

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



SFACA Hosts Annual Inspectors Panel Meeting in August (see page B8)



PBACCA - Florida Air Conditioning Apprenticeship Graduation (see page B4)



Tropic Supply Events during the Month of August (see page 15)



Southeast Building Conference Show at the Gaylord Palms Resort in Orlando (see page B10)

Diversitech Acquires hilmor From Stanley Black & Decker



Jeff Schlichenmeyer
Publisher

ATLANTA (Aug. 13, 2018) – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it has acquired hilmor® from Stanley Black & Decker. The acquisition was completed Aug. 10.

Introduced to the HVAC/R market in 2013, the hilmor brand enjoys a leading reputation as a trusted supplier of innovative and quality HVAC/R tools. More than 300 hilmor products ranging from manifolds and gauges to vacuum pumps and electronic tools are available to HVAC/R technicians across the U.S., Canada and Latin America. The brand has consistently introduced new and revolutionary products over the years, including its Compact Swage Tool, Compact Bender and Dual Readout Thermometer.

“Our mission, and the driving force behind all we do, is to simplify the way our customers work,” said DiversiTech CEO Andy Bergdoll. “The addition of the hilmor brand to the DiversiTech family is a major step toward furthering that mission. We’re

adding a tool brand and a portfolio of products that are synonymous with innovation and are highly complementary to the products we currently offer. Our wholesale customers and contractors now have an additional way to build their business while simplifying their work through streamlined product ordering, reduced shipping charges and other benefits. Over the coming months we will be looking at ways to strategically grow and optimize the hilmor brand within our business.”

DiversiTech Chief Sales and Marketing Officer Bud Sjogren added that the DiversiTech leadership team is working closely with its hilmor and Stanley Black & Decker counterparts to ensure a seamless transition. “Several key hilmor personnel, including all current hilmor sales reps, will be joining the new business under DiversiTech, further securing continuity, expertise and an extended platform for growth,” said Sjogren.

DiversiTech’s acquisition of hilmor is one of 10 acquisitions by the company in the past 24 months. The company currently offers more than 17,000 product items in over 200 product categories.

Contractors and wholesalers with questions can contact their DiversiTech or hilmor regional sales manager. More information about DiversiTech can be found at www.diversitech.com. More information about hilmor is available at www.hilmor.com.

Tropic Supply Celebrates 45th Anniversary!

As we celebrate our 45th year in business, we would like to thank our Tropic Family for continuing to uphold the core values on which our company was built. Our success would not be possible without our team’s dedication to building trusting customer relationships, owning projects from start to finish, maintaining a positive attitude at all times, acting with integrity in all they do, and above all, remaining humble and being considerate of others. We appreciate and are proud of each member of the Tropic family, and look forward to celebrating 45 more years together!

Over the past 45 years, our team members have played an instrumental role in helping Tropic Supply grow. The Tropic team now numbers over 250,

and we have 22 resource center locations across the state of Florida. Learn more about the Tropic Story by visiting www.tropicsupply.com. Click on “Why Tropic” at the top of our home page. You will find our history in pictures, more information about our

Core Values, and an introduction to our leadership team. We also invite you to follow us on FaceBook, LinkedIn and YouTube to learn about our in-store and training events.



NFACCA Presents:
2018 Indoor Air Show

September 13th, 2018
5pm - 8pm
Jacksonville Fairgrounds



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North Central Florida

Tallahassee	Wednesday	9/5/18	8-11
Ocala	Tuesday	9/18/18	8-11
Gainesville	Wednesday	9/19/18	8-11

I-4 Corridor

Orlando	Tuesday	9/18/18	8-11
Daytona	Wednesday	9/19/18	8-11
Melbourne	Thursday	9/20/18	8-11
Sanford	Wednesday	9/26/18	8-11

Jacksonville

Jacksonville D	Tuesday	9/11/18	8-11
Downtown - 500 Park Street			
Jacksonville S	Wednesday	9/12/18	8-11
Southside - 11710 Central Parkway			

South Florida

Ft. Lauderdale	Thursday	9/6/18	8-11
West Palm Bch	Friday	9/7/18	8-11
Dania Beach	Wednesday	9/19/18	10-1
Sunrise	Wednesday	9/26/18	10-1
Boca Raton	Thursday	9/27/18	10-1

Tampa Bay

Port Richey	Thursday	9/20/18	8-11
Sarasota	Tuesday	9/25/18	8-11
Lakeland	Wednesday	9/26/18	8-11
Brandon	Thursday	9/27/18	8-11

**SELECTED
ITEMS
DISCOUNTED
ALL MONTH!**



5 Critical Cash Procedures When It's Hot

**Ruth King's
Contractors Cents**



HVAC Channel.tv

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

Reach her at
ruthking@hvacchannel.tv.

I find that the more cash a company has the more it has a tendency to become complacent. That means that great cash flow gives a false sense of security and many contractors have a tendency to relax and pay less attention. I see this happen every summer.

So, when cashflow is great because everyone is working overtime this is the most important time to pay strict attention to cash. Here are things to remember all the time and especially to pay attention to when it's hot:

1. Make sure that the paperwork for all financed jobs gets submitted.

I was at a contractor's office right after the busy season reviewing jobs and there were a few that had slipped through the cracks...the cash flow was so great that they didn't realize that they had missed submitting the financing paperwork. We set up the following system:

Job folders. With a stamp on the folder you can record the job number, the date the permit was pulled, installation date, the date the financing was submitted, warranty submission date, billing date, and the payment date. Put copies of all relevant paperwork in it. Take the ten minutes each week to review job folders!

2. Make sure that you complete the weekly cash flow reports.

This lets you see how much cash and receivables have come in during the week as well as the disbursements for the week. It also allows you to plan for the following week's inputs and out goes. If you'd like a copy of a weekly cash flow report, send me an email (ruthking@hvacchannel.tv).

3. Make sure that the person receiving the checks from your field personnel notes on the paperwork that he/she received the money.

I have seen checks floating in parking lots. All technicians need staplers in their trucks to staple the checks, cash, or credit card slips to the service tickets. Or, in the cash of electronic billing, they need a colored plastic envelope to put the checks in. With a stapler or a colored envelope, you won't hear a technician say, "I turned in the check with my paperwork" and you don't see a check.

4. Stamp checks for deposit only with your account number as soon as you get them.

This helps to ensure that the checks go in the account that you want them to. If someone walks into the office and steals the checks (it's happened), they are much more difficult to cash. And, if someone has set up a checking account with a similar sounding company name (it's happened too), it will be difficult to deposit those checks in that account.

5. Now is the time to save...Save 1% of all cash that comes in the door.

This is your rainy day fund. At this time of year you won't miss the 1%. Every time you make a deposit in your checking account, write a check for 1% of that total for your savings account.

Next Topic: 4 Easy Things To Do To Stay Happy When It's Hot

Your employees and you should enjoy coming to work everyday...even when it's hot. From an owner's perspective, this is the time to earn profits. This means that your employees have to be productive. There is one part of productivity that often gets forgotten...attitude.

Yes, there are busy and stressful days when it's hot. However, overall everyone should enjoy what he or she is doing and the work environment should be pleasant. In positive environments, employees have a great attitude and are upbeat about what they do. They are thankful that it's busy and the days go by

fast. As the owner, everyone follows your lead. If you are generally happy, the environment will be generally happy. Your employees watch your mood and react to it. And, you don't have to say a thing. They can tell by your body language! If you are stressed out, then your employees will be stressed out too. Make sure that the office doesn't get filled with tension. If the office is tension filled, the field employees sense it and get stressed too.

Here are four ways to keep a positive attitude when it's busy:

1. Make sure you're in a good mood.

You should be happy that it's busy. You have more work to do than you have time for. No one has invented a day stretcher yet...believe me, I'd be the first in line to get one! Be as productive as you can be. This sets a good role model for the employees.

2. Take time to do something different.

In Number 1 I've told you to be as productive as you possibly can and now I'm saying to do something different? The reason I say this is because if your mind is on something other than business for a few minutes or hours then you might be able to solve a business problem that you've been working

on. Read a book, have lunch with a friend, play golf, go for a run, etc. You'll be fresher when you get back to work. I know that when I have an issue that I have to resolve, if I run on the treadmill for 45 minutes, I always come up with a solution. It may not be the ultimate solution. However, it's a starting point that leads to the ultimate solution.

3. Make sure that your employees take a break.

Even though they are busy, they need to take lunch and get away for a while too. They'll be more productive when they get back to work also.

4. Have some stress relievers in the office and on the job.

We give dispatchers foam bricks (like nerf balls) to squeeze, throw or simply laugh at when they get stressed out. The brick is shown here. Laughter is definitely a stress reliever. Get some laughter in the office. You'll break up the day and give everyone some stress relief.

Keep a good morale and positive attitudes when it's busy. Your employees will be as productive as possible and help you earn as much profit as possible.

Thanks for reading Contractor Cents! I look forward to answer any questions that you may have.



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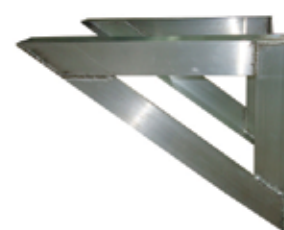
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Quincy P. Carvel (1926-2018) The Personation Of The American Dream

Quincy P. Carvel II, longtime resident and retired businessman died - August 24, 2018 - of pneumonia at the Hospice by The Sea in Boca Raton.

Quincy with two partners started the air conditioning distributor Gemaire in 1969 after spending over 25 years in the A/C business in Miami and Boca Raton. By 1987 Gemaire was the biggest A/C Distributor in the United States. In that year the business was sold and has since gone on to be a billion-dollar company.

After selling his business Quincy retired to enjoy life by boating, fishing, traveling and being a loving husband and an adored father and grandfather with a wide circle of friends.

Quincy was born in 1926 in Pittsburgh, PA to Quincy P. Carvel I, an immigrant, and Sue Jane Pylo, the daughter of immigrants. Quincy attended Central Catholic High School and graduated in 1943 when he was only 16. He was accepted at The Carnegie Institute of Technology and attended for two years before enlisting in the USAF in 1945. After basic training in the US he



was shipped to Italy and served as an airplane and engine mechanic at Foggia Army Air Base. He was honorably discharged in 1947.

After returning to the US, Quincy returned to his studies at Carnegie Tech. In 1948, he married the love of his life, Shirley Trondle. The two had been dating since they were both 14 years old. In 1949 Quincy graduated college and began his career.

In 1955 the family which had grown to five members moved to North Miami Beach, and by 1962 the family numbered nine members. Quincy purchased Boca Heating and Air Conditioning in 1965, and in 1967 the family moved to Boca Raton.

In 2013, his wife Shirley died after a brief illness. Quincy and his sense of humor will be fondly remembered by everyone, his seven children, their spouses, his ten grandchildren and his four great-grandchildren, his former employees, his children's friends, and his friends and all the other people whose life he touched.

John Tisera Takes The Reins At Johnstone Supply, North America's Leading HVACR Cooperative Wholesale Distributor



John Tisera

Portland, Oregon – Effective Aug. 6, 2018, Johnstone Supply will be under the leadership of John Tisera, who is taking on the role of President and CEO of the 65-year old organization. Tisera brings more than 30 years of experience in the industrial distribution, services and manufacturing sectors to Johnstone Supply, the leading HVACR cooperative wholesale distributor in the U.S. and Canada.

“I’m looking forward to joining Johnstone’s strong management team, getting to know the Members and our supplier partners to build on the excellent track record of the business.” John Tisera.

Tisera comes to Johnstone Supply from BlueLinx Corp., a \$3.2 billion distributor of building and industrial products, where he served as senior vice president of sales and marketing.

Before BlueLinx, Tisera brought his Six Sigma Black Belt skills to bear at HD Supply where he served in increasingly responsible roles. Ultimately, Tisera was president of HD Supply Power Solutions, a \$1.9 billion distributor of products and services to utility companies, electrical contractors and industrial manufacturers. After leading the successful divestiture of HD Supply Power Solutions to Anixter Inc., Tisera served as President of Anixter Utility Power Solutions.

John and his wife, Jules, have two grown daughters, Georgie and Kelly Jo.

Shurtape Specialty Coating Launches Newly Renovated Website

Not all tapes are made the same. And sometimes, an off-the-shelf solution just won't cut it. When the situation calls for custom, New Hartford, Conn.-based Shurtape Specialty Coating delivers. Now, this industry-leading designer and manufacturer of custom, high-performance specialty adhesive films, laminates, and tapes announces the launch of its newly renovated website, ShurtapeSpecialty.com.

Shurtape Specialty Coating engineers custom tape and adhesive solutions to meet unique demands and applications in a range of markets, from building and construction, electronics and graphic arts to

healthcare, product assembly, and automotive and transportation. Those solutions include single coated, double coated, self-wound, and transfer tapes.

