Aire™ MD33 In-Wall Dehumidifier Receives Home Innovation's NGBS Green Product Certification



Madison, Wis. – Ultra-Aire, a leading manufacturer of dehumidifiers, has received Green Certification for its MD33 In-Wall Dehumidifier by Home Innovation Research Labs. Green certified products can be used by builders to earn points toward achieving National Green Building Standard™ (NGBS) Certification for single-family homes and multi-family buildings.

The Ultra-Aire MD33 In-Wall Dehumidifier earned the Green Certification designation for the following practice guideline:

- 903.7 In climate zones 1A, 2A, 3A, 4A and 5A, equipment must be installed and programmed

to maintain relative humidity (RH) at or below 60 percent (7 points)

The Ultra-Aire MD33 is the industry's first true in-wall dehumidifier that provides dedicated moisture control in multi-family dwellings, adaptive reuse buildings, hotels, and senior and student housing. The unit features a slim-profile of only 5 3/4" deep, allowing it to easily fit inside 2" x 6" or through 2" x 4" interior stud walls and provide a solution in environmental control technology that the industry has sought for years.

"We are very excited to receive this certification for the MD33 In-Wall Dehumidifier," said Nikki Krueger, Industry Manager for Ultra-Aire. "There are currently 32 states that recognize the NGBS for their Qualified Allocation Plans for affordable multi-family housing construction. By having the MD33 Green Certified, builders can now receive points for including a dedicated in-wall dehumidifier as an integral part of the mechanical system. This unit not only protects the physical investment

of the building, but also against other issues such as poor indoor air quality, property damage, comfort complaints, and reputational risk and liability."

The Ultra-Aire MD33 is Energy Star® Certified and runs independent of the HVAC system to ensure that the space is protected from high humidity levels. The unit removes up to 33 pints of water a day and features a digital RH controller behind a tamper-proof cover. Sized for up to 1,200 square feet, the MD33 is the perfect solution for all multi-family applications. The unit can be hardwired into existing electrical or directly plugged into a 110v-outlet with the provided cord. It is designed to drain directly into a hub-drain or plumbing line for a truly hands-off dehumidification system.

More information on Green Certified Products from the NAHB Research Center can be found at <http://www.homeinnovation.com/greenproducts>. For more information on the Ultra-Aire MD33 In-Wall Dehumidifier, visit <http://www.InWallDehumidifier.com> or call (800) 533-7533.

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Rheem Makes Global Leadership Appointments

ATLANTA, June 29, 2018—Rheem® today announced two key global leadership appointments. Chris Peel has been promoted to president and chief executive officer of Rheem Manufacturing Company with global responsibility for all business operations. In addition, JR Jones has been named executive chairman of the board of Rheem Manufacturing Company.

For the past 10 years, Peel has served as Rheem's president and chief operating officer. Currently, he is also the chairman of industry trade association, Air Conditioning, Heating, and Refrigeration Institute (AHRI).

Jones will continue to provide guidance for Rheem's vision and strategy, in addition to his board responsibilities. Jones has served as the president and chief executive officer of Rheem for a decade.

"Rheem has made—and continues to make—significant investments in our people, products, operations and brands as part of our strategy to be the preferred supplier to our customers and customer to our suppliers," said Peel. "The result has been an unprecedented period of growth and the solidification of our position as a global industry innovator. I am grateful for JR's leadership in preparing me for this new challenge and look forward to advancing the strong vision we have for Rheem's future with an outstanding leadership team and talented, dedicated employees worldwide."

Before joining Rheem in 2008, Peel held varied leadership positions with Lennox International, United Technologies Corp. (Carrier Corporation), and the Delphi Automotive Systems division of General Motors. He also served as an officer in the U.S. Navy and holds a master's degree in Management and a bachelor's degree in Electrical Engineering, both from Purdue University.

"Chris has been intimately involved with Rheem's vision and growth plans, and his guidance has helped us expand globally and strengthen our market position," said Jones. "I am proud of his leadership and the team he has built around the world with the Rheem family of brands. I am also honored to serve as the executive chairman of the board and am eager to see Rheem continue its commitment to innovation, while maintaining our core values of ethics, integrity and respect." Prior to his tenure at the helm of Rheem, Jones served as the company's chief operating officer and as the president of both the Air Conditioning and Water Heating Divisions. He also held varied leadership positions at Lennox International and The Trane Company. Jones was elected to the UofA Engineering Hall of Fame in 2003, and received the UofA Mechanical Engineering Distinguished Engineer Award in 2005.

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Tropic Supply Events in June

Fluke, Yellow Jacket, and Uniweld Demo Days



Fluke & Yellow Jacket Demo Day at Tropic Supply Ft Lauderdale North

Tropic Supply hosted Fluke, Yellow Jacket, and Uniweld Demo Days around the state of Florida during the month of June.

The Fluke and Yellow Jacket Demo Days consisted of live demonstrations of the Fluke T6-1000 and T6-600 electrical testers and the Yellow Jacket P51-870 full colored touch screen digital manifold/micron gauge.



Gil LeDoux of PED Associates with Marlon Fletcher of All Year Cooling



Gil LeDoux of PED Associates, Jean Clerie and Janarey McCloud of All Year Cooling

The Uniweld Demo Days consisted of a live demonstration of the USMAN5 digital manifold and the UEK1 hydraulic tube swager/expander. The representative also demonstrated proper tip selection and regulator settings for the oxy/acetylene outfits; as well as the appropriate use of nitrogen during brazing.

Tropic Supply customers received a FREE Uniweld hat with a Uniweld purchase while the representative was in-store. For more information on future events, visit the Tropic Supply events calendar at www.tropicsupply.com/events.



Lowell Thomas, Shane Garcia, and Alex Bisbott of All Year Cooling with Ryan Reynolds of EV Dunbar



Uniweld Demo Day at Tropic Supply Ocala



Greg Sturgis of BW Air Conditioning with Ryan Reynolds of EV Dunbar



Gil LeDoux of PED Associates with Ashvin and Tara Singh of UltraCool



Ramone Duram of Comfactor Air Conditioning with Ryan Reynolds of EV Dunbar



Gil LeDoux of PED Associates with Nick Rodriguez and Diego Rukoz of AC Engineering Solutions



Fluke & Yellow Jacket Demo Day at Tropic Supply Sunrise



Gil LeDoux of PED Associates with Wayne Brown, Leo Hacker, and Kemar Glanville with All Year Cooling



Manny Gonzalez of APEX Air Conditioning with Ryan Reynolds of EV Dunbar



Uniweld Demo Day at Tropic Supply Mid Miami



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Modine Releases 52 and 60 Ton Atherion® D-Cabinet HVAC Units

Racine, Wis. – June 11, 2018 – Modine Manufacturing Company (NYSE: MOD), a leader in technology in the HVAC industry, has released the latest additions to their Atherion D-Cabinet line with the new 52 and 60 ton capacity units.

The Atherion D-Cabinet is perfect for any large building that needs ventilation and/or makeup air because it effectively and efficiently heats, cools, and dehumidifies high volumes of outside air for superior indoor air quality (IAQ).

Features of the new 52 and 60 ton Atherion D-Cabinets include:

- AMCA Class IA ultra-low leak dampers
- Modulating head pressure control
- Modulating compressor capacity with turn-down as low as 6.25 percent
- Electronic expansion valves
- Patented fully modulating hot gas reheat with



6" minimum separation from the evaporator coil

- Direct drive plenum fans with variable frequency drives

- 2" and 4" filter options up to MERV 15

- Fully programmed Modine Control System with option for BACnet or LonWorks integration

"Modine is in the business of providing building heating, ventilating and air conditioning solutions, with a focus on efficient solutions to our customers," said Kimberly Raduenz, marketing communications manager for Modine. "The new Atherion D-Cabinet 52 and 60 ton units offers even larger capacity with the quality construction you've come to expect from Modine."

Modine will be providing high efficiency gas heating options, up to condensing 94 percent efficient, to the D-Cabinet.

AHR EXPO Atlanta Now Accepting 2019 Innovation Awards Submissions

WESTPORT, Conn., June 12, 2018 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) announces its call for entries for the 2019 Innovation Awards Competition. This annual competition honors the most inventive and original products, systems and technologies showcased at each year's AHR Expo. Exhibitors are encouraged to submit new or upgraded products by July 31, 2018.

Since 2003, the Innovation Awards have highlighted the HVACR industry's efforts to provide advanced solutions for its ever-changing needs. The awards call attention to the products, systems and technologies that have set the bar throughout the industry. To be deemed a winner, companies must demonstrate true innovation by creating smarter, faster, more efficient, and overall exceptional HVACR products. Products will go head-to-head in the fol-

lowing categories: building automation; cooling; green building; heating; indoor air quality; plumbing; refrigeration; software; tools and instruments; and ventilation. Winners are selected by a panel of third-party ASHRAE member judges who evaluate all award entries based on innovative design, creativity, application, value and market impact.

In addition to the awards, a single Product of the Year will be selected from the pool of winners, recognizing an exceptional level of leadership in HVACR innovation. "Every year we recognize companies in the HVACR industry that push the envelope by developing or redesigning products to drive the industry forward," said Clay Stevens, manager of AHR Expo. "Each year brings an incredible amount of industry advancement to the forefront. We are looking forward to showcasing the best of the best at the 2019 Innovation Awards."

Facebook Partners with Nortek Air Solutions in Sustainable Data Center Cooling Systems

St. Louis, June 5, 2018 — Nortek Air Solutions, LLC, a leading provider of custom air handler systems, is partnering with Facebook to deploy a ground-breaking cooling innovation that will improve the energy and water efficiency of data centers. Nortek will install its patented StatePoint Technology® in an indirect liquid-to-air system for Facebook.

The data center market is expected to continue to grow as cell phones, artificial intelligence and other smart devices grow world-wide, which will drive demand for cooling systems. Chillers and condensing cooling systems use a lot of energy and natural resources.

"It's time for datacenters to highly consider alternative technologies that will protect our environment," explains Buddy Doll, President, Nortek Air Solutions. "This is why we are thrilled to work with Facebook who has been a leader in developing innovative data centers around the world."

StatePoint is designed to reduce water consumption 20% in hot and humid climates, 90% in cooler climates when compared to other indirect cooling systems. Power Usage Effectiveness (PUE) equal to

or better than direct evaporative cooling.

The StatePoint system uses a liquid-to-air exchanger where water evaporates through a membrane separation layer to cool the data center. The liquid-to-air membrane exchanger prevents cross contamination between the water and air streams. With the addition of a pre-cooling coil, the system can maintain required cooling water and temperatures in humid climates without supplemental condenser based cooling.

StatePoint Technology offers flexibility in cooling delivery and can be connected to a variety of systems including fan coil walls, air handlers, in-row coolers, rear door heat exchangers, and chip cooling.

Since 2015, Nortek Air Solutions has worked closely with Facebook engineering team to develop a cooling solution to resolve the sustainability issues that face large data centers. "Most cooling technology used in data centers was developed for buildings with human occupancy," says Doll. "We are focused on environmentally responsible, mission critical cooling solutions."

