

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



2019 York-Source1 Dealer Meeting
at the BB&T in Sunrise (see pages 12-13)



Refricenter Hosts Customer Appreciation
Christmas Parties (see page 4)



Saez Distributors Hosts Customer
Appreciation Events (see page B7)



Arco Supply Hosts Annual
Holiday Pig Roast (see page B3)



Oldach Hosts Customer Appreciation
Christmas Celebrations (see page B13)

The World's Largest HVACR Marketplace will be in Atlanta this Month



Jeff Schlichenmeyer
Publisher

AHR Expo will be held Jan. 14-16 at the Georgia World Congress Center in Atlanta. To register, please visit the AHR Expo registration website.

Exhibitors will be displaying an impressive variety of new or enhanced HVACR-related products, systems and technologies across every facet of the industry, from complete systems engineered for large commercial and industrial buildings to labor-saving tools and profit-generating services for residential contractors. With 2,000+ exhibitors, 100+ seminars and product presentations, and more than 65,000 attendees, the Show provides a unique forum for the

The future of HVACR will be on display this month when hundreds of new and upgraded products and technologies for the HVACR industry will be featured at the 2019 AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) in Atlanta. The 2019

entire HVACR industry, from product designers and engineers to installers and end-users, to come together and share ideas, discover new products, and find solutions to technical problems.

You will have the opportunity to see live demos and experience products hands-on to understand and compare the different solutions available and help inform major purchasing decisions.

The 2019 AHR Expo has expanded its seminar program, making it the largest-ever education and training agenda in the Show's history. The expansive program features more than 120 sessions including free best practices and industry trends seminars from leading HVACR organizations, professional certification opportunities, and continuing education programs from the ASHRAE Learning Institute.

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



Many Oppose the EPA's Proposed Revisions to Section 608 Refrigerant Management Rules

Dynatemp International recently discussed the EPA's recent proposed revisions to the Section 608 Refrigerant Management Rules. These revisions would eliminate requirements for leak repair maintenance in stationary refrigerants and air conditioning equipment containing HFCs. The EPA accepted public comments on these proposed revisions and other possible rule revisions through November 15th, 2018. In total, there were 285 comments submitted through the EPA's regulations.gov site. Dynatemp International submitted comments asking that the EPA not revise their leak repair provisions or the other possible revisions.

Speaking with many HVAC wholesalers, the HFC certification rescission may have negative impacts on their liability and business. The benefit of certification is that wholesalers are able to sell re-

frigerants to a technician which has sufficient background and understanding of their liability of the Clean Air Act. Without EPA's direct enforcement, requiring the wholesaler to verify certification acts as a local check on bad actors willing to buy refrigerants.

In addition to Dynatemp International's opposition to the rule revisions, 15 US state Attorney Generals and the District of Columbia sent a letter to the EPA "strongly opposing" its proposed rule.

At the HARDI conference, Jeremy Arling, Lead Environmental Protection Specialist at US EPA, indicated that the EPA would release their decision on their proposed rule revisions around the beginning of 2019. Dynatemp International will keep you informed on these proposed revisions as new information becomes available.

PERMIT NO. 4595
WEST PALM BEACH, FL
U.S. POSTAGE PAID
PRSR1 STD

TODAY'S AC NEWS
PO BOX 461821
Ft Lauderdale, FL 33345





**JOHNSTONE
SUPPLY**

REFRIGERATION

Perfectly Suited for: Walk-in Coolers & Freezers, and Display Cases.

Copeland®

X-LINE

Contractor-Focused Features

Pre-assembled for
Easy Setup & Install

Outdoor **Corrosion Resistant**

SLIM Profile

System Failure Resistant
Self-Diagnosing Protection

Efficient
Scroll Compressor

**TRY ME
NOW!**

*"After seeing how easy the installation was,
I am going to use the X-Line for another job
because of the ease of installation."*

Nick Benetos, Owner, Gibsen HVAC



**JOHNSTONE
SUPPLY**

GIFT CARD

The Ware Group

Saving You Time. Making You Money.

Get a Johnstone Gift Card with your purchase!

\$50

**GIFT CARD
1.5 - 2.5 HP**

\$75

**GIFT CARD
3 - 4 HP**

\$100

**GIFT CARD
5 - 6 HP**

Offers valid on in-stock purchases January 1 - March 31, 2019. Johnstone Gift Card will be distributed at time of sale.
Offer may not be combined with any other offers.

www.JohnstoneWareGroup.com



I'm the Grinch who Stole Christmas (or the Elf on the Shelf)

**Ruth King's
Contractors Cents**



HVAC Channel.tv

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

**Reach her at
ruthking@hvacchannel.tv.**

Traditionally at this time of year I write about planning - and how simple it can be. So, I'm being the Grinch - reminding you that there will be no Christmas if you don't plan and don't track. And, if you don't plan and don't track, you can't complain about what happens to your business! Or, if you are "good" and do your planning the Elf on the Shelf will know it and reward you. So, how do you get the Grinch to go away?

Invest only an hour or two in each of three areas...and track the results. To make it even easier, you don't have to do the entire hour at once...15 minutes a day for a week can do that. Where to find 15 minutes:

1. Think for 7 minutes in the shower...that's half the day's 15 minutes. 2. Close your door, shut off your phone, and research for 15 minutes...not at the busiest times of the day or, stay home when everyone is gone. The quiet time will feel weird at first. You will begin to enjoy it. 3. Record an idea into the audio app on your phone. 4. Plan while you are walking your dog (I have many, many conversations while I am walking my dog, Blackie) and 5. get your kids to help - they have heard you talk about business at the dinner table...get them involved. They probably will come up with ideas you would never think of.

I'll give you the three planning areas...each turns into a page. And, unless you need a bank loan, these three pages are all you have to do!

First, here are some of the best profitability areas to track:

Productivity - For every dollar you take in the door, how much do you spend on payroll and payroll taxes? This ratio includes all payroll - field, office, and owners. Don't include any benefits in this calculation. Payroll taxes are FICA, Medicare, and unemployment. This percentage should be under 40%. The lower the better.

Net profit per hour - For each billable hour how much profit do you generate?

Overhead cost per hour - for each billable hour, how much overhead cost is there? To determine this number, take your department or company overhead and divide by billable, or revenue producing hours.

Average service ticket revenue and average job revenue.

Maintenance plan enrollment percentage. For every opportunity you have to talk to a customer about your maintenance program, how many enroll? The national average is 30%.

Maintenance plan renewal rate. This should be higher than 90%.

Sales closing ratio - for maintenance customers and non-maintenance customers. Your maintenance customer closing ratio should be 80% or higher. Your non-maintenance closing percentage higher than 40%.

Job cost. You need to know that all of your jobs are profitable.

As I've often written in the past, I hate New Year's resolutions. They don't work for most of us. However for those of you who plan for the entire year, implement the plan, and track the results, you're likely to be ready when opportunities and threats occur. You know what "Plan B" is and take the steps to implement it.

What's a good Plan B? A contractor calls you wanting to sell his business. You are interested. You negotiate the deal. And, since you have cash saved from maintenance plan enrollments, you have the money to do the deal without financing it.

What's a bad Plan B? Your largest competitor just moved into your town. Now you have a direct competitor who is "across the street" rather than in a

nearby town. And, he is investing large advertising dollars to let everyone know he is there. He is also trying to poach your field employees. You have built a great company culture so that your employees are "not interested" and implement the marketing plan to reassure your customers that you are there for them.

One more thing. When I reviewed financial statements this year, I noticed that those companies with strong maintenance agreement programs exponentially outperformed those companies that did not have a great maintenance client base. If you have not started and continued your maintenance program this should be one of your major focuses for 2019. Or just choose one of three options to jumpstart your residential maintenance program in 2019. Today is the last day to get discounted investment prices.

It's time to refresh and plan for a great 2019. As Dwight Eisenhower said, "Failing to plan is planning to fail." And, "Plan B's" will keep you in business.

So, over the years I have created an easy way to do this. Get input from your employees so that everyone knows where the company is going, and they have a stake in its success.

The most critical part of the planning process is to involve your employees. If you set goals, then they are your goals and some of your employees won't buy in. If they have input, they will care about the results...and often push you to do things you might not have continued to focus on without the employees asking where you are with respect to X goal.

Here are six simple questions to ask your employees:

1. What went right in 2018?
2. What went wrong and what did you learn from it so that you don't do it again?
3. Have you run into any new competition?
4. Have you seen any of our competition go out of business?
5. What would you like to see our company do in 2019? How can you contribute to making that happen?
6. What did we used to do that we stopped doing?

Put a these questions with their paychecks along with an envelope. They don't have to put their names on their answers - just make sure they give the sealed envelopes to a person you designate by a specific date.

go to page B9

ADJUSTABLE CLOSET AIR HANDLER STAND FEATURING SET SCREWS FOR ADDED STABILITY



PROUDLY MADE IN AMERICA

PART# 004371

PRODUCT SPECIFICATIONS:

- 16 ga. GALVANIZED TUBE STEEL
- TWO THUMB SCREWS TO SET THE WIDTH
- NEOPRENE GASKET TO REDUCE VIBRATION
- 1" FILTER CHANNEL
- 17" H x 22" D x 16"- 27" W



OFFERING YOU THE GOLD STANDARD SINCE 1982

We've been dedicated to providing you with the best products and services for 36 years and counting.

The next time you drop by your Supplier, ask for our products by name:
The Metal Shop



Brigitte Tuma Named Branch Manager for Goodman Distribution in Boynton Beach



Brigitte Tuma

Brigitte Tuma has been promoted to Branch Manager for Goodman Distribution in Boynton Beach, Florida. She migrated to Florida from Venezuela as a young girl and graduated from Everest College in 1995.

Brigitte started in the HVAC business in 1988 with what was then Pioneer Metals, Inc and worked in several positions during her years in the Industry including Purchasing, Accounts Payable, Warranty Processing, Customer Service and now her present position as Branch Manager.

Her position as Branch Manager includes overseeing the day to day operations of the Branch, with increased emphasis on profitability and productivity, while maintaining sale levels. Brigitte loves working with people and enjoys mentoring people towards their goals.

Brigitte finds being a Manager both challenging as well as rewarding at the same time with her focus to continue to improve Customer relations so as to maximize service satisfaction. She also wants to promote goodwill and generate repeat referrals in order to contribute to the growth in sales.

Brigitte can be contacted by E-mail: Brigitte.tuma@goodmanmfg.com or by phone: 561-732-3400. Please congratulate her on her new position.

RGF Environmental Celebrates Over 33 years of Manufacturing Releases the 2018 "Fun Tour" Book

Riviera Beach, Florida (December 10, 2018) - RGF Environmental Group Inc. is proud to announce the 2018 release of their "Fun Tour" book; a 59-page, gold foil-embossed collection of the products, people, and moments that showcase the company's global impact from inception in 1985 to present day.

The 2018 edition recognizes a number of achievements including the company's certification to ISO 9001:2015 quality standard and the acquisition of RGF BioControls™, a 35-year-old medical/commercial air filtration company. RGF's Element Air™ division also joins the Fun Tour for the first time this year after extraordinary success in the indoor agriculture industry.

New product development is core focus for all divisions of RGF. In 2018, more than 20 unique, new environmental products were released to medical, food service, HVAC, agricultural and water treatment industries. The total number of RGF products installed around the world has now eclipsed 4 million.

Readers familiar with the "Fun Tour" will notice an expansion to the Social Responsibility and RGF

Initiatives section. In addition to partnering with the American Cancer Society and Habitat for Humanity, RGF has now teamed up with the Wounded Veteran's Relief Fund, raising much needed funds for post 9/11 disabled Florida veterans.

For your copy of RGF's 2018 Fun Tour book, email Trish Alfele at talfele@rgf.com or call 561- 848-1826.

RGF manufactures over 500 environmental products

and has a 33+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the

Port of Palm Beach Enterprise Zone, RGF Headquarters span 7.5 acres, with 106,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded their facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.



Refricenter Hosts Customer Appreciation Christmas Parties

Refricenter spread some "Holiday Cheer" this season in appreciation to all of their great customers, by hosting several Christmas Parties at their South Florida locations from December 11th - 21st.

Refricenter celebrated the season and their cus-

tomers with some delicious Paella cooked right on site with all the right accompaniments.

Manufacturers Representatives were also present showing their newest products for 2019 that are available at Refricenter.

Refricenter serves all South Florida HVACR contractors' needs with a full line of products and services - including several leading brands of A/C and Refrigeration equipment like Bonn, Witt, Bryant, Payne, Goodman, LG, and Climatmaster.



Rolando Marrero, Tony DeArmas, Aberlardo Ortega, Reme Oraemas, Raul Diaz, Raul Cavezas, Jorge Cepeza, and Guelermo Rivas



There was a big turnout for the Refricenter Christmas Party in Hialeah



Fidel Martinez of Emerson (second from left) with Michael, Josvanni, Yosvel, and Jorge Roque of RAC Air Conditioning



The "best home cooked paella" was prepared right on site by Don Tito's



Refricenter customers came hungry and ready to enjoy some tasty paella, salad, and fried banana



Johanne Bueno of J. Nichols & Associates with Freddie Ortiz of FO Appliance Services



Rolando Marrero of Refricenter (left) making sure employees of Raircon Air Conditioning are enjoying the Christmas party!



Bruce Kaercher of Refricenter enjoying some "Billy Goat" potato chips provided by Fidel Martinez of Emerson



Tony DeArmas of Refricenter, Gustavo Suau GS Air Conditioning, Angel Caballero of Air Miami Mechanical

Be sure. **testo****Hose Kits
Now Available!!**

Precision is not Negotiable

One line for all AC / refrigeration systems.



- Adjust even the most complex systems, with intuitive menus
- All common refrigerants stored, and new ones updated for free
- Results always reliable, thanks to constantly accurate measurement values

www.testo.com

HARDI Distributors Report 21.7% Revenue Increase in October

COLUMBUS, Ohio, December 11, 2018— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 21.7 percent in October 2018. The average annualized growth for the 12 months through October 2018 is 10.9 percent.

"October was another exceptional month for HARDI distributors," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "Cooling season began with 20 percent sales growth in May and now heating season is off to an impressive start. The strong report reflects an extra billing day, cool temperatures across much of the country, and price increases that have been pushed through the channel this year."

"October was another strong month for the economy at the macro level," said HARDI Economist Paul Hallmann. "Unemployment remained unchanged at 3.7 percent while consumer confidence increased

again, reaching a new 18-year high."

"However, a key theme heading into 2019 is uncertainty," Hallmann cautioned. "While we aren't seeing signs of a slowdown yet from HARDI members, we can expect the ongoing uncertainty surrounding tariffs, interest rates, and political theater to contribute to continued market volatility in the near term."

Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, spiked up with the strong sales this past spring then corrected to normal rate. It is happening again. "October DSO is 47 and that is higher than normal," said Loftus. "Strong sales can disrupt the normal seasonal pattern. The DSO is running hot like recent sales growth."

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.

RectorSeal® Names Jeff Underwood Vice President of Sales and Marketing



Jeff Underwood

HOUSTON--RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R, electrical and plumbing products, named Jeff Underwood as its Vice President of Sales and Marketing. Underwood also assumes the same position for RectorSeal's parent company, CSW Industrials, Dallas.

Underwood replaces Gary Clark, who retired last October as RectorSeal's Vice President of Sales and Marketing. Previously, Underwood assumed several positions at Goodman Manufacturing, Houston, including Vice President of Marketing; Director of Brand Management; and brand manager for Goodman's parent company Daikin.

Besides overseeing general sales and marketing, Underwood will continue RectorSeal's ongoing goals to: 1) establish holistic solutions with RectorSeal's HVAC/R, electrical and plumbing distributor networks in North America to help contractors save time in installing and servicing equipment; 2) use technology and other services to expedite customer support for sales and technical questions, driving a culture of being easy to do business with; and 3) provide distributors with additional value-added services focused around training and merchandising. "Our goal is to help distributors educate contractors on how they can do their job more reliably and in a shorter amount of time," said Underwood.