Visitors to the new website will find additional details about the company's capabilities and markets served, as well as information on Shurtape Specialty Coating's unique design process, which centers on understanding specific application and performance requirements, and then creating an innovative solution to meet those demands.

Visit the new site and learn more about Shurtape Specialty Coating at ShurtapeSpecialty.com.



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NFACCA Presents: The 2018 Indoor Air Show at the Jacksonville Fairgrounds

The North Florida Air Conditioning Contractors Association is having their annual Indoor Air Show on September, 13th 2018 at the Jacksonville Fairgrounds located at 510 Fairground Place in Jacksonville Florida. The show will feature over 100 booths from all over the HVAC spectrum. There will be a special Owner/Principal Happy Hour to preview the show from 4:00pm until 5:00pm. All Owners/Principals will be treated to complimentary beer and wine while previewing the show. The regular show starts at 5:00pm and ends at 8:00pm.

The highlight of the show will be the Indoor Test Track, which will be located in the middle of the Indoor Air Show. At the test track, attendees will be able to test drive the latest in HVAC test instruments, from refrigerant gauges

to air flow test equipment on an actual operating HVAC system. There will be plenty of great door prizes, and food, drinks and beer available for purchase during the show.

The fun continues the next day with the NFACCA Fall Golf Tournament at Deer Creek in case you would like to treat some visitors from out of town for the trade show to stay an extra day and golf.

Companies interested in exhibiting and/or the golf tournament should contact NFACCA Executive Director Katie Ade by calling 904.536.8453 or emailing mail@nfacca.com. Make sure you mark your calendar to attend this exciting event! Tell your friends, invite your coworkers and

we'll see YOU at the NFACCA 2018 Indoor Air Show!



Get The Most Out Of Your Attendance At The 2019 AHR EXPO

The 2019 AHR Expo is the industry's largest HVACR event, hosting thousands of industry professionals and more than 2,100 exhibiting companies each year. The 2019 Show will return to Atlanta for the first time since 2001, with Show dates set for January 14-16.

Spread over two halls of impressive floor real estate, the Show will be held at the Georgia World Congress Center and is poised to be an eventful year for HVACR with technological advancements in IoT and automation, as well building standards for indoor air quality. Existing exhibitors are set to return with new debuts and add-ons to existing products and services, and many new exhibitors are filtering in from cross-over markets helping to advance the HVACR industry.

Registering early has many advantages. Aside from allowing you to prepare in advance for your experience, registration prior to Show arrival is free. Plus, we'll mail your badge ahead of the event so you can skip the lines and get you onto the Show floor faster.

Attending a trade show can be of tremendous value to your professional growth as well as a great way to guide your company's progress in the industry. But getting the most out of your experience means making a plan and be intentional. Set goals for yourself and your company. Make a list of all the things you'd like to take away and areas of specific interest for meeting your goals. Use the Map Your Show planner tool on the AHR Expo website to help guide you. The Show planner lets you save exhibitor profiles, calendar entries and any agenda items you may need as quick reference while at the Show. You can even add personal events and see a full listing of education and speaker sessions that can help you make the best plan to meet all the goals on your list.

Setting goals has no purpose if you don't follow through on plans that help you meet them. Spend some time on the Show website exploring exhibitors to pinpoint those that provide answers to your goals.

Make sure to explore the Show's education series and take advantage of sessions and classes that further your expertise. The Show's education program amasses over 120 sessions featuring the latest industry trends and best practices, and feature professionals from the industry's leading HVACR organizations. In addition to the free sessions, there will be many opportunities for continuing education through ALI courses. All courses hosted in this series are approved for Continuing Education Units (CEUs) and are a great way to maintain P.E. licensure. For these sessions, advanced registration and fee payment are required prior to the Show. You can register on the ASHRAE registration website.

If you're not doing so already, make sure you're following the AHR Expo social media pages (find the Show on Twitter, LinkedIn, Facebook and Instagram). Here you'll find real-time updates of announcements and tips that may assist in your planning. It's also a good idea to post on your personal or company social media pages while at the Show; be sure to use Show-related hashtags (#AHRexpo, #HVACR, or specific names of exhibiting companies or speakers) so others in attendance can follow your experience and stay connected.

You should also engage in conversation with your current customers prior to the Show to lay the foundation for mutual expectations. Trade Shows are a vibrant atmosphere to meet customers in a supportive environment. This is a great way to open the conversation to new partnerships or ways you can enhance your existing relationship.

It's a good idea to promote your attendance at the 2019 AHR Expo on your personal social media pages so that exhibitors and other attendees can be sure to connect with you on the Show floor. You can do this by joining the leaderboard. The Show welcomes thousands of attendees, so planning ahead can prevent missed opportunities. This is also another opportunity to engage in conversations prior to the Show about industry trends that you may want to follow up on in person at the Show

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Trade Talk:

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



It's Time For A Vacation!

It's that time again. The summer is almost over. We have worked hard and some of us just want to look forward to a relaxing day off.

Many Contracting companies don't allow vacations during the busiest time of the summer. Many owners just can't break away. The fall and winter months give us an opportunity for some much-needed time away from the business.

The idea of "vacation" often makes you think of trips to faraway lands. While it's true that big trips can be fun and even refreshing, they can also take a lot of time, energy, and money. A lot of people feel exhausted just thinking about planning a vacation—not just managing personal commitments and school breaks but deciding how to delegate major projects or put work on hold, just so they can have a stress-free holiday. Because of this, some might put off their time away, figuring they'll get to it when their schedule isn't so demanding, only to find at the end of the year that they haven't used their time off.

In my experience as a business owner, I've found that vacations don't have to be big to be significant to your health and happiness. Just think of the idea of taking "micro-vacations" on a frequent basis. These small bits of time off can increase your sense of happiness and the feeling of having "room to breathe."

From my point of view, micro-vacations are times off that require you to use a day or less of vacation time. Because of their shorter duration, they typically require less effort to plan. And micro-vaca-

tions usually don't require you to coordinate others taking care of your work while you're gone. Because of these benefits, micro-vacations can happen more frequently throughout the year, which allows you to recharge before you're feeling burnt out.

If you're feeling like you need a break from the day-to-day but can't find the time for an extended vacation, here are a few ways to add micro-vacations to your life.

Instead of limiting vacations to week-long adventures, consider a two- to three-day trip to someplace local.

To make the trip as refreshing as possible, consider taking time off on Friday so you can wrap up packing, get to your destination, and do a few things before calling it a night. That still leaves you with two days to explore the area. If you get home by dinnertime on Sunday, you can unpack and get the house in order before your workweek starts again.

There may be a few more e-mails than normal to process on Monday, but other than that, your micro-vacation shouldn't create any big work pileups.

Sometimes getting the smallest things done can make you feel great. Consider taking an afternoon—or even a full day—to take an unrushed approach to all of the nonwork tasks that you really want to do but struggle to find time to do. For example, think of those appointments like getting your hair cut, oil changed, or doctor visits. You know that you should get these taken care of but finding the time is difficult with your normal schedule.

Or maybe you want to take the time to do items that you never seem to get to, like picking out pa-

tio furniture or setting up your retirement account. You technically could get these kinds of items done on a weeknight or over the weekend. But if you're consistently finding that you're not and you have the vacation time, use it to lift some of the weight from the nagging undone items list.

As we get older and particularly after we get married, there tends to be a reduction in how much time they spend with friends. One way to find time for friends without feeling like you're sacrificing your family time is to take an hour or two off in a day to meet a friend for lunch or to get together with friends before heading home. If you're allowed to split up your vacation time in these small increments, a single vacation day could easily give you four opportunities to connect with friends who you otherwise might not see at all.

If you struggle to have an uninterrupted conversation with your spouse because your kids are always around, a similar strategy can be helpful. Find days when one or both of you can take a little time off to be together. An extra hour or two will barely make a difference at work but could make a massive impact on the quality of your relationship.

Instead of seeing "vacation" as a large event once or twice a year, consider making micro-vacations a part of your life on a regular basis. By giving yourself permission to take time for yourself, you can increase your sense of ease with your time.

Time away from the hustle can be very healthy for you, your business and your family.

Until next time.

Tommy Castellano



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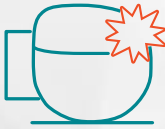
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LG Appoints HVAC Veteran Donald Decker To Lead U.S. Air Conditioning Owner Sales

ALPHARETTA, Ga., Aug. 9, 2018 – Air conditioning technologies leader LG Elec-tronics has named industry veteran Donald Decker as director of owner sales for LG Air Conditioning Technologies in the United States. In this position, Decker will be taking on the critical role of driving LG's business forward into new and important channels to drive profitable growth in the U.S. market.

Decker joins LG with more than 20 years of HVAC industry experience in a multitude of roles ranging from national accounts management to sales management and leadership. Most recently, he served as Daikin Applied's national account executive responsible for national healthcare account sales and new business development. Previous experience includes key positions with Trane, ConEd Solutions and Johnson Controls.

"As LG continues to have a significant and sustained impact on the U.S. HVAC market, we're continuing to expand our team with industry veterans to better serve our growing customer base," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. "With an impressive background and deep knowledge of the

HVAC industry, Donald will drive LG's owner sales team to even greater successes, helping us to further advance into new and important channels here in the U.S. market."

Decker said, "LG is an innovator in the HVAC industry and has a great vision for bringing leading-edge commercial air conditioning and building management solutions to market. As I join the LG family, my charge is to create opportunities and lead the owner sales initiative to help Kevin and the talented team here achieve the business's full potential and to drive further growth."

About LG Air Conditioning Technologies

The LG Electronics USA Air Conditioning Technologies business is based in Alpharetta, Ga. LG is a leading player in the global air conditioning market, manufacturing both commercial

and residential air conditioners and providing total sustainability and building management solutions. From consumer and individual units to industrial and specialized air conditioning systems, LG provides a wide range of products for heating, ventilating and air conditioning. For more information, please visit lghvac.com.



Software Motor Company Makes Key Hire in Its Quest to Change the Way the World Consumes Energy

Software Motor Company announced today that it has hired Spencer Worley as Vice President of Engineering.

Mr. Worley brings more than 30 years of engineering and operational leadership to the company, which is changing the way the world consumes energy with the SMC Smart Motor System. His experience growing teams and ramping products to volume production is key as the company brings the Smart Motor System to the HVACR market. The system, which delivers energy savings of 20% to 50% compared to NEMA Premium Efficiency motors, will drastically reduce global energy consumption.

"We are excited to make such an excellent addition to the SMC team. Spencer's record of success in building strong engineering teams and bringing products into mass production comes at the perfect time and will accelerate our next stage of growth," says Executive Chairman Ryan Morris.

Prior to Software Motor Company, Spencer managed product development at Glowforge, where he oversaw engineering, manufacturing, and scaling to mass production. He has also held leadership roles at Sphero, where he developed the FORCE BAND™, and at Amazon, where he led the development of the Amazon Echo.

Mr. Worley holds a Bachelor of Science in Electrical Engineering degree from the University of California, Santa Barbara.

Founded in Silicon Valley in 2014, the company launched this January at the AHR Expo by announcing it raised a Series A of \$13,141,592. It has since doubled in size, opened new offices and made a key executive hire with Paul Wickberg, who has 30 years of HVAC and controls experience, as EVP of Sales. SMC sells motors between 1HP to 5HP and is scheduled to introduce a 15HP motor in October.

The company has won awards from the National Science Foundation, Wells Fargo's Innovation Incubator, and the CleanTech Open. It was recently featured by Energy CIO Insights as one of this year's Top 10 Smart Energy Solution Providers, and its Smart Motor System took gold for commercial controls in ACHR's The News 2018 Design Dealer Awards.

Lennox Multi-Zone Mini-Split Ductless System



With efficiencies of up to 24.5 SEER (Seasonal Energy Efficiency Rating) and 11.5 HSPF (Heating Season Performance Factor), the

Lennox Mini-Split Ductless System operates using inverter technology, allowing for increased and decreased cooling and heating in small increments, which lowers energy costs. Because these systems can precisely match demand with output, they can operate with extreme energy efficiency and are ideal for multi-housing applications. A Lennox Mini-Split Ductless System can provide powerful heating and cooling for up to five individual areas of a home, without the need for ducts, providing users with a customized whole-home heating or cooling solution, with units controlled separately in each zone.

Benefits of the product include:

- More efficient cooling of targeted zones
- Ductless – minimizes energy losses
- Easy installation and maintenance
- Whisper-quiet levels of indoor operation



Meet New Construction Building Codes with S&Ps Whole House Fresh Air Intake Fan



reFresh All-in-one units introduce fresh air from the outside into the residence. The reFresh series is specifically engineered to meet building and energy codes that call for ASHRAE 62.2 CFM requirements. These units feature a high quality, efficient S&P backward inclined motorized impeller, heavy-duty galvanized construction, and integral metal duct collars designed for 6" round duct. The reFresh is designed for easy installation and maintenance, giving the homeowner the best IAQ solution in an all-in-one unit.




