

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



Tropic Supply Grand Opening Celebration in St. Petersburg (see pages 12-13)



PBACCA 17th Annual Golf Tournament at Atlantis Country Club (see pages B14-B15)



US Motors Factory Training at Economic Electric Motors in Boynton Beach (see page 10)



Baker Distributing Annual Customer Turkey Fry in Jacksonville (see page B3)



Tropic Supply Hosts Food Drive To Fight Against Local Hunger! (see page 22)

## Nexstar Network Joins Coalition To Oppose FPL's Predatory Expansion



Jeff Schlichenmeyer  
Publisher

SAINT PAUL, Minn. – Nexstar Network, a national association which represents independent plumbing, heating, cooling and electrical residential contractors, today announced that they have joined the MEP Coalition for Fair Competition. The coalition recently organized to oppose Florida Power & Light's (FPL) entrance into the home services market including air conditioning, heating, plumbing and electrical services.

Nexstar represents over 600 member companies and becomes the second national association to join the coalition. The other national association to endorse the campaign was the Virginia-based Air Conditioning Contractors of America. Coalition members also include the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) and all of its eight regional associations.

FPL entered the home services market using a subsidiary called FPL Energy Services. Jupiter-Tequesta Air Conditioning, Plumbing & Heating is now promoting themselves as an FPL Energy Services Company. In addition, their website features a photo of a Jupiter-Tequesta co-branded truck and FPL Energy Services Home Solutions branded truck. The company claims to now serve 30,000 customers from Lucie to Broward County.

"Nexstar was founded by members for members to help these companies succeed," said Jack Tester, President & CEO of Nexstar Network. "FPL's predatory practices go against everything we represent. For example, our mission is to guide and develop the service provider by advising them on best practices in the industry. To have a ratepayer-funded monopoly enter this space is not only a gross misuse of public resources but also creates an unfair playing field upon which even the best companies would be unable to compete. Therefore, we will do everything in our power to protect our member companies and ensure fair competition." For more information, please visit us at [www.mepcoalition.org](http://www.mepcoalition.org).

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

On November 6th, LACO AC joined local contractors and Building Homes for Heroes at a Welcome Home ceremony in Homestead, FL for U.S. Army, Master Sergeant Eric Beckdol.

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

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

William and Billie Lledo of LACO AC were excited to partner with YORK and Building Homes for Heroes to support this deserving family.

Building Homes for Heroes invites anyone wishing to volunteer or

make a donation to contact Building Homes for Heroes at [info@buildinghomesforheroes.org](mailto:info@buildinghomesforheroes.org).



Leslie Tomasini of York, Billie Lledo of LACO AC, George Wallace of York, Army Master Sergeant Eric Beckdol, and William Lledo of LACO AC

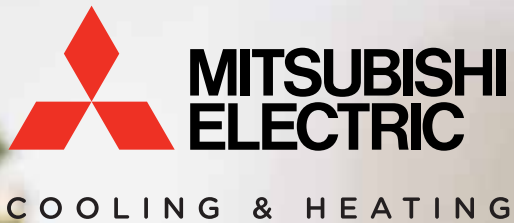


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## 5 Things Dispatchers Must Do to Prepare for the Holidays

**Ruth King's  
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Reach her at  
[ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

One year (sometime in the 1990's) the temperature in Tampa, Florida was 26 degrees the day after Christmas. Too cold and unexpected for Floridians!

The company I was working with at the time got over 200 phone calls in less than 2 hours because people thought their air conditioner was on fire. They saw heat pumps going into defrost.

This unusual temperature drop became a dispatching nightmare – the telephone “ringing off the hook”, most of the technicians had taken the week off, and a skeleton crew to help answer telephones. After all, this is usually a very slow time of year and many employees took the week off.

The few remaining office personnel answered phones and explained that the “fire” they were seeing was heat pumps going into defrost and their system was doing what it was supposed to be doing. Many people were ok with the explanation. However, this telephone conversation took a long time and the phones were continuing to ring. They had to scramble to get to their customers – maintenance customers came first. Even with the explanation, a lot of the maintenance customers wanted a technician to check their system. And, there were only a few technicians available.

Yes, this is an unusual situation and to my knowledge, it has never happened again in Tampa since that fateful year in the 1990's.

How do you prepare for something like this happening to you?

1. Make sure dispatchers know who is on vacation and if they are planning to go away or planning to stay home and have a home vacation. If they are home, are they willing to help out in an extreme situation?

2. At the beginning of the holiday season, dispatcher should know when the technicians need to be off early to attend children's holiday events, spouses' holiday parties, etc. The last thing a dispatcher wants to hear is “I need off to attend my daughter's holiday play” and she has three more calls booked for that technician. Ask for the holiday schedule NOW.

3. Either one of two things usually happens: No one wants to see you because they are focused on holiday activities or a customer wants to see you immediately because they have a problem with their plumbing or HVAC system and company is coming that day. Dispatchers should have backup personnel available for call during this time of year. Service managers should ask for volunteers...especially when the weather gets cold.

4. Your dispatcher may need backup too – he/she has holiday events, family coming into town, etc. and may take time off. Determine who is going to be backup and if training is necessary, get it done!

5. Decide who answers telephones in a drastic situation. In the case of this Florida contractor, everyone who was in the office the day after Christmas answered phones – warehouse personnel, bookkeepers, owners... Make sure everyone knows your office telephone procedure in case that person needs to answer the telephone. Prepare now to ensure a smooth holiday season.

Next Topic: I Blew It! 18 months ago, I told my subscribers that the most powerful business card that you can have is a book authored by you.

And that I was “BLOWN AWAY” with the HVAC TrustBooks – books customized for HVAC contractors (YOU are the author of the book). But I blew it. What I didn't say was this:

- The TrustBooks will absolutely INCREASE YOUR SALES and PROFITS;
- They will give you a HUGE ADVANTAGE

over every other contractor in your area;

- They will position you as the most trustworthy HVAC contractor in your area;

- They will simplify your sales process.

How do I know it? Because I've now seen 18 months of PROVEN RESULTS from contractors using the HVAC TrustBooks.

- Ric Schorer (Wightons – San Luis Obispo, CA) is having great success. His favorite story is about their client who gave their neighbor the TrustBook. When his sales guy showed up at the neighbor's house, she told him she was “already sold – you have the job!”

- Angie Snow (Western – Orem, UT) is singing the praises! She's showing her TrustBooks to fellow contractors at meetings and conventions!

- Rick Shortridge (Harley's – Lincoln, NE) has a 2-step sales process. He says that most prospects initially treat him like a “blue collar” worker – plus add in skepticism. He gives them his TrustBook and then returns for a 2nd visit. Their demeanor is completely different. They treat him with complete trust and respect and thank him for the super-informative book!

I rarely promote products from other people. I've known the guy (Will Ezell) who created the TrustBooks for many years. Not only is he a marketing genius, he's a great guy and he's changing contractors' lives.

p.s. If every contractor in your area had a TrustBook, they wouldn't work. Will limits his “Exclusive Protected Area” to only 1 contractor per area. Get it now before you miss out.

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General Filters, Inc. Acquires Second Wind Air Purifier



Novi, MI - November 1, 2018 - General Filters, Inc., manufacturers of residential, whole-house Indoor Air Quality products and furnace oil filters, announces the recent acquisition of Second Wind Air Purifier, Inc. and Second Wind Air Purifier Ltd. (Collectively "Second Wind"; Princeton, ON and Buffalo, NY); manufacturers of Ultraviolet Light Air Purifiers throughout North America.

As we welcome the Second Wind™ Brand into the General Filters family of brands, we believe that their expertise in the Ultraviolet Air Purifier market will greatly contribute toward expanding our product offerings and providing a competitive edge in the Ultraviolet Market.

Second Wind™ Air Purifier is a recognized leader in in the industry and market, manufacturing Ultraviolet air purification equipment for residential and commercial applications. Since its beginning in 1990, Second Wind™ Air Purifier has introduced dual wave length lamp technology and Ultraviolet Photo-catalytic (PCO) Air Purification; two powerful technologies. In addition, their products carry several patents, trademarks and accreditations that speak to the strength and quality of these products in the market.

All Second Wind™ Ultraviolet Products are FDA Registered Class II Medical Devices. Through this certification the opportunity exists for possible partial or full compensation on the purchase of Second Wind™ Products through institutions like Medicare.

Manufacturing assets will be relocated to Canadian General Filters in Toronto, ON and the previous owner, President and CEO, Tom Wilson, will join the General Filters team as Air Purification Manager. "Having Tom on our team will be a tremendous advantage" said Bob Abraham, President & CEO, General Filters, Inc. "Tom knows the products, the customers and the market. His knowledge and experience will surely drive significant growth of this business segment for General Filters."

Second Wind™ Air Purifier products will remain available through existing sales channels and contacts. Second Wind™ Air Purifier customers will experience minimal change or disruption.

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ACCA Comments on EPA Proposed Rule

November 19, 2018 - The Air Conditioning Contractors of America (ACCA) announces that it submitted public comments on the Environmental Protection Agency's (EPA) proposed rule, Protection of Stratospheric Ozone: Revisions to the Refrigerant Management Program's Extension to Substitutes, and other portions of the Section 608 program the EPA requested comments on.

On September 18, 2018 the EPA issued the proposed rule, which would rescind leak repair, maintenance, and reporting requirements for appliances and HVACR systems containing 50 or more pounds of substitute refrigerants. Included in the proposed rule was a request for comments on other Section 608 provisions, including the possibility of allowing anyone to purchase, handle, charge, and recover substitute refrigerants.

"ACCA thanks the EPA for the opportunity to comment on these issues, which raise serious safety concerns with our members," said Barton James,

ACCA interim president and CEO. "A special thanks to ACCA's Advocacy and Political Action Committee members whose input, guidance, and first-hand knowledge of the dangers of mishandling refrigerants was critical to our feedback to the EPA."




Martin Hoover, President, Empire Heating and Air Conditioning, Decatur, Georgia, and Chairman, ACCA Advocacy & Political Action Committee, said, "The prospect of allowing the general public to purchase and handle refrigerants will create a whole host of problems for contractors. Contractors and technicians would face the even more likely prospect of servicing equipment with dangerous mixes of refrigerants, which increase system pressures and temperatures and could cause explosions. As the industry moves toward flammable refrigerants, this problem becomes an even more serious, and dangerous prospect. ACCA members urge the EPA to maintain and strengthen the Section 608 requirement to purchase and handle refrigerants."

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# HVACR Manufacturers Report Sales Growth, Forecast Indicates Confidence Heading into 2019

WESTPORT, Conn., November 2, 2018 – HVACR manufacturers reported positive 2018 sales growth according to the latest AHR Expo and ASHRAE Journal Annual Economic Outlook Survey. Last year's confidence in the industry's economic outlook is forecasted to carry into 2019, with 87% of respondents anticipating positive business prospects heading into the new fiscal year.

The report indicates that the HVACR market is primed for continued business growth. Reports for 2018 are at an all-time high, with 44% of respondents reporting a significant sales increase of more than 10% year-on-year; this is up from an already impressive 2017 record of 35%.

"This is considerable data confirming the continued growth of our industry, even amongst market shifts and issues facing professionals," said Clay Ste-

vens, manager of AHR Expo. "It is further indication that the changing market has potential to grow in unexpected ways, and industry professionals need to stay abreast of the latest technologies and equipment available to them. The AHR Expo is a catalyst for this business growth, as engineers, contractors, manufacturers and other professionals from all facets come together to share ideas that advance the industry."