Underwood was also a manager at business consulting firm, Bain & Company, Boston. He holds a B.A. in economics and government from University of Texas; and an M.B.A. from the University of Chicago—Booth School of Business.

Samantha Slater Joins AHRI Government Affairs Team

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today announced the appointment of Samantha Slater to head its federal and state legislative activities as Vice President, Government Affairs. Slater comes to AHRI from the Renewable Fuels Association, where she was lead lobbyist for the past 10 years, with accomplishments that included preserving ethanol's role in the federal renewable fuels standard as well as the federal tax credit for ethanol. Slater has spent more than 20 years in government relations, working across party lines of all levels of government as an industry advocate on public policy issues related to energy, environment, and the economy.

Previous experience includes positions with the National Corn Growers Association, where she played a key role in securing a renewable fuels standard in the 2005 Energy Policy and Conservation Act; the Electric Power Supply Association; and the National Independent Energy Producers, all of which involved significant federal and state public policy advocacy.

Slater holds a degree in International Studies from American University in Washington, D.C.

"We are excited to welcome someone with Samantha's extensive federal and state government experience to our public policy advocacy team," said AHRI President & CEO Stephen Yurek. "Her knowledge of the legislative process, her extensive contacts on Capitol Hill, particularly in the energy and environment related committees, and her track record of accomplishment in the public policy arena will be invaluable to AHRI as we strive to achieve our legislative goals in the 116th Congress," he added.

QUALITY TOOLS THAT GO TO WORK WITH YOU®

UNIWELD®

CHECK OUT OUR NEW PRODUCTS!
AHR EXPO
ATLANTA, GA
BOOTH #B1526

EZTURN™
ANTI-BLOWBACK FITTING

UEK1 EXPANDER KIT

EZ5HS EZ TURN ANTI-BLOWBACK 5 FT HOSE SET

SOLVES PROBLEMS WHILE WORKING UNDER PRESSURE

MTF-5 CAP'N HOOK™ TIP

TYPE17TFT TUNING FORK™ TIP

NITROOVUE™
FLOW INDICATOR

USMAN5

SMARTeCH™
WIRELESS DIGITAL MANIFOLD

UNIWELD

UNIWELD PRODUCTS, INC.
 2850 Ravenswood Road
 Fort Lauderdale, FL 33312 U.S.A.
 800.323.2111
 info@uniweld.com • www.uniweld.com

RHP800 NITROGEN REGULATOR

NV1

Install Confidence with YORK®.



AMERICAN QUALITY • 1 YEAR LABOR OUT OF THE BOX



YORKKnow.com.

Anytime, anywhere, from any device.

You need equipment that's both extraordinarily innovative and exceptionally reliable. You need equipment that gives you confidence. So why anything but YORK®?

YORK®
INSTALL CONFIDENCE

ASK US HOW
YOU CAN GET
FREE
10 YEAR
PARTS AND LABOR
FOR THE REMAINDER
OF THE YEAR.

SOURCE **1**TM
HVAC Supply Center



DORAL

8491 NW 23rd Street
Doral, FL 33172
786.437.9603

JACKSONVILLE

6631 Executive Park
Court N., Suite 210
Jacksonville, FL 32216
904.440.7620

ORLANDO (HUB)

4127 Seaboard Road
Bldg. 902
Orlando, FL 32808
407.362.9750

TALLAHASSEE

5215 West Tharpe St.
Tallahassee, FL 32303
850.241.0191

FORT MYERS

9353 Laredo Avenue
Fort Myers, FL 33905
239.694.0291

LARGO

12161 62nd Street,
Suite 300
Largo, FL 33773
727.431.1444

POMPANO BEACH

1280 Northwest 22nd St.
Pompano Beach, FL
33069
954.545.9500

TAMPA

3409 Cragmont Drive
Tampa, FL 33619
813.663.9332

FORT PIERCE

801 S. Kings Highway
Fort Pierce, FL 34945
772.742.7138

MELBOURNE

605 Distribution Drive
Suite 2
Melbourne, FL 32904
321.775.6277

SARASOTA

7910 25th Court E.,
Suite 109
Sarasota, FL 34243
941.536.9828

WEST PALM BEACH

1719 Okeechobee Road
West Palm Beach, FL
33409
561.618.3830



Trade Talk:

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



HAPPY NEW YEAR!

The holidays are over. I sincerely hope that you and your families had a marvelous holiday season. One year is gone and the New Year is just beginning. But what is often overlooked is the valuable opportunity this time of year offers. This is the time of the year to look back at the previous 12 months and set goals for the next 12.

The best thing about the end of the year is that you're already primed and ready to be in reflection mode. You're most likely starting to think about New Year's resolutions, as well as thinking about times past with your family and friends during the holidays. Just as you reflect on your personal life and set goals, you should do the same in your business.

Take a look back at both the good and the bad sides of things. Take stock of where you are in your business in regard to where you want to be, evaluate what went well for you professionally, and areas in which you can improve. Discuss this with your team as well for your own self-reflection. Be thorough in your reflections, as the more detailed they are, the better you'll be able to reflect on them. This directly correlates to the next task.

Review your business's financial statements from the previous year and determine areas that you may be overspending on. Being organized when it comes to your business's finances, as they will trickle down into every area of your operations, which is why it is imperative that you have a business budget. If you neglect your business's budget,

your finances will suffer next year!

As a business owner, you should always be striving for bigger and better. This means coming up with ideas that are going to increase your business's revenue in the New Year. Maybe you want to roll out a loyalty program, so that you can focus on your existing customers. Or maybe you're interested in testing new marketing efforts, that will hopefully increase sales and solidify branding. You can determine business improvement ideas that will help you stand out against competitors and improve the overall quality of your operations.

At the beginning of a new year, take the time to thank employees for their dedication, while motivating them to set new goals. Having committed employees is an important facet of your business, and without them it will be difficult to succeed. Showing your employees that you appreciate them doesn't have to break the bank, either. These incentives could be a simple card thanking them for their efforts, or a promotion to a role with more responsibility. Employee retention is an aspect worth focusing on in the New Year, so start by showing your employees that you are grateful for their hard work thus far!

And, if you're not yet a Florida-ACCPA member, kick off your successful new year by joining the professional alliance designed exclusively for today's Florida HVAC/R contractor!

As the current president of Florida Air Conditioning Contractors Professional Alliance, having

membership with Florida-ACCPA is a great tool for you to have in your toolbox for business success! Our goal is to provide our members with the best tools and professional resources available, for you and your company to be successful today and for many years to come.

It takes just a few minutes to join online at www.florida-accpa.org, where you'll have immediate access to a variety of contractor resources and valuable benefits. The cost of membership per-week is about the same as what you would pay for a cup of coffee!

Membership with Florida-ACCPA is a smart investment to make in yourself, and a great way to start the new year off on the right track by adding many new professional resources to your toolbox!

Get excited about the prospects that a new year can bring! By thinking of business improvement ideas that you can implement, you'll go into the New Year feeling confident about the future of your contracting business.

Don't keep making the same mistakes! Whatever your issue may be, it's time to buckle down and consider how you can find a resolution in the New Year!

Until next time,
Tommy Castellano




CHOOSE
BAKER
CHOOSE
THE BEST

Visit or call your local Baker or Florida Cooling for pricing today!




10*

Year
Warranty



When it comes to HVAC/R vendors, Baker Distributing Company is the distributor of choice because of its exceptional customer service. It's not service alone that keeps our customers coming back:

- ★ MULTIPLE LOCATIONS NATIONWIDE
- ★ STRONG SUPPLY CHAIN
- ★ VARIETY OF BRANDS
- ★ REPUTABLE COMPANY IN BUSINESS SINCE 1945
- ★ CONTRACTOR-ASSIST APP
- ★ USER-FRIENDLY WEBSITE

<p>CLEARWATER 1954 CARROLL ST. (727) 449-1230</p> <p>CLEARWATER 12880 AUTOMOBILE BLVD. (727) 572-0181</p> <p>DAYTONA 831 BILL FRANCE (386) 255-5023</p> <p>DAYTONA BEACH 1801 HOLSONBACK DR. (386) 274-5345</p> <p>FT. WALTON BEACH 101 LOVEJOY RD. (850) 344-1761</p> <p>GAINESVILLE 2901 NE 20TH WAY (352) 376-3212</p> <p>KISSIMMEE 2520 MICHIGAN AVE. (407) 933-8008</p> <p>LAKE CITY 278 SW SUMMERS LN. (386) 755-2009</p> <p>LAKELAND 1019 OMOHUNDRO AVE. (863) 687-8178</p>	<p>LECANTO 1381 N LECANTO HWY. (352) 344-5300</p> <p>LEESBURG 930 THOMAS AVE. (352) 728-6222</p> <p>MELBOURNE 7617 SILVER SANDS DR. (321) 768-0220</p> <p>OCALA 1681 NE 6TH AVE. (352) 732-5271</p> <p>ORANGE CITY 690 E RHODE ISLAND AVE. (386) 878-4444</p> <p>ORLANDO 2000 DIVERSIFIED WAY (407) 849-6090</p> <p>ORLANDO 2008 BRENGLE AVE. (407) 296-7727</p> <p>PANAMA CITY 1252 W 17TH STREET (850) 215-4200</p> <p>PENSACOLA 4308 N PALAFOX ST. (850) 434-7581</p>	<p>PORT RICHEY 8410 REDMAC ST. (727) 847-1047</p> <p>SARASOTA 7810 25TH CT E (941) 366-5804</p> <p>SEBRING 1100 INDUSTRIAL WAY E (863) 314-4494</p> <p>ST. PETERSBURG 3090 44TH AVE. N (727) 525-6926</p> <p>STUART 1323 SE DIXIE HWY (772) 220-3093</p> <p>TAMPA 205-C KELSEY LN. (813) 740-8704</p> <p>TAMPA 6003-A ANDERSON RD. (813) 885-7641</p> <p>TAMPA 8110 ANDERSON RD. (813) 217-5913</p> <p>VERO BEACH 898 9TH PLACE (772) 562-7141</p>
---	---	---

Wishing you a happy & prosperous New Year from all of us at Baker Distributing!



www.bakerdist.com

www.flcoolingsupply.com

*With the residential limited warranty the homeowner will receive replacement parts protection for up to 10 years. This standard offering covers all components incorporated into the heat pump system at the time of manufacture. All other components or parts that are purchased from Bosch and installed in the field have a 1-year parts warranty.

hilmer®

RETOOL + CONQUER™

QUICK, EASY
OIL ACCESS



ONLY 25.5 LBS

12 CFM Brushless
DC Vacuum Pump



EXTREMELY
FAST PULL*

DRAINS OIL
QUICKLY



FOR EVERY TIME YOU WANTED

MORE TIME.

When you told us what you wanted—a faster, stronger and lighter pump—we listened. Because pulling a vacuum doesn't mean you have to work in one.



Demo our newest
line of innovative
tools at AHR Expo
2019, Booth B817.

**38 minutes to pull vacuum to 50 microns – average time of 3 pumps each using a 50 lb. refrigerant recovery tank.*



RGF Environmental Brings Snow to South Florida

Giving back is what the Holiday Season is all about and this year RGF Environmental Group, based in Riviera Beach Florida, hosted a party on December 10th to remember for their employees, families, and friends.

In addition to the catered event with live music and festive decor, they surprised over 150 of their

employees' children with falling snow and a snowball fight with over 2000 cottony snowballs dropped from the ceiling. The children kicked off the light-hearted battle, shortly after enticing the adults to join in on the fun.

As a final surprise, Santa, Mrs. Claus, and their elves arrived to surprise to all of their employees'

children with a wrapped gift.

Tony Julian, VP of Business Development explains, "It has always been an important part of our culture here to celebrate and appreciate our team. Creating a little bit of magic for the children is a fun way for us to make sure they feel like they are also a part of the RGF family."



Lisa Bailey (RGF Air Division Sales Manager), Amanda Jasper (RGF Marketing Coordinator) and Angela Sollard (RGF Marketing Associate)



The buffet line was long with employees, families, and friends were all hungry!



Neil Arteaga of Refricenter, Jeff and Doug Lindstrom of Lindstrom Air Conditioning



Astrid von Oetinger (RGF International Sales Manager), Ron Fink (RGF President/CEO), Sharon Rinehimer (RGF Executive Vice President, General Counsel)



RGF team enjoying the festive evening with friends!



Snowballs were released from above which started a big indoor snowball fight



The kids of RGF were not shy showing Santa their excitement and appreciation



RGF's Trish Alfele, Angela Sollard, Amanda Jasper, Robin Broderick, and Mrs. Santa Claus pose with Santa and his elf!



Mrs. Claus calls the children up one by one to receive their gift

BRIGHTER PERFORMANCE

AR-GLO[®] 5

THE HIGHEST QUALITY FLUORESCENT DYE

SPECTROLINE[®]
LEAK DETECTION



BRIGHTER DYE PERFORMANCE



IMPROVED STABILITY



IMPROVED SHELF LIFE



MORE ECO-FRIENDLY



EXCLUSIVE FORMULA

FOR MORE INFORMATION, SCAN QR CODE OR VISIT WWW.SPECTROLINE.COM





QUALITY. CHECKED.

- ✓ Made in the USA
 - ✓ UL Recognized to 700 PSI
 - ✓ Engineered and Tested for R410A
 - ✓ 10-year Warranty
-

Your air conditioning equipment is only as reliable as the tube that connects it.

For superior performance and value, only one brand checks every box. Choose quality. Choose Streamline®.

Streamline®
Tube • Fittings • Valves

1-800-348-8464 • muellerindustries.com

 **MUELLER
STREAMLINE CO.**



Ozzie Sanchez, Shane Studer, and Eric Bonde signed in dealers at registration table before the York-Source1 dealer meeting started



Herberto Beldarin of Freezing Mechanical Octavio Figueroa and Anthony Pascucci of York-Source 1



Rick Gray and Kristin Gallup of JCI York Andrew Freitas of Conditioned Air



Frank Pozzi, Stephanie Marcial, Irving Hernandez of Pride AC, Jim Schaefer of York-Source1, and Howard Pearl of Pride AC



Ramero Elizabeth, Lazaro Larlsarosabal, Ino Gonzalez, and Jorge Hernandez of A&P Air Conditioning



James and Kimberly Micolo of Sailfish Mechanical with Bobby Pickney of York-Source1



Bobby Pickney and Anthony Pascucci of JCI York-Source1 gave an introduction to all the York dealers in attendance



Bobby Pickney of York-Source 1 welcomed all the dealers and kicked off the meeting



Anthony Pascucci of York-Source 1 discusses the current AC Market and York Update



Howard Pearl of Pride Air Conditioning said the equipment warranty is terrific!

2019 York-Source Meeting at the BB&T



On December 4th, York-Source 1 hosted their 2019 York Dealer Meeting at the BB&T in Sunrise. This event was excellent with York-Source1 speakers and presentations packed with information about the York product offering and all the tools available to help generate more leads and close more sales.

The York-Source 1 team knows how to have fun. The location they selected for this dealer meeting included a Florida Panthers hockey game! Great food and great people make for an enjoyable time.



Shane Studer of York-Source1 spoke about the new products available in the York residential equipment lineup



Gorman Rasmussen and Jim Schaefer of York-Source1 talked about the direct fit York commercial equipment for 2019



Kristin Gallup of JCI York reveals some of the 2019 Marketing Programs



Pride Air Conditioning received an award for Top Florida York Sales in 2018



Sansone Air Conditioning received an award for Top Florida York Sales in 2018



After the dealer meeting everyone headed over to the Corona Beach Club



There was a great selection of tasty dishes to choose from!