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Testo Announces Fall Promotional Campaign

Sparta, NJ (September 1, 2018) – Testo, Inc., the world's leading manufacturer of test and measurement instruments, has announced its fall promotional campaign. This promotion offers customers the opportunity to receive a free video borescope with the purchase of any 320 or 330 series combustion analyzer.

The video borescope is a high-resolution video inspection camera capable of saving images and recording video on an external memory card. A perfect tool for HVAC technicians, the borescope could be used for service on heating and refrigeration technology, engines, turbines and more. The testo 320 and 330 combustion analyzers set the standard for handheld combustion analyzers with exceptional quality and a wide range of key features and options. These features include all of the functions required to perform tuning and troubleshooting on residential and commercial appliances. They uniquely include pre-calibrated user-replaceable sensors, and full color graphic displays.



This offer is valid for purchases from September 1st through December 31, 2018, with redemption accepted through January 31, 2019. Visit www.testo.com/promo

Bosch Thermotechnology Corp. Announces First-Ever Non-Condensing Gas Furnace

Watertown, Mass., August 1, 2018 – Bosch Thermotechnology introduces its first-ever non-condensing gas furnace, rounding out the company's product portfolio with a complete residential system for heating and cooling. The Bosch 80% AFUE Gas Furnace, BGS80 Series offers a compact size and four-way multipoise design, making it an ideal replacement for aging non-condensing furnaces.

With a cabinet height of 33.75 inches and a multipoise design, the Bosch furnace can fit into tight places, including basements, attics and crawl spaces, allowing for easy integration into homes. The unit's control board is equipped with LED Fault Codes, which display common errors as combinations of LED "flashes," making it easy for contractors to quickly diagnose, troubleshoot and service units.

"Bosch continuously seeks ways to enhance our product portfolio," said Goncalo Costa, director of air conditioning regional business unit, North America at Bosch Thermotechnology. "Our customers have been asking for Bosch to design a non-condensing gas furnace for their homes, and contractors wanted to be able to offer them one. This new offering fills those gaps, and represents another step in Bosch's product portfolio journey."

The furnace offers numerous installation conveniences for contractors. All units come standard with a natural gas-to-LP conversion kit, making the unit field configurable. The design features a left- or right-hand connection for gas and electric service, and the furnace comes equipped with a removable bottom closure panel for bottom return applications and knock-out holes to aid in left/right return applications.

Consumer benefits include lower energy bills, as the furnace converts up to 80 percent of the fuel purchased to heat a home, and peace of mind, with a 20-year limited warranty on the heat exchanger and a 5-year* limited warranty on parts. Pairing the furnace with Bosch IDS Outdoor Units** and Cased Coils** allows the heating and cooling system to switch between fuel sources, keeping homeowners comfortable in any temperature and saving money.

ASHRAE Announces Call for Abstracts for 2019 "Buildings XIV Conference"

ATLANTA (Aug. 10, 2018) – ASHRAE has announced a call for abstracts for the 2019 Buildings XIV International Conference to be held in Clearwater Beach, FL, December 9-12 at the Sheraton Sand Key. The conference is co-organized by Oak Ridge National Laboratory and ASHRAE.

The conference includes two tracks focused on Principles (research and development) and Practices (practical applications and case studies).

"This conference draws so heavily on the advanced technical knowledge of our global experts, that it takes place every three years, allowing time to develop new research and technology applications and to document findings," says André Desjarlais, conference chair. "It's a great opportunity for product manufacturers, research groups, technical advisors, builders, designers and other consultants to discuss their work achievements, interest and awareness of buildings issues, and provide

solutions to some of our major building problems."

The conference steering committee is seeking papers focused on the development of high impact technologies and processes that are lifecycle cost effective and reduce energy use and environmental consequences, as well as case studies that are unique and new. Papers should demonstrate how their topics, on the thermal and moisture performance of the exterior envelope of whole buildings, will lead to high performance buildings, demonstrate technologies ready for implementation and show the promise of short to mid-term adoption.

Abstract submissions are due Oct. 26, 2018. If accepted, papers will be due Feb. 22, 2019. For more information or to submit an abstract, visit ashrae.org/BuildingsXIV.

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Tropic Supply Events in August

Fieldpiece & Pipe Prop Demo Days, CPS Pump Clinics, Refrigeration Technologies Demo Days



Tom Gibbons of CPS Products servicing a vacuum pump for a Tropic Supply customer at their new St Petersburg location



Gary Marcotte of Superb Air Conditioning with Rick Farrow of Cain Sales



CPS Pump Clinic at the T-12 Tropic Supply location in Port Charlotte



Rick Farrow of Cain Sales, with Emiro Romero of Rome Aire



Wesley Nealy of Atlantic Kyle Eno of BTU Reps

Tropic Supply hosted Fieldpiece & Pipe Prop Demo Days, CPS Pump Clinics, and Refrigeration Technologies Demo Days around the state of Florida during the month of August.

Representatives from Fieldpiece & Pipe Prop gave demonstrations for proper installations of Pipe Prop products and the new Fieldpiece JL3KH6 Job Link Probes. Owens Corning Duct Board products were featured too. The Demo Day perks were a FREE SPK1 with any Fieldpiece purchase over \$100.00 and a FREE Owens Corning hat and t-shirt with any purchase of Owens Corning Duct Board during the Demo Day.

Tom Gibbons of CPS performed a FREE vacuum pump oil change and performance test at the CPS Pump Clinics. The Pump Clinic Perks were a FREE VPXJ220 jumper power cord with purchase of the VP6D vacuum pump and a FREE breakfast too!

The Refrigeration Technologies Demo Days consisted of live demonstrations of the Viper Wet Rag and Viper Heat Blocking Gel. Also presented were overviews of Kosher Ice Machine Cleaners, Sub-Zero MicroLeak Detectors, Food Grade-Approved Silicone and NSF-Approved Evaporator and Condenser Cleaners. The Demo Day perk was a FREE t-shirt for the first 20 Refrigeration Technologies purchases during each Demo Day. For more information on future events, visit the Tropic Supply events calendar at their website www.tropicsupply.com/events.



Rick Farrow of Cain Sales, Nasir Khalir of All In One Air Conditioning, and Lizausaba of Tropic Supply



Barry Thompson and Lenny Youngtaub of TempTronics Air with Kyle Eno of BTU Reps



CPS Pump Clinic at the T-1 Tropic Supply location in Miami



Kevin Murray and John Bledsoe of Bledsoe Marine Service, with Kyle Eno of BTU Reps



Tim Roberts of Cain Sales giving information on the new Fieldpiece Recovery Machine at Tropic Supply in Port Charlotte



Larry Michelson of Cool Daddy LLC, Carlos Castillo of Tropic Supply, and Tom Gibbons of CPS Products



Michael Cupp of Cain Sales (right) at the Fieldpiece & Pipe Prop Demo Day in Daytona Beach



Kyle Eno of BTU Reps gives a live demonstration of the Viper Wet Rag and Heat Blocking Gel



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"The IAPMO UPC Certification reinforces that PipeProp has once again been proven to be the best choice for Architects, Mechanical Contractors, Municipalities and Roofing Consultants" said Jim Brown, inventor of PipeProp and owner of JMB Industries, LLC. The certification includes the APS-1, APS-2 and the USPP models. Building owners, builders and contract professionals across the United States trust the Pipe Prop pipe support system to deliver reliable results that will help them protect the building and equipment investment, extend the life of the commercial building and save money at the same time. Go to www.pipeprop.com to review models, product certifications, specifications, test results and to locate a distributor in your area.

U.S. Department of Energy Selects PARC to Develop Low-Cost CO2 Sensors

August 14, 2018 – Palo Alto, Calif.— PARC, a Xerox company, was selected via a Funding Opportunity Award from the Department of Energy to develop low-cost CO2 sensors to improve indoor air quality and energy efficiency within buildings. The PARC project is funded by DOE's Office of Energy Efficiency and Renewable Energy (EERE) through its Building Technologies Office (BTO), which announced in August 2017 its investment of up to \$15.8 million in 13 projects that will drive innovation in early-stage R&D for advanced building technologies and systems that will serve as a foundation for future technological developments and reductions in building energy consumption.

For this DOE-funded project, PARC will produce a low-cost, printed sorbent that measures CO2 via physical adsorption. The sensor heats up as a result of the CO2 adsorption, and PARC measures the heat produced to determine the levels of CO2. The goal of the research effort is to develop a low-cost sensor with a sensitivity of 50ppm.

"Prominent studies have shown that high levels of CO2 lower our efficacy in decision-making and in our ability to concentrate," said Dr. Clinton Smith, lead PARC researcher on the project. "We aim to create a technology which will enable per-room level measurement of CO2 concentration. This will allow building managers finer grained control of their HVAC system for more energy efficiency, and it will also help to promote healthy indoor air quality."

The average CO2 concentration in the atmo-

sphere is 400 ppm, with higher indoor concentrations that can reach over 1500 ppm. National regulations require indoor CO2 levels to be below 1,100 ppm. Currently, there is no cost-effective means of measuring indoor CO2 levels and buildings are over-ventilated, wasting substantial amounts of energy. Low-cost CO2 sensors will be significant in helping reduce levels and manage building efficiency.

The Internet of Things (IoT) enables a myriad of solutions to help us sense and interpret the world. Printing is a promising approach to mass-produce and customize sensor systems to support the fast growing IoT. The low-cost, flexible form factor, and simple installation of PARC's approach is ideal for a variety of applications including building efficiency, air quality, smart cities, industrial and residential safety, and wearables. In addition to the cost of fabrication and materials, commissioning is a major barrier to economical implementation. Automatic localization, simplified calibration, and redundancy can help reduce the commissioning effort required. The key to the success of any widespread IoT deployment is the ability to utilize configurable, on-demand, low-cost sensor systems, and to design the technology to best fit the application.

The DOE Buildings Energy Efficiency Frontiers and Innovation Technologies (BENEFIT) – 2017 solicitation funded a total of 13 projects, encompassing sensors and controls, heating, ventilation, air conditioning, and refrigeration (HVAC&R), windows, and building envelope (the physical elements, such as doors and walls, separating a building's interior from its exterior). The CO2 sensor project falls within the sensors and controls category.

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HARDI Official Statement On President Trump Signing CTE Bill

COLUMBUS, Ohio, July 31, 2018– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) Vice President of Government Affairs Palmer Schoening has released the following statement in regard to President Trump today signing the Strengthening Career and Technical Education for the 21st Century Act:

"The issue of recruiting the next generation into the skilled trades is one of the biggest challenges facing our industry today. Not only does this legislation take an important step towards alleviating the labor shortage in the trades, but it also promotes more training and certification for technicians. HARDI applauds the President and Congress for their bipartisan efforts in keeping grants for CTE education in place by reauthorizing the Perkins Act through the passage and signing of the Strengthening Career and Technical Education for the 21st Century Act."

HARDI members have supported this specific bill for the past two years and at the last two HARDI Congressional Fly-ins with the understanding that it would generate an influx of professional HVACR contractors, who would enter the workforce with the tools and knowledge they need to compete for high-skilled, in-demand jobs in the HVACR industry.

Business Owners Get Instruction and Inspiration at The New Flat Rate's Business 101 Uncensored

The New Flat Rate, a leading provider of menu pricing for residential home service companies, just concluded its Business 101 Uncensored conference in Chattanooga and attendees offered glowing feedback. The two-day seminar, which took place July 24-25, gave attendees a comprehensive training course on everything from developing company culture to maximizing their profit through pricing structures.

"We want to help home services companies take their business to the next level, and Business 101 Uncensored was an opportunity for them to learn how to do just that," said Rodney Koop, founder and CEO of The New Flat Rate. "This seminar was designed to educate owners and managers on tactics they can use in every aspect of their business."

Sessions at Business 101 Uncensored covered a variety of topics, such as how to hire and retain top employees, instead of being singularly focused. Breakout sessions focused on how to find invisible profit, how company culture affects the bottom line, the benefits of service agreements and how to coach employees.

Stephanie Perry with All About Home Repair said the event offered a perspective check.

"I need to get on track and be more accountable, take my business more seriously and overcome the burnout I'm feeling," said Perry.

Other attendees mentioned feeling emotionally refreshed and realigning priorities. Just about all of the 19 business managers surveyed indicated they learned more than expected and all said they were extremely likely to return next year.

"Business 101 Uncensored has helped clarify concepts, built my confidence in my own ideas and introduced me to new people and ideas I can apply in my own business," said attendee Elizabeth Rice from Peco Heating and Cooling.

Business owners traveled from all over the country, including Maryland, Pennsylvania and Arizona, to attend the training at the Westin in downtown Chattanooga. The event included presentations, product information and networking. The New Flat Rate also gave attendees the first look at a new feature, The Billable Hour Calculator, which they'll unveil to the public in coming weeks.