The AHR Expo provides visitors with the industry's best opportunity to keep pace with the rapid pace of change and innovation. The survey supports this notion, revealing a 5% increase at 64% (up from last year's 59%) of responding organizations reporting their intention to debut new products at the 2019 Show. The AHR Expo, co-sponsored by ASHRAE and AHRI, is held concurrently with ASHRAE's

Winter Conference. The event will take place on Jan. 14-16, 2019 at the Georgia World Congress in Atlanta. Pre-registration is recommended for faster entry to the Show and decreased wait times on line.

Market Segment Growth Expected in All Sectors Respondents expect to see steady growth across all market segments in the areas of: residential; light commercial; heavy commercial; schools; non-school institutional buildings; office buildings; lodging; manufacturing/industrial; data/telecom centers; hospitals/healthcare; restaurants/hospitality; and laboratories/cleanrooms. Of these, lodging is forecasted to experience the fastest growth, with projections up 10% from last year at 64%. Overall sector growth predictions are up in comparison to last year as well, with positive outlooks across all markets at nearly 60% or better forecasts for excellent or good growth projections for 2019. For the third year, the report shows a shift in potential market drivers for business, with retrofit and renovations taking the lead for 2019 at 36%—up nearly 10% from last year. Previous years saw prospects for new construction, which was the highest rated in 2018; and maintenance and replacement in 2017. This fluctuation in business prospects further supports the ever-changing HVACR market and the need for industry professionals to remain active in industry conversations and trendspotting through participation in industry events such as the AHR Expo.

As expected, reliability remains the most important customer requirement when making buying decisions. Responses indicate a steady rise in energy efficiency and indoor air quality as close second top-rated factors for purchase decision-making. Energy efficiency saw the most growth, up 6% to more than 96% of respondents ranking it important to very important in their considerations. This aligns with the responses for most important trend or issue with potential impact for businesses in 2019—leading the charge is the Internet of Things (IoT) and the rise of connected buildings as they relate to energy efficiency and smart control.

Issues of concern are reported as rising tariffs and the need to hire more professionals across the HVAC industry. These topics and more will be discussed during the 2019 Education Program at the ASHRAE Conference in Atlanta.

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and a Prosperous New Year

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# Trade Talk:

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



## Good Bye 2018

Many people do not stay on top of their air conditioning maintenance schedule. They put off getting their coils cleaned, do not pay attention to their filters or reluctant to take the time to have their refrigerant levels checked. The rationale is often: “if it ain’t broke, don’t fix it.” They prefer ignorant bliss hoping that their air conditioning system will get them through the summer.

A lot of contractors feel the same way about facing the realities of business. They know business is “seasonal” or taxes aren’t going to go down or interest rates are going up. They know that the building codes and efficiency levels can change at any time. They know they are getting old and need to plan for succession. Yet instead of facing these realities, they wait and see what happens. They put off making any plans, decisions, or changes.

Running any business involves a series of constant challenges, frequent setbacks and frustrating surprises. The longer an owner operates his business with complacency, the harder it will be to change when he or she starts thinking about “getting out.”

In today’s contracting business, owners can’t afford to take a “wait and see” attitude towards their company. If you aren’t actively working at growing the business, it’s probably shrinking. If you aren’t focused on developing new talent, you may well find yourself with a company that’s basically worthless.

Failing to move forward doesn’t mean you stay in the same place. It means you actually lose ground. This is because even when your revenues remain generally flat, your cost of doing business continues to climb. Rising costs may not particularly be noticeable, but each year inflation carves away at your profitability.

In addition, revenues from your customer base really don’t remain flat. There is always some degree of natural loss of business as clients die, move to other places, or give in to your competitors more aggressive sales efforts. Client relationships are like their romantic counterparts: If you don’t make your clients feel special, and wanted, someone down the street will.

There’s another factor many contractor business owners don’t realize. When you stop working at growing your business, both your clients and employees can sense it. If they feel you are no longer enthusiastic, they’ll lose their enthusiasm for working with you. Suppliers also know when you’re not growing. They may be loyal to you, but their real loyalty is to your doing business with them and the income you produce for them.

Like most contractors, you probably take great pride in what you’ve been able to accomplish. But keep in mind that none of us lives forever. Sharing our successes with current or future employees can actually be very rewarding. By making it possible for trusted employees to create their own success wealth, you can actually strengthen your business

and enhance their loyalty to you.

Have you ever heard business owners complain that their employees just don’t understand what’s involved in owning a business? An effective way for them to learn is for you to teach them what you go through. Something funny happens when an employee begins to notice the relationship between the work he or she performs and the financial results it creates. They see that working just a little harder pays off, and working a lot harder and smarter pays off handsomely.

Contractors who take the “wait and see” approach risk losing control of their future. Whether you are 30 or 50, you should develop a time horizon and a plan to ensure that your investment of hard work and other resources will provide the greatest return when the time comes. You may not be able to take it easy for quite some time, but you’ll face far less stress along the way.

I hope you all have a very Merry Christmas. I will be spending it with my Daughters and my nine Grandchildren. This is what family is all about.

I am also inviting you to join the ACCPA family of contractors. Call Lisa Tamargo and get brought up to date on the successes we are having as members.

Until next time

Tommy Castellano







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**ECONOMIC  
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# Economic Electric Motors Hosts U.S. Motors Factory Training

November 14th, 2018



Steve Masters of US Motors designed the training for anyone in Sales, Marketing, and Inside Sales who is selling and specifying electric motors



Mark Steinmetz of Steinmetz & Associates showing the NAVAC product line to John Fama of Economic Electric Motors



A section of the motor training was dedicated to troubleshooting ECM motors

Economic Electric Motors hosted a U.S. Motors Factory Training Lunch & Learn on Wednesday, November 14th, 2018, from 10am to 1pm at their Boynton Beach Branch.

This factory motor training seminar was presented by Steve Masters, the training manager for U.S. Motors. It is designed for anyone in Sales, Marketing, and Inside Sales who is selling and specifying electric motors. The training was also NATE accredited.

The first segment was a review of the different types of motors like industrial applications, HVAC, and the effects of inverter drives on motors.

Steve discussed ECM motor technologies, and troubleshooting electronic modules on Rescue Select, aftermarket X13 programmable motor and Rescue EcoTech PSC to EC upgrade motor overviews.

Next up was MotorPro FHP training which consisted of electric motor basics and applications, induction motor types and parts, reading motor nameplates as well as identifying the unknown motor. The final segment of the training was understanding IHP nameplate terminology including service factor, voltage, frame size and enclosures.

Contact your local Economic Electric Motors location for any future events and training.



Steve Masters of US Motors discussed IHP nameplate terminology including service factor, voltage, frame size and enclosures



Steve Masters of US Motors gave a refresher on electric motor basics and applications



Mark Steinmetz of Steinmetz & Associates revealed the new NAVAC battery powered vacuum pump to Felipe Florentino of Economic Electric



Steve Masters of US Motors demonstrated how to properly identify a motor without having a nameplate attached



# Happy Holidays!

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*Jim Nichols*  
*Tom Crossland*  
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*Johanne Bueno*  
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*Candace Nichols*



## HARDI Distributors Report 12.1 Percent Revenue Increase in September

COLUMBUS, Ohio, November 15, 2018—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 12.1 percent in September 2018. The average annualized growth for the 12 months through September 2018 is 9.8 percent.

"September was another strong month and for the same reasons as August, warmer than normal temperatures against a weak prior year," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The 9.8 percent annual sales growth is the best annual pace since eight years ago when we began to move beyond the Great Recession."

"September saw HARDI members enjoy beneficial weather and robust economic conditions," said HARDI Economist Paul Hallmann. "Based on initial estimates, the US economy grew at an annualized rate of 3.5% in Q3. Unemployment remains at 3.7%, a 49-year low, and consumer confidence reached an 18-year high.

HARDI members should prepare for more strong economic growth early in 2019 before things start to cool down by year end."

Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, spiked up with the strong sales this past spring. "The DSO is unusually high this month but that happens after unusually busy months like September or May of this year," said Loftus. "One month is not a trend and this spike is explainable, if it corrects with the next report."

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.

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

## Fresh-Aire UV Names HVAC Wholesale Veteran Sam Gravatt as its Distribution Specialist



Sam Gravatt

Fresh-Aire UV, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, has named Sam Gravatt as its North American distribution specialist.

The 31-year HVAC veteran is responsible for assisting North American wholesale distributors and manufacturer's representatives sell and support Fresh-Aire UV's residential and commercial volatile organic compound (VOC) reduction and biological disinfection products to the HVAC trade. Gravatt will also act as a conduit between Fresh-Aire UV's sales team, contractors and wholesalers.

Gravatt, who has master's and bachelor's degrees from the University of Missouri and Baker Univer-

sity, Baldwin, Kan., respectively, entered the HVAC industry in 1986 and spent 21 years with Lennox International, mainly with the Richardson, Texas-based manufacturer's distribution arms. More recently, Gravatt held various positions ranging from management to sales and marketing for Jacksonville, Fla.-based wholesale distributors Gemaire Distributors from 2010 to 2014 and Baker Distributing from 2014 to 2017.

"Adding industry veterans like Sam is essential to accommodate the tremendous growth we've experienced in the last five years," said Ron Saunders, vice president, Fresh-Aire UV. "Sam will accentuate our excellent customer relations throughout our network of HVAC wholesaler distributors and manufacturer's representatives."

For more information on Fresh-Aire UV, or to contact Gravatt please visit [www.freshaireuv.com](http://www.freshaireuv.com), email [samg@freshaireuv.com](mailto:samg@freshaireuv.com) or call (800) 741-1195.

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**Goodman**

Air Conditioning & Heating





Don Holland, Marcus Thurston, Ray Short, Simon Stolbach, Brian Cook, and Greg Fleming of Tropic Supply St. Petersburg



Keith Esplenade of CBRE, Ken Darin of Regal Beloit, Art Morgan of CBRE



14 training classes were offered during the Grand Opening of the St. Petersburg Tropic Supply Resource Center



The Ruud product display trailer was parked on site so St. Petersburg Grand Opening attendees could learn more about the complete Ruud product line!



Heather Anusbigian and Nicole Parrish of Tropic Supply awarded everyone a cool goodie bag at the registration table



Errol Meza of ABC Air Conditioning, Jessica Organ of Robertshaw, Brian Kirkland of ABC Air Conditioning



Daniel Vandenberg of Mountain Air Services, Ryan Reynolds of EV Dunbar, Luke Vandenberg of Viking Air Services



Mike Manzella of Applied Thermo, Jose Young of Tank AC, Bob Williams of Leone Green, Bill Gant of A Gant Heating & Air



The Wicked Wiches Food Truck was on site offering everything from Salads to Grilled Cheese and Philly Cheese Sandwiches



Barry Ruiz and Mike Charlton of City - Southern Grocers, Chris Young of Johnson Controls, Dave Henderson of City - Southern Grocers



Al Guy of Al Guy Air Conditioning Michael Lonis of QwikProducts



Steve Tuure of Air 4 U Air Conditioning Johanne Bueno and Nick MacFee of J. Nichols & Associates



Tod Sutherland of Tropic Supply assists at the Fujitsu training seminar



Mike Sauer of Dream Air, Mike Makransky of Tecumseh, Joshua Sauer of Dream Air



Tropic Supply St Petersburg



Alin Vinca of Coastal Air Inc., AJ Saucier of KE2 Therm Solutions, Ramos Vinca of Coastal Air Inc.



Gil Ledoux and John Galloway of PED Associates with Andrew Kirshner of Pinellas County School Board



Hays Bassett of BTU Reps conducted a training for in-depth troubleshooting of Fujitsu Halcyon inverter systems



# Grand Opening Celebration in

On November 7th, Tropic Supply hosted their Grand Opening Celebration at their new St. Petersburg Resource Center. The festivities began at 10am for all their valued customers to enjoy a day of great food, prizes, two exciting days of free training, and even a multi-vendor trade show.