York dealers were able to relax, eat, drink, and watch some Panthers Hockey



Jim Schaefer of JCI York-Source1, Skip Farinhas of GMC Air Conditioning, Cindy Cabeza of York-Source1



Ozzie Sanchez of York-Source1 with Ali Khalil of All In One Air Conditioning



George Wallace of York-Source1, Luke Barrish, LJ Dutro, and Larry Dutro of Service Refrigeration



Linda Wilson, Rudy Sprenger, and Mary Jo Sansone of Sansone Air Conditioning with Anthony Pascucci of York-Source 1



Josh McLaughlin and Al Roberto of Jupiter Tequesta Air Conditioning with Alfredo Jr. and Alfredo Sr. Perez of Artic Air



Gorman Rasmussen of York-Source1 with Pedro Anson of APL Service



Janet Englehart of JCI York-Source 1 gave an update on E-Commerce and the new mobile app



Eric Bonde and Bobby Pickney went over the new features on the Infinity equipment

Source1 Dealer BB&T in Sunrise



With more than 24,000 products in their growing inventory (including Source 1 HVAC Service Parts and other brands compatible with all systems) chances are they have everything you need to get the job done right—right away.

Source 1 HVAC Supply Centers are your go-to resource for industry expertise, offering live, in-store consultations with knowledgeable Account Representatives. Visit one of the York Source 1 HVAC Supply Centers today!



Andrew Freitas of Conditioned Air spoke about how quiet the new equipment was and also the ease of installation



Eric Bonde of York-Source 1 spoke about the Ductless Multi-Splits now available from York



The York Source1 dealer meeting at the BB&T had a large attendance



Cindy Cabeza of York-Source1 gave an update for parts and supplies including product bundling



Freezing Mechanical received an award for Top Florida York Sales in 2018



2018 York Diamond Club Award Winner Pride Air Conditioning



Butler Mechanical won the raffle for the new York Glass Thermostat



York dealers really loved the Panthers hockey venue



There was great seating in the Corona Beach Club to watch the Florida Panthers vs Boston Bruins



Everyone had a great time! York Source1 knows how to have fun!

Gulf Coast Builders Exchange Endorses Coalition To Oppose FPL's Predatory Expansion

LAKEWOOD RANCH, Fla. – The Gulf Coast Builders Exchange (GCBX), which represents a broad cross section of the building industry in Manatee, Sarasota and Charlotte Counties, today announced that they have endorsed 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.

The GCBX joins more than a dozen organizations representing hundreds of companies that have endorsed the campaign. Those organizations consist of the Florida Refrigeration and Air Conditioning Contractors Association and all of its eight regional associations, the Sarasota County Plumbing, Heating and Cooling Contractors and two national associations including the Virginia-based Air Conditioning Contractors of America and the Minnesota-based Nexstar

Network.

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.

"It's clearly unfair to have a ratepayer funded monopoly using its public assets for private gain," said Mary Dougherty, Executive Director of the Gulf Coast Builders Exchange. "If they are allowed to continue these practices unchecked, it will have a devastating impact on small businesses. It will also set an awful precedent for their continued expansion into the home services industry."

Fujitsu Introduces RGLX Large, Circular Flow Ceiling Cassettes



RCLX Large Cassette Series

Fujitsu General America introduces the new Halcyon circular flow ceiling cassette system. Built to replace the RCLX Large Cassette Series, the new RGLX Series features circular airflow for more consistent air distribution. Through the use of a DC twin rotary compressor, DC fan motor and optimal refrigerant cycle control, the RGLX line also offers improved energy efficiency. The completely redesigned units achieve up to 21.4 SEER.

By using 360-degree louvers, the circular airflow design allows conditioned air to reach every corner of a room. Each louver can be programmed individually to customize airflow for maximum occupant comfort and room layout.

With the new airflow structure and four-speed fan control, sound levels are dramatically reduced. When in Quiet Mode, indoor noise levels are as low as 28 decibels.

The new units work with wired or wireless controls (2- or 3-wire controls), and Fujitsu's Human Sensor Kit, which automatically saves energy by detecting occupancy. Integration with a third-party thermostat is also simple, with the use of Fujitsu's thermostat adapter.

Five sizes are available, from 18,000 to 42,000 BTUH, two of which meet Energy Star qualifications. A 48,000 BTUH unit will be available in early 2019. Black or white grilles are available for all sizes.

For more information on the new circular flow ceiling cassettes, please contact your local Fujitsu representative, or visit www.fujitsugeneral.com

Panasonic

WITH GREAT POWER COMES GREAT VENTILATION

Underperforming ventilation fans not only expose occupants to unhealthy indoor air, they expose your business to unnecessary risk. Problems such as code compliance, warranty issues, callbacks, legal liability and loss of reputation, to name a few.

A powerful Panasonic ventilation fan removes unhealthy air so you can deliver healthy homes that meet code every time.

Get rid of your risks and your troubles with the Panasonic Installed Performance Promise.

To find out how, visit reinventingventing.com



AHR Expo Donates \$20,500 to the Atlanta Police Athletic League through Innovation Awards Program



WESTPORT, Conn., December 14, 2018 – The AHR Expo, the world's largest HVACR event, to be held in Atlanta January 14-16, 2019, is giving back to the Atlanta community with a donation of \$20,500 from its Innovation Awards program to the Atlanta Police Athletic League.

Each year, the AHR Expo donates the entry fees from the Innovation Awards competition to a charitable organization within the region where the Show is being held.

For 2019, the AHR Expo has chosen to donate the funds to the Atlanta Police Athletic League (PAL), a non-profit public benefit corporation working under the mission of providing a safe environment for Atlanta area youth to reach their full potential through a partnership with local police and the surrounding community. PAL was founded in 1983 as a community partnership between the Atlanta Police Department (APD), NPU's, Community Investors and local Business Associations. The partnership has pioneered programs serving at-risk youths aged 8-18 years by implementing constructive, planned athletic and academic activities aimed at teaching moral, civic and social principles in a safe and nurturing environment.

"We are thrilled to have been named the recipient of the AHR Expo's generous donation for 2019," said Sergeant Vincent Sims, Atlanta Police Athletic League. "We are deeply appreciative of the support given to our program and what we are doing here in Atlanta. We look forward to using the funds to support our HVAC projects that will improve our youth facilities in the coming year. This will help us as we grow our program and provide service to more youth in the area."

PAL currently serves more than 2,800 children annually through programs such as its Youth Summer Camp, Youth Athletic Leagues and After School Tutoring Programs. The strength of the program's leadership in conjunction with the

dedication of the Atlanta Police Department provides a strong youth crime prevention initiative by building positive relationships through educational activities.

"Each year the AHR Expo travels to a different city and we are always so humbled by the warm welcome from the surrounding community. It means so much that we are able to work closely with these cities to give something back while we are in town," said Clay Stevens, manager of the AHR Expo. "We are thrilled to lend our support through the donation of our Innovation Awards entry fees to strong programs such as PAL that are serving their communities for a vibrant future. We look forward to seeing PAL improve their HVAC systems as they continue to provide invaluable services to so many at-risk youths in the Atlanta community."

Nortek Air Management Plans Price Increase First Quarter of 2019

St. Louis, Dec. 21, 2018 — Nortek Air Management, the parent company of Nortek Global HVAC and Nortek Air Solutions, is announcing a price increase up to 6% during the first quarter of 2019.

For more information about Nortek Air Solutions and its product portfolio, visit www.nortekair.com. To learn more about Nortek Global HVAC, visit www.nortekhvac.com.

Nortek Global HVAC has been designing and manufacturing reliable heating and cooling products for 100 years. It builds and sells residential and light commercial HVAC systems under the Maytag®, Broan®, Frigidaire®, Reznor®, Mammoth® and Gibson® brands, among others. Visit www.nortekair.com and www.nortekhvac.com to learn more.

Happy New Year 2019

ARMSTRONG AIR
The Professional's Choice

**Make The Right Choice!
Become an Armstrong Air Dealer!**

At Saez we understand that as we join forces together, we are not just partners, but a family, seeking the best interest for each other as we work together toward our success

Go Pro! The right balance between energy use, temperature and humidity.

**Pro Series available from 14-20 SEER
Convenient Financing Options
available on all Pro Series Units**

SAEZ DISTRIBUTORS
AIR CONDITIONING & REFRIGERATION

Miami Main
8290 N.W. 25th Street
Miami, Florida 33122
Tel: 305-592-2330
Fax: 305-477-0709

Hialeah Branch
9615 N.W. 80th Avenue
Hialeah Gardens, Florida 33016
Tel: 305-821-4766
Fax: 305-821-4936

Kendall Branch
11550 SW 120th Street
Miami, Florida 33176
Tel: 305-971-6400
Fax: 305-971-6401

Broward Branch
5610 N.W. 12 Avenue
Fort Lauderdale, Florida 33309
Tel: 954-358-1315
Fax: 954-358-1312

Johnstone Supply Ware Group Hosts Packard HVAC/R Critical Component Class During December

Packard's National Training Coordinator, Rick Streacker conducted several Critical Component Classes during December. Attendees examined crucial operating characteristics, troubleshooting techniques, and cross-referencing methods. They also learned how to check the capacitance of capacitors, and the oper-

ating capacitor volts. Transformers were analyzed with emphasis on properly sizing to the application. Contactor characteristics, including an in-depth look at multiple amp ratings on the nameplate, were covered as well as potential fan relays. Attendees used their multi-meter for an exercise in identifying relay characteristics.



Rick Streacker of Packard showed how transformers were analyzed with emphasis on properly sizing to the application



The Packard Critical Component Class counted toward two NATE credits



Packard's National Training Coordinator, Rick Streacker, discussed how to check the capacitance of capacitors



Rick Streacker of Packard demonstrates how the components interact with each other resulting in either proper or improper performance of the system



Rick Streacker of Packard went over specifications and proper selection of transformers, contractors and relays



Attendees used their multi-meter for an exercise in identifying relay characteristics

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 507,199 units in October 2018, up 11.4 percent from 455,303 units shipped in October 2017. U.S. shipments of air conditioners increased 6.6 percent, to 311,728 units, up from 292,559 units shipped in October 2017. U.S. shipments of air-source heat pumps increased 20.1 percent, to 195,471 units, up from 162,744 units shipped in October 2017. Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 7.2 percent, to 7,397,877, up from 6,900,365 units shipped in October 2017. Year-to-date shipments of central air conditioners increased 4.6 percent, to 4,832,854 units, up from 4,621,922 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.6 percent, to 2,565,023, up from 2,278,443 units shipped during the same period in 2017.

Florida Department of Business Professional Regulation 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
Online at www.MyFloridaLicense.com

Visit us at AHR in Booth B3361

ROBINAIR

Professional refrigerant recovery, tools, and accessories for today's HVAC/R technician



ROBINAIR.COM / 800.533.6127 / f t



HARDI ANNUAL CONFERENCE

JW Marriott - Austin Texas - December 1-4, 2018

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) hosted its 2018 Annual Conference earlier this month in Austin, Texas.

The event, which spanned four days from December 1-4, saw a record official attendance of 1,640 people at the JW Marriott venue. "What we saw this year was that last year's then-record attendance was not a fluke – there was no 'Vegas bump,'" said CEO Talbot Gee.

The format for the event consisted of two main keynote speakers tying directly to the Legacy theme;

opening keynote Matthew "Griff" Griffin and surprise closing keynote Platon. Griffin, the founder and CEO of Combat Flips Flops, spoke on the importance of perseverance through failure to kick off the event. Platon, whose identity as the closing keynote was kept a secret until his slot during the final general session on Tuesday, spoke to the crowd about his experiences as a world-renowned portrait photographer working with a plethora of notable figures such as Donald Trump, Vladimir Putin and Edward Snowden.

Peppered throughout the event were breakout ses-

sions that encompassed various elements of the Legacy theme, including a dichotomy of two panel sessions that alternately featured experienced industry leaders from both the distributor segment and the contractor segment of the HVACR industry.

Also featured during the event was the premiere of the much-anticipated Workforce Recruitment Initiative documentary, "Hot Commodity". Featuring several HARDI members and their employees, the film looked to the future of the HVACR industry and the next round of generations entering the workforce.



Sean Holloway talks to customers about Rectorseal products



Sean Wahl, Ryan Charles and Matt Charles with RGF Environmental



Carl Pollex giving a demonstration on the 5-2-1 Compressor Saver



Maria Hernandez and Mario Gamez with Comfortstar and Smart Electric



Brad Jacka, Morgan Silvey and Ryan Wade with Nidec Motor Corporation



Bill McDaniel and Robin Armijo with McDaniel Metals



John Lanier and Adanna Le Gendre with NATE



David Lax, Daniel Cooper, and Matt Cowley with Spectroline



Tatiana Carbonell and Alejandra Parra with Tradewinds Climate Systems

Refrigerant Industry Update - December 2018

As we end 2018 and look ahead to 2019, there are several questions regarding the refrigerant market that will weigh heavily on the mind of the refrigerant industry. From reduced R22 allocations, to the complicated political landscape, every aspect of our business is affected in different ways, and to varying degrees, by the many outside forces at work. This will serve as a general overview of the market as it stands, as well as lay out several factors that will affect refrigerant in 2019.

First and foremost, the HCFC phase out continues, with 2019 seeing further reduction of the available virgin material to just 4.4M lbs. Furthermore, 2019 is the last year that virgin R22 will be available. As evidenced by the latest reclamation numbers from the EPA, there will be a supply issue for R22 if demand remains as strong as it was in 2018. While we have seen new equipment shift almost exclusively to R410A, the service demand for R22 remains strong, and we expect that trend to continue. While the market price of R22 fell over the last 12 months, continued reductions and high demand should stabilize and push the price higher in 2019.

HCFC R22 alternatives saw growth in 2018, although the falling price of R22 discouraged some from switching to a replacement. Due to the cost savings and ease of transition presented by some replacements, we expect 2019 to be a pivotal year in the R22 alternative market. For equipment that is unlikely to be replaced in 2019, we expect demand growth for R22 replacements to match or exceed 2018. If you or your customers have not yet chosen an R22 replacement to offer for sale, it is highly recommended that you incorporate it into your plans moving forward. While the market size of R22 remains much larger for now, the shift is undeniable, and we will see the replacement market grow as equipment ages and R22 becomes more difficult to buy and utilize.

The biggest question in 2019 is going to be the HFC

market. Due to increased environmental guidelines in China (by far the largest source of refrigerant and components), governmental and political jockeying, and growing global demand for HFC's, we could see significant disruption in 2019. While some tariffs are on "temporary" hold, an expected trade war between the United States and China could have far-reaching consequences. A recent lawsuit challenging the scope of the previous anti-dumping ruling (which excluded HFC components) is working its way through the legal system, and could have an effect on future pricing.

Since signaling that the US would withdraw from the Paris Accord, and the uncertain status of our position on the Kigali Amendment, several countries and entities (notably China and California) have forged ahead with aggressive plans to meet or exceed the greenhouse gas reductions laid out in the amendment. After the threshold of 20 nations required for ratification of Kigali was reached in November of 2017, the planned rollout on 1/1/2019 will proceed as planned. Whether the United States will be a full participant, and will hold to the regulations laid out therein remains to be seen. Regardless of our participation, the rest of the world is moving forward with aggressive goals and legislation designed to slow or reverse the effects of man-made climate change.

California (through C.A.R.B and SB 1013) has presented an aggressive plan to curtail the effects of HFC emissions. Currently, 19 other states have indicated that they will follow California's lead and enact state-level regulations in the absence of Federal guidelines. This could lead to confusion and chaos in the marketplace if some refrigerants are allowed in some states, but not others. However, there is broad support for ratifying the Kigali Amendment across the industry, and it should be an easy political win. Recent talks have shown that the Senate and White House might be willing to entertain the idea of ratification, but it is gen-

erally a slow moving process, and one that has many interests vying for certain provisions.