The installation of the new system at Facebook is expected to occur in the near future.

Chemours to Petition Supreme Court Concerning SNAP 20 Rule to Regulate HFCs

Wilmington, Del., June 25, 2018 – The Chemours Company (Chemours) (NYSE: CC), a global chemistry company with leading market positions in titanium technologies, fluoroproducts, and chemical solutions, announced today that Chemours has petitioned the United States Supreme Court requesting a review of the recent D.C. Circuit Court of Appeals decision concerning the U.S. Environmental Protection Agency's (EPA) Significant New Alternatives Policy (SNAP) program.

"We are disappointed in the D.C. Circuit Court of Appeals decision and continue to believe that the legal basis of the SNAP 20 rule was well-founded, and the Court's ruling exceeded its jurisdiction, effectively invalidating a decades-old EPA regulation and failing to take into account the EPA's original directive to ensure that safer alternatives are used to replace ozone-depleting substances," said Paul Kirsch, Chemours president of the fluoroproducts business unit. "A number of states, academia, and businesses share our concern and feel the preservation of this rule is in the best interest of the public, the environment, and US industry," he continued.

The EPA SNAP program was developed in the 1990s to protect the ozone layer by phasing out the chemicals that deplete it. Congress directed EPA to compare alternatives to those chemicals to ensure that refrigerants and other products would not be more dangerous to people and the environment than the harmful products they replaced. The original 1994 regulation viewed the alternatives banned by the SNAP program in 2015 as a "near-term" solution until safer products became available. The D.C. Circuit Court of Appeals agreed that these products could be banned, but then held that no one who was using them could actually be ordered to stop, even though safer options were available. The decision has created confusion for industry and does not align with the direction from Congress or its beneficial goals. It also undermines investment in safer products and American innovation in these critical industries.

In parallel, Chemours will continue to work with a growing number of industry stakeholders, including the Alliance for Responsible Atmospheric Policy and the Air-Conditioning, Heating and Refrigeration Institute, to dialogue with the Trump Administration about building on the achievements of the Montreal Protocol by advancing the Kigali Amendment toward ratification in the United States Senate in 2018. The Kigali Amendment provides the United States with a unique opportunity to allow American businesses to innovate and sell in global markets the products made possible by their research and development and manufacturing investments made here at home. Adoption of the agreement will create good-paying American jobs, positively impact our domestic economy, curtail illegal dumping of HFCs, and benefit the environment.



Bosch Thermotechnology Inspires Celebration of HVAC Industry Pride with Social Media Contest

WATERTOWN, Mass. – June 6, 2018 – Bosch Thermotechnology Corp., manufacturer of high-quality heating, cooling and hot water systems, is proud to be a part of the HVAC industry and knows others are, too. To highlight this industry pride, Bosch's new social media contest encourages the HVAC industry to answer one question: "What makes you proud to be HVAC?"

In order to be eligible, participants must share a video response on Facebook, Instagram or Twitter that states why they're proud to be in the HVAC industry. The submissions must include the hashtag #WeAreHVAC. The contest will run for one month from June 11 – July 11. Those encouraged to participate include U.S. contractors, sales representatives, installers, distributors, students and others in the HVAC industry.

Bosch will collect submissions and develop a video that will be featured on www.proudtobeHVAC.com, then choose six winners based on internal criteria.

The first-place winner will receive a cash prize of \$500, with second- and third-place winners receiving \$300 and \$200, respectively. Three runners-up will receive the Bosch 12V Max Flexiclick® 5-In-1 Drill/Driver System.

"While our products are often hidden from sight within a home, they are undeniably important; no homeowner can live comfortably without a form of heating and cooling," said Vitor Gregorio, Regional President of Bosch Thermotechnology North America. "Our industry pride manifests itself in products that bring peace of mind to homeowners and their families, and we want to hear from others in the industry on what makes them proud to be HVAC."

The campaign kicked off at New England Tractor Trailer Training School (NET-TTS), located in Pawtucket, Rhode Island, to which Bosch recently donated 20 HVAC units ranging from tankless water heaters and geothermal heat pumps to combi, condensing and conventional boilers, in keeping with its mission to promote training and education and foster learning opportunities for students.

Air Angels Foundation of Florida Update

Here at NFAACCA and Air Angels, we have been a little busy lately! Air Angels just completed its second project of 2018! We helped Mr. Lyons who has been battling oral cancer since 2004. He is currently in the middle of his 3rd treatment for oral cancer. He has been without any air conditioning or heat since 2015. This project came to us through NEF-BA/Builder's Care and the American Cancer Society.

We have many "Angels" who help us complete all of these projects! We would like to acknowledge Tropic Supply Inc. for donating the Ruud system for installation at the Lyon's residence. We would also like to say a huge Thank You to Tropic Aire for donating

the labor to install the unit! We would also like to thank the City of Jacksonville for working closely with us on the permitting and completion of this project. I hope I haven't missed anyone, but it does take a village to complete one of these projects!

If you are interested in joining the Air Angels community please contact us! We are always in need of companies, who are willing to donate labor to these projects. We are also always in need of companies that would like to donate equipment and supplies to our needs! Contact Katie with NFAACCA today to get your name on the contact list! Air Angels Foundation of Florida, www.airangels.net, 904.536.8453.





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Performance Pointers

by David Richardson



Three Ways to Show a Homeowner Their HVAC System is Sick

Poorly installed HVAC systems must work twice as hard and often suffer from poor health. There are hidden defects causing them to run excessively and fail prematurely. Most customers believe the equipment is the system, so how do you help them see there is more to it than just the box that leads to sickness?

Think about this: when you go to the doctor's office, they perform routine tests during your visit. These tests help them discover any unseen issues that indicate illness. The same goes for HVAC systems. Here are three routine tests you can perform during any service or sales call to show customers whether their HVAC system is sick and in need of your help.

Static Pressure Testing

Total external static pressure (TESP) is one of the simplest tests used to determine overall system health. It reveals hidden airflow issues that lead to premature failure and comfort issues. TESP is diagnosed by comparing measured TESP to the maximum rated TESP found on the equipment nameplate. If measured TESP exceeds rated TESP, further investigation is needed to uncover system restrictions.

A simple blood pressure comparison will help customers understand what you're measuring. High static pressure just like high blood pressure -- it means you're getting ready to have major issues and are probably not functioning like you should. To keep these explanations simple, you can use the NCI Static Pressure to Blood Pressure Tables. If you would like a pdf copy, send me an email request.

Common causes of high static pressure are the air filter, indoor coil, and duct system. You can diagnose where the highest airflow restriction is by comparing your pressure measurements against pressure budgets. Your customers can see how much pressure drop they should have across a system component and then compare it to the actual results. Once they see the source of restriction, the next question will likely be how will you correct it?

Fan Airflow

Fan airflow is another test that helps customers see how sick their system is. Airflow is key to a well-performing and long-lasting system. Without it, you won't achieve rated efficiency and the sys-

tem suffers long-lasting negative impacts. Many customers have endured low airflow side effects for years yet have never had it identified through measurement.

Once you measure TESP, add in the fan speed setting and a fan table to plot fan airflow. This helps the customer see approximately how much air the fan is moving compared to what is required for proper operation.

Use the fan chart as a customer aid to visualize plotted fan airflow and required fan airflow. The customer can see how much their system needs to improve to get the airflow it needs. Let's say required fan airflow is 1200 cfm for a three-ton system at .50" w.c. Measured static pressure readings reveal the system operating at .80" w.c. and only moving 843 cfm in its current operating condition. To improve airflow, you'll need to lower pressure to .50" w.c.

A properly operating system should have fan airflow within +/- 10% of the manufacturer's specified airflow.

Dry Bulb Temperature

Temperature is another measurement used to indicate system health. Four temperature measurements can give your customer a glimpse into how much influence the duct system has on their comfort and efficiency. You'll need to measure the following temperatures to show this impact with the system running in cooling mode:

- Temperature entering the equipment
- Temperature leaving the equipment
- Temperature at the farthest supply register
- Temperature at the farthest return grille

Once these four temperature readings have been taken and recorded, you can use them to estimate how much of the system's capacity is being lost through the duct system by temperature losses. A properly operating system shouldn't have a fever.

First, subtract the equipment leaving temperature from equipment entering temperature. This is the equipment Delta T (ΔT). Next, subtract the farthest supply register temperature from farthest return grille temperature. This is your system Delta T (ΔT).

Finally, compare equipment ΔT to system ΔT . The difference is the percentage of temperature

gain you have through the duct system. Ideally, equipment ΔT and system ΔT should be the same. Here's a cooling example:

- Temperature entering the equipment - 75°
- Temperature leaving the equipment - 55°
- Temperature at the farthest supply register - 60°
- Temperature at the farthest return grille - 70°

The formula completed with the temperature readings above looks like this:

$$75^\circ - 55^\circ = 20^\circ \text{ Equipment } \Delta T$$

$$70^\circ - 60^\circ = 10^\circ \text{ System } \Delta T$$

$10^\circ \text{ System } \Delta T \div 20^\circ \text{ Equipment } \Delta T = 50\%$ temperature gain through the duct system.

Consider this: If you had a four-ton system, it would effectively be operating as a two-ton system due to temperature gain from the duct system. If you only looked at equipment ΔT this problem would remain hidden. Ever have a customer who thinks they need a larger system? Use this test to show them why they don't.

Avoid Technical Talk

When discussing readings with your customers keep the explanations simple. Avoid technical talk and use basic analogies a customer can tie to their problems. Base the questions you ask around readings you've obtained. For instance: If static pressure is high, ask questions about comfort, hot and cold spots, or excessive utility cost.

As you continue surveying your customers, they'll think you have a crystal ball. Seeing is believing and your test instruments and readings make their problems visible. Once you've discovered the source of their pain, you can focus on finding a solution for it.

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

If you're an HVAC contractor or technician interested in learning more about HVAC vital sign measurements, 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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Equipment Price Announcement

If you've been following the news, you already know that the United States has recently implemented a number of tariff increases that have impacted the costs of metals used in HVAC industry. We are pleased to announce that we have invested in large inventories of equipment purchased at current costs.

Refricenter's prices aren't increasing until August 1st, 2018



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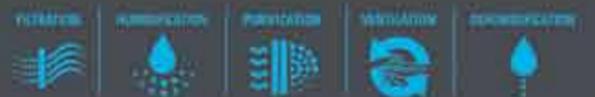
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** AM11-XXXX-5PP and AM11-XXXX-5RA models excluded from promotion. Goodman® brand system must include a GSX16 / GSZ16 outdoor unit (or higher SEER unit) and an indoor unit with an ECM motor to qualify for promotion. Clean Comfort™ brand models listed above are the only models eligible for promotion and must be bought in conjunction with the system. In stock equipment only. Promotion available on select models only. See list of eligible equipment for details. Pick up only, no deliveries. No rainchecks. Offer may not be combined with any additional offers. Promotional prices are not applicable to residential new construction or multi-family projects. Additional restrictions apply, ask for full details. Not valid for large AOR contractors or distributors. Actual prices may vary by distributor. Valid only at participating locations. Offer may be altered or discontinued without advance notice. Void where prohibited by law. Offer valid May 1, 2018 thru July 31, 2018.