"A lot of home services companies focus on metrics like the number of incoming calls and the number of trucks on the road," Koop said. "Those are definitely

important for generating revenue, but there are other factors that can make a business successful that are more difficult to track, such as employee happiness. We left no stone unturned, and everyone who attended got a lot of good information to help maximize profits, retain quality employees, and keep customers satisfied." For more information about the company, visit www.thenewflatrate.com.

The New Flat Rate, Inc. pioneered the first menu pricing system for in-home service providers which has doubled and tripled the average service ticket for contractors across the United States and Canada. Targeting HVAC, Plumbing, and Electrical Service and Repair contractors, each market-specific edition is designed to do the bundling and upselling for technicians by providing hundreds of service, repair and equipment replacement "menus", each with up to five straightforward options consumers can choose.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,120,459 units in June 2018, up 3.8 percent from 1,079,859 units shipped in June 2017. U.S. shipments of air conditioners increased 3.1 percent, to 783,705 units, up from 760,247 units shipped in June 2017. U.S. shipments of air-source heat pumps increased 5.4 percent, to 336,754 units, up from 319,612 units shipped in June 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.1 percent, to 4,654,900, up from 4,386,386 units shipped in June 2017. Year-to-date shipments of central air conditioners increased 4 percent, to 3,049,440 units, up from 2,932,294 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 10.4 percent, to 1,605,460, up from 1,454,092 units shipped during the same period in 2017.

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Performance Pointers

by David Richardson



Don't Forget About Wet Bulb Temperature

Last month we looked at how dry bulb temperatures, fan airflow, and the sensible heat formula can determine sensible Btus from HVAC equipment. This month let's look at how to use wet bulb temperatures with fan airflow to verify cooling system performance.

Wet Bulb Temperature

Many technicians are familiar with wet bulb temperature measurement as a step to determine proper refrigerant charge in a cooling system. Unfortunately, this is typically where its use ends. There's so much more potential for this measurement if it's taken a little further.

Wet bulb temperature accounts for heat and moisture in the air and helps determine relative humidity levels. You can measure it with a wet bulb thermometer, sling psychrometer, or digital psychrometer. For best results, use a digital psychrometer to measure inside the duct system.

Latent Heat and Total Heat

In addition to sensible heat, a cooling system also removes latent heat. This is an important factor in humid climates because it ties to humidity removal in a building. When you combine latent heat and sensible heat, the result is total heat removed by the cooling system. The total heat formula is: $CFM \times \Delta h \times 4.5 = \text{Total Btus}$

To use this formula, measure wet bulb air temperatures as air enters and exits the cooling system. You then convert the measurements to enthalpy with an enthalpy chart. If you're wondering, enthal-

py is a fancy word for heat.

Once you convert wet bulb temperature measurements to enthalpy, subtract them to determine enthalpy change or Δh (Delta h) through the cooling system. You can also use newer digital psychrometers that measure enthalpy change directly to simplify testing.

After you determine enthalpy change, combine it with fan airflow and the total heat formula to determine total system capacity. You can use this value to verify installed cooling system performance. Let's look at how the total heat formula can be useful in the field.

Total Heat Formula Application

Let's say you receive a call from a homeowner who has a four-ton cooling system that doesn't work quite right. They are at their wits end and think they need a larger system. After they get some advice from a family member, they seal their duct system to reduce duct leakage. Unfortunately, this only makes their problem worse.

When you arrive at the home, you measure fan airflow and find the air handler fan moving 1160 cfm. You also measure 63.1° return air wet bulb temperature entering the air handler. With an enthalpy chart, you convert 63.1° wet bulb to a 28.65 Btu/lb (Btus per pound of air).

Next, you measure 53.4° supply air wet bulb temperature leaving the air handler. The supply wet bulb temperature measurement converts to 22.24 Btu/lb. Subtract the 22.24 supply enthalpy from the

28.65 return enthalpy to find a 6.41 Δh (enthalpy change). Put these measurements into the total heat formula and you'll come up with:

$$1160 \text{ CFM} \times 6.41 \Delta h \times 4.5 = 33,460 \text{ total Btus}$$

When you compare the 33,460 Btus you just calculated to the four-ton rated system, you find the system operates closer to a three-ton system. Do you think larger equipment will solve this customer's problem? What about any duct losses due to duct temperature gain? How would this impact system performance?

Apply the sensible and total heat formulas to gain new insight into true HVAC system operation. Begin to apply these formulas when you encounter comfort and performance issues. Often, they will contain the answers to many of your difficult problems.

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

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

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Clean Comfort Indoor Air Essentials Expands and Enhances Filter Line

HOUSTON, August 2, 2018 – Clean Comfort Indoor Air Essentials has expanded its line of air filters for heating, ventilation and air conditioning (HVAC) systems.

For media air cleaners, Clean Comfort now offers deep-pleated 4 ½-inch replacement filters, as well as an upgraded MERV 13 carbon filter.

Rated MERV 11, the deep-pleated replacement filters can be utilized in AM11 series CleanFit and AMB11 builder's model cabinets. Also, an upgraded MERV 13 deep-pleated carbon filter is now available for all cabinets. The 4 1/8-inch deep-pleated filters are shipped in cases of five.

Clean Comfort has expanded its line of MERV 8- and MERV 11-rated pleated filters to cover a broad range of sizes. The one-, two- and four-inch wide filters are now offered in some nominal sizes and even custom sizes to fit specific applications.

For budget-minded applications, a new line of Clean Comfort Economy Pleated Filters is now available. The pleated filters are available in one-

and two-inch sizes designed to provide efficient indoor air filtration with a minimum MERV 6 rating.

For more information, visit www.CleanComfort.com.

Clean Comfort Indoor Air Essentials



Appion Pro Tip: How Do I Cool A Hot Recovery Tank?

Recovery jobs taking longer than you'd like? Hot recovery tanks slowing you down on the job? Peak summertime temperatures can mean painfully slow recovery times, but they don't have to.

By pumping liquid into the vapor port of an upside down recovery tank you avoid the restrictive dip tube and can even lower the temperature of a hot tank.



ASHRAE Publishes Updated Legionellosis Standard

ATLANTA (Aug. 13, 2018) – ASHRAE has published a revised edition of its standard that provides a more comprehensive approach to preventing the growth and spread of Legionella.

ANSI/ASHRAE Standard 188-2018, Legionellosis: Risk Management for Building Water Systems establishes minimum legionellosis risk management requirements for building water systems. The 2018 edition provides clarification of compliance requirements, as well as an update to enforceable, code-intended language to facilitate adoption of the standard for code and regulatory purposes.

The standard was originally developed to assist designers and building operators establish water management plans that include practices specific to the systems that exist in a particular building, campus or health care facility. It is intended for use by those involved in design, construction, installation, com-

missioning, operation, maintenance, and service of centralized building water systems and components.

"Standard 188 was the first industry standard in the U.S. to address Legionnaire's disease prevention," said Paul Lindahl, chair of the Standard 188 committee. "Since this standard centers on the development and implementation of good design, operations and maintenance procedures, it is important to make updates on a regular basis. The 2018 edition of the standard focuses on improved usability, offering better guidance to minimize the risk of this potentially fatal disease and save lives."

The 2018 edition of Standard 188 provides:

- A description of environmental conditions that promote the growth of Legionella.
- Informative annexes and bibliography with suggestions, recommendations, and references to additional guidance.

- Minimum Legionellosis risk management requirements for buildings and associated potable and non-potable water systems.
- Requirements for Legionellosis control strategies and documentation.

The CDC estimates there are between 8,000 and 18,000 cases of Legionnaires' disease in the United States each year – and more than 10 percent of these cases are fatal. Legionella can also cause a less-severe influenza-like illness known as Pontiac Fever. Most of those cases are the result of exposure to Legionella found in building water systems.

The cost of ASHRAE Standard 188-2018 is \$75 for ASHRAE members (\$88, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

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HOW SHOULD YOU DUCT A WHOLE-HOUSE DEHUMIDIFIER?

A recent FSEC Study offers some answers.

article by
Andrew C. Ask, P.E.



Whole House dehumidifiers are referred to as “ducted.” That normally means connected to the HVAC duct system. But where in the duct system, and how? I’d like to share some new information on that topic this month, along with confirmation of what I think I already knew. You might want to open up a manual from one of the major manufacturers to follow as you read this.

I’ve known, or at least been fairly certain, for several years that the 90°F/20% rh discharge air from dehumidifiers had best get mixed with the 55°F/saturated (almost) supply air from the AC one way or the other to create REHEAT. The “principal” behind vapor-compression dehumidifiers is reheat, identified (if not invented) by Carrier 100 years ago as arguably the best dehumidification strategy. But the heat in reheat doesn’t do any good if it doesn’t warm the supply air.

That’s just common sense to me, but the research supporting the idea was kind of thin—a few lab tests run by a mad scientist: me tinkering in my garage. Now, a new study by Real Scientists at Florida Solar Energy Center, FSEC-CR-2038-18, June 01, 2018, provides some solid evidence backing up that idea, plus a couple more things I hadn’t thought about.

My tinkering caught FSEC’s attention and the State of Florida funded a study where they hooked up a dehumidifier three different ways, connected some instruments, stood back and observed the results. First, for a base line or control, they set up the DH as an independent system, sitting in the conditioned space, much like a free-standing portable. Second, they did the “Preferred Attic Installation” from Brand AA’s manual, so-called “return/return:” both the inlet and outlet of the DH were connected to the AHU’s return duct. In the third test, the DH was ducted much like test #2, but now the DH inlet and outlet were connected to the AC supply duct. This configuration isn’t in anyone’s installation manual. You might have heard that I’ve been tinkering

with this hook-up, and I call it Injection.

What I think FSEC’s investigation found:

Test #1, independent DH system, works pretty well.

In return/return, **Test #2**, the DH/AC combo yields less condensate than the AC running by itself. Adding the DH actually hurts, not helps. I knew that, no surprise. What I didn’t know, and FSEC found out, was that if the DH continues to run after the AC compressor shuts off, that hot dry air evaporating water off the AC coil adds moisture to the air stream. The AC turns into a humidifier, if only for 15-30 minutes. Talk about advancing to the rear.

Injection, what I call **Test #3**, worked the best. It crushes return/return; and is moderately better—about 5%—than an independent DH.

Based upon the FSEC study, I’ve developed some new dehumidifier guidelines for use in my practice:

Rule #1: Don’t ever connect the discharge duct from a dehumidifier to an AC return duct.

Rule #2: Do connect the DH discharge to the AC supply duct.

Rule #3: If you can’t follow Rule #2, then set the DH up as an independent system.

Rule #Last: If you insist upon return/return, lock out the DH when the AC compressor is running, and for a couple hours after it shuts down.

Now those rules are simple enough, but I’m ignoring some annoying details.

Although independent dehumidification systems do work—a lot better than I thought—they concentrate heat, and that can be a deal killer. It always is if you try to use a portable as a permanent solution. It’s going to be a problem for the new wall dehumidifiers—will homeowners buy into having that hot spot during the cooling season? You should probably install a small, separate duct distribution system (that incidentally would distribute ventilation air) to disperse the heat.

I’ve only talked about the dehumidifier dis-

charge duct. You still need a return duct, and that has to come from somewhere—the AC return or a separate, dedicated return. Notice where Test #3 connected the return: to the AC supply! Say what?

We still need backdraft dampers at strategic locations to prevent air from either device flowing backwards when its fan is off.

To make the DH discharge air flow into the supply duct, it will have to be at a higher SP than that duct, typically .50” in the South; and that’s going to be difficult if the DH is rated at only .40” SP. Ask your manufacturer how you are supposed to deal with that. But their hands are pretty much tied by Energystar—the electrical energy has to all go to the compressor, not to the fan. But that’s another story which I will share with you sometime.

Notice what ESP to expect when both DH ducts are connected to either the return or the supply. That’s right: zero SP. And that’s probably why manufacturer’s “prefer” the return/return connection—excellent air handling performance, great DH performance, but for some reason they fail to mention lousy overall system performance.

In case you haven’t picked up on it yet, I’m a fan of how FSEC did Test #3, both sides of the DH connected to the supply duct. Unfortunately, that hook-up diagram isn’t in any of the installation manuals. So if you follow those particular instructions, you’re off the reservation, not following manufacturer’s recommendations. ??

Did I mention that I live “off the reservation?” I do go into town for provisions once in a while.

Once word of the FSEC study reaches Madison, WI, where most of our dehumidifiers come from, I’m sure the manuals will be updated to reflect their findings. And they will undoubtedly delete the return/return diagrams. Right after the NRA comes out against owning guns. Until then, stay tuned.

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



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Important Industry Warning: The Risks of Low-Quality Refrigerant

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- Bad composition that constricts the accuracy of pressure-temperature charts.
- High moisture that increases chemical breakdown and leads to compressor failure.
- Non-condensables that increase energy usage and weaken system performance.
- Residue and POE oil additives that release contaminants from tubing walls and weaken system performance.