Long-term, this carries immense trade risks for the United States, but those are unlikely to be realized until 2030 or later. In the interim, we will likely see the effects of the agreement in more subtle ways. China has seen to it to take the lead in environmental regulations, shuttering factories and mines that do not meet stringent quality and safety standards now in place. This has the effect of squeezing the supply of both raw materials and finished goods for the rest of the world. We expect this trend to continue through Q1. In addition to reductions in supply, domestic (Chinese) demand is also increasing rapidly. This means an ever-growing proportion of Chinese-manufactured refrigerant is going to serve the Chinese market, thus lowering the amount available for export to other countries, such as the US and EU. While we have seen many companies pivot to importing component materials to the US and packaging domestically, we expect the bottleneck of supply to remain tight for some time.

There is no crystal ball to predict the future of the refrigerant market, either in the short- or long-term. With so many factors affecting the domestic availability and pricing, it is becoming a more complex problem with every passing day. The best recommendation for 2019 and beyond is to know your refrigerant partners, and listen to advice and suggestions from sources you trust. While no one can tell you what to do with certainty, maintaining a running dialog will help alleviate some of the potential pitfalls of making the "wrong" decision.

In a world in which changing political landscapes both here and abroad can have industry-wide effects, and with so much uncertainty in the market, it is vitally important to stay abreast of the news and trends in the industry. Article by Will Gresham - Executive Vice President - Dynatemp International

Performance Pointers

by David Richardson



Three Airflow Truths You'll Use Daily

Airflow is one of our industry's foundations, yet it's one of the most misunderstood aspects of an HVAC system. To understand airflow, you need to have a firm grasp of its traits and behaviors. What you'll find is that many of the complicated issues you regularly encounter often link to one of three airflow fundamentals. Let's look at three airflow truths that you can use daily to uncover issues you commonly encounter.

Airflow Takes the Path of Least Resistance

If you're a betting person, you can safely wager on airflow taking the path of least resistance. Airflow takes the easy way out when you study how it circulates inside a duct system.

It's much easier for air to pass through a large duct leak (or multiple small leaks) near the equipment than to travel through the duct system to a supply register or return grille.

Another example of this truth is poorly installed filter racks. Since airflow takes the path of least resistance, a poorly installed filter rack will allow unfiltered air to go around the air filter instead of going through it. As this unfiltered air goes around the air filter, dirt and dust in the air might be distributed by the HVAC system into the coil and the building causing indoor air quality (IAQ) and equipment maintenance concerns.

1 CFM In = 1 CFM Out

The blower in an HVAC system is a constant vol-

ume machine. This means that for every 1 cfm of air that goes into the blower wheel, 1 cfm of air also must come out. Airflow is measured in cfm (cubic feet per minute), which is a volumetric and timed quantity. To visualize cfm, imagine how many 12 x 12 x 12 cardboard boxes of air are moved in a minute. This roughly represents cfm of airflow.

Let's say you have a 4-ton system operating in the cooling mode. You measure actual fan airflow at the air handling equipment and determine that you're moving 1580 cfm through the blower. This means you have 1580 cfm of air pulled into the blower and 1580 cfm of air discharged from the blower.

It doesn't mean you have 3160 cfm of total airflow though; you're only working with 1580 cfm. The blower circulates that volume of air from the return side of the system to the supply side – it doesn't create additional airflow.

Airflow Is Always Highest at the Equipment

Just as static pressure is always highest at the blower, airflow is also highest there. 99.8% of duct systems leak and as air moves toward the registers, the total air volume in the system decreases. Think of air in ducts as water in a leaky pipe.

There is only so much airflow to move from the air handling equipment through the duct system to individual rooms. If airflow is lost through duct leakage, you'll never be able to deliver full comfort to your

customers.

To best use the airflow circulated by the blower, you have to contain it. The only way to do this is by properly sealing the duct system. When you have duct leaks, you have no way of knowing where airflow in the ducts will go.

If conditions in a duct system exist that allow air to bypass its intended delivery point, it will take the path of least resistance. Remember, airflow is key in achieving individual room comfort. If proper room airflow is assumed instead of measured, this truth will continue to beat you up.

I encourage you to become a student of airflow and build on these three truths. You'll discover there are many more rules and laws that airflow abides by. The more you understand air, the better you will become at controlling it.

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

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



Women in HVACR at HARDI Annual Conference in Austin, TX.

On Saturday December 1st, The Women in HVACR meeting was held at the JW Marriott in Austin TX during the HARDI Annual Conference. There were great speakers and a great time was had by all who attended.

Mary Jo Gentry, WHVACR 2018 President, welcomed everyone to the event and gave an organizational update including passing the gavel to Danielle Putnam the new incoming president for 2019.

Women in HVACR exists to improve the lives of

their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. They empower women to succeed through networking opportunities, mentoring and education. Visit www.womeninhvacr.org



One of the WHVACR speakers was Renee J Joseph, Vice President of Johnson Controls



WHVACR empowers women to succeed through networking opportunities, mentoring and education



Joanne Hunt of The Metal Shop, Chisholm Brunner of ICP, Jackie Tutko of The Metal Shop, and Renee J Joseph of Johnson Controls



Mary Jo Gentry, current president, Julie Decker, past president, Danielle Putnam, new president, and Marjorie McAllister, past president



Karen Smith, Marjorie McAllister, past WHVACR president, Angela Garcia of Shupe Carboni



The WHVACR meeting was held during the HARDI annual conference at the JW Marriott in Austin Texas



AHREXPO®

Atlanta JAN 14-16 • 2019

CO-SPONSORS






**Your One-Stop Source
for HVAC Parts, Supplies
& Accessories.**

**WINTER PROMOTION
DEC. 1ST 2018 - FEB 28TH 2019**



\$10,000 PURCHASE

Choice of an Apple iPhone 8, 64GB or Apple iPad Pro 10.5", WiFi, 64GB.

\$7,500 PURCHASE

Choice of a Nest Hello video doorbell + Google WiFi, Nest x Yale Lock + Google WiFi, or Apple Watch Series 3, 42mm.



\$5,000 PURCHASE

Get a Nest Learning Thermostat + Nest Temperature Sensor.



\$2,500 PURCHASE

Get a Nest Learning Thermostat.



\$1,000 PURCHASE

Choice of a Google Home Mini or a Nest Temperature Sensor.



\$500 PURCHASE
Slimline Power Bank



\$250 PURCHASE
Key Chain Charger



GOODMAN DISTRIBUTION, INC.

*Valid 12/1/18 through 2/28/19. We reserve the right to limit to quantities on hand. Local delivery parameters apply. Offer may not be combined with any other promotion. Purchases must be on a single invoice to qualify. Offers not valid for residential new construction or multi family projects. Excludes commodity items and finished goods products. Offer may be altered or discontinued without notice. Void where prohibited by law. Additional restrictions may apply. Ask your Regional Parts Manager or TSM for full details. Stores use: PC949-\$250 order, PC950-\$500 order, PC951-\$1000 order, PC952-\$2500 order, PC953-\$5000 order, PC954-\$7500 order, PC955-\$10,000 order.



Tropic Supply Events in December

Fujitsu Electrical Diagnostics and Teardown Training and Sporlan TEV Theory and Contaminant Talk



Eight hours of NATE continuing education credit were awarded to contractors successfully completing the Fujitsu Electrical Diagnostics and Teardown Training



Henry Papa, Sales Engineer for Sporlan, discussed proper Thermostatic Expansion Valve (TEV) operation and superheat settings



Hays Bassett of BTU Reps had attendees do a complete teardown and rebuild of an Fujitsu indoor wall mount unit

During the month of December, Tropic Supply hosted the Fujitsu Electrical Diagnostics and Teardown Training and the Sporlan TEV Theory and Contaminant Talk. The Fujitsu one-day training session provided an in-depth troubleshooting for Halcyon Inverter systems.

The morning session gave instructions on basic electric principles and how to use a multi-meter, as well as a complete teardown and rebuild of an indoor wall mount unit.

The afternoon session provided instruction on inverter technology and DC components with a lab including board-level diagnostics and hands-on testing of outdoor unit circuit boards with multi-meters.

Next, Henry Papa from Sporlan gave an informative training on how proper thermostatic expansion valve (TEV) operation and superheat settings can maximize evaporator capacity and efficiency, while still providing compressor protection.

Henry also covered how a properly operating head pressure regulator (HPR) can help maintain proper system capacity and efficiency in ambient temperatures below 60F and how system protectors and proper system clean up can keep the refrigeration system operating at peak performance.

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



Hays Bassett of BTU Reps gave thorough instructions on basic electric principles and how to use a multi-meter



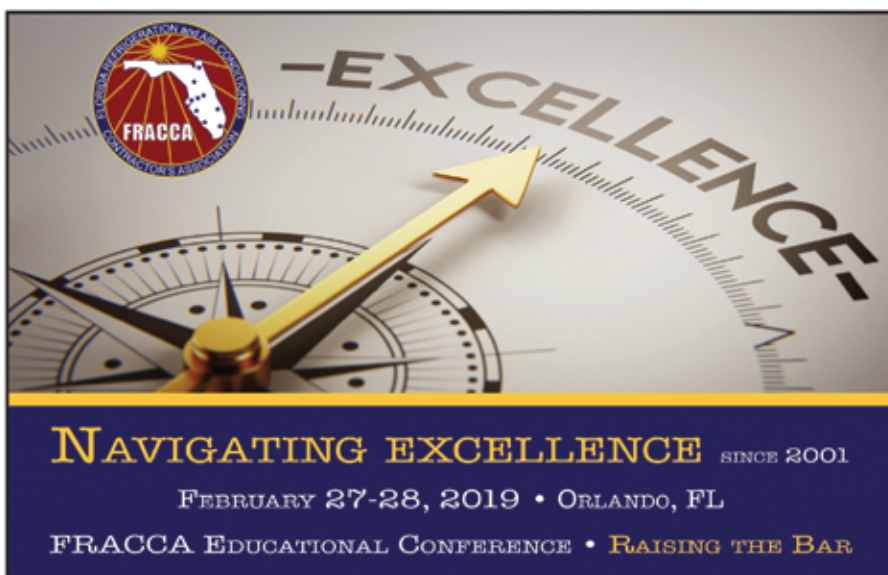
Henry Papa of Sporlan discussed upgrading to an Electronic Expansion Valve for more evaporator capacity, efficiency, and compressor protection



Stephanie Fiet of Tropic Supply with Hays Bassett of BTU Reps

- 2019 FRACCA EDUCATIONAL CONFERENCE -

FEBRUARY 27 - 28, 2019



REGISTER Online www.FRACCA.ORG
Early Bird Discount Available UNTIL 11/21/18

THE 2019 FRACCA EDUCATIONAL CONFERENCE IS GOING TO BE PACKED WITH GREAT SPEAKERS, AN EXCELLENT 1 Evening Only INDUSTRY TRADE SHOW EVENT

WALK DOWN MEMORY LANE LUNCHEON & A PRESIDENTIAL GALA WITH CASINO FUN

YOU ARE INVITED TO JOIN US, BRING YOUR STAFF & FAMILY AND ENJOY AN AMAZING EVENT CREATED FOR YOU! REGISTER: WWW.FRACCA.ORG

2019 AHR EXPO
Atlanta JAN 14-16
SEE US AT BOOTH B1538

Control Humidity

Humidifiers

GeneralAire® Elite Humidifiers

- 12 to 18 Gallons Per Day
- Manual and Automatic Control Options
- Fan-Powered & Flow Through
- Easy Installation
- 10-Year Warranty

Dehumidifiers

GeneralAire® Touch Screen & Wi-Fi Control Dehumidifiers

- Fan-Only Function
- Low-Temperature Shutoff
- Integrated Handles
- Filter Hour Indicator
- AFCI Power Cord
- 5-Year Warranty

Breathe In the Difference - Breathe Healthier

(866) 476-5101
www.GeneralFilters.com
General Filters, Inc. 43800 Grand River Ave Novi, MI USA 48375

ARE PROFITS DOWN?

Indoor Air Quality increases contractors' bottom line and customers' quality of life.



Whole Home Air Purification System

- IAQ Sales
- Contractor Sales

2019 **AHR EXPO**
Atlanta
JAN 14-16

SEE US AT
BOOTH B561



RGF
ENVIRONMENTAL GROUP, INC.
ISO 9001:2015 CERTIFIED COMPANY

Divisions

RGF
Environmental Systems

ACI
A Division of RGF Environmental Group, Inc.

RGF-BioControls
A Division of RGF Environmental Group, Inc.

Element Air
A Division of RGF

RGF China Sales

www.rgf.com/IM4IAQ

ANDY ÄSK 2019 BUILDING SCIENCE SEMINAR

**Joe Lstiburek and more coming to
Ft. Myers / Naples on March 28, 2019**

article by
Andrew C. Äsk, P.E.



The one-day Building Science Seminar returns to Miramar Design Center in Estero on March 28, 2019. Joe Lstiburek also returns after a two-year absence. Dr. Lstiburek first presented a "Building Envelope" seminar in Ft. Myers in November, 1998, twenty years ago, where we learned about sealed attics, flashing windows and doors, and preventing harm to construction materials. Several Collier County home builders who heard that presentation immediately adopted these advanced practices; and have been putting them to use ever since creating dryer homes.

The original series of seminars was sponsored by the Ft. Myers ASHRAE chapter. It became apparent during those years that Building Science had more to do with the design and construction of the building itself than HVAC. When the event re-started after the recession, the local AIA chapter, *AIA Florida Southwest*, took over and are sponsoring this year's event.

Bringing people from all building construction disciplines together to discuss heat and moisture problems peculiar to the hot-humid climate has at once been a goal of this seminar and a challenge--how do you make it interesting and informative for architects, builders, and the HVAC community?

From what I can tell leafing through preliminary materials, the organizers have gone for the jugular at both extremes: attic venting and stucco for the builders; flexible duct for the HVAC contractors. The segment on how water behaves on surfaces is for everyone in the building construction community. I'd highly recommend that you come to this event regardless of your role in hot-humid construction.

Learn not only what you need to know, but what the other guy needs to do so your piece of the puzzle works. I preach defensive Building Science: understand a little bit about the whole building so you don't get blamed for whatever harm comes from moisture that wasn't your fault.

In addition to the Dr. Joe Show, Chris Van Rite will tell us about *The Joy of Flex*

The bottom line message hasn't changed all that

much--drain, flash, seal the building against water, air, vapor, and heat--four barriers. We are now more informed, perhaps a bit smarter, and have more weapons at our disposal in the form of advanced building materials. We'll be sharing the results of recent research with you early adopters and hopefully some new attendees who are ready to hear the word.

Two of Dr. Lstiburek's topics will be heavy duty science: rich with content and frankly difficult.

The Water Molecule. We will learn exactly how those two hydrogen and one oxygen atom attach themselves; more important, what happens when they are adsorbed (not absorbed) on surfaces--how many layers and how much we can tolerate before microbial growth occurs. This will be an extension of last year's talk by Lew Harriman where we learned that mold can grow at high Water Activity, less than 100% rh. Most of us know that we need to keep relative humidity below 70% to avoid mold. This segment will get us closer to the WHY?

Diffusion Venting. We learned starting 20 years ago that sealing attics with open cell spray foam insulation was the #1 tool for keeping moist air out of our homes. But there was more to the story. For example, on retrofits we weren't getting a good seal at the spring line, where rafters meet wall. And we are experiencing high dew points near the roof ridge. So how do we vent moisture out near the top of the attic without letting moist air back in? Dr. Joe has been working on this one for almost 15 years. He now has the answer based upon extensive research, and the solution is ready for prime time in the form of the DIFFUSION PORT, a way to relieve moisture without bringing in more moist air. This is BIG. Not only will it solve a chronic problem with foamed attics, but it will help us out reducing condensation in most of our attics.

Get a good night's sleep, stay out the bar the night before, and bring your triple-digit IQ for these two segments.

Joy of Flex. Most of our Florida air conditioning

systems are constructed using flexible duct. Properly installed, they work fine. If not, they don't. Chris VanRite, who manufactures duct and fittings, will show some do's and don'ts along with very sad photos of what happens when you don't get it right.