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Ft Myers	239.332.0166	New Port Richey	727.817.0858	St. Augustine	904.824.9664
Ft Pierce	772.465.2233	North Miami	305.621.5758	Tallahassee	850.576.5155
Gainesville	352.377.2455	North Port	941.429.5008	Tampa-East	813.740.0409
Holly Hill	386.252.2979	Ocala	352.620.2727	Tampa-West	813.249.6062
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Homestead	305.230.4205	Orlando East	407.205.1290	Winter Haven	863.965.8411
Jacksonville	904.355.4520				

Thank goodness for Goodman.



GOODMAN DISTRIBUTION, INC.

Goodman Distribution Hosts Open House At Their North Port Location May 30th, 2018



April Beland and Felix Morales of Goodman Distribution assisting customers with their open house product specials

On May 30th, from 10am-2pm, the Goodman Distribution location in North Port Florida hosted an Open House.

Many local contractors attended this event consisting of a delicious BBQ, cooked on site, and a mini trade show with some select manufacturers and representatives showing their new products available at Goodman Distribution.

A tasty lunch of Ribs, Chicken and Pork Butt with Baked Beans, Macaroni Salad, and Cole Slaw satisfied many hungry contractors.

Many excellent prizes were awarded like a 55" Flat Screen TV, and a Daikin Mini Split System.



Felix Morales, Tony Perez, Patrick Swales, Keith Fox, April Beland, and Lane Jones



Tim Eland of We Care Air Cooling & Heating, Eric Bristol of Goodman Distribution, and Roger Bacon of We Care Air Cooling & Heating



Everyone enjoyed the BBQ Chicken, Ribs, and Pork Butt prepared by Lane Jones of Goodman Distribution



Chuck Walsh of Fresh-Aire UV with John Gable of Dale's Air Conditioning



John Kilbride of JFK Air Conditioning with Ryan Reynolds of EV Dunbar



The Goodman Distribution counter was busy all day long!



Kevin Beatty of The McAllister Group, Luis and Ethan Sanchez of AireStrike Heating & Air, and Chuck Walsh of Fresh-Aire UV



Chris Ricewickof Safari Home Services with Tim Roberts of Cain Sales



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



Jorge Diaz and Jorge Diaz Jr of Airtech Air Conditioning



Everyone enjoyed taking a BBQ break from their busy schedules!



Eric Bristol of Goodman Distribution (right) gives some tips on recovery



Tom Crossland of J. Nichols & Associates with Tim Snider of Infinity Air Conditioning



Grand Prize Winner of the Daikin Mini Split was Travis of Dale's Air Conditioning



The Goodman Distribution North Port Open House Team: Rick Fisher, Greg Goins, Kevin Pomeroy, April Beland, Mike Hall, Ryan Davidson, Gary Missi, Kyle Maigret

WHY DO WE NEED MECHANICAL VENTILATION?

What are your ventilation goals?

article by
Andrew C. Ask, P.E.



The source for 80% of the moisture removed by a dehumidifier is outdoor air entering the home by either infiltration or mechanical ventilation. So before we choose a dehumidifier, we need to know how much OA it needs to dry. That leads to another question: why are we ventilating? What is our ventilation goal?

Ants may have been the first creatures to use ventilation in their homes when they first appeared on Earth over 100,000,000 years ago, probably for cooling. By comparison, our ancestors go back a little over a million years and the earliest record of homo sapiens is 65,000 years ago. Mold contamination was mentioned in Leviticus. The new Houses of Parliament constructed in London had a ventilation system by 1850. Ventilation is not a new idea. It's common sense and perhaps that's all we need to know.

Some reasons we might ventilate:

- Provide oxygen for breathing.
- Cooling, if it's colder outside than inside
- Make us more comfortable: dilute inside air, get rid of smells.
- Make us healthier.
- Meet code.
- Dilute contaminants: VOC's, formaldehyde, etc.
- Provide combustion air for gas appliances and fireplaces.
- Replace air that kitchen and bath fans remove.
- Maintain positive building pressure.

Oxygen for breathing is fundamental—we can't live for more than a few minutes without oxygen. Our newer buildings are tight, but unless we live in a submarine or get locked in a bank vault, we needn't worry about oxygen—houses aren't that tight.

We can cool with outside air so long as the outdoor temperature is lower than what we expect for comfort. It's the only cooling strategy we had before refrigeration. We don't do much mechanical cooling in dwellings with OA: too hard to control, disrupts relative humidity both high and low.

Comfort. Bringing in small amounts of OA to dilute smells increases our comfort. People and the stuff

we do stinks! Odors, particularly those caused by others, are unpleasant. It has been demonstrated by scientific research that bringing in small amounts of outdoor air reduces smells, thus increasing our comfort. It may be the only use for ventilation that is supported by science.

Health. Outdoor Air is probably beneficial to our health assuming its quality is better than indoor air; not a safe bet everywhere. In my opinion, lack of outdoor air for ventilation is probably unhealthy, particularly if we live in small spaces in densely populated cities. Scientists were pretty sure cigarette smoking was unhealthy, but couldn't prove it with science until about 1964. People who knew better suspected asbestos was dangerous by the late 1930's; but a war started, we needed insulation, and knowing conclusively that it was unhealthy had to wait until almost 1980. I'm betting the discussion on health and OA will go the same way—scientific research will someday determine that living without adequate ventilation is hazardous to your health. Meanwhile, I'm going to hedge my bet and introduce some outside air just in case.

The need for mechanical ventilation in homes is now part of our building code. If a home in Florida is tighter than 3.0ACH50 (typical for sealed attics) it will require mechanical ventilation. Remember that the quantities of OA dictated by code are the result of an administrative process, not science.

Contaminants, many of which are known as "VOC's", Volatile Organic Compounds, can be more detrimental to some than to others. Dilution ventilation can reduce their concentration.

Combustion consumes oxygen. If any appliances in your home are burning gas (or wood, or coal, or oil), the oxygen consumed needs to be replaced. We normally do that with a separate system of gravity vents or draft-inducing fans independent of the mechanical ventilation system.

Make Up Air. In hot-humid climates we want our homes to experience positive, or at least neutral, pressure. That will not be possible unless the air removed

by exhaust fans—bath and kitchen fans in homes—is replaced. Bath fans can be part of a home's ventilation strategy—removing air introduced through the HVAC system. Large kitchen hoods normally require a separate source of outside air that operates only when the hood fan runs, and discharges near the cooktop.

If buildings in hot-humid climates experience negative pressure, condensation in bad places such as behind vinyl wall paper can result. So it's important that we replace any air that is intentionally exhausted. But is it beyond the capability of residential ventilation to "pressurize" homes, at least not with 50-100 CFM. When the wind blows, Mother Nature will win this battle every time. Don't try!

Notice that I don't list Carbon Dioxide as a contaminant; because it isn't. We hear a lot about CO₂—that we need to keep CO₂ content under 1,000 ppm, and 500 ppm is better. But CO₂ is not "toxic. The air you breathe would have to contain at least 10x that amount to adversely affect your health. People that work in submarines worry about too much carbon dioxide; but we don't have to. We do measure CO₂ concentration, but for the sole purpose of detecting the presence of people so we can turn on their ventilation system.

Remember that codes and guidelines only determine the type and size of ventilation systems. Just because a ventilation system "meets code" does not mean it will be effective. A bathroom fan that does nothing more than pull air in through an open window, capture condensation in the shower, and blow right back outside might meet code, but it does not ventilate the home. And the homeowner / occupant should decide how much outdoor air to introduce and for how long. Generally speaking, that should result in less OA coming in for less time.

Until next month then, keep your hand on the dial that adjusts your outdoor air, on the ventilation on-off switch; and stay tuned.

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

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- How to set the replacement pressure control (common cut-ins and differentials).

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- Refreshments provided.



DEMO DAYS

Mon., July 2	T-22 Ocala Resource Center	9:00 a.m. – 12:00 p.m.
Tues., July 3	T-17 Orlando Resource Center	9:00 a.m. – 12:00 p.m.
Fri., July 6	T-19 Daytona Beach Resource Center	9:00 a.m. – 12:00 p.m.
Mon., July 9	T-15 East Tampa Resource Center	9:00 a.m. – 12:00 p.m.
Mon., July 9	T-16 West Tampa Resource Center	1:00 p.m. – 4:00 p.m.
Tues., July 10	T-23 St. Petersburg Resource Center	9:00 a.m. – 12:00 p.m.
Tues., July 10	T-14 Sarasota Resource Center	1:00 p.m. – 4:00 p.m.
Wed., July 11	T-12 Port Charlotte Resource Center	9:00 a.m. – 12:00 p.m.
Wed., July 11	T-11 Cape Coral Resource Center	1:00 p.m. – 4:00 p.m.
Thurs., July 12	T-08 Fort Myers Resource Center	9:00 a.m. – 12:00 p.m.
Thurs., July 12	T-10 Naples Resource Center	1:00 p.m. – 4:00 p.m.
Tues., July 17	T-18 Jacksonville Resource Center	9:00 a.m. – 12:00 p.m.
Wed., July 18	T-21 Tallahassee Resource Center	9:00 a.m. – 12:00 p.m.
Mon., July 23	T-03 South Miami Resource Center	9:00 a.m. – 12:00 p.m.
Mon., July 23	T-07 Mid Miami Resource Center	1:00 p.m. – 4:00 p.m.
Tues., July 24	T-01 North Miami Resource Center	9:00 a.m. – 12:00 p.m.
Tues., July 24	T-04 South Ft. Lauderdale Resource Center	1:00 p.m. – 4:00 p.m.
Wed., July 25	T-02 North Ft. Lauderdale Resource Center	9:00 a.m. – 12:00 p.m.
Wed., July 25	T-20 Sunrise Resource Center	1:00 p.m. – 4:00 p.m.
Thurs., July 26	T-09 Delray Beach Resource Center	9:00 a.m. – 12:00 p.m.
Thurs., July 26	T-05 West Palm Beach Resource Center	1:00 p.m. – 4:00 p.m.
Fri., July 27	T-06 Fort Pierce Resource Center	9:00 a.m. – 12:00 p.m.

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Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
Ft. Lauderdale N. (T-2): (954) 565.4803	Naples (T-10): (239) 643.7118	Tampa E. (T-15): (813) 514.1198
Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
Ft. Myers (T-8): (239) 278.1117	Orlando (T-17): (407) 219.3255	West Palm Beach (T-5): (561) 684.3997
Ft. Pierce (T-6): (772) 465.4707	Port Charlotte (T-12): (941) 255.8330	
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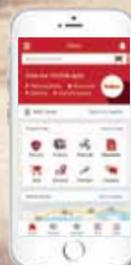


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Patrick Gonzales, Ron Paronett, Delvin Ramerez, and Bruce Cropp of Altman Air Conditioning



Biggest King 23.4lb, Scott Donovan, Chris Pragid, John Walborn, Nick Conley, Dallas Leland, Chris Storey, and James Fenn of Ewing & Ewing Air



Scott Brodsky and Jim Holman of Johnstone Supply Ware Group caught four fish



CMI Air Conditioning was awarded second place John Pollack (center) with a 19.2lb Kingfish



The RGF Environmental Group and Sansone AC Fishing Team!