It is essential for customers to understand these harmful effects and the risks associated. Buying low-quality refrigerant that doesn't meet AHRI 700 purity standards not only damages systems, but also leads to added costs.

Distributors risk taking on unknown liabilities and a flood of callbacks. Contractors risk losing time while troubleshooting system failures or losing customers altogether. End-users risk higher energy usage, poor system performance, and compromised equipment life.

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When a refrigerant meets AHRI 700 purity standards, its high quality is ensured. That's why Che-

mours and ICOR International, a wholly owned subsidiary of The Chemours Company, voluntarily invest in meeting those standards to put you at ease. Avoid buying cheap, low-quality refrigerant. If it doesn't meet standards, then it won't meet your needs.

Share this message to warn customers about the harmful effects of low-quality refrigerant—the future of their business might depend on it.

For more information on Freon™ refrigerants and ICOR products, visit: freon.com and icorrefrigerants.com. For more information on refrigerants, visit refrigerants.chemours.com

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Mitsubishi Electric Trane HVAC US LLC Orlando Training Center 2018 Training Courses



M- & P- Series Installation Essentials (Day 1)

Description: This 1-day M- and P-Series Installation Course provides an in-depth discussion of the techniques associated with properly installing a system. The course focuses on best practices, limitations, and manufacturer's requirements as they pertain to wiring, addressing, refrigerant piping, equipment installation, and refrigerant charge. This course is recommended for installers.

Course Topics: Installation, System Startup, Initial Operation, and Diamond System Builder.

The M- and P-Series Installation Essentials Course is Day 1. If you would like to attend the M- and P-Series Service Essentials (Day 2) course, please register separately for the consecutive course dates. These courses are offered at our Mitsubishi Electric Training Centers on consecutive days.

Pre-requisite: Not applicable

Maximum number of Attendees: 13

Target Audience: Installers of Mini Split Air Conditioning and Heat Pump systems.

Hours: 1 Day - 8:30 am – 4:30 pm

Price: \$100.00 | CEUs: .8

Attire: Please do not wear shorts or open-toed shoes for safety reasons.

Orlando dates are September 17th (SPANISH), October 9th, November 6th, and December 11th

M- & P- Series Service Essentials (Day 2)

Description: This 1-day M- and P-Series Service Course is for service and troubleshooting of M- and P-Series systems. The concepts and theories of M- and P- system operation including a study of the electrical and refrigerant circuits are covered in detail. Additionally, the resources and techniques to troubleshoot M- and P-series systems will be discussed along with practical hands-on exercises. We recommend bringing a laptop computer to the course.

Course Topics: Preventative Maintenance, Technology and Operation, Functional Overview, and Troubleshooting.

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Pre-requisite: Not applicable

Maximum number of Attendees: 13

Target Audience: Service and installation personnel of Mini Split Air Conditioning and Heat Pump systems.

Hours: 1 Day - 8:30 am – 4:30 pm

Price: \$100.00 | CEUs: .8

Attire: Please do not wear shorts or open-toed shoes for safety reasons.

Orlando dates are September 18th (Spanish), October 10th, November 7th, and December 12th.



Advanced M- and P- Series Service Course

Description: This 2-day "Advanced M- and P-Series Service Course" provides participants with an in-depth explanation of system components along with a breakdown of where they fit within the electrical and refrigerant circuits. Check points and common faults are identified along with their probable causes and effects. Emphasis is placed on the sequence of operation and system performance during operational modes. In addition, participants are presented with the System Diagnosis Procedure used to troubleshoot and isolate faulty equipment. Using the steps outlined in the procedure, participants perform both paper-based and hands-on exercises to repair faulty equipment. Attendance is limited to 6 participants in order to enhance the training and to provide a more in depth interaction between the Student and Instructor.

NOTE: Laptops are required for this training.

Pre-requisite for the Advanced M- and P-Series Service Course: M- and P-Series Service Course (2-day course)

Maximum number of Attendees: 6

Target Audience: This class is intended for service technicians with an advanced level of technical knowledge of Mini Split Air Conditioning and Heat Pump systems.

Hours: 2 Days - 8:30 AM – 4:30 PM

Price: \$595.00 | CEUs: 1.6

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*Class schedules are subject to change. Please verify time, dates, and locations when registering.

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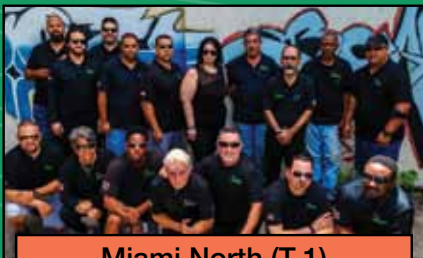
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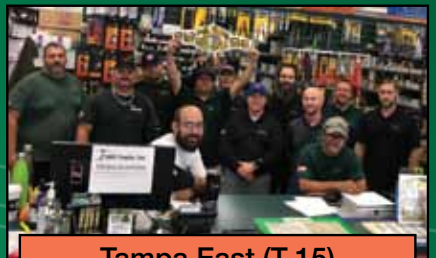
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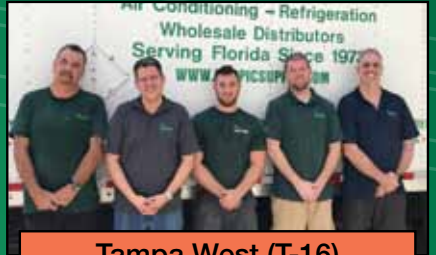
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Ladies Night Out At Brio Tuscan Grille The Village at Gulfstream Park - August 30, 2018

Gemaire Ladies Night Out was an all womens event which took place on Thursday, the 30th of August from 6:30 pm to 8:30 pm at BRIO Tuscan Grille in Hallandale's Gulfstream Park.

Gemaire Ladies Night Out gave Gemaire's women industry partners a chance to unwind from their busy week and network with other women professionals. Gemaire is pleased to show appreciation to all the women professionals who support

Gemaire on a day to day basis. Ladies Night Out is an excellent way to show hospitality by serving the ladies who help to make it happen.

The initiative was founded by Kristina Poakeart, Gemaire Distributors' Marketing and Analytics Director. "Since this is a male-driven industry, we plan a lot of events around their favorite activities; I wanted to highlight the women that play such a key role in this business and that many times are the de-

cision makers. Our aim is to show our appreciation by providing a venue where they could exchange ideas, grow their business and learn from other subject matter experts."

Gemaire Ladies Night Out event was also sponsored by Rheem Manufacturing Company, a leader in the HVAC industry, providing the highest performance in commercial and residential heating and cooling systems.



Women representatives from Gemaire and Rheem gather for a group photo



Kristina Poakeart, Maria Saavedra, and Elizabeth Quinn of Gemaire welcome everyone to the Ladies Night Out event



Tammi Tolley, Shawn Meredith, Ana Rodriquez, and Maria Saavedra of Gemaire



Everyone had a great Ladies Night Out! Relaxing with a beverage, enjoying delicious food, and talking with other industry women



JoAnn Pinna and Tina Flowers of Master Mechanical



The first Gemaire Ladies Night Out was a big success!



Caudalie gave skincare tips and samples for the ladies to try



Elizabeth Quinn, Maria Saavedra, and Kristina Poakeart of Gemaire, with Marsha Jones of Jones Air Conditioning



Christina Alvarez of Weathershield Air Conditioning and Sandra Falero of Daily Air Conditioning



Aymet Perez and Mercedes Febles of Kingdom Air Conditioning, with Elizabeth Quinn of Gemaire



Luisa Vesga of VMECH Mechanical, Audry Dunn of 24 Hour Air Service, Milagros Torres and Elvira Castano of Gemaire



Daniela Labory and Lilian Florez of SMC Air Conditioning

HARDI Distributors Report 15.4 Percent Revenue Increase in July

COLUMBUS, Ohio, August 30, 2018– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 15.4 percent in July 2018.



The average annualized growth for the 12 months through July 2018 is 7.6 percent.

"This is a positive report in a seasonally important month," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The 15 percent was helped by an extra billing day and easy prior year comparison. We estimate the gain was in the 10 percent to 11 percent range if adjust for the extra billing day."

"The results this summer reflect the healthy and stable economy," Loftus continued. "After 94 consecutive months of job growth, consumer confidence is coasting at a very high level consistent with a high level of replacement activity. It is sad to realize the last time unemployment was this low was also the last time our government was generating a budget surplus."

Days Sales Outstanding (DSO), a measure of

how quickly customers pay their bills, spiked up with the strong sales this past spring. The action was temporary, and the DSO is back to normal for this time of year near 44 days.

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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



Florida Air Conditioning Apprenticeship Graduation August 2nd, 2018



The Florida Air Conditioning Apprenticeship Association (FACAA), in conjunction with the Palm Beach Air Conditioning Contractors Association (PBACCA), honored 28 2018 graduates at a banquet held on August 2, 2018 at The Embassy Suites in West Palm Beach, Florida.

More than 120 instructors, employers, friends, families and other industry members attended the event to congratulate the graduates and celebrate with them. FACAA Program Director and past PBACCA President Steve Sparks and FACAA Com-

mittee Members hosted the banquet, which began with the PBACCA General Membership Meeting.

Steve congratulated the graduates for their commitment, thanked their families for the sacrifices they endured and recognized the sponsoring employers for enabling the students to participate over the past four years.

Keynote Speaker, Anne Gerwig, Mayor of the Village of Wellington, discussed the importance of working hard, being proud, and giving back to your community. Mayor Anne Gerwig also issued a

challenged the graduates to say "Thank You" to all the people who helped them along the way!

Kent Hartwig, Program Coordinator from Palm Beach State College, introduced the instructors and Steve Sparks presented the graduates and presented their certificates along with gifts from Tropic Supply and the Florida Refrigeration and Air Conditioning Contractors Association.

Steve reminded them of the PBACCA Maury Jacob Scholarships that is available to assist all motivated students.



Rhonda Hutchison of FACCA, Pam Ripple and Carissa Dumig of PBACCA welcomed everyone to the graduation ceremony!



James Boyette, Brendon Brown, Henry Florian Jr, Joseph Galavage, Antonio Graziano III, Cornelius Guinchar, Jose Guzman, Christian Heil, Leinathan Irizarry, Todd Johnson, Christian LaBrooy, Vincent Lambroia



Brandon Manderville, Reinaldo Martinez, Kiernan Moran, Travis Nickolus, Wilfredo Nieves, Joe-Michael Rodriguez, Nelsy R Rodriguez, Steven Scarlett, Osvaldo ValezLopez, Gary Wellington (absent Brandon Briganti, Christian Davis, Aaron Dea, Mike Harlan, Nick Melice, Zach Sousa)



Jim Pickard, Kelly McCann, Steve Rimel of PBACCA, Dave Hutchison, and Chris Rhodes of CMI



Ken Hartwig, Tammi Aldrich, Mayor Anne Gerwig, and Alan Gerwig



John C. Cassidy Air Conditioning had the largest company attendance for the graduation!



Tricia Mesmer, Gary Wellington (graduate) and Pat Mesmer of TWC Services



Dave Hutchison of CMI, Trish Alfele of RGF Environmental, and Todd Johnson (graduate)



Mark Carlson, Christian LaBrooy (graduate), and Terry Spangler of License To Chill



Ken Hartwig of Palm Beach State College acknowledged all of the instructors



Christian Heil, Emily Gardner, Cornelius and Colette Guinchar



FACAA Program Director and PBACCA past President Steve Sparks spoke to the graduates and attendees



Rob Mayhew, Tropic Supply and Steve Sparks, FACCA, present the Graduate of the Year, Steve Scarlett, with an award from Peter Montana, Florida HVAC Insider



Keynote Speaker, Mayor Anne Gerwig of the Village of Wellington, discussed the importance of working hard, being proud, and giving back to your community



Adrian Butner receives a scholarship for her fine achievement in the industry!

Bosch Thermotechnology Corp. Partners with Local University Capstone Program

Watertown, Mass., July 18, 2018 – Bosch Thermotechnology Corp. sponsored three students enrolled in the University of Rhode Island's (URI) Electrical and Computer ELECOMP Capstone Design Program for the 2017-2018 school year, a course that promotes collaboration between senior-level engineering students and industry sponsors to design, build, program and test solutions to real-world problems.

The Bosch ELECOMP project's purpose was to investigate ways to extend and improve the lifespan of HVAC products. The students analyzed and reviewed the components of Bosch's Inverter Ducted Split Air Source Heat Pump and Packaged Water Source Heat Pump, with the goal of improving future HVAC system design through their insights. The assignment included hardware and electrical tasks, as well as firmware, software and computer tasks.

The Bosch technical directors supporting the project included Jerry Huson, controls engineering group manager and Mike Caneja, IoT product manager. The consulting technical director was Mike D. Smith, founder and principal designer at Bold Circuit LLC.

"As a URI alumnus who participated in the ELECOMP Capstone Design program, I speak from experience when I say these projects are valuable for both parties," Caneja said. "The next generation of engineers gain hands-on experience, and the fresh ideas from these up-and-coming technicians give us new perspectives to help drive innovation."