Several of Tropic Supply's manufactures representatives were on site giving product demonstrations, answering customer questions, and showcasing their latest technology. The Ruud product display trailer was on site for everyone to visit and see the new equipment!

From the moment you arrived, you were welcomed by Heather and Nicole of Tropic Supply. A really nice goodie bag with a Tropic Supply shirt, cap, and \$25 Gift Card was presented to every guest in attendance.

After taking in all the new products available at Tropic Supply, customers were able to select what kind of food they would like to have for lunch. The local food





**Rick Hinton of Advanced Cooling Services, Jim Dwyer of Certified Refrigerant Services, Mike Pagano of Advanced Cooling Services**



**Jeff Rapaport of Advanced Cooling Systems with Chuck Walsh and Nick Vosburgh of Fresh-Aire UV**



**Leon Essex Jr. of Manufacturers Marketing - Bard with John Richardson of Pinellas County Schools**



**Bruno Gailiunas of Cooper Hunter, Thomas Graham, Frank Segui, and Mike Berardelli with the Pinellas County School Board**



**Charlie Del Vecchio, Dustin Lawrence, Skip Howell, Ray Long, and Heather Anusbigian of Tropic Supply making some tasty S'mores**



**Dennis Moore of Moore Air & Refrigeration with Bruce Haupt of The McAllister Group**

Supply, Inc.

# Opening St. Petersburg!

truck the Wicked Wiches Food Truck was on site offering everything from Salads to Grilled Cheese and Philly Cheese Sandwiches. That was really a neat way to provide lunch to a really hungry crowd.

Great prizes were awarded like a 15 SEER RUUD Heat Pump System, Several \$100, \$50, and \$25 Gift Cards, a YETI Tundra 35 cooler, Manifold gauge sets, UV lights, and more.

Tropic Supply is your one-stop source for all your HVAC and refrigeration parts and equipment needs. The company is the largest independent HVAC and refrigeration wholesale distributor in Florida.

Tropic Supply has over 200 employees providing sales, exceptional service, and support to their customers in 22 Resource Centers throughout Florida.

Please stay tuned for other events by contacting your local Tropic Supply Resource Center or visit [www.tropicsupply.com](http://www.tropicsupply.com) and click on the events tab.



**Pinellas Technical College came out in full force!**



**Everyone enjoyed the Wicked Wiches food truck and the great variety of items to satisfy their appetites**



**Jack Sally of Jack Sally Air Conditioning, Tim Roberts of Cain Sales, Jeff Bisagna of Bluewater Air Services**



**The Top Tech Condensing Units single-stage air conditioning systems training program explored the many aspects of installing, servicing, and diagnosing**



**Daniel Everhart of AC Services Plus with John Figan of Testo**



**David Wehr of Taylor Heating & AC, Drew Voreis of Armacell, Jason Turner of Taylor Heating & AC**



**urg Grand Opening Team!**



**Jody Long of Nu-Calgon gives a demonstration of the i-Wave IAQ product to Rico Pernier and Jerry Morejohn**



**Phat Le of Tierra Verde Island Aire, David Jackson of CPS Products, Troy Rowley of Tierra Verde Island Aire**



**Marcus Thurston, Jim Minto, and Eric Barnett of Tropic Supply**



**Jeff Wood of Wood Air Conditioning, Todd Smith and Andrew Twitty of Allied Air, Spiro Kalogeropoulos of Spartan AC**



**Jose Morija of Mercury Heating & Air with Mike Nipper of Emerson**



## AHRI Statement On House Democrats' Letter To DOE On Appliance Standards

Arlington, Va. — The following statement regarding the letter released today by House Democrats to Energy Secretary Rick Perry seeking information on the Department's Appliance Standards Program can be attributed to Air-Conditioning, Heating, and Refrigeration Institute (AHRI) President & CEO Stephen Yurek:

As the trade association representing manufacturers of HVACR and water heating equipment, we are working closely with both sides of the aisle in Congress, as well as with the White House and the Department of Energy, on the nation's appliance standards program. We understand the position the letter signers are taking. We believe reform of the federal Energy Policy and Conservation Act

(EPCA) and its implementing regulations is long overdue.

One item that is ready for quick action is DOE's process rule. Finalizing the process rule would create a more transparent framework for rulemakings and would achieve appropriate regulatory reform while making efficiency rulemakings more predictable and timely.

Since passage of the original Energy Policy and Conservation Act, which America's HVACR and water heating manufacturers strongly supported, AHRI and its member companies have worked closely with all stakeholders on technologically feasible, economically justified federal appliance standards, and we will continue to do so.

## Don't Miss The Free Educational Sessions at AHR EXPO!

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) will host three educational sessions at the AHR Expo, taking place January 14–16, 2019, in Atlanta, Ga. The sessions are free and no pre-registration is required.

The Importance of Humidity in Modern Buildings - Tuesday, 1/15/2019, 9:00 AM — 10:00 AM

Attendees will learn about the importance of humidity control within buildings, especially as it pertains to human health and wellness, and industrial applications. Topics include an introduction to humidity and humidity measurement, the causes of seasonal dryness, an overview of applications, and the impact of humidity on occupants.

Safety, Innovation, and Other Benefits of CSST in Residential and Commercial Applications - Tuesday, 1/15/2019, 2:30 PM — 3:30 PM

Attendees will learn about corrugated stainless steel tubing's (CSST) relative safety, innovation, and other benefits as compared to traditional steel gas tubing installation. The presentation will high-

light the advantages of using CSST in both residential and commercial applications, comparing CSST to other types of gas piping used in similar applications.

Variable Frequency Drives: Method of Test and a Case Study - Tuesday, 1/15/2019, 4:00 PM — 5:00 PM

Attendees will learn how Variable Frequency Drives (VFD) can improve energy efficiency. Topics will include an introduction to VFD, a summary of certification to AHRI 1210 and introduction to ASHRAE 222, followed by a case study demonstrating energy savings.

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment.

An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products.

## General Filters, Inc. Gives to Families In Need During Thanksgiving



Novi, MI November 20, 2018 For many years General Filters has generously given a turkey to each employee for Thanksgiving. Those that do not need their turkeys

donate them, and additional items are purchased to create entire Thanksgiving meals for families in need. Each year employees supply stuffing, canned vegetables, dinner rolls, bread, muffins, bags of potatoes, bags of fruit, cranberry sauce, butter, cookies, turkey broth, and more. Gift certificates are given should families require items not provided.

As with past years, the city of Novi's Youth Services matched General Filters' donations with local families in need, and will deliver the meals on the company's behalf.

"Anyone can unexpectedly find themselves in a position of need. The hurricanes in North Carolina, South Carolina, and Florida, along with the fires in California demonstrate just how one's life can be altered in the blink of an eye. There is so much that can be done to help get families back on their feet", said Paige Freeland, Marketing Manager. This year has been particularly meaningful to me. My own parents' home was damaged by hurricane Florence flooding in September and they are still displaced while waiting for their home restoration to be completed. Neighbors whose homes were not flooded, along with friends, local churches and community members immediately stepped in to help my parents and everyone affected by the disaster. Their kindness has meant more than I can say; to know that people not just cared, but acted."

"Helping others makes me feel good", said Linda Katoch in Manufacturing. Employees were quick to ask: "What can I contribute?" "What do you need from me?"

"We are thankful to the City of Novi for making sure families won't go hungry during the holiday season. General Filters may give to a handful of families, but their efforts contribute to countless more", said Paige.






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# Johnstone Supply Ware Group Hosts Brazing Fundamentals Classes During November

Johnstone Supply Ware Group hosted several Brazing Fundamentals Training Classes during the month of November. This brazing fundamentals class updated technicians with the latest in brazing developments

such as the six fundamentals of brazing, aluminum brazing, and more. The attendance was excellent and packed their training rooms. Watch for other training events taking place at your local Johnstone Supply Ware Group locations!



There are six fundamentals of brazing that every brazer should follow to ensure consistent and repeatable joint quality, strength, hermeticity, and reliability



Bob Cristan of Lucas Milhaupt spoke on how to be safe when brazing, including the proper methods of handling of brazing equipment



Bob Cristan of Lucas Milhaupt, Andrea Kirkpatrick and Mike Winkel of Cain Sales, conducted the brazing classes



Bob Cristan of Lucas Milhaupt warned of the possibility of dangerous fumes and gases rising from base metal coatings, and fluorides in fluxes



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



Johnstone Supply customers learned how to braze aluminum to copper

# RectorSeal Introduces TripleGuard, a Smart Water Leak Monitoring, Detection and Prevention System

RectorSeal® LLC, Houston, a leading manufacturer of quality plumbing and HVAC/R products, introduces TripleGuard™, a smart, electronic water leak monitoring, detection and prevention system product line that guards against property damaging, infrastructure water source leaks in residential and commercial real estate.

Available through North American plumbing and HVAC/R wholesalers, TripleGuard is ideal for any real estate owner or manager overseeing property with dish washers, clothes washers, sinks, hot water heaters, hydronic/plumbing piping and other potential water leak sources.

TripleGuard consists of two products that are maintenance-free and installable in less than an hour: 1) the TripleGuard Smart for Cloud-based monitored facility leak protection; and 2) the TripleGuard Active appliance lead shutoff, designed mainly for single source protection such as water heaters.

While the plumbing industry currently has many leak detectors, few brands actually proactively stop water flow and subsequent property damage while also enabling the user with cloud-based control remotely or onsite via smartphones or the Internet. "Statistics reveal North American water damage insurance claims total billions of dollars annually and 250-gallons (946-liters) of water can potentially leak daily from just an 1/8-inch (3-mm) crack in a pipe," said Brian Ilagan, TripleGuard senior product manager.



# Merry Christmas!

Thank you to all our Customers, Distributors, Manufacturers, and Friends for your continued Support and Partnership! Wishing you a Happy Holiday season from everyone at...