First Prize of \$1000 was awarded to, Chris Pragid of Ewing & Ewing Air with his catch of a 23.4lb Kingfish



Kingfish • Dolphin • Wahoo Tournament - Sailfish Marina June 9th, 2018

There were rainy skies, rough seas, but still simply... just another day in paradise for the High-E-Fishin-Sea XXVII event. The Palm Beach Air Conditioning Contractors Association's 27th annual Kingfish, Wahoo, Dolphin Tournament, was held at the Riviera Beach Marina on June 9th. Special thanks to the Riviera Beach Marina for hosting and Rafiki Tiki catering a successful event. Everyone enjoyed the fish and chicken buffet.

The Tournament was a great deal of fun for those who attended! Twenty one boats participated, with over 100 fishermen. More than \$2,000.00 was raised for the Maurice J. Jacobson Scholarship Fund, exceeding our expectations. We are delighted and these earnings will go directly for scholarships to be awarded this year.

PBACCA Past President Steve Sparks and Director Jim Pickard, served as weigh masters for the tournament this year.

First Prize of \$1000 was awarded to, Chris Pragid of Ewing & Ewing Air with his catch of a 23.4lb Kingfish. Second Prize of \$750 was awarded to, John Pollack of CMI with his catch of a 19.2lb Kingfish. Third Prize of \$500 was awarded to Dom Manzo of Air America, with his catch of a 16.7lb. King. Calcutta Prize of \$1200 went to Ewing & Ewing Air;

Special Thanks to Tropic Supply for the shirts, UniFirst for the hats and Johnstone Supply The Ware Group for great prizes!



Andrea and Clyde Morris of Southern Air caught a nice size Dolphin



AJ, Arturo Jr, Angelina, and Debra Alba of Arco Supply with Kaitlyn Castle, Kelsy, Kelly, Kristin, and Christopher Payne of EDS Air Conditioning



Second Prize of \$750 was awarded to, John Pollack of CMI with his catch of a 19.2lb Kingfish



Ana Paladino (left) won Lady Angler, Ryan Maloy, and Mandy Pavlakos of Maloy's Air Conditioning



Scott Weiss, Chris Erickson, Billy Velix, and Eddie Valdez for Baker Distributing



Chase Calver, Lucy Manzo, Dominic Manzo, and Chuck Roussin of Air America took the third place prize with a 16.7lb Kingfish!



Jason Weber, Jimmy Davis, Mike Thompson, Alex Dukeshire of Unifirst each made a catch!



Marc Dober, Martin White, Dale Harrison and Kevin Beatty For Fresh-Aire UV



Twenty one boats participated, with over 100 fishermen who were ready to relax and eat some food!



Winner of the Junior Angler Award with a 7.6lb Kingfish was Cade Pavlakos Jr of Maloy's Air

HomeServiceChats Integrates with Facebook and Google

KANSAS CITY, Mo. – June 15, 2018 –HomeServiceChats, a leading professional web chat provider for home service businesses, has announced an integration with Facebook and Google Messenger, allowing timelier communication between HomeServiceChats' clients and their customers.

"Customers are continuing to engage with home service companies via Facebook and Google at an increasing rate," said Trevor Flannigan, COO for HomeServiceChats. "The importance of timely responses on these services is increasingly critical for new business, with Facebook even rating businesses on their response time and offering badges to top performers.

The integration will bolster our clients' abilities to field incoming service requests from customers, respond to valuable customer feedback and process employment inquiries that come through Facebook and Google's messenger services."

When a message is sent to a home service company's Facebook or Google account, it is immediately connected to the same HomeServiceChats team that already handles their live website chat.

"We already provide 24-hour, live website chat services, so integrating with our clients' Facebook and Google messaging was a logical and inevitable evolution for us," Flannigan said. "We look forward to helping our clients better engage with their customers and future employees, and we are excited to see the difference it makes in boosting their bottom line."

HomeServiceChats is a leading professionally managed website chat service exclusively for residential service companies. Their highly trained chat specialists are equipped with home service knowledge and the industry's best customized scripting to dramatically improve the online experience and turn shoppers into bona fide customers.

The International Code Council Applauds Committee Passage Of New Disaster Recovery Legislation

Washington, D.C. – The International Code Council (ICC) applauds the Senate Homeland Security and Governmental Affairs Committee's June 13 passage of S.3041, disaster recovery reform legislation. Modeled off the House-passed Disaster Recovery Reform Act, the legislation makes new resources available, both pre- and post-disaster, to support the adoption and implementation of current model codes.

Studies confirm that the adoption and implementation of current model building codes is one of the nation's best defenses against hurricanes, tornadoes, earthquakes, flooding and other natural disasters. An Insurance Institute for Business & Home Safety study following Hurricane Charley found that post-Hurricane Andrew code improvements and code enforcement in Florida (the Florida Building Codes are based on the ICC Family of Codes) reduced the frequency of

property damage by 60 percent and the severity of damage by 42 percent. A Federal Emergency Management Agency (FEMA) analysis from 2014 estimated approximately \$500 million in annualized loss avoided in eight southeastern states due to do the adoption of modern building codes. Building codes save lives, protect our homes and businesses and ensure that during a disaster our communities continue to function by minimizing interruptions and damage to property.

The Code Council is working closely with members of Congress and their staff to highlight the importance of pre-disaster mitigation and adoption of the latest building codes. The Code Council recently helped lead a coalition of state/local government, construction industry, and emergency management stakeholders in promoting adoption and implementation of modern codes in disaster recovery reform legislation, as one of the most reliable means to enhance community resiliency.

"Following a devastating hurricane season and tragic wildfires last year, and with the current hurricane season now upon us, investing in critical, cost-effective, disaster mitigation measures like modern code adoption and effective implementation is more important now than ever," said Code Council Chief Executive Officer Dominic Sims, CBO. "I thank Senate Homeland Security and Governmental Affairs Committee Chairman Johnson and Ranking Member McCaskill for their leadership on this critical issue.



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



My “Mini Split Design & Installation” curriculum has a section dedicated to properly sizing an inverter mini split. I stress that the days of walking into a room and making a statement such as, “this room is 3 tons all day long” need to be gone...GONE!

Those guesses...and lets be honest, that's what they were...are not how someone who is a “professional” should conduct themselves. Some might think that those guesses were “educated guesses” but the reality is that they weren't based in education at all.

Inverter mini splits are very forgiving in that they are not limited to a single BTU output like unitary, (ducted) systems. Inverter mini splits have the ability to modulate, or vary the BTU output based on both indoor and outdoor temperatures.

I know most of you who read this column aren't in areas where boilers are used for residential heating but boilers are in my DNA as a result of growing up in this business in New Jersey and New York so I'm afraid I can't help myself when making the following comparison...

Even though you're not a boiler guy / gal, I'm sure you can appreciate that when its 50F degrees outside on a cool morning on the mountain on which I live in New York, that it is incredibly inefficient for

my wife to fire up 100,000 BTUH boiler just to “take the chill off the house” as she says. A modulating boiler will balance the indoor and outdoor temperature to determine the most efficient BTU capacity and fire the boiler just to that limit. ...makes sense... right?

Well, an inverter mini split does EXACTLY the same thing in EXACTLY the same way. Inverter mini splits have the ability to modulate...you are not locked into a singular capacity and output. Here is an example...

The GREE VIREO VIR24HP230V1B 2 ton single zone inverter mini split system in the COOL mode has the ability to modulate down to as little as 6,824 BTUH output and as high as 27,296 BTUH output...all out of one system! This varied output could mask many sizing mistakes and miscues.

I stress in my training events that we all still need to use our professional skills so that we choose the correct system...and the correct system is the appropriately sized system.

I use the example of a living room with a 5,000 BTUH heat gain. The GREE VIREO VIR09HP230V1B has an operating range in the COOL mode of 3,100 – 9,600 BTUH and the GREE VIREO VIR12HP230V1B has an operating range of 3,100 –

13,000 BTUH in the COOL mode.

Now, many of us might say to ourselves, “lets choose the larger of the two,” (VIR12HP230V1B) because that's what we were taught to do by a previous employer and / or its just what makes us feel more comfortable because we don't trust our own sizing abilities.

The problem with this approach is that you have just priced yourself right out of the market because your competitor, who did a proper ACCA Manual J based heat gain / loss calculation, chose to quote the correct equipment, the VIR09HP230V1B and he is going to get the job!

Would the larger system have worked? Of course. The problem with this attitude is that you're not going to get an opportunity to put your theory to work because you are not going to get the job!

We must always remember, we need to get the job...everything else flows from that!

ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

RGF Environmental Group, Inc. Continues its Charitable Commitments with “Halos for Heroes, Hope and Homes” Partnerships in 2018

Riviera Beach, Florida – As of June 1st, 2018 RGF Environmental Group announced the continuation of its fundraising partnerships with longstanding partners, American Cancer Society (Halos for Hope) and Habitat for Humanity (Halos for Homes). This year RGF has added the Wounded Veterans Relief Fund (Halos for Heroes) to raise much needed funds for disabled Florida veterans.

Through the Halos for Heroes, Halos for Hope, and Halos for Homes partnerships, RGF will donate a portion of sales from their most popular indoor air quality (IAQ) products; the REME HALO® In-Duct Air Purifier, BLU QR® UV stick light, and the Clear Sky™ DM and Clear Sky™ MS self-cleaning ion generators from June 1st through September 30th, 2018. In addition, RGF is making available its environmen-

tally friendly, 110 ft. mega yacht, Envision, to serve as a venue for its partners and their fundraising activities.

VP of Business Development Tony Julian states “We're humbled by the great work these charities perform on a daily basis, and look forward to continuing our commitment to the community through our Halo programs and direct support for their efforts to provide much needed services.”

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- Overview of the Small HP Condensing Unit
- Overview of Small HP X-Lines
- Overview of the F-Line with Digital Compressors
- Overview of Discus Digital

DEMO DAYS

Mon., July 16	T-07 Mid Miami Resource Center	11:00 a.m. – 1:00 p.m.
Tues., July 17	T-01 North Miami Resource Center	11:00 a.m. – 1:00 p.m.
Wed., July 18	T-04 South Ft. Lauderdale Resource Center	11:00 a.m. – 1:00 p.m.
Thurs., July 19	T-20 Sunrise Resource Center	11:00 a.m. – 1:00 p.m.
Mon., July 23	T-06 Fort Pierce Resource Center	11:00 a.m. – 1:00 p.m.
Tues., July 24	T-05 West Palm Beach Resource Center	11:00 a.m. – 1:00 p.m.
Wed., July 25	T-09 Delray Beach Resource Center	11:00 a.m. – 1:00 p.m.
Mon., July 30	T-10 Naples Resource Center	11:00 a.m. – 1:00 p.m.
Tues., July 31	T-08 Fort Myers Resource Center	11:00 a.m. – 1:00 p.m.
Mon., Aug. 27	T-12 Port Charlotte Resource Center	11:00 a.m. – 1:00 p.m.
Tues., Aug. 28	T-14 Sarasota Resource Center	11:00 a.m. – 1:00 p.m.
Wed., Aug. 29	T-16 West Tampa Resource Center	11:00 a.m. – 1:00 p.m.
Thurs., Aug. 30	T-15 East Tampa Resource Center	11:00 a.m. – 1:00 p.m.
Mon., Sept. 10	T-17 Orlando Resource Center	11:00 a.m. – 1:00 p.m.
Tues., Sept. 11	T-22 Ocala Resource Center	11:00 a.m. – 1:00 p.m.
Wed., Sept. 12	T-19 Daytona Beach Resource Center	11:00 a.m. – 1:00 p.m.
Thurs., Sept. 13	T-18 Jacksonville Resource Center	11:00 a.m. – 1:00 p.m.
Fri., Sept. 14	T-21 Tallahassee Resource Center	11:00 a.m. – 1:00 p.m.