The project culminated in April 2018, when the students presented a working prototype at the University of Rhode Island's ELECOMP Capstone Summit 2018. The presentation also included other key accomplishments from the project such as the development of their hardware and software specifications, as well as the implementation of those specifications into their working prototype.

"This successful partnership with the University of Rhode Island spurred collaboration between students and Bosch technical directors on a meaningful project for the HVAC industry," said Goncalo Costa, director of air conditioning at Bosch Thermotechnology. "Bosch's new Watertown headquarters is located in a major hub for higher education, and we're looking forward to partnering with more universities in Boston and the central New England area."

Emerson Releases the Top States to Work in HVACR

HVACR contractors looking for plentiful job opportunities, high salaries, available training and large numbers of service calls should head to Ohio or California, according to a list of top states to work in HVACR compiled by Emerson.

Ohio tops Emerson's list with more than 1,400 certified technicians, a competitive median salary, almost 9,000 openings, and eight accredited trade schools. California comes in second but tops the list when it comes to number of open positions (22,000), certified technicians, and the highest hourly wages.

"I got interested in HVACR in high school and have been fortunate to build a career and a successful business here in Ohio. There are tremendous opportunities in a state like Ohio with both heating and cooling seasons and I enjoy the opportunity to meet new customers and new people every day. This is a great trade for young people who are looking for a challenge; the opportunities are endless right now," said Kevin Turner, President, Comfort Air Solutions

Emerson lists Illinois as the third-best place to work for the highest median average salaries along with having five accredited trade schools and over 8,000 current openings. Texas ranks fourth and Florida ranks fifth for their number of openings and certified technicians. The list also names Oklahoma, Colorado and New York to its top 20 highlights for their accredited trade schools, salaries and open positions.

"There is an increasing demand for highly skilled HVACR professionals, especially with a retiring workforce," said Becky Hoelscher, director of AC after-market sales for Emerson Commercial and Residential Solutions. "The importance of valuable training and the number of job openings is soaring. Our data reveal where contractors can find these great opportunities."

Emerson's ranking draws on HVACR salary and future employment data from the U.S. department of Labor; trade school locations recognized by the Partnership for Air Conditioning, Heating, Refrigeration Accreditation; heating and cooling degree days calculated at DegreeDays.net; residential home values from Trulia, certified contractors by state from North American Technician Excellence (NATE) and current openings from HVACR Workforce Development Foundation.

AHRI Supports Nomination of William Cooper as DOE General Counsel

Arlington, Va. — In a letter sent today to the Chairwoman and Ranking Member of the Senate Energy and Natural Resources Committee, the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) urged support for President Trump's nominee, William Cooper, to serve as General Counsel to the Department of Energy.

Noting that AHRI works closely with DOE on energy efficiency standards and performance certification, AHRI Sr. Vice President of Policy and Government Relations Joe Trauger stated that AHRI "...would welcome Mr. Cooper's leadership at the Department and looks forward to working with him closely...." Trauger noted that Cooper "clearly has a deep under-

standing of energy policy and the regulatory process under which it is implemented," owing to his service as a senior staffer to two House committees with energy jurisdiction.

AHRI has a longstanding, close relationship with the Department of Energy, an agency that maintains federal energy efficiency standards for many of the products and equipment manufactured by its member companies. The association administers a comprehensive performance certification program through which independent, third-party laboratories test equipment to ensure it meets federal minimum energy efficiency standards and performs as advertised by the manufacturer.

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2018 Fall Training Calendar

For more information please contact your local Johnstone Supply Ware Group location

MONTH	DATE	TIME	BRANCH	CLASS
October	10/17	8-11am	W Palm Beach	Brazing Fundamentals
October	10/18	8-11am	Miami Lakes	Brazing Fundamentals
October	10/19	8-11am	Dania Beach	Brazing Fundamentals
October	10/24	8-11am	Dania Beach	Motors & Airflow
October	10/25	8-11am	W Palm Beach	Motors & Airflow
November	11/7	8-11am	Dania Beach	Inverters & EWC Zoning
November	11/8	8-11am	W Palm Beach	Inverters & EWC Zoning
November	11/13	8-10am	W Palm Beach	Close More Jobs With Financing
November	11/14	8-10am	Dania Beach	Close More Jobs With Financing
November	11/15	8-10am	Miami Lakes	Close More Jobs With Financing
December	12/17	8-11am	W Palm Beach	HVACR Critical Components: Capacitors, Transformers, Contactors & Relays
December	12/18	8-11am	Boynton Beach	HVACR Critical Components: Capacitors, Transformers, Contactors & Relays
December	12/19	8-11am	Dania Beach	HVACR Critical Components: Capacitors, Transformers, Contactors & Relays
December	12/20	8-11am	Miami Lakes	HVACR Critical Components: Capacitors, Transformers, Contactors & Relays

Month	Date	Time	Branch	Class
September	9/18	8-12pm	Tallahassee	Mitsubishi 4-hr Field Service
September	9/25	8-12pm	Gainesville	Mitsubishi 4-hr Field Service
October	10/10	8-12pm	Jax Downtown	Mitsubishi 4-hr Field Service
October	10/23	8-12pm	Melbourne	Mitsubishi 4-hr Field Service
October	10/24	8-12pm	Daytona	Mitsubishi 4-hr Field Service
November	11/6	8-12pm	Clearwater	Mitsubishi 4-hr Field Service
November	11/7	8-12pm	Orlando	Mitsubishi 4-hr Field Service
November	11/13	8-12pm	Brandon	Mitsubishi 4-hr Field Service
November	11/14	8-12pm	Sarasota	Mitsubishi 4-hr Field Service
December	12/4	8-12pm	Columbia	Mitsubishi 4-hr Field Service
December	12/5	8-12pm	Summerville	Mitsubishi 4-hr Field Service
December	12/6	8-12pm	Charleston	Mitsubishi 4-hr Field Service
October	10/2	8-11am	Columbia	Motors & Airflow
October	10/3	8-11am	Summerville	Motors & Airflow
October	10/4	8-11am	Charleston	Motors & Airflow
October	10/2	8-11am	Tallahassee	Motors & Airflow
October	10/3	8-11am	Jax Downtown	Motors & Airflow
October	10/4	8-11am	Daytona	Motors & Airflow
October	10/9	8-11am	Melbourne	Motors & Airflow
October	10/16	8-11am	Gainesville	Motors & Airflow
October	10/17	8-11am	Brandon	Motors & Airflow
October	10/18	8-11am	Orlando	Motors & Airflow
November	11/6	8-11am	Columbia	Gas Furnaces
November	11/7	8-11am	Summerville	Gas Furnaces
November	11/8	8-11am	Charleston	Gas Furnaces
October	10/30	8-11am	Tallahassee	Inverters with EWC Zoning
October	10/31	8-11am	Jax Downtown	Inverters with EWC Zoning
November	11/1	8-11am	Daytona	Inverters with EWC Zoning
November	11/13	8-11am	Melbourne	Inverters with EWC Zoning
November	11/14	8-11am	Orlando	Inverters with EWC Zoning
December	12/5	8-11am	Ocala	Inverters with EWC Zoning
December	12/6	8-11am	Clearwater	Inverters with EWC Zoning



The Ware Group





"THE DUCT-FREE ZONE"

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



I have a little fun with the fact that most inverter mini splits come from the Asian markets, Japan, Thailand and China for example. In my training events, I will tell my audience that I'm going to let them in on a BIG secret...one that my employer and the host distributor doesn't want me to expose...I build it up so my audience thinks I'm about to divulge something unseemly or scandalous!

What I then tell them is that the GREE mini split product comes from China. I get a bit demonstrative and say, "can we get over this please?"

Hey look...when I was a kid, a product coming from Japan or China was not considered a good thing. Products produced in the Asian markets back in the 60's and 70's were considered inferior...and frankly, many times they were.

Many of you know that I have two passions outside of my work...cars and guitars!

My sister, after graduating from college and securing her first post-graduate job, purchased a brand new 1972 Datsun 1200. I was eleven years old in 1972 but already a bonafide motorhead! I have to tell you, I thought she was NUTS! Why would anyone buy a Japanese car? My perception of Japanese cars at the time was not positive...and I'm being polite!

Guitars originating from the Asian markets had the same stigma. Sears & Roebuck and Montgomery Ward, catalog distributors back in the day, sold guitars under the Silvertone name that were actually made by Teisco or Kawai of Japan. No real aspiring guitar-god back in the 70's wanted anything

less than an American made Fender or Gibson!

Last month I had the opportunity to travel to Zhuhai, China and visit the GREE Electric Appliance Company, the people who make the GREE mini split product.

I have to admit, before leaving for the trip I had some preconceived ideas of what I would see there that date back to my elementary education in Catholic grammar school. Let's just say what the nuns taught me back in the day about China was less than complimentary...again, I'm being polite.

I have been to many manufacturing facilities here in the US...mostly hydronic product production facilities like boiler foundries and most of them are typical in their appearance and function. The GREE campus...and that's what it is...a campus, was anything but typical!

The production line was absolutely antiseptic...when someone says, "it was so clean you can eat off the floor, well, it applies to the GREE factory!"

Cleanliness is nice, but quality is how we will ultimately judge a product and I have been a fan of the GREE product long before I ever became a trainer for their product here in the US. Now, after witnessing for myself, the attention paid to design, production and quality of the GREE product, I am further convinced of its superiority.

I posted some pictures of the GREE facility on LinkedIn...just go to my LinkedIn profile where it says ACTIVITY and click on SEE ALL and then scroll down until you see the pictures of the production line. That post along with the post just below

it, a picture of me with Madame Dong Mingzhu, Chairwoman of GREE, have been viewed more times than any other of my posts...and indication to me that I'm not the only one impressed with what I saw.

...and let's not ignore the fact that GREE is run by a woman! A company with sales in 2017 exceeding 22 billion US dollars, ranked #294 by Forbes Global 2000 Companies...is run by a woman! Pretty progressive for any country, nonetheless China!

GREE's mantra is "made in China, loved by the world." You know what? I think they are right!

Takamine Guitars, named for Mount Takamine in Sakashita, Japan have become some of the most respected and widely played acoustic guitars on the planet.

Nissan and Toyota have become two of the highest selling car companies worldwide.

...and inverter mini splits made by Fujitsu, Panasonic and Daikin of Japan as well as GREE and Midea of China have become recognized as some of the highest quality, technologically advanced, climate control products in the world!

I'm sorry Sister Mary Ellen, but the times, they are a changin'...

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

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SFACA August Program Meeting Annual Inspectors Panel

The SFACA August Program Meeting was held on August 1st at 6 p.m. at the Sheraton Suites in Plantation. This Program Meeting was the Annual Inspector Panel. This always popular annual forum is designed to encourage dialogue between city and county inspectors and contractors regarding areas of mutual concern and interest. From UV painting of copper lineset insulation, to wind load tie downs of

condensing units, many questions were answered at this meeting.

The SFACA September Program Meeting will be held on September 5th at 6:00 p.m. at the Sheraton Suites in Plantation. This Program Meeting will be on Refrigerants – Who Knows What Is Happening? Confusion reigns on what's in and what's out and where we are heading when it comes to refrigerants. The experts

even find it difficult to untangle the refrigerant web. SFACA has invited one "in the know" expert to give attendees insight into refrigerant changes and what to expect in the near future. The program speaker is Rob Howard, Jr., President, E.V. Dunbar Company. Also included -Unfair Competition Update: SFACA is rolling out its campaign to fight utility intrusion into Florida HVAC, Plumbing and Electrical businesses.



Chuck Del Vecchio, Joe Zvolenski, Eric Barnett, Juan Pavetti, and Ismael Valle of Tropic Supply



Pablo Lopez, Anjanette Ferreira, Paul Mynatt, and Mel Velez of Carrier Enterprise



Cindy Cabeza, Gorman Rasmussen, Jim Schaefer, Anthony Pascucci, and George Wallace of York Source 1



Ernesto Juarez of Innovative Cooling, Volph LaFortune and Orlando Palacios of Noland/WinSupply



Julian Posada, Angela Martinez, and Larry Kadotti of Cool Air USA



Andrew Carpenter and Michael Lonis of Mainstream Engineering



Nelson Hernandez of Jascko, Ed Abreu of Baker, Gorman Rasmussen of York Source1, Jay Lipsey of McCombie Group, Gregg D'Attilio of Art Plumbing & AC



Fred Stoeger, Greg Kijanka, Tony Palacios, Amador Barzaga, Mario Montero, Rolando Soto, and Alex Hernandez were on the Inspector Panel



Tony Palacios of CGS answers a question from a SFACA member

HARDI Expands Team With New Senior Membership & Sales Representative

HARDI has expanded its Membership & Sales team with the hiring of Senior Membership & Sales Representative Justin Clary.