## Ron McLaughlin & Associates / Act Agents

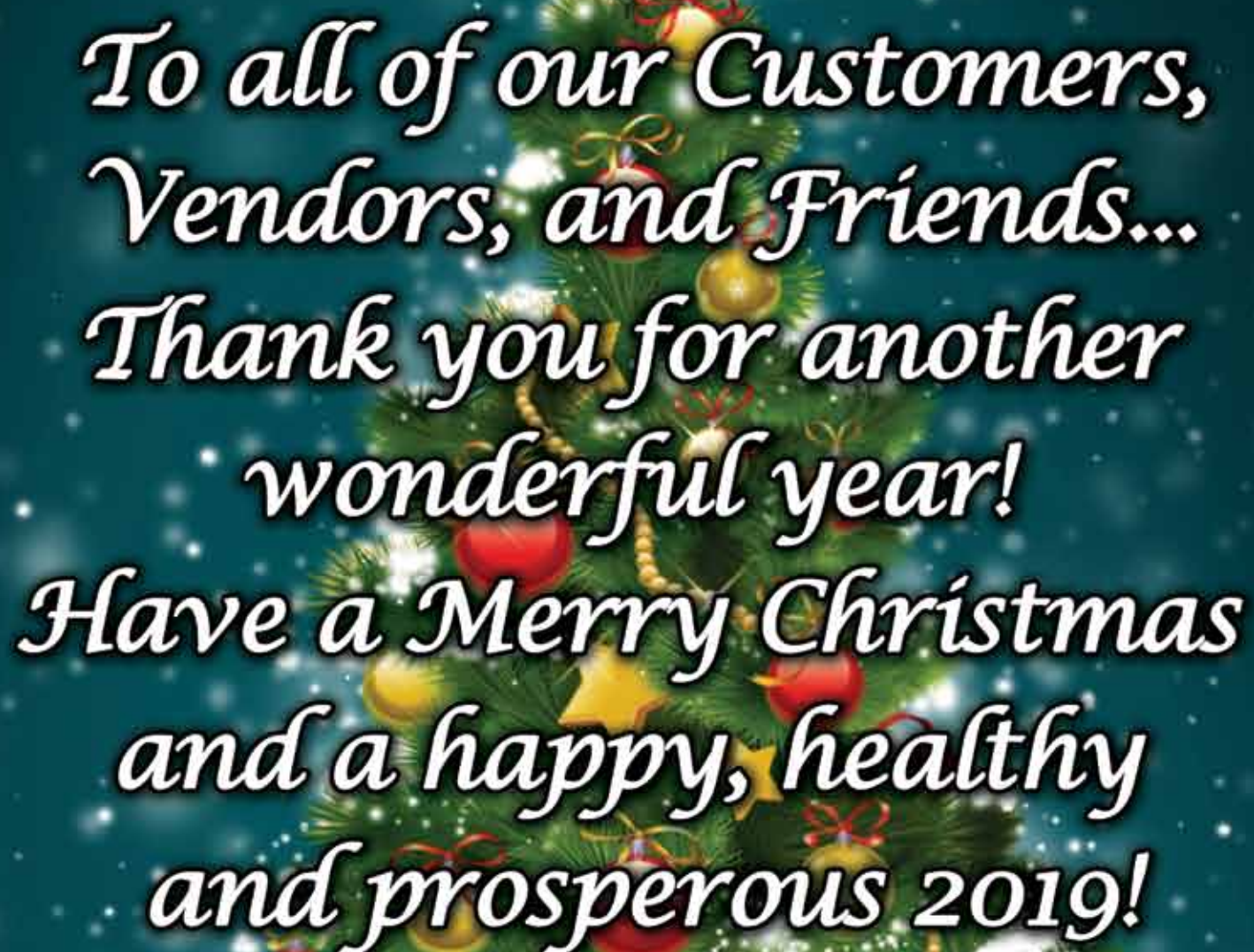
Ron McLaughlin

Andy Taylor

Bing Berringer

Roland Hedstrom





*To all of our Customers,  
Vendors, and Friends...  
Thank you for another  
wonderful year!  
Have a Merry Christmas  
and a happy, healthy  
and prosperous 2019!*

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# Performance Pointers

by David Richardson



## Troubleshoot Comfort Complaints with System Temperatures

Homeowners often call to request larger HVAC equipment during the coldest winter days. For some reason, their current system runs constantly and can't keep the house comfortably warm. When most contractors receive these calls, they typically investigate and find the current system properly sized to handle the home's heating needs.

So, what could cause a properly sized system to inadequately condition a home on those coldest days? While there are many factors, you can frequently find one answer by measuring system temperatures. Let's look at how a return grille and supply register temperature measurement can uncover installation issues affecting customer comfort.

### Equipment and System Assumptions

A common assumption made in our industry is that equipment heating output and system heating output are the same. This is rarely the case in real-world conditions. Equipment is tested and rated in a perfect laboratory environment. However, once you install the equipment in a customer's home, every variable it was rated under changes.

One major component of any installation to look at is the duct system. It determines system performance more than the heating equipment. If you are too focused on the equipment, you may overlook a potential reason the system can't maintain comfortable conditions. Don't fall into the mindset of believing the equipment is the system.

### Measure Equipment Temperatures

Before you can test, you need a good digital thermometer that reacts to temperature changes quickly and measures to a tenth of a degree. As with any test instrument, you get what you pay for, so choose wisely.

To measure equipment temperatures, turn the equipment to heating mode and let it run for 10 to 15 minutes. If testing a heat pump, make sure the electric heat strips are off. Multi-stage gas furnaces need to operate in the highest heating stage. Failure to test under these conditions can lead to inaccurate

temperature readings.

Next, measure return and supply temperatures at the indoor air handling equipment. Record the temperatures and then subtract the return air temperature from the supply air temperature to determine the equipment's temperature rise ( $\Delta t$ ). Assure it is within range and record your readings.

It's important to note that temperatures are entirely dependent on airflow. If airflow is high or low, it influences temperature rise.

### Measure System Temperatures

Next, measure system temperature rise. An easy way to do this is to measure and record air temperatures from the supply register and return grille farthest away from the air handling equipment.

Be sure you don't take too long between measurements; your readings could be off substantially. Once you measure the farthest supply register and return grille temperature, subtract them to determine the system's temperature rise.

If your duct system is well insulated with minimal leakage, the temperature rise of the equipment and duct system should be close. There will be some differences, but it shouldn't be more than a 10% temperature change across the duct system. Here's an example of how to determine this.

### Example

You measure a three-ton heat pump operating in heating mode at a 30° outside air temperature. You also measure temperatures at the equipment and find your supply air temperature is 88° and return air temperature is 70°. This equals an 18° equipment temperature rise ( $88 - 70 = 18$ ).

Next, measure temperature at the farthest supply register and return grille.

The supply register temperature reading is at 79° and return grille temperature is 70°. This equals a 9° system temperature rise ( $79 - 70 = 9$ ).

To determine the percentage of duct system temperature loss, divide the 9° system temperature rise by the 18° equipment temperature rise ( $9 \div 18 = .5$ ).

After you move the decimal point two places to the right, you have a duct system temperature loss of 50%.

How would you address this if you measured similar readings on one of your systems?

### Look Beyond the Box

This test will surprise you when you see how much temperature is lost through the duct system. It also presents you with a new opportunity that most of your competition will walk past while trying to sell larger equipment.

The most applicable repair for duct temperature loss is additional duct insulation. Be careful as you choose from various insulation options available. Some insulation types offer high promises but fail to consistently perform in the field. The test we just went over can also help verify insulation effectiveness once repairs are complete.

If you consider adding duct insulation, first be sure the duct system delivers proper airflow at an acceptable total external static pressure. Insulating a leaky or undersized duct system is a waste of money. The system will need additional repairs to work as intended.

The rubber truly meets the road when you test and see for yourself. See what you find as you perform this simple test and help your customers understand why they don't need bigger equipment.

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

If you're an HVAC contractor or technician interested in learning more about system temperatures, contact me at [davidr@ncihvac.com](mailto:davidr@ncihvac.com) or call 800-633-7058.

NCI's website [www.nationalcomfortinstitute.com](http://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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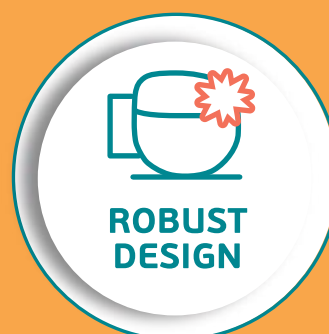
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# AHRI Releases September 2018 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 595,701 units in September 2018, up 3.4 percent from 575,920 units shipped in September 2017. U.S. shipments of air conditioners increased 0.6 percent, to 379,698 units, up from 377,408 units shipped in September 2017. U.S. shipments of air-source heat pumps increased 8.8 percent, to 216,003 units, up from 198,512 units shipped in September 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.9 percent, to 6,890,678, up from 6,445,168 units shipped in September 2017. Year-to-date shipments of central air conditioners increased 4.4 percent, to 4,521,126 units, up from 4,329,473 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12 percent, to 2,369,552, up from 2,115,695 units shipped during the same period in 2017.

## Report Unlicensed Contractors with the DBPR Mobile App



- 1. Verify licenses by name or license number.
- 2. File a complaint, including descriptions and photos.
- 3. Your information is immediately sent to DBPR.

The DBPR Mobile app is free to download and is available on the iTunes and Google Play app stores.

The Florida Department of Business and Professional Regulation recently launched the "Report Unlicensed Activity" function within the DBPR Mobile app, allowing consumers to report unlicensed activity in real time.

In addition to the mobile app, you can also report unlicensed activity to DBPR by:  
Calling 1.866.532.1440  
Emailing [ULA@myfloridalicense.com](mailto:ULA@myfloridalicense.com)  
Online at [www.MyFloridaLicense.com](http://www.MyFloridaLicense.com)

# Fort Lauderdale Service America Canceling Contracts, Laying Off 161 Workers as it Prepares to Close

Article by Ron Hurtibise from the South Florida Sun Sentinel

Fort Lauderdale-based home warranty company Service America is shutting down after 43 years.

The decision will result in 161 layoffs and the closure of offices in Fort Lauderdale and Clearwater by Jan. 18, according to a notice filed with the Florida Department of Economic Opportunity. Positions to be eliminated at the two offices include 10 air-conditioning installers, two install helpers and a supervisor, 15 A/C technicians, 10 appliance technicians, five couriers, five "comfort consultants," 17 customer service representatives, nine plumbers, eight universal technicians, and three dispatchers.

The company sold yearlong and multi-year warranty contracts to homeowners and businesses covering failure of major electric components, such as air-conditioning systems, water heaters, washers and dryers, stoves, garbage disposals, dishwashers, refrigerators and plumbing systems.

In an interview Tuesday, Ken Stoll, chief operating officer, said prorated refunds are being sent to subscribers for the unused portions of their warranty terms. The company started mailing refund checks on Nov. 23 and should reach all of the company's subscribers within three weeks, he said. Operating only in Florida, the company had 23,000 subscribers. Most were in the tricounty region, while about 5,000 were in the Tampa, Orlando and Fort Myers areas, he said.

The company stopped scheduling new service calls on Nov. 19 but is continuing to show up for appointments made through that date, Stoll said. All operations are expected to cease by Dec. 15, he said. Competition from national warranty companies and small, locally based companies proved insurmountable for Service America, Stoll said. "It's a highly competitive environment and, unfortunately, due to the overall performance of the company, [remaining in business] is no longer a good fit for us," he said.

Service America is a member of a family of property services and management brands owned by a Canadian company, FirstService Corp. With Service

America's closure, the parent company will no longer be in the home warranty business, Stoll said.

The Canadian company acquired Service America in 2006, when the company was generating about \$30 million in annual revenue and had 65,000 subscribers. A year earlier, a group of what was then 300 employees purchased Service America from its parent, publicly traded Chemed Corp., based in Cincinnati, Ohio, according to South Florida Sun Sentinel archives. A decade before that, Service America emerged from the merger of two dominant South Florida warranty companies, Amira Services and Encore Service Systems, following their acquisition in 1993 by Chemed Corp., which also owned the plumbing service Roto-Rooter. Amira and Encore had more than 200,000 subscribers statewide in 1992 and employed about 375 people, published reports said. A long-term decline in satisfaction among Service America's customers is evident from comments on the company's Yelp review page, where it has a cumulative rating of 1.5 out of 5 stars.

Among the 318 reviews are complaints about service call cancellations, long delays to get technicians to homes, and being unable to speak with live attendants when trying to schedule service calls. In a critical post written in September, a subscriber complained that the company required service call fees to be paid in advance for an air-conditioner service repair, then forced the customer to wait two days for the appointment. "Ummm, what are we supposed to do without AC in summer for two days? We got another company out instead," the post said. Stoll said social media sites such as Yelp and Google are often disproportionately composed of negative reviews because unhappy customers are more likely to be motivated to post.

While poor ratings and reviews on the two sites can be seen as "symptoms" of problems contributing to the company's downfall, they didn't fully represent how customers felt about the company's work, Stoll said, adding, "We have a lot of satisfied clients."

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# IN MEMORIAM: WILLIAM H. SPATES III

## IET Founder and IAQ Investigator died in October

article by  
Andrew C. Åsk, P.E.