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Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
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Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
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SFACA June Program Meeting

“Meet Your New Competition - FPL Energy Services”

The SFACA June Program Meeting was held on June 6th at 6 p.m. at the Sheraton Suites in Plantation. The meeting had a very large attendance and the program topic was: “Meet Your New Competition: FPL Energy Services.” FPL Energy Services has gone into the HVAC contracting business with the purchase of Jupiter-Tequesta Air Conditioning, Plumbing and Electrical which was rebranded as an

FPL Energy Services Company. The questions discussed were: What does it mean for your business? Will they be expanding by purchasing other companies? Are they recruiting your techs? What is your association prepared to do to ensure they are “fair” competition? Attend the upcoming SFACA July program meeting for an update on these questions.

The SFACA July Program Meeting will be held

on July 11th at 6:00 p.m. at the Sheraton Suites in Plantation. The topic is Rules of the Road: FDOT Regulations for Contractors. It is a review of regulations governing commercial transport of materials and chemicals and frequent violations from Florida Highway Patrol perspective. The speaker is Lt. Adolfo Torres, Florida Highway Safety and Motor Vehicles Division.



Tropic Supply came out in full force for the SFACA June meeting



Kevin Beatty of The McAllister Group, Todd Tyler and Todd Williams of All Temperature Service, and Chuck Walsh of Fresh Aire UV



York Source 1 had a large company attendance for the SFACA June meeting



Ed Abreu and Chris Erickson of Baker Distributing



Mathew Charles of Pro-Dev (RGF), Lisa Bailey of RGF Environmental, and Doug Lindstrom of Lindstrom Air Conditioning



Cliff Griffith and Jason Woodworth of Mechanical Air Conditioning, Greg Chassey of Carrier Enterprise, and Norm Singer of Mechanical Air Conditioning



Rick Fisher, John Mertins, Ken Laycock, Brenton Pirec, and Matt Heise of Goodman Distribution



Irving Hernandez of Pride Air Conditioning, Ramon Delgado and Pam Carnessali of Johnstone Supply Ware Group



Pat Ambrose, Paula Huband, William Barnes, Keith Martin of FRACCA, Tray Batcher of Cotney Law, and Adam Ogg of Payne Air Conditioning



Kelly Dexter of Air Quality Control Environmental, with Phil London of Thermal Concepts



Andy Saez & Javier Cepero (ctr) of Saez Distributors, Scott Behanna of Gemaire, Dominic Manzo of Air America, and Pablo Lopez of Carrier Enterprise



Oscar Callaja of Engineered Air, Angelica Vaena-Alonso and Fernando Alonso of Master Cooling



Neal Arteaga of Refricenter, John Brescia of Cousins Air, and Randy of Seabreeze Heating & Air



Chris Cerone, Angela Joslyn, Dan Power, Gregg D'Atille, and Matthew D'Atille of Art Plumbing, AC & Electric



There was an enormous turnout for the SFACA June Meeting!



Skip Farinhas, Vice President of SFACA, opens the meeting and announces some new members



Michael Giangrandi, President, A.J. Michaels Company, in Baltimore, spoke on fighting the Maryland Utility that became their HVAC/Plumbing Contractor's competition



Doug Lindstrom, SFACA president, hands the mike over to another member

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*Offer valid only on purchases made between June 1st thru July 31, 2018. Applies to Ducane or Armstrong Straight Cool or Heat Pump systems from 1.5 ton to 5 ton. Not valid with any other offer or special pricing. Total rebate calculation and pay out will be done at month end with a VISA Gift Card.
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RectorSeal Firestop Device Cuts HVAC/R Piping Labor



RectorSeal®, Houston, a leading manufacturer of quality firestop construction products, introduces the Metacaulk® Cast In-Place Device (CID) for firestopping HVAC, plumbing and

electrical piping, and cabling through-penetrations in new construction concrete and concrete-over-metal-decking floors.

The CID features an internal Metacaulk intumescent firestop ring that swells during a fire, fills the void of the CID opening, and blocks flame/smoke from infiltrating through the floor for optimum protection of occupants and property. The CID carries Underwriters Laboratory (UL) testing and approval to UL 1479 for an F-rating of up to three hours and temperatures reaching a minimum of 1,800°F (982°C).

The heavy-duty crush-resistant, black plastic product line consists of eight-inch-tall (20-cm) CIDs available in construction trade size 2, 3, 4, and 6-inch-O.D. (5, 7.5, 10 and 15-cm). Each size accepts as many 4-inch-long, quick snap-fit extensions as needed for any concrete floor depth. Snap-fit metal decking floor adaptors also come in all four diameters and a tub box completes the product line for any through-penetration challenge. The CID snap-fit protection cap includes a label to identify future trade pipe designation.

Besides built-in firestop, the CID design also increases productivity and greatly reduces through-penetration prep time by up to 50-percent, because it eliminates labor-intensive, post-construction concrete floor coring. It quickly installs within seconds onto concrete forms using conventional nail, electric or pneumatic fastening tools and four fasteners. Another time-saving feature is the CID's standard and metric height measurement guide identification markings for accurate cutting within 1/4-inch (6.3-mm) increments.

The USA-made CID was tested in accordance with UL 1479 and ASTM E814, and is compliant with the International Building Code (IBC) and all other building code authorities.

Other benefits of the CID include:

- Capable of mixed multiple penetrations of pipe and cable;
- Small footprint combined with connection alignment stubs allow easy, unlimited ganging together for optimum through-penetrations per square foot;
- Flange design allows easy access and clearance for nail gun and screw drill housings;
- Expands during a fire and prevents flame and smoke leakage under UL 1479 and ASTM E814 test standards;
- Through-penetration firestopping is completed before the concrete pour;
- Snap-fit technology and height markings eliminate measurement inaccuracy associated with spiraling threads and resulting dangers of cross-threading extensions;
- Guaranteed to last the sustainable life of the building when applied via manufacturer's requirements;
- Intumescent expansion activation begins at 375°F (190°C) and expansion is greatest at 575 to 1,100°F (302 to 593°C).

The CID completes RectorSeal's Metacaulk product line consisting of firestop smoke sealants, caulks, sprays, putties, electrical outlets, devices, joint and wrap strips and other fine firestop products. The CID is available from authorized RectorSeal wholesale distributors for the plumbing, HVAC, electrical and building construction trades.

For additional information on products from RectorSeal's construction division, visit www.rectorseal.com email: marketing@rectorseal.com; or call 800-231-3345.

HARDI Members Converge in Miami for Marketing & Sales Conference

COLUMBUS, Ohio, June 8, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) held its annual Marketing & Sales Optimization Focus Conference this week in Miami, Fl. More than 200 attendees experienced a range of content from a specially-picked speaker lineup to cover specific aspects of the Marketing and Sales interdepartmental relationship.

"I always look forward to the HARDI Marketing & Sales conference because it provides relevant, applicable content from industry leaders and distribution experts along with unmatched networking opportunities," said Century A/C Supply Director of Marketing and Information Renata Morgan. "This conference is one of the best I attend every year, and this year in Miami the phenomenal speakers' presentations included so much thought leadership and insight on actionable take-aways for every level within an organization."

The speaker lineup, which included President of

Modern Distribution Management Ian Heller, consisted of seven subject matter experts on different aspects of marketing and sales responsibilities.

Topics covered included field sales evolution, creating unique value propositions, digital marketing, improving marketing ROI, improving customer satisfaction, time management and creating a content strategy.

"I am extremely pleased with how this event went," said HARDI Marketing & Sales Manager Chris DeBoer. "Our speakers shared tons of useful insights with members, and I am confident that all the knowledge learned during the event will help them not only make some immediate changes within their organizations, but also spearhead some long-term initiatives that will push them forward over the next several years. Also, the location was nice!"

For more information, contact Anthony Lagunzad at alagunzad@hardinet.org or visit hardinet.org.



LG Expands Smart Home Connectivity Solutions

NEW YORK, June 22, 2018 /PRNewswire/ -- Air conditioning technologies innovator LG Electronics is leading smart home conversations at the American Institute of Architects (AIA) 2018 Conference on Architecture Expo in New York.

Driving its commitment to future-ready open platforms for smart home innovations, LG announced that nearly all of its indoor variable refrigerant flow (VRF) HVAC units are now Wi-Fi enabled and compatible with LG's SmartThinQ® technology.

With literally hundreds of smart appliances and other devices already on the market, LG is offering consumers more ways to control their home and enjoy the benefits of a connected lifestyle. At AIA Expo, the premiere industry event for architects and design professionals, LG is highlighting multiple smart solutions for today's modern buildings, supporting new smart products, technologies, and ideas across the entire industry.

"LG's leadership in HVAC smart connectivity on our open platform strategy and broad range of smart-enabled consumer products makes it easier for homeowners to enjoy the convenience of today's connected home," said Kevin McNamara, senior vice president, LG Air Conditioning Technologies.

"Expanding Wi-Fi capability even further to include our indoor VRF units, including ducted and duct-free models, further enhances the LG smart home ecosystem for single-phase VRF projects and multi-family residential applications. This increased connectivity gives architects and engineers even more advanced technologies for their modern building projects," he said.

Simple Set Up with One Centralized App: LG SmartThinQ

Introducing connected HVAC products is part of LG's "Open Partnership, Open Platform, Open Connectivity" strategy, and "represents another important step in creating a smart home ecosystem with connected products for every room," according

to McNamara. Wi-Fi already is built into virtually all of LG's 2018 appliances, and expanding Wi-Fi and app capabilities to LG VRF indoor units makes it easier for consumers to connect and interact with these devices, he explained.

Setup is simple and convenient with the free LG SmartThinQ app, available for Android and iOS. With just one app, users can control the entire lineup of LG smart appliances in their home. Whether it's

turning on the air conditioner, preheating the oven on the way home from work, or checking the remaining laundry time while at the gym, LG SmartThinQ brings consumers a new level of convenience.

Voice-Enabled Control with Amazon Alexa and the Google Assistant

LG smart appliance owners can also have Amazon Alexa or the Google Assistant help them around the house. For example, they can

use simple voice commands from anywhere within range of the Google Assistant or Amazon Alexa (or on their smartphone) to adjust thermostat settings on their LG air conditioner, check the time remaining during wash cycles on their washing machine, ask their LG refrigerator to make more ice, turn off their range after cooking, and even check the air quality level in their home using their LG air purifier.