"We are very excited have Justin join the HARDI team," said Director of Marketing & Sales Chris De-Boer. "He will be a great asset to the association and will help us continue to advance relationships with our current members and pursue reputable potential members. Justin has a background in establishing, building and maintaining relationships, and will be a perfect fit for this newly created position within our membership team."

Clary will be assisting in the restructuring of HARDI sales and service offerings to membership. This is part of HARDI's commitment to providing distributors with products/services that maintain them as the channel of choice between supplier manufacturers and contractors.

"This is a fantastic organization that I am happy to be a part of," said Clary. "I look forward to working with HARDI members to improve and expand our services and resources for HVACR distributors."

Clary graduated from The Ohio State University in 2017 with a bachelor's degree in Business Administration. He was the Marketing Coordinator for an international car wash group prior to joining HARDI.

"Justin excelled in his previous position that was focused on building relationships, finding new ways to grow the business, and learning how to best help profit center leaders," said CEO Talbot Gee.

In Loving Memory Robert "Bob" Vincent Rinaldi 1933 - 2018

On August 4th, 2018, Bob, age 84, passed away in the comfort and company of family by his side. Bob was diagnosed with Lymphoma Cancer earlier this year and fought a courageous battle to the end.

Bob was born on September 24th, 1933 in Washington D.C. His family later moved to Baltimore, Maryland and then to St. Petersburg, Florida.

Bob is survived by his sister Janet Ferrell and three sons; Robert C. Rinaldi, Ronald V. Rinaldi and Russell E. Rinaldi.

He is also survived by three daughters-in-law; Shelly Rinaldi, Denise Rinaldi and Linda Rinaldi. Bob has eight surviving grandchildren; Tiffany, Jennifer, Cory, Samantha, Hunter, Sabrina, Dakota and Montana. He also has two surviving great grandchildren; Jayden and Adalynn.

Bob's passing was preceded by his wife, Diane Irene Rinaldi and daughter, Sharon Janet Rinaldi.

Bob was a Navy Veteran and served in Korea and Japan from 1951 until honorably discharged after a four-year term in 1955. Bob then became a

firefighter for Kennedy Space Center for 30 years. During that time, he co-founded Rinaldi's Heating and Air Conditioning with his wife Diane in 1969. Bob and Diane retired from Rinaldi's Air Conditioning in 1995 and left oldest son Robert "Bobby" Rinaldi in charge.

Bob was an avid sportsman and enjoyed hunting, fishing, diving and anything related to the outdoors.

During his long life of 84 years, Bob had many accomplishments including obtaining an Air Conditioning Contractor License, a Captains License and a PADI Diver's License.

Bob enjoyed teaching hunter safety courses and served on several Boards fulfilling many positions throughout his life.

Bob and Diane settled in Homosassa on the West coast of Florida to finish out their remaining years fishing and scalloping.

Dad, "Grandpa", Captain Bob will be remembered by many family members, friends, employees, suppliers, co-workers, customers and neighbors.





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Southeast Building Conference Show

Gaylord Palms Resort & Convention Center

Celebrating 40 years, the Southeast Building Conference (SEBC), hosted by the Florida Home Builders Association (FHBA), is the largest building industry trade show in the southeast. As the premier trade event, the SEBC includes outstanding educational programs featuring two days of hard-hitting seminars, networking opportunities, round table discussions and industry briefings.

The 2018 SEBC was held on August 16 & 17 at the Gaylord Palms Resort in Kissimmee Florida. The SEBC Expo and Education Show featured various networking opportunities, professional development, and continuing education for anyone and everyone working in the building industry.

“We are proud to celebrate this milestone with a sold-out show,” says Drew Smith, SEBC Committee

Chairman and Chief Operating Officer of Two Trails Sustainable Building Consultants, Florida. “It’s amazing to know that what started as an idea over 40 years ago, has grown to become one of the most sought after industry events in the Southeast.”

In addition to a sold out expo hall, attendees have access to over 60 hours of education provided by industry leaders.



Chris Galvin of Bosch, Steve Huelsman of The McAllister Group, and Michael Chaput of Bosch



Bob Williamson of Southern Air Concepts, Rafael Munhoz and Marcelo Munhoz of Sicflux, and John Hicks of Southern Air Concepts



Rob Howard, Robert Rickman, and Jeff Blomstrom of Mitsubishi Electric Trane HVAC US LLC



Juan Quintana of Florida DBPR speaks with a SEBC attendee



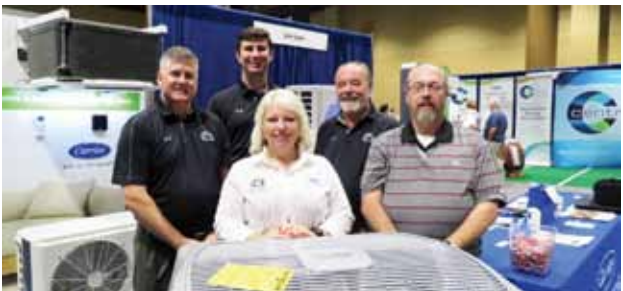
Kevin Suarez, Tim Sarko, Gwen McCord, Jason Kaleta, and Joseph Jones of Lennox



Sam Myers of Retrotec, Joe Nahoun of Duke Energy, and Kirsten Richnavsky of Retrotec



Anthony Pierce and Paul Millard of Broan NuTone



Damon Holditch, Tyler Jones, Felicia Reynolds, David Lucas, and Curtis Unger of Carrier Enterprise



John Monagle of Delta Electronics showing the new LED Bath Fan

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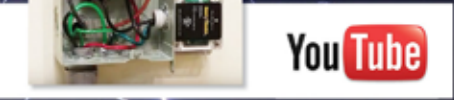
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MODEL NO.	SPD50UL	STXH240S05	LBK10	Defender	AG3000	ICM517	SPD150	83905	83904
Nominal Voltage	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120Vac Single phase
Certification SPD TYPE	UL Type 1 SPD	UL Type 1 SPD	UL Type 2 SPD	UL Type 2 SPD	UL Type 1 OR 2 SPD	UL Type 2 SPD	TUV	UL Type 1 or 2 SPD	UL Type 1 or 2 SPD
UL listed	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 3	UL 1449 Ed. 4	UL 1449 Ed. 3	NO	UL 1449 Ed. 4	UL 1449 Ed. 4
Surge component technology	PTMOV	TPMOV	TPMOV	TPMOV	TPMOV	MOV w/ Thermal Fuse	MOV w/ Thermal Fuse	TPMOV	TPMOV
Normal discharge rating (In)	10 kA	20 kA	10 kA	10 kA	10 kA	5 kA	10 kA	10kA	10kA
Clamping voltage	150 V	150 V	150 V	150 V	150 V	130 V	150 V	no data	no data
*Short Circuit current Rating (SCCR)	200KA	200KA	10kA	20KA	20KA	100KA	20KA	22kA	22kA
Max. Continuous Operating Voltage (MCOV)	150/320 V	150/300 V	150/300 V	150/300 V	150/300 V	130/260V	150/300 V	150/300 V	150 V
VPR	700VAC (L-G) 1200VAC (L-L)	600VAC L-N/G 1000VAC L-L	600VAC L-N/G 1000VAC L-L	700VAC L-N/G 1200VAC L-L	700VAC L-N/G 1200VAC L-L	800VAC L-N 900VAC L-L	600VAC L-N/G 900VAC L-L	800VAC L-N 1200VAC L-L	700VAC L-N
Enclosure Type	NEMA 4X	NEMA 4X	NEMA1	NEMA3	NEMA 4X	no data	no data	NEMA 3R	NEMA 3R
Disconnect equipment when self sacrifice?	YES	YES	YES	NO	NO	NO	NO	NO	NO



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BDR Celebrates 20th Anniversary



SEATTLE, Washington, August 8, 2018 – Business Development Resources (BDR), a leading provider of business coaching and training services for HVAC and plumbing contractors in the United States and Canada, is proud to announce its 20th anniversary. BDR helps customers increase the profitability and efficiency of their businesses to prime by offering a variety of personalized coaching and training services tailored to the needs of contractors, distributors, and manufacturers.

Founded in 1998 by Bruce Wiseman and Barry Burnett in Seattle, Washington, BDR has empowered over 1500 clients with the industry expertise and information needed to drive profit and growth in their businesses. “We have passionate heartfelt caring for all of our clients,” said Barry Burnett, BDR Co-Owner and Training Leader. “We will do anything in our power to help them succeed.”

“There are no shortcuts in business,” said Bruce Wiseman, BDR Co-Owner & Company President. “We provide our clients with proven, time-tested strategies that work for all those involved in the contracting supply chain: Manufacturer, Distributor, Dealer, and Homeowner.”

Twenty years in, BDR and affiliates have grown to 90 employees located throughout the United States and Canada, including 25 coaches and 12 trainers. This collection of top talent possesses unrivaled industry experience.

“One of our core values is teamwork,” said Wiseman. “It is reflected in the quality of classes that we offer, the service we provide in our coaching programs, and our culture as a whole. We recognize that no one person’s efforts are enough—it takes the collaboration of people, skill, and inspiration to get the job done. We are stronger because of our team.”

BDR provides personalized coaching focused on profitability, structure, service, sales and labor management. Currently BDR hosts 200+ business training classes annually with 25+ different classes to offer. BDR presents specialized workshop-style curriculum through BDR University, offered regularly in Seattle, Phoenix, Atlanta, Dallas, and Raleigh. This year close to 1,000 attendees will descend on Seattle for Profit Launch. In its 14th year, Profit Launch is BDR’s industry leading business planning workshop. Attendees leave with their very own completed five-year business plan.

For more information on BDR coaching and training programs, visit www.bdrco.com.

New HUD Rule Requires International Code Council Certified Inspectors For Homes With FHA-Insured Mortgages

Washington, D.C. – The U.S. Department of Housing and Urban Development (HUD) issued a new rule that requires lenders offering Federal Housing Administration (FHA) backed mortgages to use International Code Council certified inspectors in certain instances. HUD had previously required that lenders choose from a limited roster of inspectors that it managed internally. Its new approach now relies on the certification program developed in the private sector by the Code Council which supports building safety professionals throughout North America.

The HUD regulation requires the use of ICC-certified Residential Combination Inspectors (RCI) or Combination Inspectors (CI) for new construction as well as structural repairs and renovations of existing properties where the local jurisdiction does not provide building code enforcement and requisite documentation. These ICC inspectors are certified in residential building, plumbing, mechanical and electrical disciplines. Through this new rule, HUD eliminated the roster as unnecessary given the work the Code Council has done to standardize codes in the U.S. through ICC’s International Residential Code and the “rigorous set of examinations” ICC administers as part of its certification process.

The Code Council’s certification program is the oldest, largest and most prestigious credentialing program for construction code administration and enforcement professionals in the U.S. ICC certification examinations are maintained to the highest standards and include continuous review by committees of experienced industry professionals. Candidates can take their exams online at their convenience at work or home through the Proctored Remote Online Testing Option (PRONTO) or in many locations across the U.S.