William H. Spates III

I lost a friend and the Indoor Air Quality community lost a giant last month when Will Spates passed away suddenly on October 19th. We in the industry knew Will as the founder and principal of Indoor Environmental Technologies, an IAQ consulting firm in Clearwater that he

established in 1993. What many of us did not know was he suffered from chronic internal illnesses—because he always worked (and played) hard, full speed ahead.

Will was always a bit “more equal” than his peers in his professionalism: always true to the science, always objective, and focused on the issues, not on the people who may have caused the problems.

Yes, I am biased because he always specified a dehumidifier, always mechanically ventilated homes he worked on with Outdoor Air. We will miss his advocacy for properly ventilating homes in hot-humid climates.

He worked on the microbial and biological side of IAQ. Knowing that mold cannot exist without water, he inevitably would track down the sources of moisture. EIT placed sensors in the middle of walls and then boarded them back up so he could observe relative humidity and dew point under real world, operating conditions. He found moisture in attics, particularly in South Florida where vented attics frequently aren’t—vented. He noticed that improperly vented attics were cooler, more so where radiant barriers had been installed. But the dew point was as high as in well-ventilated attics. So he was not surprised to find condensation, on ductwork, on trusses, around light fixtures, most everywhere.

Working with his colleague Tim Toburen, EIT named this phenomenon “Cold Attic Syndrome” and shared their findings with the rest of is in a detailed technical article many years before the rest of us caught on.

We worked with M.D.’s around the country who specialized in treating allergies, figuring out what the heck was ailing the patient and was it something in their home environment?

EIT worked with the remediation industry--the guys who come in and clean up after storms and major water events--establishing protocol, testing for contaminants, setting up the containment area, and then sounding the all clear based upon their

post-remediation testing.

A less public dimension of Will Spate’s practice was providing expert testimony when the flaws he discovered in homes led to litigation. These procedures are always discreet and confidential; you can’t advertise them by name on your website, so that part of his practice was not that well-known.

Will and I did not always agree. When we didn’t, the facts were discussed rationally, a conclusion reached, a course of action to solve the problem determined, followed by the client’s problem being solved. The discourse was always civil.

IET continues in operation, moving forward in the tradition established by Will. Ms. Marie Spates, Will’s wife and active team member has become the managing owner of IET. IET is committed to its valued customers, loyal strategic alliances and other industry professionals. IET plans to remain a nationally recognized Industry lead

Will was born in New York City, grew up in the Chicago area, went to school at the University of Oklahoma, and eventually settled in Clearwater. I am told he spent 15 years at sea as a yacht captain before starting up Indoor Environmental Technologies. He continued to sail the rest of his life. Will leaves his wife Marie, a son, and two siblings. He was 67.

Submitted by Andy Ask with Tim Toburen

# Tropic Supply’s Food Drive for Fighting Against Local Hunger was a Great Success!



Display at T19 Daytona Beach  
Who is going to drive this in the next race?



Display at T15 Tampa  
Mickey says “Get on the Food Train”

Tropic Supply’s 23 Resource Centers throughout the state of Florida collected over 3900 food items and over \$460 in cash this month to support their yearly November Food Drive. Donations were delivered to 18 different organizations throughout the state.

It’s great to see how really creative the Tropic Supply Resource Centers can get when they work together on such a great cause!

Special Thanks to all the Tropic Supply customers who donated food to make the food drive a great success!

For each donation, customers were given a chance to win one of 23 prizes valued at \$200 or more.



Display at T7 Mid Miami  
The pantry is full!



Display at T8 Ft. Myers  
It’s all about that metal



Display at T21 Tallahassee  
No Turkeys here! We have been pardoned



Display at T6 Ft. Pierce  
We’re going to the Super Bowl!



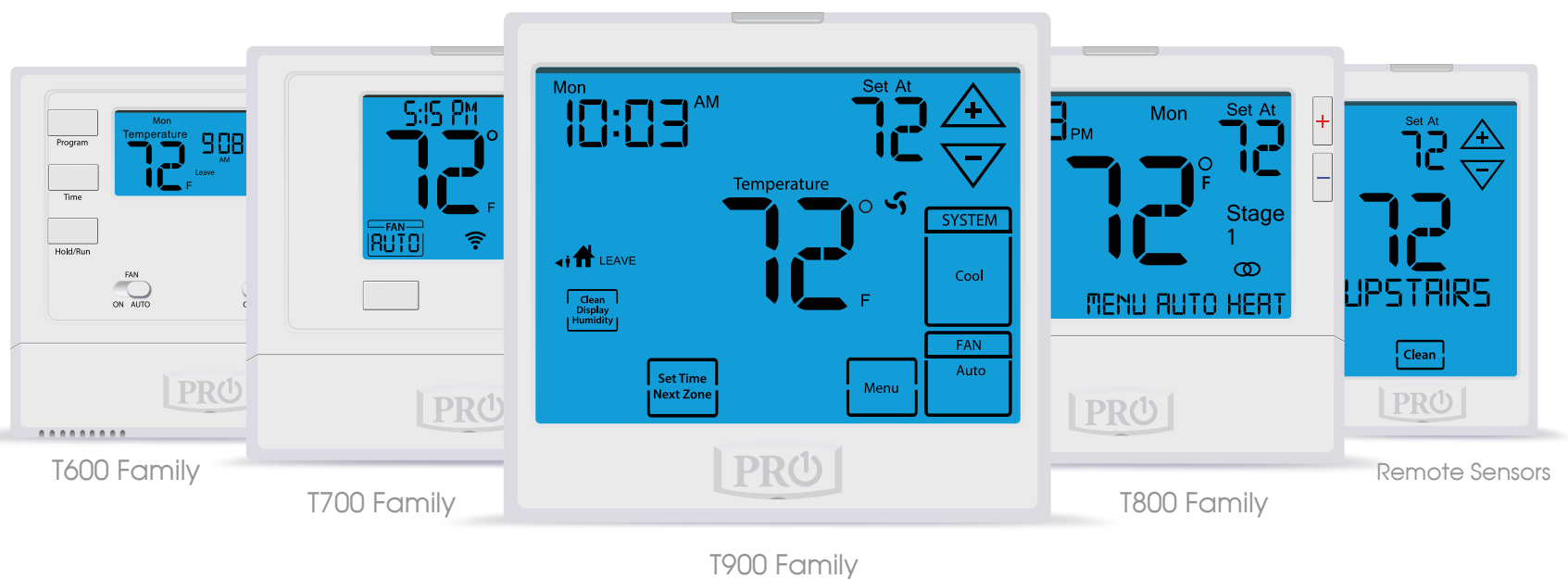
Display at T14 Sarasota  
It’s beginning to look a lot like Christmas!



Display at T20 Sunrise  
We raced, and won the prize!



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**Testo**

Testo-SmartProbeKit - Testo Pressure Smart Probe Kit



**Day 2 - December 11**

**Yellow Jacket**

93600 - 7 CFM Bullet Vacuum Pump



**Day 3 - December 12**

**Uniweld**

RHP400 - Nitrogen Regulator



**Day 4 - December 13**

**CPS**

MT2H7P5 - Manifold and Gauge Set



**Day 5 - December 14**

**Yellow Jacket**

29986 - PLUS II Refrigerant Charging Hose Set

**Day 6 - December 17**

**Testo**

550 BT - Bluetooth Digital Manifold Kit



**Day 7 - December 18**

**Uniweld**

KC100P - Welding/Brazing Kit



**Day 8 - December 19**

**JB**

DV-200N - Platinum 7 CFM 2-Stage Vacuum Pump



**Day 9 - December 20**

**Yellow Jacket**

42004 - Series 41 Manifold with 3-1/8" Gauges



**Day 10 - December 21**

**Klein Tools**

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Delray Beach (T-9):	(561) 279.2710	Mid Miami (T-7):	(305) 638.9673	Tallahassee (T-21):	(850) 300.6595
Ft. Lauderdale N. (T-2):	(954) 565.4803	Naples (T-10):	(239) 643.7118	Tampa E. (T-15):	(813) 514.1198
Ft. Lauderdale S. (T-4):	(954) 522.2874	Ocala (T-22):	(352) 512.6980	Tampa W. (T-16):	(813) 514.9939
Ft. Myers (T-8):	(239) 278.1117	Orlando (T-17):	(407) 219.3255	West Palm Beach (T-5):	(561) 684.3997
Ft. Pierce (T-6):	(772) 465.4707	Port Charlotte (T-12):	(941) 255.8330		
Jacksonville (T-18):	(904) 332.0990	Sarasota (T-14):	(941) 378.0910		

\*Prices valid on dates specified above at all 22 Tropic Supply Resource Centers. Limit one daily deal per customer per day. While supplies last.



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# Customer Appreciation Turkey Fry in Jacksonville November, 15 2018

On Thursday November 15, 2018, Baker Distributing held their annual Customer Appreciation Turkey Fry on Edison Avenue in Jacksonville from 11am to 2pm.

Baker has hosted this event for over a decade now, and this year served over 325 hungry contractors. Wyatt Swartz of Baker Distributing said "This is a great way to say thanks to our awesome customers, and to celebrate the upcoming holidays."

The Turkey Fry Menu consisted of Fried Turkey, Green Bean Casserole, Rolls, Dessert, and Drinks. Along with the great food were also some great drawings for door prizes.

With over 200 locations in 22 states, each Baker Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry. With a complete inventory of HVAC/R products and technical assistance, Baker

Distributing Sales Centers can provide you with the products and information you need to make your job and you more efficient.

Founded in 1945, Baker Distributing Company is engaged in the sales and distribution of HVAC, refrigeration, food service equipment, parts and supplies for residential, commercial and marine applications.

Thank you for another successful Turkey Fry!



The Turkey Fry Menu consisted of Fried Turkey, Green Bean Casserole, Rolls, and Dessert



Amy Meadows of Baker Distributing, and Andrea Kirkpatrick of Cain Sales, greeted everyone who attended



Everyone enjoyed the delicious fried tukey with all the side dishes



Cheers to Baker Distributing for another excellent Turkey Fry!



Steve Dyess of Baker Distributing kept everyone hydrated!



Here are the manufacturers representatives that volunteered on the food serving team, who fried turkeys, prepared food, and plated hundreds of turkey dinners!



Cody Morgan, Scott Schroeer, Mark Lawson, and Wyatt Swartz of Baker Distributing



Keith Holland of Leone Green, Mike Plathe and Kathy Plathe of Baker Distributing



Kim Dodge, Karissa Ickes, Debe Mance, and Jim Mayer of Baker Distributing



What a great way to start the holiday season with other industry friends!



Matt Roth of Baker Distributing, Dave Opachich, Chris Jackson, and Jeff Henry of Duval County, Al Lendino and Jeff Kraner of Baker Distributing



Matt Cowley of Spectronics, Scott Schroeer of Baker Distributing, Whit Parker of Nichols & Associates



Cody Morgan, Darrel Smith, Mike Francis Mike Plathe, and Chris Webster of Baker Distributing



The Dessert Team - Jim Jacobs of The Metal Shop, Steven Sosnoski and Kathy Plathe of Baker Distributing



Here is the group who made the Baker Customer Appreciation Turkey Fry a huge success!



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## Save The Date! ComfortStar University To Host Technical Training Seminars



Save the Date! On Wednesday Jan 23, & Thursday Jan 24, 2019, ComfortStar University will host two technical training seminars. The first one will be at their new training room at the ComfortStar Training Facility in Medley, and the next day training is at the A&R Supply location in Pompano.

ComfortStar will be introducing a whole new line of systems for the new year. The new training room will have these units installed.

Carlos Obella, ComfortStar trainer, will facilitate the training which will include Ductless Mini-

Splits, Light Commercial, and Multi-Zone Systems. Completion of the course will qualify for three credit hours for NATE certified technicians.