In addition to compatibility with Google and Amazon, LG's open partnership approach will also include other partners to meet the evolving preferences of smart home adopters.

McNamara said LG's industry-leading VRF technology and duct-free solutions have made major inroads in the United States where the demand for high-performance, flexible HVAC technology continues to grow.

LG systems are designed to minimize efficiency losses found in conventional HVAC systems, provide sustainable energy savings, and offer some of the lowest lifecycle costs of any system on the market today.

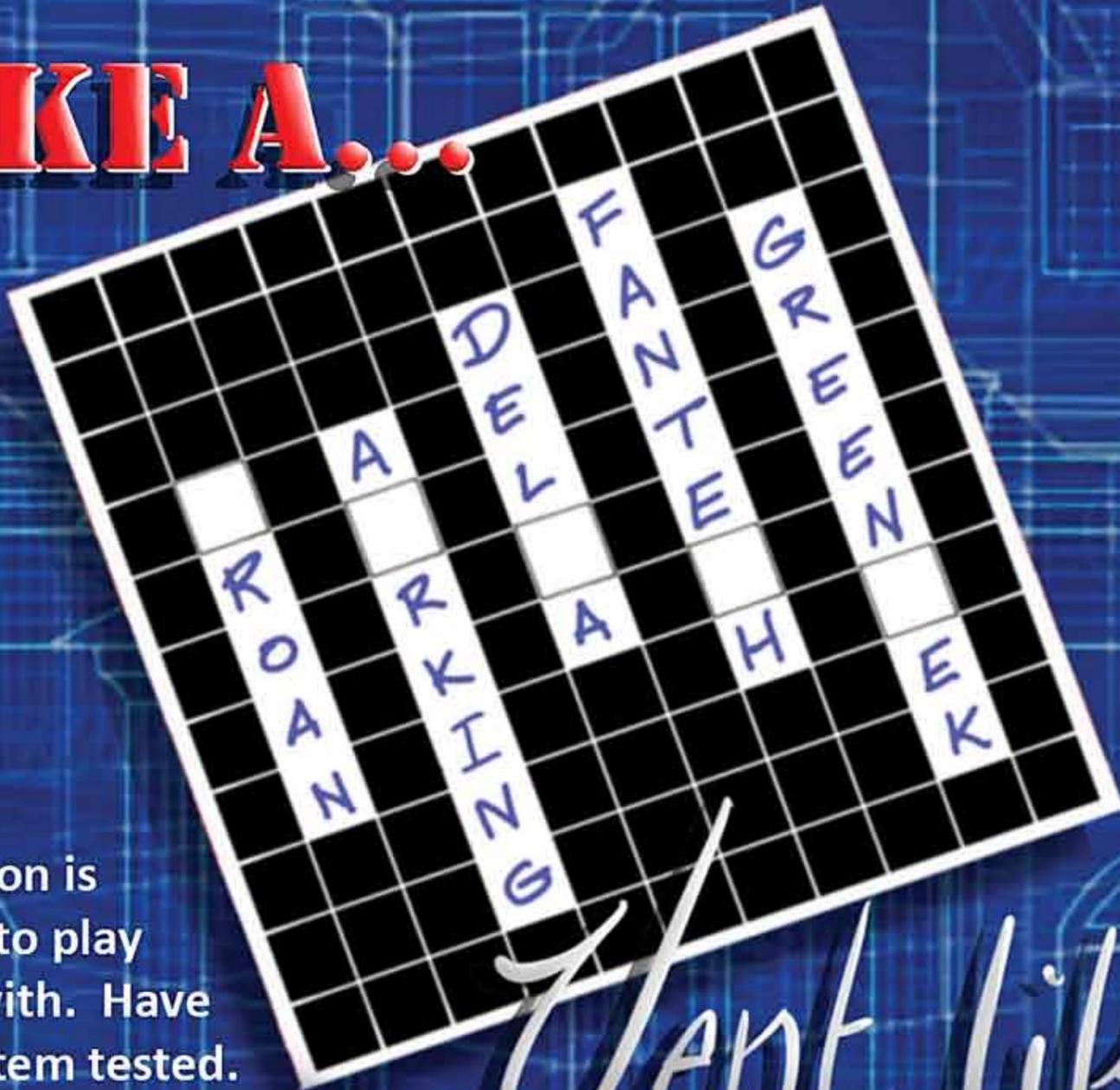


Romeo Sy, senior distribution manager for LG Electronics' Air Conditioning Technologies division, demonstrates the smart functionality of LG's industry-leading HVAC systems including the Wi-Fi-enabled Art Cool Mirror indoor unit at the 2018 American Institute of Architects (AIA) Conference on Architecture Expo in New York, June 21-22.

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WinSupply of Port St Lucie Hosts Champion Momentum Technical Service Class

On Friday, June 8th, from 8:00 am – 1:30 pm, a technical service class on the Champion 20-seer Momentum Series was hosted by Winsupply of Port St Lucie. The technical service class was held at the 19th Hole at the Saints Golf Club.

Everybody enjoyed a break from their busy work schedule to relax, enjoy a delicious lunch, and learn how to properly install the Champion 20-seer inverter Momentum Series equipment, which is required that you attend the training and pass the test to qualify as

a Momentum dealer. The class was taught by Winsupply's technical advisor and trainer Tim Hesford.

Champion® carries a full selection of residential and light commercial HVAC equipment designed to suit a varying range of customer requirements. Champion® HVAC goes the extra mile when it comes to supporting their dealers. From generating leads to closing the sale, dealers get the support they need to run their business more efficiently and profitably.

For contractors who want a partner that understands their needs and shares the same "get it done right" attitude, Winsupply of Port St. Lucie offers the benefits of local accountability along with the advantages of being a large, nationwide supplier. They are located at 8227 Business Park Drive, Port St. Lucie, FL 34952. Give them a call at 772-879-7755. Their experts know the products and can answer any of your questions, and help you find what you're looking for!



WinSupply Port St Lucie had a great turnout for the Champion Technical Service Class



Over 40 contractors signed up to learn about the Champion Momentum Series



David Lewallen of Winsupply with Jerry Murphy and Marshal Fralix of Newman's Air Conditioning



Matthew McGlynn of Lenz Air Conditioning, Tom Ragonese of ABBA Air Conditioning, and Mario Van Den Elzen of WinSupply



Tim Hesford, Trainer for WinSupply, taking a photo with Dan, Steve, Sam, Justin, Joseph, and Sean of Advantage Air Conditioning



Tim Hesford of WinSupply, discussed the proper installation requirements for refrigerant piping lengths



Tim Hesford of WinSupply shows how to change the blower operation for specific applications



Tim Hesford of WinSupply reveals the innovative ShadowDrive sound reduction system which reduces the sound levels to a typical kitchen dishwasher



Advancement in design adjusts capacity and airflow to match changing comfort needs for maximum comfort and minimum power consumption



Mario Van Den Elzen of WinSupply gave a demonstration how easy the service panel is removed from the unit



The "Advance Charge Guard" was explained how low and high system pressures are monitored, along with calculating superheat and subcooling



Attendees were able to view all of the inside components of the new Momentum Series by Champion



David Lewallen, Luke Ward, and Mario Van Den Elzen of WinSupply



Jim Tempestilli of Jetson Air Conditioning, Luke Ward of WinSupply, and Mike Fisher of Jetson Air Conditioning



Mario Van Den Elzen of WinSupply (right) takes a group photo with the technicians from Air Doc's

ASHRAE Wraps Up 2018 Annual Conference

ATLANTA (June 28, 2018) – HVAC&R professionals engaged in a meaningful exchange of knowledge and experience at the 2018 ASHRAE Annual Conference in Houston. The conference took place June 23-27 at the Hilton Americas-Houston Hotel and the George R. Brown Convention Center, with 1,675 people in attendance.

The Annual Conference offered an extensive technical program with eight tracks and one mini-track, including numerous presentations, tours and social events. The five-day event also featured meetings of technical, standards and standing committees, developing guidance for the future of the industry and ASHRAE.

Shelia J. Hayter, P.E., Fellow ASHRAE, took office as the 2018-2019 ASHRAE President. Her theme for the Society year, "Building Our New Energy Future," focuses on the important role buildings will play as the traditional electrical grid continues to evolve toward a smart grid with advances in renewable energy.

"ASHRAE will play a key role in accelerating the use of innovative technologies as we move toward greater energy efficiency and healthier buildings," says President Hayter. "This conference is a perfect example of how we're taking the lead through the sharing of knowledge and resources to be the bridge between industries to our new energy future."

The plenary session featured a presentation of awards and honors recognizing the outstanding achievements and contributions of members to the Society and the industry. Keynote speaker Dr. Ainissa Ramirez, research scientist and author, closed the session with an empowering presentation on "Inspiring the Next Generation."

During his State of the Society address, outgoing 2017-2018 ASHRAE President Bjarne W. Olesen spoke on the Society's expanding partnership with the UN Environment, which includes training courses and resources to support the phase-out activities of ozone-depleting substances around the world. In addition to highlighting the recent opening of new offices in Washington, D.C. and Dubai, Olesen emphasized ASHRAE's engagement in Europe by stationing staff in Brussels, Belgium beginning in July.

The conference's technical program addressed trends in integrated building design, HVAC&R analytics, best practices in standards authoring, impacts of extreme and future weather scenarios on buildings, along with other current topics. A seminar highlighting the proposed ASHRAE Hot Climate Design Guide provided an opportunity for attendees to contribute ideas to improve the design, construction and operation of buildings in hot climates.

The Houston Chapter partnered with the Veterans of Foreign Wars (VFW) to perform energy audits and equipment upgrades, as ASHRAE's 2018 Annual Conference sustainable footprint project. The project is intended to leave a lasting legacy representing ASHRAE's commitment to sustainability.

The ASHRAE Learning Institute (ALI) offered four new half-day short courses, two full-day seminars and four additional half-day courses providing technical information to industry professionals. The top attended courses were Advanced Designs for Net Zero Buildings; Designing and Operating High-Performing Healthcare HVAC Systems; Humidity Control II: Real-World Problems and Solutions; and The Commissioning Process in New & Existing Buildings.

The 2019 ASHRAE Winter Conference takes place Jan. 12-16, 2019 in Atlanta, Ga. The AHR Expo will be held in conjunction with the Winter Conference, Jan. 14-16.

Danfoss Buys Minority Shares In Nelumbo

Danfoss has purchased minority shares in Nelumbo, an American start-up company located in Hayward, California, USA. Nelumbo has developed a unique surface treatment technology that can be used for improved heat exchanger performance and corrosion resistance.

With its recent investment in Nelumbo, Danfoss continues to add significant new technology to its portfolio of solutions and services.

"The partnership with Nelumbo clearly demonstrates our ambition to invest in new, innovative technology and always look to engineer a better future. This is a very promising company and we are excited about the potential Nelumbo holds for heat exchangers and the broader HVAC market," says Jürgen Fischer, President Danfoss Cooling Segment.