Chris has been working with ASHRAE for over 10 years developing a "Ductulator®" for flexible duct; and it works. You can now size flexible duct based upon how tight it is going to be stretched and compare it directly with how rigid sheet metal would perform. He will demonstrate his Duct Size Calculator. You need to own one of these.

Seminar organizers are hoping that Allison Bailes will join Chris in this presentation, but only if he can juggle his schedule.

The flexible duct session will also be content-rich, but not as likely to give you a headache as the morning session.

Stucco-Pocalypse. During the afternoon, Dr. Lstiburek will come back with an update on a very old subject--stucco. Stucco failures are rearing their ugly head again. Joe will tell you why, what to watch for. I think lime and other additives have something to do with it.

Contact Cheryl Harris at CRG (727-209-0890 / email charris@cragnet.net) or go to the Building Science Seminar website (www.buildingscienceseminar.com) to register as an attendee or sponsor. Early Bird and Association discounts are available.

Cheryl tells me she is lining up sponsors with Table Top displays, coffee to get you started in the AM, and lunch during the noon break.

Be sure to stay till the very end at about 4:00 PM--so you know at which bar the gurus are gathering; find out what they really think--not just what the organizers printed in the syllabus. In that environment, even your timid introverted columnist might express an opinion. Till next month then, stay tuned.

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



Helping You Build Affordable Green Comfort Since 1958.





Call us today at:
352-589-0099
www.rcdmastics.com





17th ANNUAL - Andrew C. Äsk, PE
**BUILDING SCIENCE
SEMINAR 2019**

**SAVE
THE
DATE**

MARCH 28, 2019

DR. JOE'S BACK!

Topics

The Joy of Flex -
Air Flow Fundamentals
The Water Molecule
Stucco-Pocalypse
Diffusion Venting

Registration now open!
www.BuildingScienceSeminar.com

NOW AVAILABLE AT REFRICENTER



Technology Leader Series

707E Preferred Packaged Air Conditioning Systems



707ENX

2 & 2.5 TON: 15 SEER
3 - 5 TON: 16 SEER

- Two-stage cooling for superior humidity control
- Easily field convertible for eitherdownflow or horizontal applications for unparalleled application flexibility
- Also suitable for light commercial applications where energy savings are critical

126CNA Preferred Single-Stage Air Conditioners

Example Operational Savings Offered by **bryant**
126 CNA Series Air Conditioners vs. 14 SEER



126CNA

Bryant Legacy® Series 3 Ton	Bryant Preferred® Series 3 Ton
14.0 SEER	17.0 SEER
Estimated Annual Operation Cost in South Florida \$1,156*	Estimated Annual Operation Cost in South Florida \$751*

Year One Savings vs. 14 SEER = \$405
Five Year Savings = \$2,025
Ten Year Savings = \$4,050

*www.productinfo.energy.gov

The 126CNA series may be the quietest, most energy efficient single-stage air conditioner available in the market today! Offering **TEN** AHRI rated 17 SEER matches (including five matches that do not require the use of a variable speed air handler). These are simply the most cost effective central systems available in Florida today!

Note: These new products are not yet in stock at ALL Refricenter locations. Delivery may require up to one business day.



Refricenter West
7360 NW 58th Street
Miami, FL 33166
Phone: (305) 477 - 9675
Fax: (305) 477 - 2408
Email: west@refricenter.net

Refricenter Hialeah
3599 NW 54th Street
Miami, FL 33142
Phone: (305) 633 - 1535
Fax: (305) 633 - 6438
Email: hialeah@refricenter.net

Refricenter Broward
2601-A Gateway Drive
Pompano Beach, FL 33069
Phone: (954) 968 - 1010
Fax: (954) 968 - 1019
Email: broward@refricenter.net

Refricenter South
8884 SW 129th Street
Miami, FL 33176
Phone: (305) 251 - 9675
Fax: (305) 252 - 1629
Email: south@refricenter.net

Refri-Air
7145 SW 8th Street
Miami, FL 33144
Phone: (305) 266 - 7445
Fax: (305) 266 - 7491
Email: refriair@refricenter.net

Refricenter West Palm
1685 Florida Mango Road North
West Palm Beach, FL 33409
Phone: (561) 689 - 8075
Fax: (561) 689 - 8265
Email: wpb@refricenter.net

Refricenter North
27 NE 179th Street
North Miami Beach, FL 33162
Phone: (305) 652 - 3331
Fax: (305) 653 - 6528
Email: north@refricenter.net

Refricenter Tamiami
13500 SW 131st Street
Miami, FL 33186
Phone: (786) 360 - 0660
Fax: (305) 969 - 7380
Email: tamiami@refricenter.net



Working Together for Complete Solutions.

To be the best, you have to use the best. Gemaire is your one-stop shop for all of your HVAC needs. For the past 50 years, we have been your preferred supplier by partnering with the best brands. Shop Bosch's broad selection of equipment and accessories at GEM/IRE.COM/brands/bosch or visit one of our branches:



BOSCH
Invented for life

Boynton Beach . . . (561) 738-5609 3422 Quantum Boulevard Boynton Beach, FL 33426	Daytona Beach . . . (386) 274-1113 831 Bill France Blvd. #160 Daytona Beach, FL 32117	Murdock (941) 255-1788 18230 Paulson Drive Murdock, FL 33954	Sebring (863) 382-3800 4310 Commercial Drive Sebring, FL 33870
Hollywood (954) 963-1883 3201 SW 22nd Street # 3265 Hollywood, FL 33023	Fort Myers (239) 337-1310 11975 Amedicus Lane Fort Myers, FL 33907	Naples (239) 594-7433 6134 Taylor Road Naples, FL 34109	St. Petersburg (727) 522-3133 3250 44th Avenue North St. Petersburg, FL 33714
Pompano (954) 917-4160 1708 Park Central Blvd. North Pompano Beach, FL 33064	Ft. Walton Bch (850) 862-2100 821 B Navy Street Ft. Walton Bch, FL 32548	New Port Richey . . . (727) 849-9181 6514 Orchid Lake Road New Port Richey, FL 34653	Tampa East (813) 621-0891 6610 E Adamo Dr Tampa, FL 33619
Port St. Lucie (772) 340-5505 659 N.W Enterprise Drive Port St. Lucie, FL 34986	Jacksonville (904) 733-2415 2899 Powers Avenue, #2 Jacksonville, FL 32207	Ocala (352) 629-7117 1600 NE 8th Rd. Ocala, FL 34470	Tampa West (813) 887-3737 5101 Tampa West Blvd. Tampa, FL 33634
Riviera Beach (561) 842-6311 3735 Prospect Ave Riviera Beach, FL 33404	Kissimmee (407) 738-4700 939 Armstrong Blvd. Kissimmee, FL 34741	Orlando (407) 648-0888 4141 N John Young Parkway Orlando, FL 32804	Valdosta (229) 241-9184 4530 Val North Drive Valdosta, GA 31602
Tamarac (754) 222-5093 6001 Hiatus Road, Suite 1 Tamarac, FL 33321	Lakeland (863) 666-8507 2950 Maine Avenue Lakeland, FL 33801	Panama City (850) 769-1130 2470 Industrial Drive Panama City, FL 32405	Kendall (305) 254-3959 13840 SW 119th Avenue Miami, FL 33186
Cape Coral (239) 800-7001 925 East Industrial Cr, Unit 5 Cape Coral, FL 33909	Melbourne (321) 722-1200 465 Distribution Drive Melbourne, FL 32904	Pensacola (850) 477-8075 202 East Stumpfield Road Pensacola, FL 32503	Marathon (786) 831-4495 11060 Overseas Highway Marathon, FL 33050
Clearwater (727) 446-5067 1750 N Belcher Road Clearwater, FL 33765	Mobile (251) 660-1460 4720 Rangeline Road Mobile, AL 36619	Sarasota (941) 312-2366 7245 16 Street East, Suite 101 Sarasota, FL 34243	Miami (305) 592-2915 2031 NW 79th Avenue Doral, FL 33122



Become a ABC Member Today!
Learn more about the
Accredited Bosch Contractor program at
GEM/IRE.COM/bosch-abc/



INSTRUCTOR: Wade Hadaway,
District Technical Representative, Ruud

INVERTER SYSTEMS AND
ECONET CONTROLS



Who Should Attend: Owners, Sales Representatives, Service Managers, Installers, & Technicians

NATE Continuing Education Credit: Earn four (4) hours of continuing education credit by successfully completing this class.

LOCATION

Fairfield Inn & Suites - 4888 Lenoir Ave., Jacksonville, FL 32216
Holiday Inn Express - 1601 NW Courtyard Circle, Port St. Lucie, FL 34986
Holiday Inn - 1301 Belvedere Road, West Palm Beach, FL 33405
T-17 Orlando - 4528 36th Street, Orlando, FL 32811
Holiday Inn - 2725 Graves Road, Tallahassee, FL 32303

- Class Description:** The Inverter Systems course covers the following learning objectives:
- Installation and service best practices
 - Air conditioning and heat pump systems that utilize inverters and inverter-driven compressors.
 - Electronic expansion valves, pressure transducers, inverter theory, and inverter operation.
 - Sequence of operations, system installation, and diagnostics.
 - The EcoNet segment addresses:
 - Wiring best practices for communicating systems
 - Set up of controls to ensure proper operation
 - WiFi and Mobile App
 - Q & A session

DATE

Tues., Jan. 22
Wed., Feb. 20
Thurs., Feb. 21
Tues., Mar. 5
Tues., Apr. 9

TIME

8:00 am - 3:00 pm
8:00 am - 3:00 pm
8:00 am - 3:00 pm
8:00 am - 3:00 pm
8:00 am - 3:00 pm

MAX ATTND

30 attendees
30 attendees
25 attendees
30 attendees
25 attendees

TOP TECH: CONDENSING UNITS



Who Should Attend: Service Managers, Technicians and Installers

NATE Continuing Education Credit: Earn four (4) hours of continuing education credit by successfully completing this class.

LOCATION

T-1 North Miami - 151 NE 179th Street, Miami, FL 33162
Holiday Inn - 1301 Belvedere Road, West Palm Beach, FL 33405
Holiday Inn Express - 1601 NW Courtyard Circle, Port St. Lucie, FL 34986
Hampton Inn - 20 Summit Oak Place, Deland, FL 32720
T-17 Orlando - 4528 36th Street, Orlando, FL 32811
Holiday Inn - 2905 Sheridan Street, Hollywood, FL 33020
Holiday Inn - 9931 Interstate Commerce Drive, Fort Myers, FL 33913

Class Description: The Single-Stage Air Conditioning Systems (Condensing Units) training program explores the many aspects of installing, servicing, and diagnosing single-stage air conditioning systems, including the following:

- Installation procedures:
 - Location selection
 - Proper refrigerant line sizing
 - Refrigerant line installation
 - Evaporator coil installation
- Service and maintenance procedures:
 - Proper system charging procedures
 - Accessory purpose and operation
 - Service best practices

DATE

Wed., Jan. 9
Thurs., Jan. 10
Fri., Jan. 11
Wed., Jan. 23
Thurs., Jan. 24
Tues., Feb. 19
Fri., Feb 22

TIME

8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm

MAX ATTND

35 attendees
25 attendees
25 attendees
20 attendees
30 attendees
25 attendees
25 attendees

TOP TECH: HEAT PUMPS



Who Should Attend: Service Managers, Technicians and Installers

NATE Continuing Education Credit: Earn four (4) hours of continuing education credit by successfully completing this class.

LOCATION

Ramada Inn - 425 US 41 Bypass North, Venice, FL 34285
T-15 East Tampa - 5120 East Adamo Drive, Ste. A, Tampa, FL 33619
Courtyard By Marriott - 3712 SW 38th Ave., Ocala, FL 34474
Holiday Inn & Suites - 2725 Graves Road, Tallahassee, FL 32303

Class Description: The Heat Pumps training program explores the procedures and best practices for installing, servicing, and diagnosing single & two stage heat pump systems, including:

- Installation procedures:
 - Location selection
 - Proper refrigerant line sizing
 - Refrigerant line installation
 - Evaporator coil installation
- Service and maintenance procedures:
 - Proper system charging procedures
 - Accessory purpose and operation
 - Service best practices

DATE

Tues., Feb. 5
Wed., Feb. 6
Thurs., Feb. 7
Thurs., Mar. 7

TIME

8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm
8:00 am - 12:00 pm

MAX ATTND

30 attendees
25 attendees
30 attendees
25 attendees

TOP TECH: AIR HANDLERS



Who Should Attend: Service Techs, Installers and Sales Personnel

NATE Continuing Education Credit: Earn four (4) hours of continuing education credit by successfully completing this class.

LOCATION

Fairfield Inn & Suites - 4888 Lenoir Ave., Jacksonville, FL 32216

Class Description: This training program will review fundamental concepts related to air properties, duct systems, indoor airflow measurements as well as installation and service best practices. Training topics include:

- Required instrumentation and procedures for accurate measurements
- Duct static pressure and heat-rise calculations
- Orienting equipment properly for the application
- Field diagnostic strategies and measurement analysis techniques to identify airflow-related field issues

DATE

Wed., Mar. 6

TIME

8:00 am - 12:00 pm

MAX ATTND

30 attendees

Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11): (239) 989.0088
Daytona Beach (T-19): (386) 258.8337
Delray Beach (T-9): (561) 279.2710
Ft. Lauderdale N. (T-2): (954) 565.4803
Ft. Lauderdale S. (T-4): (954) 522.2874
Ft. Myers (T-8): (239) 278.1117
Ft. Pierce (T-6): (772) 465.4707
Jacksonville (T-18): (904) 332.0990

Miami N. / Export (T-1): (305) 652.7717
Miami S. (T-3): (305) 255.0438
Mid Miami (T-7): (305) 638.9673
Naples (T-10): (239) 643.7118
Ocala (T-22): (352) 512.6980
Orlando (T-17): (407) 219.3255
Port Charlotte (T-12): (941) 255.8330
Sarasota (T-14): (941) 378.0910

St. Petersburg (T-23): (727) 373.4003
Sunrise (T-20): (954) 835.6020
Tallahassee (T-21): (850) 300.6595
Tampa E. (T-15): (813) 514.1198
Tampa W. (T-16): (813) 514.9939
West Palm Beach (T-5): (561) 684.3997

Fantech Replacement Roof Fans
Get what you need, when you need it
In stock today at your local Economic Electric Supply Store

Easy to Handle
Rolled windband for stability and safe handling

Easy to Access
Quick access motor compartment

Peace of Mind
All ventilators are listed UL 705 for electrical and UL 762 for restaurant exhaust

Robust Design
Heavy gauge spun aluminum housing

UL **us**

Fully Assembled
Upblast and downblast
Sizes 10 - 36
Airflows 1,170 - 18,850 CFM

Hassle Free Installation
Universal replacement curb cap sizing

Built to Withstand the Elements
Windband fully welded to curb cap

Visit www.fantech.net for performance information and selections or stop by your local Economic Electric Supply Store for expert advice.



Doral Branch
4075 NW 79th Ave
Doral, FL 33166
Phone: 305-471-0196

South Miami Branch
19100 SW 106th Ave, #13
Miami, FL 33157
Phone: 305-235-0311

Pompano Branch
880 SW 10th Ave
Pompano Beach, FL 33069
Phone: 954-786-9090

West Palm Beach Branch
2611 Old Okeechobee Rd
West Palm Beach, FL 33409
Phone: 561-683-6262

Davie Branch
12980 W State Rd 84
Davie, FL 33325
Phone: 954-916-0099

North Miami Branch
18640 NE 2nd Ave
Miami, FL 33179
Phone: 305-651-0311

International Division
870 SW 12 Ave
Pompano Beach FL 33069
Phone: 305-471-0196 ext 224

Or visit their website at
www.eemotors.com for all your HVAC needs.