The training will cover installation recommendations and practices such as unit placement and mounting along with proper wiring and line set lengths. Other topics included will be system troubleshooting and how to read error codes, with hands on sessions on how to replace circuit boards and assembly - disassembly tips.

Carlos Obella, trainer for ComfortStar, will also give a complete review of the new Comfortstar ductless product offering.



Classes fill up fast, register today to reserve a seat!



The trainings will be interactive and hands on!

## North Florida Trane Hosts Grand Opening Celebration At New Location In Orlando

On January 10, 2019 from 11a.m. till 2 p.m., North Florida Trane will celebrate their new location at 3401 WD Judge Drive, Suite 100, Orlando, FL 32808. This will be one the of the first to open in the Packing District's newest developments- Princeton Oaks.

Come join in the excitement! Treehouse Food Truck will be on site cooking up some fresh hand-pattied burgers cooked to order each and every time! Jeremiah's Italian Ice will also be serving up some tasty Italian Ice that will rock your palate!

Trane Customer Service Associates will be giving tours of the new facility. There will be a vendor trade show displaying all the new products avail-

able at Trane Supply in the new year.

There will be weekly and daily specials for Trane Supply customers to take advantage of while celebrating the grand opening.

Lots of giveaways will be awarded like...Trane gear, Yetis, tools and more. Contractors that donate non-perishable food items to the Second Harvest Food Bank of Central Florida will earn an additional entry to win prizes. We'll be having hands on demonstrations of the Nexia home intelligence diagnostic system too.

Please contact Bethany Park at 407-618-7201 or by email her at Bethany.Park@irco.com for more details. Don't miss out on all the fun!



This is the new Grand Opening Location for North Florida Trane in Orlando



Customer Service Associates - Jason Burleigh, Scott Savage, Pam Sweat, General Manager John Higgins, and Charles Hughley, Not pictured: Tim Wilson

## HVAC/R Leader NAVAC Appoints New Manufacturer Representatives



NAVAC NRP8Di Vacuum Pump

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines and other industry-specific items, has engaged two new Sales Agencies to market, sell and service its customers. Hugh M. Cunningham Companies (HMC) will represent NAVAC in New Mexico, Louisiana, Arkansas, Texas and Oklahoma, and Appalachian Sales Group (ASG) will represent the company in North and South Carolina.

For more than eight decades, Hugh M. Cunningham has represented top manufacturers of building products, including mechanical, light industrial, waterworks, fire protection, turf, irrigation, pool, HVAC, waterwell, agriculture and plumbing. "We believe in long-term branding with our vendors," said Ted Parker, Group VP of HMC's HVAC Group, "and look forward to growing the NAVAC brand in the South Central US."

Appalachian Sales Group, ASG, was the new name given to Shive & Associates in 1999. Originally launched by Jerry Shive in 1986 as a small company above his garage, Jerry changed the company's name to reflect its substantial growth along the Appalachian mountain range. Now headquartered in Greenville, South Carolina, and employing ten professional associates, ASG's territory ranges from the deep South up through the mid-Atlantic states.

"We are excited to represent the NAVAC product line in the Carolinas, as NAVAC fits our model of providing highly functional tools and equipment to the HVAC trade while making their jobs easier and more profitable," said Andrew Shive of the Appalachian Sales Group. "Our distribution partners will be key as we work together to offer unique solutions to our HVAC communities."

"NAVAC is extremely pleased to welcome the outstanding HMC and ASG companies to our team," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC, "as we widen the territory of customers having access to NAVAC's diverse array of user-friendly equipment and tools."

## AHRI Announces New Officers, Presents Awards

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) held its inaugural Leadership Forum November 11-13 in Tucson, Ariz., during which it elected its new officers and presented awards to industry leaders.

"Without these dedicated industry leaders, AHRI would not be the recognized voice of the industry and reliable source for information," said AHRI President and CEO Stephen Yurek. "We are very grateful for their service to AHRI and the HVACR and water heating industry."

AHRI's new Chairman is William Steel, President & CEO of Bard Manufacturing Company, an Ohio-based manufacturer residential and commercial heating and air conditioning equipment.

The AHRI Board of Directors is as follows:

Officers:

Vice Chairman: John Galyen, President, Danfoss

Vice Chairman: Mike Schwartz, CEO, Daikin Applied

Treasurer: Ron Duncan, President, Magic Aire

Immediate Past Chairman: Chris Peel, President & CEO, Rheem Manufacturing Co.

Directors:

Dennis Appel, EVP-Heat Transfer Solutions, Modine

Gary Bedard, EVP, President, and COO World-wide Refrigeration, Lennox

R. Bruce Carnevale, President & COO, Bradford White

Megan Fellingner, President & CEO, Morrison Products

Elizabeth Haggerty, VP and GM, Global Ducted Systems, Johnson Controls

Chris Nelson, President, Carrier Residential and Commercial Systems

Brent Schroeder, President, Air Conditioning, Emerson

Donny Simmons, President, Commercial HVACR, Ingersoll Rand

John Swann, President, Weil-McLain

Kevin Wheeler, President, & CEO, A.O. Smith

The Distinguished Service Award is AHRI's highest honor; it recognizes individuals who are leaders in the industry and who have made significant contributions throughout their careers. AHRI honored Frank Stanonik, who retired from AHRI this year after a 40+ year career in the industry.



## "THE DUCT-FREE ZONE"

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



If you could buy a product that could change and expand as your family expanded...as your household expanded, but it cost a bit more than a similar item that couldn't adapt, would you consider it? Would you buy it? I ask these questions because I speak to this in my Design & Installation training events.

The GREE Multi21+ multi-zone mini split product is unique in that no matter what the capacity of the outdoor unit, (18, 24, 30, 36 or 42K) all you need to connect to any of them is just one indoor unit...that's it! To be specific, you can install just one indoor unit as long as the capacity of that indoor unit is at least one size smaller than that of the outdoor unit...so that you can expand in the future.

As a result, I have created what I call the "expandable single-zone." Think about it... Why quote, and ultimately install a single-zone system that has no ability to be anything but what it is...a single-zone system? How about quoting a GREE Multi21+ 18K outdoor unit...an outdoor unit that can accept two indoor units, so that in the future an additional indoor unit could be added? Sounds like a winner to me...and it is!

Let me explain...Even when my design calls for just one indoor unit to be installed, I will quote a single indoor unit with a GREE Multi21+ outdoor unit and explain to the customer how this allows me to add additional indoor units down the road as their family gets bigger...as the household size increases. If I quote 10 jobs like this, I get 9...Now, you already know why I don't get 10 out of 10...obviously there is a cost difference. But look at this...

A GREE VIREO 9K single zone system...which I affectionately call "Popeye" because it "is what it is" and cannot ever be anything but a 9K single-zone system, compared to a GREE 9K VIREO indoor unit with a GREE Multi21+ 18K outdoor unit which I call a "Transformer" because it can be so much more and accept another indoor unit in the future, is

only about 36% different in price.

36% represents a few hundred dollars...maybe a little more. Is 36% additional cost a deal breaker? It can be. However, I find, when you explain the value of my proposal, the homeowner more often than not can see and appreciate the value and as long as their budget permits, they will go for it! In fact, I can predict with complete certainty how your customer will respond to my proposal...he or she will say, "no one else told me that."

WOW! You know what they just told you? They just told you are "special"...in a good way! When a homeowner says to you, "no one else told me that", you just set yourself apart from your competition... YOU JUST GOT THE JOB!

A gentleman in a recent training event where I brought up this subject did offer a legitimate concern...He said, "your window of opportunity to expand the system is not infinite as technology changes and the additional indoor unit you need may not be available 5 years from now."

Good point...no question that this indeed is a concern with my proposal. That said, a 2 - 3 year window is better than no window at all and as long as you tell your customer that there are limitations, well, I still feel strongly that most homeowners will appreciate the value and go for it.

So back to my original question...If you could buy a 2018 Mazda MX-5 Miata today that turned into a 2020 Dodge Grand Caravan when you need more seating and cargo space, wouldn't you consider it?

*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*

## Honeywell Seizes Product And Sues To Stop Unlicensed Refrigerant Sale And Distribution

MORRIS PLAINS, N.J., Honeywell today reaffirmed its commitment to stop the sale and distribution of unlicensed versions of the company's Solstice® yf (R-1234yf) refrigerant wherever that activity occurs around the world by all legal means. The latest action taken by Honeywell involved the seizure of unlicensed refrigerant and filing of lawsuits in both the Czech Republic and Germany. The lawsuits allege infringement of Honeywell patents covering the manufacture of 1234yf and its use in automotive air conditioning.

At Honeywell's request, Czech customs seized on September 12, 2018 a shipment of unlicensed refrigerant manufactured in China. Following seizure of the suspected infringing refrigerant, Honeywell filed suit for patent infringement against a Czech distributor for attempting to offer the product for sale. On October 16, 2018 Honeywell filed two separate infringement suits in Germany against a Chinese manufacturer and a Chinese distributor for attempting to sell and distribute the suspected infringing refrigerant in Germany.

These efforts are exemplary of Honeywell's commitment to protecting its investment in the development and commercialization of authentic Solstice yf.

"Honeywell is working to ensure that our customers have access to safe and high-quality refrigerants, and we have a long history of working closely with global law enforcement agencies to stop the spread of potentially dangerous unlicensed or counterfeit products," said Richard Winick, Vice President and General Manager, Automotive Refrigerants at Honeywell. "We will continue to work closely with law enforcement and customs authorities worldwide to actively pursue and prosecute infringers and counterfeiters of our Solstice yf solution and other products."

Honeywell is committed to providing customers with environmentally preferable refrigerants that are available immediately and safe for their intended use. Visit <https://www.honeywell-refrigerants.com>.



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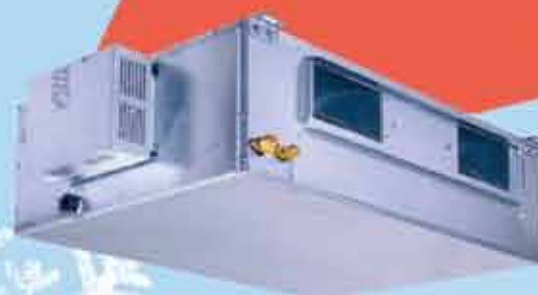
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# SFACA November Program Meeting

## An Active Shooter: What Would You Do?

The SFACA November Program Meeting was held on November 7th at 6 p.m. at the Sheraton Suites in Plantation. The Program Meeting was about having an active shooter: What would you do?

Ashley Kozlowski, Coral Springs PD – School Liaison Officer spoke about how to protect yourself when an active shooter is present. She went over some recommendations that were being used by

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

The SFACA December Meeting will be held on December 5, 2018 from 6:00pm-8:30pm at the Sheraton Suites in Plantation. This Holiday Gathering will be a mini trade show presentation of “Cool”

Technologies for HVAC/R arriving in 2019.

Grab your technicians and be the first to see the new gadgets, gizmos and equipment coming in 2019 for the HVAC industry. Enjoy some holiday cheer with fellow South Florida contractors and distributors. Presenters include: Advanced Work Vans, Gemaire, Johnstone Supply, RGF Environmental, Tropic Supply, Greentrol and FreshAire-UV and York.