"With this step, we will be able to offer customization capabilities that meet growing customer requirements for superior performance and reliability in the HVAC (heating, ventilation & air-conditioning) market", says Lars Rasmussen, Vice President, Danfoss Cooling Heat Exchangers.

The investment gives Danfoss a first-mover advantage and a strong differentiation in the fast-growing market for heat exchanger products.

As Liam Berryman, CEO and one of the founders of Nelumbo, says, "Nelumbo and Danfoss are breaking through the fundamental challenges that heat exchangers face today. Together we can deliver unique functionality to customers and significantly raise the bar for what these products can do. I am very excited to see our partnership make a lasting impact on the HVAC market".

Nelumbo was formed by 3 engineers from University of California, Berkeley in 2015. The company currently employs 8 people and is located in Hayward, California, USA.

Danfoss engineers advanced technologies that enable us to build a better, smarter and more efficient tomorrow. Our solutions are used in areas such as refrigeration, air conditioning, heating, motor control and mobile machinery. We are privately held by the founding family. Read more about us at www.danfoss.com.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 732,858 units in April 2018, up 5.6 percent from 694,089 units shipped in April 2017. U.S. shipments of air conditioners increased 4.6 percent, to 489,558 units, up from 467,884 units shipped in April 2017. U.S. shipments of air-source heat pumps increased 7.6 percent, to 243,300 units, up from 226,205 units shipped in April 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.4 percent, to 2,559,978, up from 2,406,068 units shipped in April 2017. Year-to-date shipments of central air conditioners increased 2.7 percent, to 1,591,978 units, up from 1,549,802 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 13.1 percent, to 968,000, up from 856,266 units shipped during the same period in 2017.

Bosch Experience Center and Laboratory Includes State-of-the-Art Data Collection Equipment

Bosch Thermotechnology Corporation officially unveiled its new facility in Watertown. The company's new space, located 10 miles from Boston, is home to Bosch's first-ever air-conditioning laboratory, which will allow the company to test and refine the performance, sound and connectivity of its air-conditioning units in-house. The facility also includes a Bosch Experience Center, where visitors can immerse themselves in the company's diverse portfolio of energy-efficient products.

"Moving to a facility equipped with a full laboratory aligns with our vision to further design and manufacture leading HVAC solutions, especially in the air-conditioning industry," said Vitor Gregorio, regional president at Bosch Thermotechnology. "It's

not just a new headquarters with a modern office space; it's also a research and development investment in terms of people, talent and infrastructure."

Equipped with brand-new, advanced equipment that ensures highly accurate data, the full laboratory comprises three focus areas: a psychrometric lab, a noise vibration harshness (NVH) lab and an electronics lab.

The psychrometric lab allows Bosch to measure the performance of its air-conditioning units in multiple configurations.

The NVH lab measures the sound of the AC unit, which gives Bosch the ability to test the unit's decibel and determine what adjustments will achieve a quieter product.

The electronics lab measures, tests, and simulates the behavior and performance of the electronic devices in the unit (the "brain" of the units). Bosch develops and produces numerous software prototypes for its connected products, which then are uploaded to the product's "brain" and tested. Bosch can measure the performance of the software to see how fast end users are able to access the app and its information.

"Being able to test Bosch air-conditioning units within this facility will provide real-time, highly accurate field data, accelerating product development," said Goncalo Costa, director of air conditioning at Bosch Thermotechnology. "Product development is an intricate process, and combining these three labs will give Bosch greater agility as well as a competitive edge in the market."

The new headquarters is just 50 miles south of its previous office in Londonderry, New Hampshire, which Bosch still uses for operational functions, including finance, customer service, training, warehousing and purchasing. The Bosch Thermotechnology facility in Florida remains unchanged.

Bosch Thermotechnology Corp. is a leading source of high quality heating, cooling and hot water systems. The Company offers Bosch tankless, point-of-use and electric water heaters, Bosch and Buderus floor-standing and wall-hung boilers, Bosch and FHP water-source, geothermal and air-source heat pump systems, as well as controls and accessories for every product line.

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YORK® Celebrates 5th Anniversary with Building Homes for Heroes

MILWAUKEE – (June 21, 2018) –The YORK® brand of Johnson Controls will celebrate its five-year anniversary sponsoring Building Homes for Heroes (BHH) this July. The organization builds or renovates homes and gifts them, mortgage-free, to severely wounded or disabled US veterans and their families. BHH partners with sponsors like YORK to customize the home's amenities based on the individual needs of each veteran.

For BHH recipients like US Army Specialist Hugo Gonzalez these amenities provide greater freedom and comfort while at home. SPC Gonzalez was severely injured during combat in Iraq. He survived major head and brain trauma and was left legally blind. The smart home automation provided by YORK allows him to control and maintain his heating and air-conditioning system by voice command.

US Air Force Captain Nathan Nelson suffered a spinal cord injury from a rocket blast in Afghanistan leaving him wheelchair-bound. The YORK Affinity™ Hx™ Wi-Fi-enabled touchscreen thermostat allows Captain Nelson to adjust his home's climate from the palm of his hand via smartphone or tablet.

U.S. Marine Corps Sergeant Kirstie Ennis was only 17 when she joined the Army as a helicopter door gunner. During her last deployment her helicopter went down leaving her with severe injuries including the loss of her left leg above the knee. What many people don't know is when you lose a limb the amount of blood in your body remains the same, causing your body temperature to be up to 20 degrees higher than normal. Ennis is grateful to have a reliable cooling system from YORK to help keep her body temperature consistently at a comfortable level.

"We are deeply grateful to Johnson Controls and their contractor and distributor network for their longstanding commitment to supporting our veterans," said Jim Cummings, President, Building Homes

for Heroes. "Gifting these homes would not be possible without the generous donation of YORK HVAC systems in addition to the countless contributions we receive from companies across the US."

In addition to the product donations, YORK authorized dealers coordinate and perform installations free of charge and many provide ongoing routine maintenance and repairs after installation.

By the end of 2018, YORK plans to donate its products to over 100 military families. In addition to the BHH partnership, Johnson Controls pledged in 2015 to hire 1,000 to 3,000 veterans and military spouses by 2020.

"We deeply believe in helping those who protect and defend our country through their service," said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. "We are honored to help veterans and their families live safe, happy and productive lives by donating our products and services to Building Homes for Heroes."

Johnson Controls has also created internal Veteran Engagement Teams to help connect more the veterans who work at Johnson Controls and support them during their transition from military to civilian life. Veterans leading the Veteran Engagement Teams at Johnson Controls have designed a unique "Challenge Coin" that is presented to every veteran who joins the team. The coin is also given to the veterans who receive a YORK home comfort system through the Building Homes for Heroes program as a symbol of their connection.

To learn more about YORK's partnership with Building Homes for Heroes, visit <http://www.york.com/for-your-home/why-buy-york/building-homes-for-heroes>.

To learn more about YORK®, visit www.YORK.com. Also follow on YouTube, Instagram and Facebook @yorkhomecomfort and @YORKHVAC on Twitter.



US Air Force Captain Nathan Nelson is welcomed to a new, mortgage-free home. YORK heating & air conditioning provided a Wi-Fi-enabled thermostat with smart phone control to support the physical needs of this celebrated veteran.

HVAC/R Tools Leader NAVAC Inc. Introduces New Cordless Automatic Flaring Tool



Lyndhurst, NJ – NAVAC Inc., the world's largest supplier of a wide array of HVAC tools such as vacuum pumps, gauges, charging machines and other industry-specific items, has introduced a new cordless automatic flaring tool. A welcome departure from creating flares manually, the NEF6Li Cordless Power Flare yields accurate, hassle-free flares in a fraction of the time compared to traditional flaring methods.

Equipped with a high-performance, large-capacity rechargeable lithium battery, NAVAC's new automatic flaring solution makes flaring faster and far simpler without sacrificing accuracy or consistency. Designed to perform reliably in harsh environments, the NEF6Li Cordless Power Flare also offers variable speed control and quick-connect functionality. It comes in a sturdy blow-molded case with four tube holders, six commonly-sized flare dies, two batteries, a charger, a premium tubing cutter and a deburring tool.

Traditional, manual flaring tools are largely dependent on the individual installer's expertise, a factor that can lead to inconsistent, often damaged flares. In addition, conventional flaring blocks are cumbersome and require assembly and disassembly. By comparison, the NAVAC Cordless Flaring Tool is far easier to use, with positioning and securing the tube taking mere seconds. From there, all the operator does is press the button to make a flare – also a matter of seconds.

With more than 600 employees and sales in over 80 countries, NAVAC recently launched North American operations in Lyndhurst, New Jersey. The company seeks to meet the need in the HVAC/R industry for user-friendly equipment and tools that are less complicated and save time – both crucial to busy technicians charged with conducting efficient yet exacting services.

"Flaring by conventional means is often laborious, time-consuming, and not always adequate from an accuracy standpoint," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC.

HOT Summer Promo with Free Gift from Fieldpiece Instruments

Orange, Calif., For Immediate Release – Fieldpiece Instruments has added another reason to celebrate summer: free gifts with qualifying purchases. Purchase any Fieldpiece Instruments Vacuum Pump or Recovery Machine and choose from one of three gifts that will help you get through the hot summer months.

Starting June 15 and running through July 31, 2018, contractors can choose one of the following free gifts with purchase:

- BG36 Compact Inspection Tool Bag with an easy access pop top. Other features include quick locking magnetic closure, isolated pockets for test instruments, and weather protected sturdy base. This will keep you organized and looking cool.
- Bluetooth Speaker – Have a favorite playlist? Easily pair your phone or tablet to the speaker and take your tunes with you anywhere! You're sure to turn heads with this replica of our MR45 Recovery Machine.
- 30 oz. YETI Tumbler – Hot or cold beverages will stay hot or cold for most of your workday so feel free to fill it up and enjoy your favorite beverage throughout the day. Yeti is the premium double-wall stainless steel tumbler to bring with you.

Qualifying purchases are our VP55 Vacuum

Pump, VP85 Vacuum Pump, or our MR45 Recovery Machine. 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.

The MR45 Recovery Machine features a smart, variable speed one-horsepower DC motor that minimizes liquid slugging and maximizes vapor recovery. The digital display is precise and easy to see, and the electronics are well protected for use in the rain, cold, and heat. Lightweight at only 22lbs, MR45 is also rugged with rubberized housing and rail slides for extra protection.

Tina French, Marketing Manager Fieldpiece Instruments says, "We're hoping our customers will take advantage of this special summer promotion. We wanted to offer gifts that we know would be useful to contractors during the workday or on their free time. And the pumps and recovery machine will help make

the contractors' job easier and faster so they can get to their free time sooner."

To receive your gift with purchase, simply go to www.fieldpiece.com/SummerPromo and follow the instructions. Choose the Fieldpiece Tool Bag, Bluetooth "recovery machine" speaker, or 30oz Yeti Tumbler. Please allow up to six weeks for delivery.