Now Open
Boynton Beach New Location
4020 Thor Drive
Boynton Beach, FL 33426
Phone: 561-737-1551
Opens at 7 a.m. Monday - Friday





Arco Supply Hosts Annual Holiday Pig Roast

December 13th, 2018



Arturo Alba Sr, Cecilia, and Arturo Jr, greeted customers as they arrived to enjoy their annual holiday pig roast tradition

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2018 Holiday Pig Roast, held on December 13th, from noon till 2pm at their location in Lake Worth.

The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice "Thank You" in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade for over thirty years.



Arturo Alba Jr., Justin Rivera, Joshua Nery, and Tulio Lopez taking care of business!



Jorge Fernandez of Arco Supply carving the roasted pig



The warehouse filled up quickly with Arco Supply customers who came really hungry!



The Goodman Distribution Team stopped by for lunch!



Rick Farrow of Cain Sales, Dave Schopp of Leone Green, and Brad Carson of Target Sales



Dan Olson's Air Conditioning Service came out for lunch in full force!



Tom Martin of Tom Martin Air Conditioning with Arturo Alba Sr. of Arco Supply



Everyone from DL Folsom enjoying the pig roast at Arco Supply!



Arturo and Debra Alba of Arco Supply (left & right) with Chris and Kelly Payne (center) of EDS Air Conditioning



(front) Chris Brown & Camilo Puerte of Arco Supply, and Kenny Laycock of Goodman Distribution, (back) John Mertins of Goodman, and Brad Gillman of Daikin



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly



Chris Brown of Arco Supply with Gi Gi and Paul Shea of Mueller



CFM Air Conditioning was one of the first to arrive for the festivities



Chris Brown of Arco Supply (center), Gail Pepe and Brigitte Tuma (left & right) of Goodman Distribution



Everyone enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, and Potato Salad



Joe Dipre and Omar Mercardo of Arco Supply making sure customers had a place to park

Nu-Calgon Road Show Provides Product Training Classes in Florida

On December 4th and 6th, Nu-Calgon hosted two Road Show Product Training Classes in Florida. The first one was at the Orlando Airport Marriott Lakeside, and the second at the Fort Lauderdale Marriott North. The product training started at 8:30 am and finished at 4:30 pm.

The product training classes were available to

wholesale distributors. Attendees learned about Nu-Calgon's products directly from the people who developed them. Representatives from Nu-Calgon's team and product managers discussed Nu-Calgon's entire product line and performed product demonstrations right on site.

After completion of the product training, Nu-Cal-

gon distributors will be able to sell more chemicals and be more comfortable with the Nu-Calgon product line. The main purpose is to provide contractors with more solutions and help to educate them on more opportunities to use Nu-Calgon products.

Contractors, watch for Nu-Calgon training classes being offered at your local HVAC distributor.



Mike Benak of Nu-Calgon kicked off the training with system protection products



Brad Cox, Doug Gildehaus, Jeremy Soechtig, and Mike Benack of Nu-Calgon conducted the product training classes



There was an excellent turnout for the Nu-Calgon Road Show in Ft. Lauderdale



2019 Air Show

The Largest Air Conditioning Trade Show In Florida

Tuesday, March 5, 2019
5:00 PM — 8:30 PM

SOUTH FLORIDA FAIRGROUNDS EXPO CENTER
9067 Southern Blvd., West Palm Beach

ANNUAL PLATINUM SPONSORS:



ANNUAL GOLD SPONSORS:



ANNUAL SILVER SPONSORS:



ANNUAL CONTRACTOR SPONSOR:



FREE ADMISSION - ONE TICKET PER PERSON
Door Prize Drawings All Evening! • Children Welcome • Free Parking
Call Pam for more details: **PBACCA 561-585-3880**

ASHRAE Publishes Updated Residential, Construction Standard

ATLANTA (Dec. 18, 2018) – ASHRAE has released an updated edition of ANSI/ASHRAE/IES Standard 90.2-2018 Energy-Efficient Design of Low Rise Residential Buildings. The standard establishes minimum whole-building energy performance requirements (design, construction, and verification) for energy-efficient residential buildings.

The 2018 revision of Standard 90.2 outlines cost-effective residential building energy performance measures that are at least 50 percent more efficient than those defined by the 2006 International Energy Construction Code (IECC).

“Standard 90.2 provides a mechanism by which any residential building design can be easily evaluated against performance objectives,” said Theresa Weston, Ph.D., chair of the Standard 90.2 committee. “This update to the standard offers better alignment between this standard’s requirements and marketplace product availability as well as some revisions to improve the document’s clarity and internal consistency.”

The 2018 edition of Standard 90.2 provides:

- Clarification for modeling software requirements
- Guidance on the use of international climate data presented in ASHRAE Standard 169
- A new normative appendix on proper installation techniques for critical thermal resistance building components
- Improved prescriptive envelope performance data tables
- New performance specifications for ground-source heat pumps
- Minimum lighting efficiency provisions for single-family, large single-family, and multifamily homes
- Guidance on pool heater pilot lights, pump motor efficiency, and exterior de-icing systems
- Clarifications to multi-zonal building air-leakage testing procedures

The cost of ASHRAE Standard 90.2-2018 is \$94 for ASHRAE members (\$110, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.



A Great Product at a Great Price!



✓ **5 YEAR**
Unit Replacement
Warranty



✓ **Up to 38 SEER**



✓ **Wide range of**
multi-zone
combinations



1 IN 3
OF ALL THE WORLD'S
AIR CONDITIONERS
ARE MADE BY GREE

Our multi-zone products are all about OPTIONS!

Visit Us In Atlanta @  **AHR**
EXPO Hall B Booth B639

info@twclimate.com



www.greecomfort.com



"THE DUCT-FREE ZONE"

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



I am very proud of the GREE mini split troubleshooting curriculum I have created. It represents my 20 years or so of personal experience with inverter mini splits as well as what I have learned from attendees of my training events. Yes, I learn as much from them as they do from me!

The troubleshooting curriculum, as it is today, is multi-media based...power-point, video, product manuals and more are used throughout the 4 hour event.

I offer the notes from the class in an MP4 video format to those who attend by having them answer a 9 question survey about the class. One of the 9 questions asks, "how can we make the class better?" The #1 answer consistently is... "provide hands-on training."

Hands-on training has been difficult, if not impossible for me...any traveling trainer for that matter, to provide in any real productive manner. Here have been the inherent challenges of hands-on training...

- In a post 9/11 world, traveling with equipment is virtually impossible. It's hard enough getting simple laptop computers and power-point projectors through TSA nevertheless HVAC equipment.
- Establishing product labs where such hands-on events could take place is economically challenging, (expensive). I have conducted training events in 43 states...even if we built 43 labs, if the lab is in Jacksonville, FL it is too far for installers / technicians from southern Florida to travel.
- As you all know, the inverter mini split technology is changing, (for the better) almost on an 18 – 24 month cycle. A "brick & mortar" product lab would have to be up-

dated each and every time new technology and new product was introduced.

- The greatest challenge from the instructor's point of view has always been what I call the "one wrench man - two shoulder limitation". I have conducted hands-on events in the past and what inevitably happens is that only one attendee can be the wrench man, the guy actually turning the wrench on the piece of equipment. The wrench man has two other attendees leaning over his shoulders, observing his work...the other 15 or more attendees can't see what is going on so they disengage. They go for a cup of coffee, have private conversations, go out for a smoke, etc.

About a year ago I started looking for a viable alternative to the traditional hands-on training... and I am thrilled to tell you I found it and it is incredible!

VIRTUAL REALITY VR!

GREE and I are partnering with the leader in HVAC Virtual Reality VR learning, Interplay Learning out of Austin, TX.

In 2019, the GREE troubleshooting training events will feature VR elements to the training where I can take what Interplay Learning calls, "VR in a box" on a plane with me and set up a Virtual Reality GREE lab anywhere in the United States and beyond!

If you have never experienced VR with the hardware, (headset and hand-pods) I won't even try to describe the experience other than to say it will blow your mind! You lose all sense of the "virtual" and you feel like you are in the "reality" of working on an actual piece of equipment.

VR also solves the issue of the "one wrench

man / two shoulders" issue I described earlier.

Only one attendee can be wearing the hardware at one time but, what the wrench man is seeing with the headset the entire class will be seeing simultaneously, projected onto a jumbotron-type screen.

Virtual Reality by its nature is a very social activity. Where in the past, attendees would disengage because they couldn't see what was going on, with VR they not only see, they become involved with the wrench man, offering assistance and direction.

Another aspect to VR is that the training doesn't have to end when the class is over...

3D Virtual Reality is based in a 2D format that can, and will be available online to all GREE troubleshooting event attendees so that they can continue to use the same simulation in a 2D format when they get home or in their shops to further refine their skills.

GREE will be the first inverter mini split manufacturer to offer this incredible technology in their training and I am thrilled to be the trainer they chose to bring it to you!

GREE troubleshooting event dates, times and locations for 2019 will soon be posted at www.TW-Climate.com under the "resources" tab.

If you would like to learn more about Interplay Learning, see their website at www.InterplayLearning.com

ABOUT THE AUTHOR:

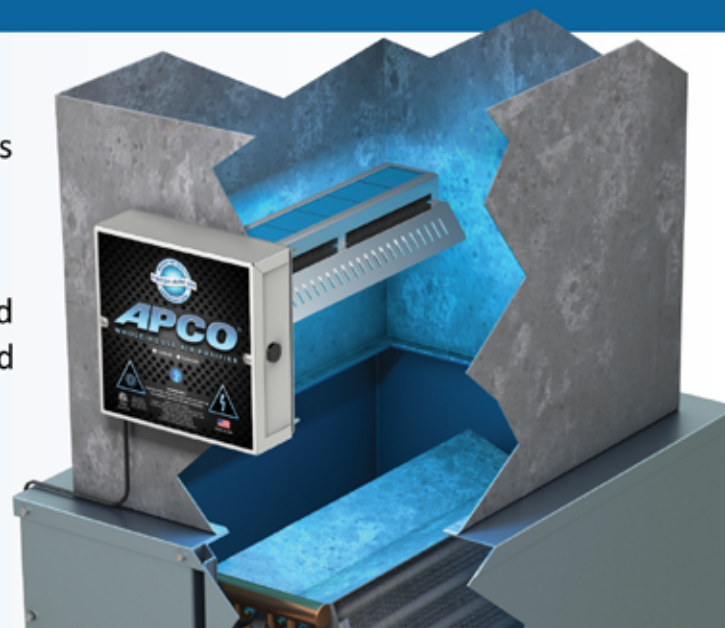
Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website: www.twclimate.com

Industry leading now with UL zero-ozone emissions validation!

The Fresh-Aire UV APCO Air Treatment System has been tested and now meets the UL 2998 zero-ozone emissions validation! Offer your customers the safest, most effective IAQ product by addressing the other 2/3rds of airborne contaminants that pass right through the HVAC filter.

The multiple award winning APCO systems deactivates mold, bacteria and viruses within the air handler, coil and airstream while reducing odors and VOCs.

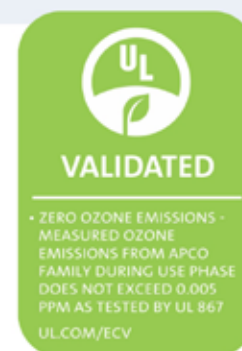
Do more for your customer by offering the best-in-class HVAC air treatment system with a lifetime warranty and two year UV lamp life. Multiple voltage options include 24V and 110V plug-&-play models.



Award Winning APCO In-Duct Air Treatment



www.FreshAireUV.com | 800-741-1195



UL TESTED ZERO OZONE EMISSIONS





Saez Distributors Host Customer Appreciation Day Events

December 7th & 14th, 2018



Luis Chinaea of Saez, Luis Belo of Aerofoam, Andres Rameris and Leonardo Noscote of Air Electric, and Memo Araujo of Aerofoam

On December 7th and 14th, Saez Distributors hosted two Customer Appreciation Events to celebrate the Holiday season. Both the Broward and Doral locations were spreading some holiday cheer with some delicious Paella made on site from George's Catering.

Manufacturers Representatives were in attendance showing the new products available for 2019. There were vendor giveaways and a raffle for a chance to win a \$200 gift card.

Saez customers enjoyed the food, fun, and friendship! What a nice way to celebrate the Holiday season. A big thank you to Saez Distributors!



Andy Taylor of Ron McLaughlin & Associates / Act Agents (center) with Carlos Games and Ignazio Sobernis of Innovative Cooling Technologies



It was a full house at the Doral Saez Distributor location



Jorge Marin of Jorge's Catering cooked a delicious Paella right on site!



Troy Goss of American HVAC with Luis Montoya of Saez Distributors



Romon Ortega of Saez Distributors, Dennis Purcell Florida Mechanical AC Services, and Jaime Bernat of Saez Distributors



Fred Gayot of Pride Air Conditioning, Andy Taylor of Ron McLaughlin & Associates / Act Agents, and Andre Saez of Saez Distributors



Here is a happy Saez customers won a gift card for the Home Depot donated by Miami Tech!



Andre Saez (right) gets a big thumbs up from the Visa Gift Card raffle winner



Luis Montoya, Jaime Bernat, and Ramon Ortega of Saez Distributors



Luis Belo of Aerofoam, Julio Mendez of ARC AC, Memo Araujo of Aerofoam, and James Mason of All Year Cooling



Luis Chinaea of Saez Distributors with Carlos Riley of D&L Air Conditioning



Javier Cepero of Saez, Erik Rodriguez of Advance Roofing, Luis Chinaea of Saez, and of Jorge Martinez of L Services



Taking a nice holiday break to enjoy some delicious Paella!



Saez Doral customers enjoying the tasty Paella from George's Catering



The Broward Saez Distributor location was busy during the customer appreciation event



The customer appreciation lunch consisted of Paella, salad, fried banana, and dessert



SFACA December Holiday Gathering “Cool Technologies for 2019”

The SFACA December Holiday Gathering was held on December 5th at 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.

SFACA members were the first to see the new gadgets, gizmos and equipment that are coming in 2019 for the HVAC industry. Members enjoyed

some holiday cheer with fellow South Florida contractors and distributors. Presenters included: Advanced Work Vans, Gemaire, Johnstone Supply, RGF Environmental, Tropic Supply, Greentrol, FreshAire-UV, and York.

The SFACA January Program Meeting will be held on January 9, 2019 at 6:00pm at the Sheraton Suites in Plantation. The topic is “Air Handler Con-

densation.” Learn about strategies to minimize or eliminate condensation from forming on equipment cabinets located in unconditioned space. Speaker: Andy Ask, P.E. Andy is a consulting engineer.

This is the SFACA Annual Meeting and Report to Membership. Pelican Wireless and Southern Air Concepts are also included to the list of presenters for the January meeting.



Kevin Zacharias, Mike Lejoi, Eric Barnett, Marcello Capote, Juan Pavetti, Anjanette Ferreira, Joe Zvolenski of Tropic Supply, Gregg D'Attilio of Art Plumbing & AC



Greg Goldston of GMC Air Conditioning with Lisa Bailey of RGF Environmental



Vinnie Santaniello of Santa Cool Air Conditioning, Ramon Delgado of Johnstone Supply Ware Group, Danny Diaz of Pelican Wireless Systems



Instructor Brian Youngblood (center) and HVAC students from Atlantic Vocational Center



Pablo Lopez and Paul Mynatt of Carrier Enterprise, with Oscar Calleja, past president of SFACA



Jose Povea and Andre Saez of Saez Distributors, Zac Fraley of GMC AC, Lawrence Michelson of Kool Flow, and Javier Cepero of Saez Distributors



Cheryl Harris of SFACA, Jamie Fry of GreenTrol, and Denise Anderson of SFACA



Skip Farinhas of GMC AC, Jim Schaefer, Gorman Rasmussen, Asif Bussith of York-Source1, Rubin Shell of Norcold Marine, and Tom Bernos of Sheridan Tech



Chuck Walsh of Fresh-Aire UV, Scott Behanna of Gemaire, Nick Vosburgh of Fresh-Aire UV



Lawrence Michelson of Kool-Flow, John Hicks and Luiz Silva of Southern Air Concepts



There was a large turnout for the SFACA December Holiday Gathering



Matt Ullrich, Dustin Andrews, Tom Geiselman, Ray Martinez, Karina Gutierrez, and Michael Bretz of Advanced Work Vans

RevolutionAire Introduces the HVAC Industry's First Combination VRF/ERV Unit Ventilator System



RevolutionAire Inc., Knoxville, Tenn., a leading North American manufacturer of revolutionary indoor air quality (IAQ) equipment, introduces the Slimline Series, the

HVAC industry's first variable refrigerant flow (VRF) and energy recovery ventilation (ERV) technology combined in a unit ventilator system configuration. The Slimline is designed for new construction and unit ventilator retrofits of schools, hospitals, hotels and other commercial facilities.