Gorman Rasmussen of York Source 1, Ismael Valle of Tropic Supply, and Paula Manrique of SFACA



John Riley of Al Packer Ford, Gregg D'Attile of Art Plumbing, AC & Electric, Doug Lindstrom of Lindstrom AC, Ernie Sariol Gil Garden Avetrani Insurance



Carl Waters of Delta Tech, Marcello Capote of Tropic Supply, Budd Suffoletta of Lindstrom AC



Carl Waters of Delta Tech, John Marinello and Jean Fabious of Pyke Mechanical enjoy the Chef's selection buffet at SFACA meeting



Pam Carnessali and Ramon Delgado of Johnstone Supply Ware Group



Gregg, Tom, Ed, Karina, and Michael come together for a group photo!



Doug Lindstrom (left) of Lindstrom Air Conditioning enjoying conversation with other Lindstrom personnel before dinner



Gregg D'Attile of Art Plumbing, AC & Electric, introduced Ashley Kozlowski, Coral Springs Police Department – School Liaison Officer



Ashley Kozlowski, Coral Springs Police Department -School Liaison Officer, spoke on how to be safe with an active shooter present



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Michael Hollis Rick Farrow Michael Cupp Mike Winkel Tim Roberts Andrea Kirkpatrick

**Wishing You a Merry Christmas!**  
Thanks for a Great 2018!...The Best is yet to come !



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## 100% Outside Air Units Application and Design

On Tuesday, November 13th from 12:00pm - 2:00pm, ASHRAE Miami Chapter held their program meeting at the 94th Aero Squadron Restaurant in Miami.

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

an update of the upcoming events and introduced the guest speaker, Mr. Leo Ampie, who has a BS in Mechanical Engineering and also a design certification from FIU. He is a licensed Mechanical contractor, and has 14 years experience in the industry. He is focused in chiller plant design and air distribution, as well as 100% Fresh Air applications. His

presentation was about 100% Outside Air Units Application and Design.

Don't forget the Holiday Social on December 6th, at Aloft Miami Brickell. The next Miami Chapter Meeting is on Tuesday, January 22nd, 2019, and will include a visit with the President of ASHRAE. Don't miss this meeting!



Chris Pille of Flow Control Technology, and Tulia Rios ASHRAE Miami Chapter President, register the members for their monthly meeting



Leo Ampie of Dunham Bush, John Simitses of CMH Solutions, Sam Martin of SRM Mechanical Design, Chi Lui of FP&L



Masoud Sanaie of Falcon Group, Manny Diana of CMH Solutions, Juan Carlos Gonzales of Dunham Bush, Luis Prats of ICTB



Lorena Briceno of Carrier Enterprise, Jeffrey Jones and Moe Shokry of Thornton Tomasetti



Tulia Rios, ASHRAE Miami Chapter President, Victoria Garcia Massimo, ASHRAE Miami Chapter Vice President, Luis M. Belo of SAEG



Mark Stevens of ACT, Rafael Palacios of Tropical Mechanical, Luis Rinzevillo of AccuAir-Bard



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



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



Leo Ampie, spoke about 100% Fresh Air principles and applications

## RGF Releases Avid Air: New Product Developed with Chipotle Mexican Grill



Riviera Beach, Florida (November 27, 2018) - RGF Environmental Group Inc., the leader in environmental solutions for air, food, and water, has developed the Avid Air™ air purification unit in coordination with Chipotle Mexican Grill. The unit is designed to be discreetly flush-mounted within commercial spaces.

Chipotle's objective in the development of Avid Air™ was to expand the reach of their food sanitation program. The Avid Air™ was created to destroy air and surface-borne microbials (bacteria/viruses) in what is commonly known as one of the most contaminated areas of any enclosed space: the bathroom.

Since the exclusive launch of Avid Air™ with Chipotle, RGF has found a demand for the unit beyond bathroom installation. "It's a competitive field out there and providing the highest level indoor air quality to guests and customers has become yet another way for restaurants, retailers, and hospitality franchises to set themselves apart from the rest," said Bill Svec, Vice President of water and food products at RGF. "We work closely with our clients to understand where they need our applications, targeting the sources most likely to contain microbial contaminants. Ar-

eas like public restrooms, hotel rooms, locker rooms, and retail changing rooms were at the top of their list."

Avid Air's stainless-steel fascia assures long life and durability, while the security screws serve to mitigate tampering and vandalism. The unit utilizes RGF's proprietary Photohydroionization® (PHI) technology, which includes UV and quad-metallic catalyst components to actively purify the air through the creation of ionized hydro-peroxides. This reaction thereby greatly reduces bacteria, viruses, mold spores, odors, and VOCs. The unit does not require an existing HVAC component in the location of treatment and can be easily wired into the space as easily as a light fixture. By mounting the unit flush to the wall or ceiling, it appears as if it is simply part of the ventilation system.

Bill Svec added, "This product is virtually silent and prevents 100% of light from escaping the device, which is a critical request of the hospitality industry. Our design team was proactive in facing the issues of light and noise pollution, so we subsequently delivered a superior product to add to our air purification line."

The Avid Air™ is not only for commercial use, but available to the public as well, and can be purchased through local HVAC suppliers and wholesalers and installed by a certified electrician or HVAC technician. Licensed HVAC contractors can be found on the RGF Environmental Group website at: [www.rgf.com/contractor/](http://www.rgf.com/contractor/)

## ASHRAE Seeks Third Round of Comments on Legionella Guideline 12

ATLANTA (Nov. 2, 2018) – ASHRAE is seeking a third round of public comments on ASHRAE Guideline 12- 2000R, Proposed Revision of Guideline 12-2000, Managing the Risk of Legionellosis Associated with Building Water Systems. Guideline 12 is open for a 45-day public review until Dec. 17. Those interested in reviewing and commenting on the guideline can do so through the ASHRAE Online Comment Database. In this Independent Substantive Change (ISC) public review draft, only revisions in strikethrough and underlined are open for comment.

The purpose of ASHRAE Guideline 12 is to provide information and guidance to assist in control of legionellosis associated with building water systems. It also provides guidance useful in the implementation of ASHRAE Standard 188, "Legionellosis: Risk Management for Building Water Systems."

ASHRAE Guideline 12 is intended for use by owners of human-occupied buildings and those involved in the design, construction, installation, commissioning, management, operation, maintenance, and service of centralized building water systems and components.

"This guideline addresses an important issue that impacts public health and safety, so feedback is critical," said Paul Lindahl, committee chair for ASHRAE Standing Standard Project Committee (SSPC) 188, the committee responsible for writing Guideline 12. "Guideline 12 will be a strong companion to ASHRAE Standard 188 in an effort to provide building owners with the resources needed to reduce the risk of Legionellosis and save lives."



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## Tampa Bay Trane Hosts RACCA Tool Night for Technicians

On November 15th, from 6pm-8pm, Tampa Bay Trane hosted the RACCA Tool Night For Technicians at their Adamo Drive location. This event is one of the RACCA TechTalks Education Course Series.

Contractors were able to view air conditioning and refrigeration tools of the trade up close and personal. There was also a nice raffle prize for a lucky attendee.

Light meal and beverages provided by Break

Sponsors Trane Supply, Duke Energy, Jack Rise HVAC, and Jack Joiner Heating & Air.

RACCA is the largest, oldest and most active lo-

cal HVACR Trade Association in the state of Florida. Contractors, as well as other firms, with a direct interest in the air conditioning industry benefit by joining the Association! RACCA is an affiliated chapter of the state organization, Florida Refrigeration and Air Conditioning Contractors Association (FRACCA).

RACCA takes an aggressive role in promoting industry standards and professionalism. RACCA provides Continuing Education (C.E) courses for contractors and Apprenticeship Programs for HVACR Technicians.



## ASHRAE Announces Call for Papers for Energy Research and Development Conference

ATLANTA (Nov. 28, 2018) – ASHRAE has announced a call for papers for the 7th International Conference On Energy Research and Development (ICERD), Nov. 19-21, 2019 in Kuwait.

Organized by Kuwait University and ASHRAE, the theme of the conference, "Advances in Energy Research & Development," focuses on emerging energy conversion technologies, conservation and management strategies.

"Emerging energy technologies will play a critical role toward advancing sustainability in the built environment on a global scale," said Walid Chakroun, conference chair. "This conference of-

fers the international energy research and development community insights to optimize the utilization of basic energy resources in the major energy consuming sectors, while helping decision makers shape energy policies for the region."

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. 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.

Suggested paper topics include:

- Energy Conversion and Management
- Energy Conservation
- Fuels and Alternatives
- Energy Policy and Planning
- Combined and Cogeneration Energy Systems
- Air-conditioning & Refrigeration Systems
- Energy & Environmental Issues
- Energy and Sustainable Development
- Renewable Energy Technologies
- Energy Storage

Abstract submissions are due Dec. 24, 2018. If accepted, papers will be due Jan. 21, 2019. For more information or to submit an abstract, visit [ashrae.org/Kuwait](http://ashrae.org/Kuwait).

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# Nortek Global HVAC Receives Patent for A/C Hot Gas Reheat Circuit Modulation

St. Louis, (November 14, 2018) —Nortek Global HVAC, O’Fallon, Mo., a leading manufacturer of HVAC equipment, was granted a U.S. patent for a method of controlling and stabilizing hot gas reheat circuits in air conditioning systems.

Patent number U.S. 10,066,860 B2 lists the inventors as four Nortek employees: James Patrick Downie, controls department manager; Richard Brian Reed, design engineer; Richard Gerard Blasko, director of engineering; John Patrick McKissack, P.E., product manager; and a former Nortek cooling research engineer, Avinash Keshavrao Gholap, Ph.D.

The method eliminates hot gas reheat circuit instability and the risk potential of freezing experienced by most current air conditioning reheat technology, especially on dedicated outdoor air systems (DOAS) when operating during cold and high humidity ambient conditions. The current industry standard typically protects systems only mechanically with inefficient on/off thermostatic expansion valve (TXV) bypass diversions.

Reheat is required when the space has no internal load, however the outside air needs to be dehumidified and delivered to the space. The most critical reheat time is spring and fall rainy seasons with outdoor ambient temperatures between 56-66°F. Conventional direct expansion (DX) systems avert cold weather evaporator frosting through a coil frost-stat that deactivates the DX system when the evaporator coil temperature reaches 32°F. Other solutions utilize ineffective low ambient condenser fan control.

Instead, the patented Nortek method, which already appears on Reznor and Mammoth branded DOAS units, uses a DDC algorithm to prevent sub-cooling of the evaporator coil via a DDC-controlled modulating hot gas reheat TXV. Therefore, the DOAS’ dehumidification operation functions without coil frosting or inefficient air conditioning process interruption. The net result is stable and uninterrupted humidity control for the operation.

The method solves three following drawbacks associated with conventional DOAS:

- Loss of cooling capacity when cycling between reheat and no reheat operation;
- Freezing of the evaporator coil in 56-66°F

ambient conditions;

- Insufficient oil return due to poor refrigerant management that ultimately causes DX system failure.

For the specifying engineer or service contractor, this methodology will provide a more effective dehumidification cycle and better, more reliable reheat and air comfort control for their customers’ DOAS units. Room humidity control remains stable regardless of outdoor ambient conditions.

Nortek Global HVAC has been designing and manufacturing reliable heating and cooling products for more than 95 years. The company focuses on creating genuine value for its customers through a unique combination of innovation, product performance and responsive support.

# National HVACR Educators and Trainers Conference



If you are involved in training others or just interested in learning about new technologies, join us March 3-5, 2019 at the South Point Hotel, in Las Vegas, Nevada for the HVAC Excellence Conference.

We have assembled nearly 100 companies, that will be assisting us in putting on nearly Seventy HVACR Training Sessions. These manufacturers, subject matter experts, and industry authors will be conducting an array of sessions to help you keep apprised of technology changes in the HVACR industry.