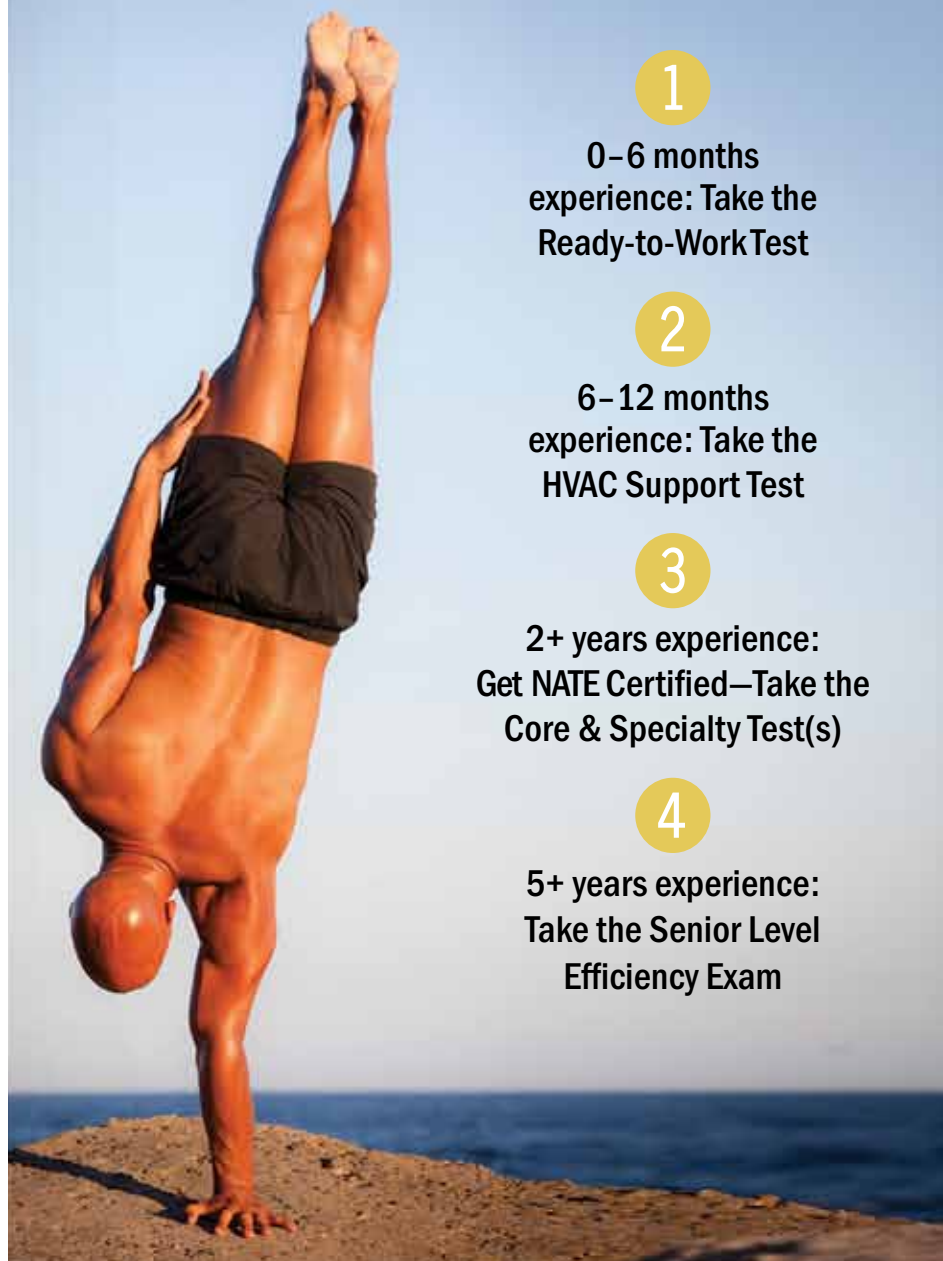
Two of the exams that make up the RCI and CI designations are currently listed in the Credential Registry, a groundbreaking database of credentials founded in 2014 by Workcred. This registry works with a wide-range of entities, including associations, universities, schools and the military, to provide the most up-to-date information about the top credentialing opportunities in the U.S.

“The new HUD rule illustrates the importance of the public and private sectors working together to promote government efficiency, to modernize our regulatory system and to reduce cost,” said Code Council Chief Executive Officer Dominic Sims, CBO. “We applaud HUD’s leadership and its recognition of the Code Council’s highly-respected certification program.”

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Iraq War Veteran and His Family Get Some Cool Help from Goodman



INDEPENDENCE, Missouri, August 2018 – An unsung U.S. Army private who suffered countless head traumas during the Iraq war – leaving him with permanent, deafening ringing in his ears – is living more comfortably now that Goodman and local HVAC dealer Climate Control installed a new, energy-efficient Goodman brand heating and cooling system in his family's home.

Casey Harrison, his wife Crystal and their three daughters were living in an Independence, Missouri home in need of repairs before getting a Military Makeover from the eponymous Lifetime Network reality television show. For the past two years, Goodman has partnered with local HVAC dealers to support Military Makeover by installing energy-efficient HVAC systems in veterans' homes.

Harrison – who drove the lead convoy vehicles assigned to identify enemy bombs – and his team were among the first ones hit if a nearby IED detonated or gunfire rained down from enemy combatants. Living through repeated, close-proximity explosions and powerful shockwaves, Harrison suffered innumerable head traumas during his tours of duty, leaving him with relentless ringing in his ears.

"It's like someone is playing the high notes on a flute, except the person doesn't know how to play the flute, and it's all the time, it never stops, and it's deafening," Harrison explained.

To hold day-to-day conversations, Harrison wears a special hearing device that helps drown out the ringing. And like many veterans, he battles the effects of PTSD, hurting his ability to do tasks most take for granted, like answering a cell phone.

His home was another challenge. The exterior was never sealed properly. Windows leaked, making it difficult and costly to keep the home heated and cooled. Meanwhile, Harrison and two of his stepdaughters suffer from severe allergies that can be exacerbated by an improperly sealed home.

Now Harrison and his family have a newly updated home, thanks to Military Makeover, plus far better indoor comfort, courtesy of Goodman and Climate Control.

"We are proud to help Casey Harrison and his family tackle the challenge they faced to heat and cool their home," said James Parson, owner of Climate Control. "By working with Military Makeover, we try to offer a helping hand to veterans like Casey that have sacrificed so much to serve their country."

Military Makeover on Lifetime Network is a mini-series dedicated to helping veterans and their loved ones. Each episode brings together HVAC contractors, designers, landscapers and other home renovation experts to transform the homes and lives of military families in need.

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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
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Thank goodness for Goodman.

RectorSeal's Acid-Away®, the HVAC Industry's First Acid Neutralizer, Now in an Easy, Time-Saving Injector



RectorSeal®, Houston, the originator of Acid-Away®, the HVAC industry's first acid neutralizer for refrigerant systems, now introduces Acid-Away® PRO the new, quick and easy all-in-one injector for eliminating acid in residential and commercial refrigeration and air-conditioning systems. The Acid-Away PRO injector includes a 1.5-ounce dose of the same trusted Acid-Away formula that service technicians have used for more than two decades to eliminate and prevent refrigeration system acid formation.

The six-inch-long (152-mm) Acid-Away PRO injector consists of a 1.5-ounce (44-ml) copper reservoir; a high side 1/4-inch (6-mm) standard brass connection fitting and a low side 1/4-inch low-loss Schrader valve brass connection fitting designed to protect the service technician's hands from frostbite and the environment from escaped refrigerant. The recyclable injector simplifies and expedites usage versus the original Acid-Away bottle/funnel method. Unlike the original Acid-Away, which was offered in both mineral oil and polyolester (POE) versions, Acid-Away PRO has been reformulated for all refrigeration oils.

Versus most competing products, which are defined as scavengers that attach to acid molecules for entrapment in the system's filter drier, Acid-Away PRO chemically changes acid into a neutral, non-corrosive substance that doesn't attack metals or cause future compressor motor burnouts. Unlike scavengers, Acid-Away doesn't deplete filter/drier capacity, which potentially leads to premature filter/drier replacement callbacks.

While Acid-Away Pro is designed for compressor burnout system cleanup, it's also an excellent preventative maintenance treatment for systems with a history of acid build-up. Two other RectorSeal products complement Acid-Away PRO: Acid Detector™ acid test kit; and the Turbo-Kleen™ Starter Kit for cleaning burnout residual from system components.

Other features of the Acid-Away PRO include:

- OEM approval by Trane, Bristol and several other equipment brands prove there are no harmful effects to system components, compressor parts, oil or refrigerant;
- Doesn't require replacing filter/drier beyond periodic replacement schedules;
- Reformulation for all refrigeration oils results in only one inventory sku.
- Prefilled applicator minimizes introducing moisture and air into the system;
- Available to HVAC/R wholesale distributors in countertop cases of 12-units, each which have a peg hole for optional displaying on wall pegs.

For additional information on Acid-Away PRO or other HVAC/R products and tools from RectorSeal, visit www.rectorseal.com or call 800-231-3345.

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Milwaukee® Announces the Industry's Most Durable Tape Measure – The STUD™



Through new-to-world EXO360™ Blade Technology, these tape measures feature the longest-lasting blade that is both rip and wear resistant. This technology is combined with a fully reinforced frame and impact-resistant overmold. "Milwaukee® tape measures set the standard beginning in 2013 by delivering extraordinary durability and longest life to the industry. This year we are taking durability to the next level and addressing the most common and unsolved user issue: tape tear. Tape measure blades tear on the jobsite for various reasons including fast retraction, whipping, jobsite contaminants, and more," said Brandon Miller, Director of Product Marketing for Milwaukee Tool. "STUD™ was designed to solve the issue of tape tear through the first ever technology that protects the blade from ripping and wearing. With this

new technology, we have also increased the abrasion resistance by 10X of what we offer today so the numbers won't wear out."

Milwaukee developed EXO360™ Blade Technology to ensure optimal blade performance and resistance to ripping and wearing. This strong, protective nylon coating wraps 360° around the blade to give users the blade durability. Milwaukee continues to push the boundaries of durability by delivering a fully reinforced frame and impact-resistant overmold that can survive up to an 80' drop.*

For added functionality, STUD™ Tape Measures deliver up to 10' of straight standout and a patented finger stop mechanism. Finger Stop protects users' fingers during blade retraction and maximizes stability during layout applications. The tape measures also include an improved wire form belt clip that has been optimized for bag/belt storage and reducing pocket tearing.

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International Code Council Praises Signing Of Legislation Reauthorizing The Carl D. Perkins Career & Technical Education Act

Washington, D.C. – The International Code Council applauds the passage of H.R. 2353, the Strengthening Career and Technical Education for the 21st Century Act, signed into law by the President today. This legislation reauthorizes through 2024 the Carl D. Perkins Career and Technical Education Act, which is the principal source of U.S. federal funding for the improvement of secondary and postsecondary career and technical education (CTE) programs.

The reauthorization gradually increases annual funding from \$1.2 to \$1.3 billion over six years, a nearly 11% increase over fiscal year 2018 funding levels, expanding the reach of CTE programs to ensure more students can participate. The legislation enjoyed broad bipartisan support in the U.S. Congress where it cleared both the House and Senate without objection. The Code Council repeatedly engaged Congress to urge support for the reauthorization working closely with other organizations committed to technical and vocational training programs.

The Code Council is a vocal advocate for technical education through its Safety 2.0 programs, a signature initiative to welcome a new generation of leaders to the building safety profession. The building industry is expected to lose 80 percent of the existing skilled workforce over the next 15 years, providing a tremendous opportunity for job seekers looking for rewarding, well-paying careers. ICC is partnering with high schools and colleges across the country to promote the integration of building code instruction into existing curriculums. In addition, the Code Council is working with partner organizations across the U.S. to help veterans who are transitioning to civilian life and their family members learn more about building safety career options.

With the oldest, largest and most prestigious credentialing program for construction code administration and enforcement professionals in the U.S., ICC provides opportunities for students, veterans and other job seekers to enter into a building safety career. ICC certification candidates can take their exams online at their convenience at work or home through the Proctored Remote Online Testing Option (PRONTO) or in many locations across the U.S. The Perkins reauthorization will further ICC's efforts to welcome the next generation by increasing funding for CTE at schools and colleges; emphasizing state and local investment in training and education for high-skill, high-wage and in-demand occupations; and supporting training that leads to industry-recognized credentials.

"We're excited to see the reauthorization of this important legislation," said ICC Senior Vice President of Government Relations Sara Yerkes. "Career and technical education programs are an essential piece of our training and education system today, and this legislation will help support opportunities for future building safety professionals."

HARDI Focuses Economic Analysis With HARDInomics

HARDI has launched a more member-focused version of its economic analysis Benchmarking service. The new program, named HARDInomics, entails a quarterly forecasting and market outlook report, as well as a brief monthly economic report. The data from the new reports will be focused on HVACR-specific indicators and the implications of latest macroeconomic data and events for the HVACR industry.

"Our Benchmarking services continue to be some of the most important resources we offer to members," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "This update to our existing services allows us to have a more synergistic Benchmarking suite that we continually aim to tailor closer to our distributors' needs. This Benchmarking expansion is another step in HARDI's continual effort to deliver Benchmarking services that are member-focused."

The upgrade allows HARDI to offer more robust information to eligible members by utilizing data generated by the other tools in the HARDI Benchmarking suite – TRENDS sales report, Unitary Market Report and Distributor Performance Dashboards (DPD). HARDInomics compares historic economic data trends, looking for leading indicators, with TRENDS and shipment reports. The regional sections of the quarterly report will provide more state level insights to support the members in specific states within a region.

A crucial benefit for HARDI members is economist Anirban Basu, CEO of Sage Policy Group, Inc. Basu serves as Chief Economist to the Associated Builders and Contractors and is the Chief Economic Advisor to the Construction Financial Management Association. Along with Dodge and Moody's, he is one of the select group of economists selected by the American Institute of Architects to support their nonresidential construction outlook survey.

"For the past decade, we at Sage have been at the forefront of construction economics," said Basu. "We enjoy a level of fluency with construction data that will help us help leaders of the North American HVACR distribution industry make shrewd business decisions and prepare for our common future. We look forward to working with Brian, HARDI, and all industry participants during the years ahead to monitor leading indicators, characterize industry performance, and spot inflection points in business cycles."

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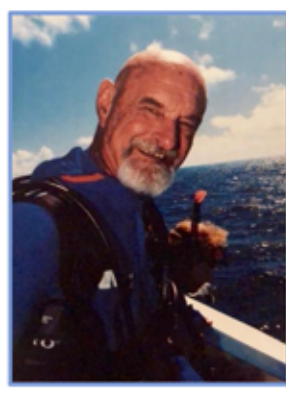

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