Honeywell Unveils New Nonflammable Refrigerant With Lower Global-Warming-Potential For Use In Stationary Air Conditioning Systems

MORRIS PLAINS, New Jersey, June 26, 2018 – Honeywell (NYSE: HON) today unveiled Solstice® N41 (provisional R-466A), a nonflammable and lower global-warming-potential (GWP) refrigerant for use in stationary air conditioning systems. Once on the market, Solstice N41 will be the lowest GWP, nonflammable, R-410A replacement refrigerant available worldwide. The refrigerant received a provisional number and a preliminary A1 designation from the American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE), a key milestone needed to bring the product to market.

The innovation comes after years of research and development by Honeywell scientists who set out to address one of the most vexing regulatory and safety challenges facing the HVAC industry. All other alternatives proposed to date as R-410A replacements are flammable and require cumbersome changes to safety standards and building codes.

“What we invented and developed in Solstice N41 is a remarkable breakthrough,” said Sanjeev Rastogi, Honeywell vice president and general manager of Fluorine Products. “It is an incredibly promising product that is poised to solve a key problem and potentially become the next big global advance for refrigerants.”

With numerous regulations (including Europe’s F-Gas regulation and the internationally adopted Kigali Amendment to the Montreal Protocol) requiring the phase down of high-global-warming products, the HVAC industry has been looking to replace the current industry standard refrigerant, R-410A, with an energy efficient, nonflammable, and lower GWP solution with a similar or better performance. Solstice N41 is the only refrigerant that combines those attributes.

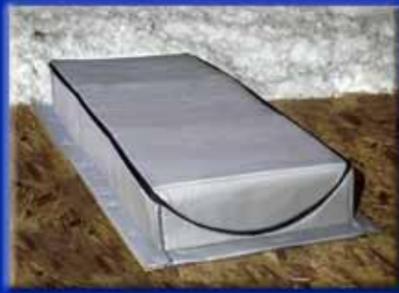
“Solstice N41 offers a unique combination of benefits. With a GWP that is 65% lower than R-410A, it is energy efficient and environmentally preferable,” said Rastogi. “Moreover, the costs associated with moving to Solstice N41 pale in comparison to those required for conversion to a flammable refrigerant. It is the logical economic choice.”

In addition, early testing indicates that switching to Solstice N41 would require minimal changes to equipment and no additional training for installation and repair technicians. Preliminary data indicates that the refrigerant may allow OEMs to easily convert from R-410A.

ASHRAE, a highly-respected global organization that dedicates itself to sustainability and research that advances the heating, ventilating, air conditioning and refrigeration industry, determined that Solstice N41 earned an A1 designation, the same as R-410A.

Solstice N41 joins the family of Solstice products which Honeywell developed to accelerate the transition from away from materials with high GWPs. It is expected to be available commercially in 2019.

Honeywell is a world leader in the development, manufacture and supply of refrigerants that are sold worldwide under the Solstice® and Genetron® brand names for a range of applications, including refrigeration, building and automobile air conditioning. Honeywell and its suppliers have completed a \$900 million investment program in R&D and new capacity based on Honeywell’s HFO technology.



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HARDI Members Conquer Capitol Hill, Advocate for Bipartisan Legislation

COLUMBUS, Ohio, May 31, 2018– Earlier this month, the Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted their annual fly-in, bringing nearly 100 members in Washington, D.C. Over the course of the event, more than 100 HARDI members and staff conducted approximately 200 meetings with congressional offices on Capitol Hill. Politico Influence highlighted our bipartisan outreach in their May 23 newsletter.

“Our current Fly-in participation continues to turn heads on Capitol Hill” said Vice President of Government Affairs Palmer Schoening. “Thank you to all of our members who came to Washington this year. Your engagement will be a tremendous help in our advocacy efforts in the months ahead.”

The HARDI Fly-in showcased a distinguished lineup of speakers, including Rep. Peter Roskam, R-Ill., who led the Ways and Means Tax Policy Subcommittee during passage of the Tax Cuts and Jobs Act. Additionally, Representatives Lou Barletta, R-Pa., Jason Smith, R-Mo., and Warren Davidson, R-Ohio, addressed HARDI members, focusing on policies that impact the HVACR industry. The top legislative issues HARDI prioritized for this year’s fly-in included tax cut permanence, ratification of the Kigali Amendment to the Montreal

protocol, e-fairness, and promoting career and technical education to support jobs in the trades.

“We are confident that our efforts this year will resonate in the short term,” said Director of Government Affairs Alex Ayers. “Many of our legislative priorities enjoyed support from both parties. Now we have additional weight to throw behind them thanks to the efforts from our Fly-in attendees.”

The HARDI Congressional Fly-in has become an effective tool in shaping the policies that affect our members. Full expensing of commercial HVACR equipment was a top priority of our industry in 2017. Thanks to our members’ engagement, HARDI was able to shepherd bipartisan full expensing legislation through Congress that was ultimately included in the tax reform package

that passed in 2017.

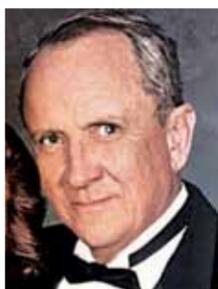
“Many Fly-in attendees are regulars who have achieved veteran status after years of coming to this event,” said Public Affairs Specialist Anthony Lagunzad. “Not only is our reputation as an association growing in Washington, but also our clout on so many of these issues affecting small businesses, family businesses and the HVACR industry as a whole.”

For more information contact Anthony Lagunzad at alagunzad@hardinet.org.



From left to right: Palmer Schoening – HARDI Vice President of Government Affairs; Greg Toler – G. A. Larson Co. VP of Supply Chain/Operations; Senator John Thune, R-S.D.; Talbot Gee – HARDI CEO

In Memoriam of Walter Dickinson II



Walter Dickinson II

It is with great sadness to have to announce the passing of a dear ASHRAE Miami active member and past president (1972-1973), Walter Dickinson II. Walter was certainly an icon of the South Florida HVAC industry for over 60 years.

Walter passed May 11, 2018 at the age of 85, after a brief illness. Walt was surrounded by the family he deeply loved. A native of Staten Island NY, and graduate of Staten Island Academy and Duke University, Walter was a Sanibel resident for over 30 years; he was formerly of Hollywood FL.

Walter was a retired HVAC Sales Engineer/Owner of Associated Air Products, Inc.; ASHRAE member and Miami Chapter Past President 1972-1973; active member of Sanibel-Captiva Kiwanis; and Sanibel Wildlife Committee member.

Walter, having served as an officer and navigator in the United States Air Force and later in Reserves, will be recognized with military honors. He will be remembered for his kindness, generosity to others, and for being considered by most all as “one of the good guys”. Memorial contributions may be made to the Scholarship Award Fund which has been established and named in Walter Dickinson’s honor. Mail support and/or communications to Sanibel Captiva Kiwanis Foundation, PO Box 1, Sanibel FL 33957.

Ride and Decide Launched in Myrtle Beach SC

It is no secret, attracting the next generation of new talent is a problem we all are desperately struggling with. The South Carolina Association of Heating And Cooling Contractors (SCAHACC) has joined their efforts with the South Carolina Chapter of the PHCC and launched a pilot Ride and Decide program this year to encourage high school juniors and seniors to consider a career in the trades. We have strayed far away from the summer days where we would ride and work with our Dad, Uncle, or Cousin. During those summer jobs we would experience a day in the life of a tradesman, craftsman, or service man, and learn the trade we were exposed to. Ride and Decide is a much needed program in today's world, giving our next generation that same opportunity to explore and experience what you and I took for granted.

The program's mission:

- Offer options through High Schools and their Administrators to encourage the students to consider our trades that either cannot decide, or have not thought about what to do, when they graduate from High School.
- Educate the students and their parents on the benefits of working in the industry including:
 - *Competitive wages, get paid while you train.*
 - *Seriously reduced training and education fees compared to the average four-year college degree.*
 - *Minimal career obsolescence, as society will always need plumbing, heating and cooling.*
 - *Expanded opportunities for career advancement and owning your own business.*
 - *Flexible hours and mobility. Where society is, our careers are needed.*

South Carolina's Ride and Decide is an ongoing development of the very successful program started in Tennessee. Initially the challenge was to organize a dedicated group including educators, contractors, and administrators, that will dedicate the time and effort it takes to establish a successful program, as well as set in place a means of keeping it active and remaining successful throughout the years. If properly initiated, promoted and managed, this program will become effective enough to spread throughout the state. Although we are mainly concerned by what happens in the HVAC and Plumbing industries, not all students will be interested in these trades. Therefore this program must include all facets of the construction and service trades to attract as many students as possible, and be a success. Verlon Wulf, the owner of Carolina Cool, Inc., spearheaded the program and is happy to report that after this first year, "We have had over 50 students calling us from every corner of the state asking how to get involved. We soon found that attracting the students was easier than attracting the contractor to put these young eager people to work."

On June 8th 2018 Ride and Decide held its inaugural signing day. At this event, ten Myrtle Beach Mechanical Contractors signed on over twenty students to work with them through the summer, to educate and offer the opportunity, and to explore a rewarding career much like our father's did for us. To find more information or how to get you company involved, visit <http://sc-rideanddecide.com/>

Panasonic's New WhisperFresh Select™ Supplies Endless Fresh Air for a Whole-House Indoor Air Quality Solution

Panasonic Eco Solutions North America introduces the new WhisperFresh Select™ ventilation fan to offer builders, remodelers, and homeowners a complete whole-house indoor air quality (IAQ) solution. As a standalone or paired with Panasonic's multi-speed exhaust fans, the new WhisperFresh Select™ brings fresh, filtered supply air from outdoors into the home, and helps create balanced ventilation in tightly built, energy efficient dwellings. This cost effective mechanical solution makes it easier for builders and contractors to meet ventilation requirements for green building standards, like ASHRAE 62.2., as well as ENERGY STAR®.

Panasonic's revolutionary ECM motor with SmartFlow™ technology ensures optimal CFM output, as rated and advertised, even in the case of a complicated duct run. A high-capacity sirocco motor is used to reduce the noise level for quiet and continuous operation. The built-in Pick-A-Flow™ Airflow Selector provides the capability to customize the ventilation fan for nine different CFM settings and to meet required airflow settings (50-60-70-80-90-100-110-130-150) with the simple turn of a dial. The ability to choose the most fitting CFM level gives builders and contractors the flexibility and assurance that one fan will satisfy a range of ventilation design requirements that meet code and perform as promised.

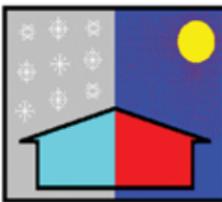
"Panasonic is constantly improving on our Indoor Air Quality solutions, developing products that are easier to install and customize," said Patricia Monks, National Marketing Manager, Panasonic Eco Solutions North America. "WhisperFresh Select's precision ventilation helps builders and contractors design beyond code and create healthier living environments for customers across all climate zones."

By providing recirculation filtration and balancing ventilation throughout a home, the WhisperFresh Select helps building professionals design beyond code without compromising interior aesthetics. The fan integrates with central HVAC systems and enhances ductless systems for a complete whole-house IAQ solution.

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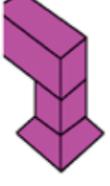
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