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- Efficiency Analyst Senior
- Air Conditioning Installation

- Air to Air Heat Pump Service
- HVAC Performance Verifier

DATES AND LOCATIONS

2019 JANUARY

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
20	21	22	23 Comfortstar University, Training at the Comfortstar New Training facility, 12860 N.W South River Drive Medley, FL 33178 from 8:00am to 1pm. With Carlos Obella	24 Comfortstar University, Training at A&R Supply Pompano Training Room, 2528 N Andrews Extension Pompano Beach, 33064 from 8:00am to 1pm. With Carlos Obella	25	26

INSTALLATION RECOMEMENDATIONS AND PRATICES - 3 HOURS

- Installation Recommendations (1.5 hours)
  - Inverter Technology Overview
  - Units Placement and Mounting
  - Electrical wiring
  - Line Set Installation
  - Leak Testing
  - Evacuation
  - Charge Adjustment
  - Final Operation Check
- Troubleshooting (30 minutes)
  - Gold and Platinum Single Zone Error Codes
  - Multizone Error Code Tables
- Hands-On Session (1 hour)
  - Assembly and Disassembly Tips
  - Troubleshooting Recommendations
  - Circuit Board Replacement
  - Heat Sink Application

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# 17th Annual Golf Tournament Atlantis Country Club November 10th, 2018



On November 10th 2018, PBACCA held their 17th Annual Golf Tournament at the Atlantis Country Club, 128 Golfers teed off at 8:00 a.m. A continental breakfast was served before tee time. Refreshments were provided on the course sponsored by Arco Supply. An awards luncheon followed the tournament. Over \$3,300 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund.

PBACCA would like to thank all the sponsors,

participants, volunteers for helping make this golf tournament a big success! Beneficiaries of the Education & Scholarship Fund were The Royal Palm Beach High School Air Conditioning Program and The Maury Jacobson Scholarship Fund.

Closest to the Pin Winner - John Rosenthal of CMI Air Conditioning & Electric, sponsored by Federated Insurance. The Straightest Drive Winner - Alan Hastey of W.L. Hastey AC, sponsored by Arco Supply, Inc. The Longest Drive Winner -

Tom Gieselman of Advanced Work Vans, sponsored by Economic Electric Motors. Par 3 Poker Winner - Shane McKean of AM/PM Air Conditioning on the Arco Supply Team with an Ace King high flush. Grand Prize Winner was Mike Coulson of Economic Electric Motors who won the 55" Sharp Smart T.V. donated by Johnstone Supply. Carrier sponsored the Golf Shirts and Unifirst sponsored the Hats. Al Packer Ford- Lincoln sponsored the hole in one vehicle and vacation packages.



The registration process included a tournament golf shirt, hat, and goodie bag



Getting in a few practice putts before the tournament



Everyone was getting ready for the start of the tournament



Glenn Huff, Pete Pellotta, Cary Hagenbaumer and Michael Blackwell on the Johnstone Supply Team



Kevin Beatty, Tom Gibbons, Howard Montgomery, and Mike Hart on The McAllister Group Team



Doug Bunker, Kyle McGrath, Addison Collins, and Eric Kubilus on the Fresh-Aire UV Team



Ken Laycock, Ray Messier, John Noble, and Victor Layola on the Goodman Team



Bob Durfy, Michael Settle, Dave Elbers, and Peter Fedor on the Farmer & Irwin Team



Nick Vosburgh, Jeff Foster, Chuck Walsh, and Bryan Hatfield on the Fresh-Aire UV Team



Bob Geck, Mike Coulson, Steve Geck, and Ron Lafoy on the Economic Electric Motors Team



Bob Griffith, Jim Sipes, Steve Lukens, and Steve Kish on the Edward Jones Team



Jim Pickard, Marty Davenport, John Rosenthal, and Rich Petrocine on the CMI Air Conditioning Team



Christopher Payne, Sean Caplan, and Tony Kaiser of EDS Air Conditioning



Mel Velez, Albert Barcia, Steve Sims, and Jim McGuigin on the Carrier Team



Jason Stone, Dave Sansone, and Jim Janka on the Carrier Team



Gary Giacarli, Mitch Lovinger, Steve Rudd, and Wendy Whaler on the Carrier Team



Dave Knafo, Gary Lopes, Mike Fricano, and Steve Rimel on the Aspen Air Team



Cliff Broady, Tom Miller, Dave Monatanis, and Joe Westerbrook on the Arco Supply Team





# 17th Annual Golf Tournament Atlantis Country Club November 10th, 2018



Tom Gieselman, Brian Bowden, Jason Salvador, and Kenny Tyson on the Advanced Work Vans Team



Zach Fritzler, Angel Martinez, Shane McQueen, and Marc Savoy on the Arco Supply Team



Chris Barker, Mark Deloach, David Gonzalez, and Chase Milligan on the Unifirst Team



Bill Haste, Alan Haste, John Olson, and Tim Kepler on the WL Haste Air Team



Mike Pienkowski, Mike Adams, Lenny Bzotte, and Steve Heberle on the Trane South Florida Team



Rob Mayhew, Sean Whalen, Greg Swindler, and Andy Flack on the Tropic Supply Team



Jennifer & Ashley Castricone of Trane delivering Drinks on the course sponsored by Arco Supply



Joel Rodriguez, Anthony Flori, Ryan Clapp, and Carl Virgilio on the Trane South Florida Team



Randy Castricone, Steve Charney, Joe Van Setten, and Glenn Aho on the Trane South Florida Team



Peter Metzler, Zach Hornby, Kieth Archbold, and John Weber on the Trane South Florida Team



Steve Sanders, Tim Snell, Tim Poules, and Dustin Hoffman on the Stephen K. Denny Team



Micheal Nast, Jason Ploysungvarl, Anthony Rizzolo, and Phil Mackie on the Stephen K. Denny Team



David Stewart, Ken Hilgendorf, Steve McGuirk, and Jim Mentzer on the Service Experts Team



Terry Barrett, Jim Bailey, John Sillan, and Bill Smyth on the Smyth AC Team



Dave Murphy, Doug Lindstrom, Craig Sanscrainte, and Neil Artega on the RGF Environmental Team



Robert Frost, Chris Thatcher, Jim Gibbs, and John Gerbach on the Robert S. Frost Team



Randy Poulette, Jason Balanitis, Bryce Gaff, and David Balanitis on the Randy Poulette AC Team



Special thanks to the Royal Palm High HVAC Students who volunteered their time!



Third Place: Advanced Work Vans Team with a score of 56. Congratulations: Jason Salvador, Tom Gieselman, & Kenny Tyson



Second Place: Service Experts Team with a score of 56. Congratulations to Ken Hilgendorf, David Stewart, Jim Mentzer & Steve McGuirk



First Place: Trane South Florida Team with a score of 55. Congratulations to John Weber, Zack Hornby, Pete Metzler, & Keith Archbold



# HARDI Documentary Title Announced, Official Trailer Released



COLUMBUS, Ohio, November 7, 2018 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced “Hot Commodity” as the title for its upcoming workforce recruitment documentary. The official trailer for the documentary was concurrently released with the title announcement.

The documentary, commissioned by the HARDI Foundation in partnership with member donors, aims to bring awareness to the HVACR and distribution industries to younger demographics as a tool for recruitment. The idea for the project came as a result of a video titled “Standing on the Shoulders of Giants” presented at Annual Conference last year in Las Vegas. That video showcased the legacy stories of three HARDI distributors, and was produced by filmmakers Bryce and Jessie Suriano, through their company Muddy Trails. Muddy Trails is also filming “Hot Commodity.”

“This project has been such a unique and fun undertaking,” said HARDI Director of Marketing & Sales Chris DeBoer. “There are so many details that you constantly think about. Coming up with a name for this was no different. The group brainstormed for several weeks before deciding on something that we felt worked for all audiences. ‘Hot Commodity’ speaks to the how precious finding young talent is, but also to the opportunities that are out there for people. It also doesn’t hurt that we were able to reference temperature!”

“We have been complaining for years that we can’t get good quality young people into our industry,” said Chairman Troy Meachum. “We have now identified and are putting together a project that I think will effectively reach hundreds, if not thousands, of potential young people that are looking for careers and let them know that we have a viable, attractive, exciting and highly-technical industry they can become a part of and make a good living and have a great career.”

The HARDI documentary is expected to premiere at Annual Conference in December.

## Bosch BGH96 Gas Furnace



BGH96 Series

Bosch Thermo-technology introduces its first condensing furnace with the BGH96 Series.

This EnergyStar-rated furnace offers a two-stage gas valve that switches between high- and low-fire settings for added comfort and up to 96 percent AFUE heating efficiency.

Its three-way multipoise design creates flexibility in multiple types of installations, and a fully insulated cabinet minimizes indoor noise levels.

The BGH96 Furnace can be integrated with Bosch’s Inverter Ducted Split Outdoor Unit and Cased Coils for a highly efficient dual heating and cooling system.

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**Atlanta, GA 30303**



# Lincoln Tech, Johnson Controls Team Up to Build Technical Workforce of the Future

WEST ORANGE, NJ – Lincoln Educational Services Corporation, a leading provider of specialized technical training, has entered into an agreement with Johnson Controls, a global leader in creating intelligent buildings and energy storage to provide expanded career opportunities for Lincoln Tech graduates and to help build the Johnson Controls workforce. This marks the second partnership with a leading global employer that Lincoln has announced within the last several weeks.

Graduates of Lincoln Tech's Heating, Ventilation and Air Conditioning (HVAC) and Electrical and Electronic Systems Technology (EEST) training programs throughout the country will have the opportunity to pursue careers with Johnson Controls, which will assist Lincoln in recruiting new students for these programs. Johnson Controls will provide training equipment and sponsor classrooms at 10 Lincoln Tech campuses across the country: Columbia, MD; Denver, CO; East Windsor, New Britain, and Shelton, CT; Indianapolis, IN; Mahwah and Union, NJ; Marietta, GA; and Melrose Park, IL.

Scott Shaw, President and CEO of Lincoln Tech, says partnering with Johnson Controls demonstrates the school's commitment to helping students and employers alike overcome the skills gap that exists in many hands-on industries today.

"Having the support of an employer like Johnson Controls will prove to be invaluable for our graduates who can connect with a company that's really defined the fields of climate control and energy efficiency for more than a century," Shaw says. "Johnson Controls was paving the way in these arenas long before the fields were even being thought about as critical to our environment and our world. Now, as Johnson Controls continues its drive toward the development of 'smart' cities, built around integrated infrastructure, it's exciting to know that our students can one day be a part of it."

"Johnson Controls is a growing company, and to grow we need more people on the ground to respond to the needs of our customers," says Rod Rushing, president of Building Solutions North America, Johnson Controls. "This partnership with Lincoln Tech is about laying the foundation for our future workforce, and providing the essential training needed to be successful in a career with Johnson Controls."

Johnson Controls Vice President for Human Resources Dana Valentine highlights the broader impact of a career with Johnson Controls. "When you join this company, you're embarking on a career that's bigger than yourself," says Valentine. "This is not just a 'job,' but a career that will help define the future of how we as a society live and work."

She also notes, "Lincoln Tech graduates pursuing careers with the company will have an impressive range of career paths from which to choose. With the size and scale of Johnson Controls' business, the options are almost endless. As a global operation, career opportunities are available in dozens of countries."

The partnership with Johnson Controls comes less than two months after Lincoln Tech announced it had also partnered with Hussmann Refrigeration. Together, these two relationships will afford Lincoln students a wide range of career possibilities after graduation.



**Marlo Johnson, Rod Rushing, Tracy Long of JCI, Karen Clark and Susan English of Lincoln Tech, and Meredyth Hunn of JCI**

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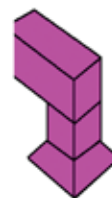
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