The patented Slimline is the perfect drop-in HVAC retrofit solution for schools without air conditioning, without space to install ASHRAE 62.1-compliant outdoor air duct, or burdened with the high operating costs and insufficient IAQ of conventional two-pipe/four-pipe fan coil unit ventilators.

The VRF and onboard ERV enthalpy wheel or enthalpy core, combined with variable frequency-controlled electronically commutated (EC) motors offers up to significantly more efficiency and less operating sound than “old school” unit ventilators. Its superior sensible and latent load handling capacity far surpass minimum energy requirements of ASHRAE 90.1-2017

Besides pinpoint humidity and temperature control, the Slimline's proprietary onboard microprocessor command center, along with onboard and room remote sensors, monitor and control for CO₂, particulates and volatile organic compounds (VOC) for a healthiest possible breathing environment. An optional onboard zero-ozone, ultraviolet germicidal irradiation (UVGI) system can disinfect return air biological contaminants, such as cold viruses, mold, bacteria and influenza, which can help school districts surpass federal incentive goals for student attendance and achievement tests. MERV 8 particulate media filters are standard; however a MERV 11 option is available with automatic

airflow modifications activated by the command center's static pressure control function.

The Slimline ranges from 1-1/2 to 4.5-tons, 600 to 1,800-CFM and features a 32-inch-high, 20-inch-deep high quality stainless steel or powder-coated cabinet in either a 94-inch or 104-inch length. Its two models can replace 90-percent of the HVAC industry's existing unit ventilator configurations and footprints without the need for wall/ floor aesthetic repairs after installation. Its flexible capacities accommodate most learning environments from conventional classroom sizes to large specialty rooms, such as science labs, art rooms and libraries.

The VRF system can adequately heat during ambient temperatures as low as -5°F. Extreme northerly locations can opt for a factory installed hot water coil as a supplemental heat source on sub-zero days.

For more information on the Slimline Series and other RevolutionAire IAQ equipment, please visit www.revolutionaire.net; or call (865) 219-0342.

Ruth King - I'm the Grinch who Stole Christmas (or the Elf on the Shelf)

continued from page 3

Compile the answers. You'll see that the answers to these questions will start great discussions. Make sure you have them on "your employees' turf" – in the field, at their desks, etc. rather than a formal meeting in your office.

Once you get the feedback, and determine the goals, put the goals where everyone can see them. If the goal is "at the top of the stairs", you have to determine the stair steps, or objectives, to achieve the goals. Break the goals down into monthly objectives. Put the objectives somewhere you can see them and review them each month. Check off each objective as you complete it. Your employees will help keep you on track.

Next on getting the Grinch to go away is actually two parts:

a: defining your true customer base

b: marketing to those customer segments.

Mike Ratchford, (mike@txpsg.com) one of the best marketing idea guys I know, and I came up with the "Bull's Eye" approach to marketing:

The Bull's Eye is your client base – these are people and companies who own a maintenance plan. They are loyal to you and you are loyal to them. They know and trust you. They will read your marketing messages in slow and busy times. Your clients are likely to buy as long as you give them a good reason to.

The next ring out is your customer base – these are people and companies who have purchased from you in the past; perhaps many times. There is NO loyalty. They may use you again. They may see a competitor's truck in their neighborhood and try that company the next time. They may read your marketing messages because they have familiarity with your company; especially when those messages are frequent (but not annoyingly constant). The goal is to turn customers into clients.

The third ring out is prospects – these are people who have communicated with in the past but have not purchased yet. They may have asked for a proposal, inquired about your pricing, seen a truck and called but not set an appointment, or received a marketing message from you in the past. They probably will not read marketing messages except in times of need.

The fourth ring out is suspects – these are people who may or may not know about your company but could be customers (age of home, income level, etc. are right). They have no trust, don't know you and won't read your marketing messages unless it is hot or cold and they have a need.

Last is the general population – these are the people who may or may not ever use your company. They haven't heard about you. They may live in apartments or could never be customers. This is an unfocused group scattered throughout your marketing area and beyond.

Your marketing activities should start with clients and if there is enough money in the budget, move to customers, then to prospects, and if there is money left, then to suspects. Marketing to the general population is almost always a waste of money because the results are tiny. Leave general marketing to the manufacturers who have "big bucks" and can afford the expense of general population marketing.

Many of you "try marketing." You decide to send a postcard, place an ad in a newspaper, or buy radio or television advertising. You do it once and when you don't get great results, you decide that "it didn't work." You are targeting the general population rather than your clients and customers.

Or, you put together a Facebook Fan Page, Instagram, LinkedIn or Twitter profile, and don't invest the time in these social media tools, and as a result, "marketing doesn't work."

You're right - if you do it once to the wrong customer segment. You have wasted your money and time. Marketing does take planning, a monetary investment, and tracking results.

One of my clients "bit the bullet" three years ago and put together a real plan and executed the plan. The first year the results weren't great. But, he kept going. The second year the results were better. He was even more encouraged. The third year, this year, his comment to me was, "It takes three years to really see results." New customers, retained customers, and profits have increased dramatically. He's finally seeing the results of three years of effort.

A few of you love marketing and have invested the time and are seeing the results like my clients have. You know about patience. You probably don't say much because you don't want your competitors to start investing more marketing dollars and giving your customers another company to check out.

By now some of you are probably thinking, "I don't know about social media and don't have the time to research it. Or, I don't have the time to do all of this".

The really good news is you don't have to do the marketing yourself! Hire someone who can do it for you. Or, hire several people who can do it for you. Sometimes that person is your 20 something daughter who has grown up with social media and lives on line.

I also work with marketing experts who understand what I call "traditional marketing" - direct mail, newspaper, television and radio. And, usually direct mail experts don't do radio well. The mediums are different - audio versus visual.

So, don't think you have to do it yourself. You don't. You just have to know what you want to do –determine that by finding out how your customers prefer to be contacted (younger generation usually email and texts; older generation usually direct mail and newspapers); NOT by what you see your competition doing.

Remember to have patience when results aren't stellar the very first time. You will see results. Invest in marketing. It does work.

Take a simple Excel spread sheet – put the activities you want to do on the Y axis, segmenting by customer type, and the weeks of the year on the X-axis. Then put an "x" in the box of the week you will execute a marketing activity.

Post this sheet to remind you (and everyone who sees it) what the marketing plan is for 2019. Email me (ruthking@hvacchannel.tv) if you would like a copy of a sample marketing sheet.

ALWAYS BY YOUR SIDE

FORANE® 427A - THE EASY R-22 RETROFIT™

Minimize the work for R-22 retrofits in air conditioning, heat pumps, and refrigeration systems.

✦ **NO OIL CHANGE NEEDED IN MANY INSTALLATIONS**

✦ **COMPARABLE CAPACITY TO R-22**

✦ **NEARLY IDENTICAL PRESSURES TO R-22**

✦ **LOWER DISCHARGE TEMPERATURES**

✦ **NO TXV REPLACEMENT REQUIRED**

✦ **COPELAND DISCUS® AND BITZER APPROVED**

✦ **UL CLASSIFIED**

Visit ark.ma/fc-todays-ac-4c to learn more.



Forane is a registered trademark and The Easy Retrofit is a trademark of Arkema.

FORANE®
REFRIGERANTS
BY ARKEMA

forane.com ■ 800-245-5858



6th Annual Holiday Social and Past Presidents Recognition

On Thursday, December 6th, from 6 to 9 pm at the Aloft Miami Brickell, The ASHRAE Miami Chapter hosted their 6th annual Holiday Social on December 6th, at the Aloft in Miami Brickell.

ASHRAE Miami chapter was excited to recognize all of our past Presidents as well as hosting our Sponsors, New, Current and Past members, and

members from our Student Branches at FIU and University of Miami.

It was a great evening to socialize with other ASHRAE Miami members, eat some tasty hors d'oeuvres, enjoy a drink or two, listen to the live entertainment, and catch up with each others life experiences. The turnout was excellent! Everyone

had a fun evening at the social! At the end of the evening all the past ASHRAE Miami presidents were recognized.

The next Miami Chapter Meeting is on Tuesday, January 22nd, 2019, at the 94th Aero Squadron in Miami and will include a visit with the President of ASHRAE. Don't miss this meeting!



Alireza Modir and Ehsan Izadpanahi of FIU, Tulia Rios, ASHRAE Miami, Esmail Ghasmi, Meh Ran, Soheil Soldimani, and Long Phan of FIU



Victoria Garcia Massimo, ASHRAE Miami VP, Jaime Bernat of Saez Distributors, Tulia Rios, ASHRAE Miami President, Alexis Terzado of Marcone



David Fernandez of ICS, Alfredo Sotolongo of Protec Inc., Abe Kooby and Jason Ayala of HVAC Associates, and Sam Martin of SRM



Jorge and Vickie Megias with Frank and Martha Jara of Viega



Frank Suranyi of AccuAir-Bard, Mario Bermudez of Advancoat, Luis Rinzivillo of AccuAir-Bard



John Nix, Tulia Rios, David Fernandez, Odette Ponce, Jose Ponce, David Strickland, and Maximo Marrero



Luis M. Belo of SAEG, Andre Saez and Jaime Bernat of Saez Distributors



Victor Garcia of One Zone, Beichao Eschew of FIU, Jaime Bernat of Saez Distributors, and Long Phan of FIU



David Strickland Poole & Kent, Max Marrero of ICS, Tulia Rios, ASHRAE Miami President, Aridel Martinez of Temptrol, Martin Previtera of Delta Cooling Towers



ASHRAE Past Presidents: Ivan Velez, Armando Chamorro, Maximo Marrero, Victoria Garcia Massimo, ASHRAE Miami VP, David Diaz, David Fernandez, John Nix, Jose Ponce, Mario Bermudez, Keith Miller, Tulia Rios, ASHRAE Miami President, David Strickland

Johnson Controls HVAC Manufacturing Plant To Operate On 100 Percent Green Energy



MILWAUKEE – (December 18, 2018) – Johnson Controls is leading the charge on sustainable manufacturing with its continued commitment to green energy. Johnson Controls Building Technologies & Solutions has selected one of its largest facilities as the first plant to shift 100 percent of its electricity to wind power. The plant located in Wichita, KS, manufactures residential heating and air conditioning equipment for the YORK®, Luxaire®, Coleman® and Champion® brands. The facility will produce zero emissions from

electricity and reduce the company's North American greenhouse gas (GHG) emissions by 18 percent.

"This renewable energy agreement is a win-win for the business. This plant will operate on 100 percent clean energy, dramatically reducing emissions and saving costs," said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. "This is a great example of Johnson Controls' commitment to sustainability, which drives our enterprise excellence."

The wind farm is scheduled to be completed and delivering clean energy to the Wichita plant by the end of 2019. The energy savings projections from the wind power agreement are conservatively expected to be about \$2.7 million over the life of the 20-year contract.

"Sustainability is a core value of our company," Haggerty added. "We've set a goal to achieve a 25 percent reduction in our global greenhouse gas emissions intensity by 2025."

The Johnson Controls Corporate Sustainability Team worked collaboratively with Energy Procurement and Environmental Health and Safety (EHS) teams as well as plant leadership to identify opportunities to increase the amount of renewable energy used in its operations while reducing costs. Michael Richardson, the Wichita plant manager and Matt Sansone, energy procurement manager, took the lead in securing this groundbreaking deal.

Since Johnson Controls set its first sustainability goals in 2002, the company has reduced greenhouse gas emissions from global operations by nearly half and cut energy use in U.S. manufacturing locations by 25 percent. Building on that history of success, Johnson Controls has launched an ambitious new set of Sustainability Goals for 2025 with targets to expand sustainability impacts, reduce the company's environmental footprint and engage employees and local communities.



TRANE®
NORTH FLORIDA

Grand Opening Celebration!

January 10th, 2019 - 11 a.m. to 2 p.m.
3401 WD Judge Blvd. Suite 110, Orlando, FL 32808



North Florida Trane Team!



Prizes! - Specials! - Delicious Food!
Vendors! - Tours! - Lots of Fun!



Treehouse Food Truck

Contractors that donate non-perishable food items to the Second Harvest Food Bank of Central Florida will earn an additional entry to win prizes.

Second Harvest
FOOD BANK
OF CENTRAL FLORIDA

We'll be having hands on demonstrations of the Nexia home intelligence diagnostic system too



NEXIA™
HOME INTELLIGENCE

Please call 407-660-1212 or email NorthOrlando@TraneSupply.com for more details

Contractors, Homeowners and Ozone: Air Treatment Systems and the New UL-2998 Zero-Ozone Validation

by Aaron Engel



Twenty years ago, consumers knew very little about indoor air quality (IAQ) and its effects on their health in the home.

However, since 2000 with increased media attention and contractor awareness, a flurry of manufacturers began offering IAQ air treatment equipment for homeowners wishing to improve their IAQ. Meanwhile, contractors saw opportunities for additional business. They began installing many of these devices within HVAC systems, which offer the most effective method for distributing treated air evenly throughout the home.

IAQ manufacturers helped nurture the trend with new and innovative marketing terms promoting technologies, such as ionization, plasma, oxidation, peroxides among many others. Unfortunately, many of these marketed air treatment technologies produce ozone, by-products of ozone and/or other reactive oxygen species (ROS). ROS, in particular ozone, has recently come under scrutiny as a source of respiratory irritation and even lung damage. Ironically, many of the actual technologies that consumers were purchasing to improve IAQ can actually cause respiratory issues that the consumers were originally intending to avoid or help alleviate. To worsen matters, the Centers for Disease Control (CDC), Atlanta, reports that those with the greatest risk to ozone exposure—older adults, infants and children—are the same consumers with higher incidences of asthma or other lung diseases.

As the IAQ purification marketplace became inundated with products that produced measurable ozone emissions, there was an increase in negative media attention spotlighting ozone dangers. Subsequently, manufacturers, many of which purposefully designed

ozone generation into their products to create ozone's distinct odor or scent, began substituting the word "ozone" with other ingenious marketing terms. This marketing created expectant and quite undesirable confusion in the marketplace regarding the amount of ozone generation and off-gassing being emitted by several IAQ technologies, products, and brands. Consequently, consumers and even HVAC contractors, who wanted to install safe & effective products, had nowhere to turn for zero ozone emission confirmation.

UL 2998 Validation Clears the Air on Ozone

Consequently, Underwriters Laboratories (UL), Northbrook, Ill., recently took on the task of creating the desperately needed validation for zero ozone air cleaning devices. UL 2998 is the environmental claim procedure with validation. Contractors and consumers can now visit UL SPOT (ul.com/spot), which lists all types of sustainable products worldwide, especially those that are ECOLOGO Certified, a Canadian eco-label that UL recently purchased. The UL SPOT also lists validated zero ozone products under the site search term of "HVAC Air Cleaners." Qualifying zero ozone emission products must demonstrate they emit less than the maximum ozone concentration limit of 0.005 ppm (5 ppb) which is below quantifiable level for ozone testing. This is 10-fold less than permitted under test standard UL 867, which allows concentrations of 0.05 ppm (50 ppb). Approved products also receive a validation badge (See Illustration 1) that can be displayed on marketing materials and product labels.

Ozone and UV Lamps

The health concerns of exposure to ozone have been gaining increased attention among many organizations. For example, the U.S. Food and Drug Administration (FDA) was the first to set an ozone emissions limit of 0.05 ppm (50 ppb) for all medical devices. In 2008, the California Air Resources Board (CARB) targeted ozone emissions with a state-wide regulation requiring certification of all electronic air cleaners under UL 867's 0.05 ppm (50 ppb) limit.

Most HVAC applications that utilize UV light devices to treat surface-bound or airborne micro-organisms use the germicidal UV-C wavelength of 254 nanometers (nm), which is the most lethal for micro-organisms and is also non-ozone producing. However, some UV-systems may not only utilize UV-C, but also a secondary wavelength called UVV (or vacuum UV) at the 185 nm. This UVV wavelength produces ozone.

Thus, ozone producing devices cannot be visibly detected and will appear similar to zero-ozone versions. Prior to UL 2998 being established as a voluntary test and validation procedure for air treatment manufacturers, contractors and wholesalers had no resources or standard methods of test for identifying true zero ozone UV disinfection air treatment systems.

Recent Studies Point to Ozone Concerns

Like the FDA and CARB, the American Society of Heating and Refrigerating Air-Conditioning Engineers (ASHRAE), Atlanta, recently made known its viewpoint of ozone in its 2015 publication "Position Document on Filtration and Air Cleaning." The position document's Section 2.6 states: "Ozone is harmful for health and exposure to ozone creates risk for a variety of symptoms and diseases associated with the respiratory tract; Ozone emission is thus undesirable." Section 3.2 of the document further states: "devices that use the reactivity of ozone for the purpose of cleaning the air should not be used in occupied spaces because of negative health effects that arise from exposure to ozone and its reaction products."

Besides better occupant health in commercial buildings, specifying zero ozone air treatment devices also help facility owners satisfy requirements of green building design programs, codes and procurement policies including Leadership in Energy and Environmental Design (LEED®), General Services Administration (GSA) Advantage, the Collaborative for High Performance Schools (CHPS), the International Green Construction Code (IgCC) and European Union guidelines and directives.

go to page B14

YOUR 2019 ONE STOP SHOP!

OLDACH USA Corp.

REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

Goodman®

When you compare the product quality, performance warranties* and money saving features of any Goodman® brand Central Air Conditioner, you'll discover that the best can cost less.

*See your local Oldach representative for complete details.

COMPARE & SAVE!



Best Brands Best Prices Best Service



OLDACH

REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

PROUDLY SERVING OUR CENTRAL FLORIDA CUSTOMERS

1001 Armstrong Boulevard Kissimmee FL 34741 | 407-530-5599
3004 Silver Star Road Orlando FL 32808 | 407-270-9670



Oldach Hosts Customer Appreciation Christmas Parties

December 14th & 21st, 2018



Juan Guzman of JNR Air Conditioning, Freddy Villalona of Oldach, and Shaun Smith of Shaun Smith Air Conditioning

Oldach in Orlando and Kissimmee hosted Holiday Parties on December 14th & 21st, from 11am to 2pm. Oldach managers Freddy Villalona and Gabriel Rivera greeted everyone with a gift. Caribbean Food Market prepared a tasty holiday feast of roast pork, chicken, rice, potato salad, fried banana and flan for dessert.

Oldach is committed to support their valued customers with quality products that provide the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, providing value and inspiring confidence in every purchase.



The Orlando Oldach Team! Taking care of customers and making it all happen!



The Caribbean Food Market catered a real nice tasty holiday lunch



Gabriel Rivera of Oldach (right) presenting Ramon Chicon of Chicon Services an award as one of the top Ducane dealers



The Oldach Christmas Holiday Celebration satisfied many hungry appetites!



At the Kissimmee location, a select group of vendors were showing their new products for 2019



Gary Jones, Guillermo Romero, Freddy Villalona of Oldach, Jose Medina of Medina AC, and Raul Bezzera



Efrain Velasquez, Valentine Velasquez, Freddy Villalona of Oldach



Pedro Lugo of Quick Air Conditioning, Jose Mercado of Oldach, and Angel Diaz of Quick Air Conditioning



The Oldach Kissimmee location also enjoyed a delicious lunch prepared by the Caribbean Food Market in Orlando



Guillermo Romero, Jose Mercado of Oldach, Raul Bezzera, and Yousef Omar



Luis Mondesdeoca of Timelectrical Service, Pablo Paulino of Oldach, Camilo Morales and Eduardo Lozano of Timelectrical Service



Everyone enjoyed the delicious Roasted Pork and Chicken served with Rice, Potato Salad, Fried Banana, and Flan for dessert!



The Oldach Kissimmee location had a large attendance for their customer appreciation Christmas party!



Chicon Services enjoying the Christmas party at Oldach in Kissimmee



Juan Jiminez of Air Repair Service, Freddy Villalona of Oldach, Ari Berdhnad of Air Repair Service



Gabriel Rivera of Oldach (right) presenting Daniel Padin of PD Mechanical an award as one of the top Ducane dealers

Contractors, Homeowners and Ozone: Air Treatment Systems and the New UL-2998 Zero-Ozone Validation

(continued from page B12)

With the increased awareness regarding exposure to ozone in indoor environments, contractors that serve the HVAC industry are poised to lessen the products that emit ozone, ozone by-products or other ROS.

Air treatment devices are an excellent add-on sale for contractors to increase profits, while also providing their customers with safe and healthy IAQ. Therefore, contractors and wholesalers should commit to products that are in their customer's best interests and supported with UL 2998 to guard against the potential liabilities of ozone.

BIO: Aaron Engel is vice president of business development at Fresh-Aire UV (www.freshaireuv.com), North America's largest manufacturer of resi-

dential, commercial and medical UV disinfection and carbon/titanium /PCO-based systems. Fresh-Aire UV's APCO air treatment system recently earned UL 2998 validation for emitting zero ozone. Engel can be reached at aaron@freshaireuv.com or 800-741-1195.



Bosch Thermotechnology Corp. Contributes Complete HVAC and Hot Water Systems to Innovative Net-Zero-Energy Home

WATERTOWN, Mass., Dec. 13, 2018 – Bosch Thermotechnology Corp., manufacturer of heating, cooling and hot water solutions, installed a complete HVAC heating and cooling system, thermostats, and a hot water system for the net-zero-energy Bridge House in Los Angeles.

Planned to integrate into the natural environment around it, the 4,500-square-foot home bridges 20 feet over a brook, giving it its moniker. In addition to its distinctive design, the home is net-zero energy and is intended to showcase innovative,

eco-friendly building systems. To contribute to the energy and system efficiency needed to obtain net-zero energy, Bosch Thermotechnology installed two Therm 940 ES outdoor tankless water heaters for hot water; two Inverter Ducted Split (IDS) air-source heat pumps for heating and cooling; and two Bosch Connected Control thermostats to control the IDS units.

In addition to Bosch Thermotechnology, Dan Brunn Architecture sought technologies and products from other Bosch divisions, including Bosch Home Appliances, Bosch Automotive Service Solutions, and Bosch Security and Safety Systems.

"Having partnered with Dan Brunn Architecture on prior projects, Bosch was proud to provide a full line of residential systems for the Bridge House, including HVAC, home security, kitchen appliances and an electric vehicle charging station," said Shilai Xie, manager of product management at Bosch Thermotechnology. "It's an honor to contribute our energy-efficient solutions to such an innovative and sustainable project and help the Bridge House achieve its green building vision."

Located in the neighborhood of Hancock Park, the cedar-clad, single-story Bridge House's design is a nod to California's Mid-Century Modern architectural style, with a rectilinear shape accented by grand glass doors and windows. Upon its completion in January 2019, Bridge House will be a venue for social and educational events.

MTI
miami tech inc.
INDUSTRY LEADERS. MANUFACTURING EXPERTS.

Since 1987, Miami Tech has manufactured over 17,000 different products and components. As HVAC industry leaders, our commitment to quality and service is at the heart of our company.

Fire Dampers

UL-Rated Fire Dampers



Condensing Unit Stands

The New Standard in Condenser Stands



Roofing Products

Roof Vents, Line Jacks, & More



TOLL FREE: (800) 339-2290

WWW.MIAMITECH.COM

ORDERS@MIAMITECH.COM

Carrier Introduces Two New AIG Labor Warranty Integration Programs

INDIANAPOLIS, Dec. 12, 2018 – Carrier is working with American International Group, Inc. (AIG), a global insurance organization, to offer two new labor warranties as part of product registration. By offering the labor warranties during the product registration process, it eliminates time-consuming, excess administration for dealers.

Two warranty options are being offered to dealers. The Select enhancement will ease the amount of time, clicks and data entry for dealers as the labor warranty purchase is now integrated with the product registration process. A call-to-action will prompt the dealer to add labor coverage through an intuitive portal where product and consumer information will be automatically populated from the data entered into the product registration site. With this option, customers can also add the labor warranty themselves with just three clicks. Or, the ADVANTAGE enhancement is an option for dealers to include a pre-selected labor warranty to every registration systematically. A one-time online portal setup to determine what coverage level should be automatically applied will eliminate nearly all of the administrative tasks associated with the labor warranty purchase.

“Carrier is proud to be working with an industry leader like AIG in order to offer these two beneficial programs,” said Becca Lewis, manager, Programs and Analytics, Carrier Residential. “With Select and ADVANTAGE, dealers can choose the labor warranty purchasing option that is best-suited to their business and have peace of mind that this will save them significant time during the purchase process.”

“The Select and ADVANTAGE purchase paths provide an innovative solution to drastically reduce the administrative work required to process warranties,” said Billy Leonard, vice president, HVAC Division, AIG Warranty. “With either a few clicks required to complete an order through the Select purchase path or by eliminating all upfront processing through the ADVANTAGE purchase path, dealers will see significant improvements in their overall experience. Carrier has always been viewed as an industry leader in our market, so it was natural that AIG targeted Carrier to be among the first movers for our new product.”

Carrier Introduces Innovative EcoBlue™ Technology Featuring Industry-First Beltless Indoor Fan System in RTUs

CHARLOTTE, NC, DEC. 20, 2018 — Carrier is pleased to introduce innovative new EcoBlue™ Technology to select models of its WeatherMaker® and WeatherMaster® rooftop units (RTUs). EcoBlue Technology has been designed to improve performance and efficiency while decreasing maintenance and installation costs. Most notable of EcoBlue Technology's many features is the exclusive beltless direct-drive vane axial fan system -- an industry first for rooftop units. This patent-pending technology replaces traditional belts and pulleys with a simpler, more compact design, all with 75 percent fewer moving parts. The outdoor fan system's high-density composite blade fan is also an exclusive design. Other technological advances that differentiate these units include: a new control board and coil technology, increased factory options and a tool-less filter access door.

Building occupants will benefit from greater comfort control with new comfort cooling staging logic, while owners will recognize improved performance and efficiency resulting in reduced operating costs.”

Though efficiency ratings vary per model, Weather Series Units with EcoBlue Technology are up to 60 percent more efficient than RTUs of 17 years ago, which ensures lower operating costs while increasing the opportunity for utility rebate incentives.

Additionally, to make unit set up and service simpler, a new unit control board offers dedicated indoor fan setup with a large field wiring terminal connection, an intuitive speed dial and switch operation. In addition, optional SystemVu™ controls bring the benefits of smarter diagnostics by providing ongoing, real-time information to help ensure the efficient operation and optimum performance of the unit.

Save The Date!

A&R Supply Invites You To Our Mini-Split Trainings!

ComfortStar® UNIVERSITY

NATE

20th Anniversary

CERTIFYING THE FINEST IN HVAC

AR SUPPLY

Air Conditioning & Refrigeration

2019 ComfortStar University Training Course

Ductless Mini-Splits, Light Commercial, and Multi-Zone Systems

REGISTER NOW! Must register at least 48 hours in advance

Each attendee will receive a \$25.00 store credit to spend at A&R Supply!

Please contact your local ComfortStar® Authorized Distributor for more information.

This course qualifies for 3 Credit Hours for NATE certified technicians for the following Associated Specialties:

Air Distribution Installation

Air Distribution Service

Air Conditioning Service

Air to Air Heat Pump Installation

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

NEW

COMFORTSTAR DUCTLESS LINE UP - 1.15 HOURS

AR SUPPLY

Air Conditioning & Refrigeration

2650 NW 89 Court. Doral, FL 33172 305.471.4788

13405-9 SW 131st Steet, Miami, FL 33186 305.506.1980

2528 N Andrews Ave Extension, Pompano Beach, FL 33064 954.971.8804

Carrier Introduces Puron Advance™: The Next Generation Refrigerant for Ducted Residential, Light Commercial Products in North America

INDIANAPOLIS, Dec. 19, 2018 – Keeping with its long history of leading environmental responsibility, Carrier has once again taken a leadership role in offering the refrigerant of the future. After extensive tests and evaluation, Carrier has identified R-454B, to be known commercially as Puron Advance™, as its primary lower Global Warming Potential (GWP) solution to replace R-410A in all of its ducted residential and light commercial packaged solutions sold in North America. The new refrigerant, to be offered in these Carrier products beginning in 2023, is expected to surpass the requirements of anticipated future regulations.

Carrier will select the best-suited refrigerant for other applications as the need arises. Carrier's HVAC business, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies and a unit of United Technologies Corp.

Carrier has been working with The Chemours Company, a global leader in fluorochemicals and refrigerant technology, who will produce and distribute the new refrigerant in North America. With a GWP of 466 – one-fifth that of R-410A – Puron Advance refrigerant was selected as the best solution to minimize environmental impact and energy use, while improving performance, safety, and longevity, based on the United Nations Montreal Protocol Kigali Agreement phase down plan for HFCs.

Carrier has worked closely with regulators and research groups to develop standards, codes and regulations that will help ensure the safe use of R-454B. "Carrier is committed to the environment by providing efficient, responsible solutions to its customers. The move to Puron Advance refrigerant is the next logical step in the evolution of our industry," said Matthew Pine, president, Residential HVAC, Carrier. "We carefully studied all alternatives and chose the most viable refrigerant with the lowest environmental impact for this product category. Innovation and technological advancement are in our DNA and we will continue to lead the way with the evolution of refrigerants of the future."

Chemours was integral to the development of R-454B. "We designed R-454B to bring the optimal balance of performance, safety and sustainability to our customers and the market in the face of upcoming regulations," said Diego Boeri, vice-president, Chemours Fluorochemicals. "It's exciting to see Carrier, with their history of market innovation, embrace R-454B as its long-term solution for North America as the industry prepares to move away from R-410A."

For more information, please visit <https://www.carrier.com/residential/en/us/> or visit www.carrier.com and follow @Carrier on Twitter.





Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install

Always get the best!

Sold at your local distributor!
If not, call:
(704) 892-5399 or
www.attictent.com

THE WORLD'S LARGEST HVACR MARKETPLACE



2019
AHR EXPO
Atlanta
GEORGIA WORLD CONGRESS CENTER
JAN 14-16

CO-SPONSORS
ASHRAE AHR

JOIN WHVACR @ AHR EXPO!
Exhibit Hall B - Booth # B3980
www.WomenInHVACR.org

WOMEN IN HVACR
Networking. Education. Mentoring.

Women In HVACR Meet & Greet
Tuesday - January 15, 2019
6:30-8:30pm
McCormick & Schmick's
190 Marietta Street
One CNN Center
Atlanta, GA 30303



LIVE THE DREAM IN THE FABULOUS FLORIDA KEYS!



This is your chance to own one of the most reputable and profitable Air Conditioning/Refrigeration businesses in the Keys. Located in Big Pine Key and in business over 20 years this locally owned family run business is one of the best in the Keys. Fantastic highway exposure, 5 business vehicles, inventory and clientele included with this sale. Exclusive Carrier dealer. Building is divided into three units with three half bathrooms. Use them all or lease out part of it. Large lot with ample parking and room for storage. Do not miss out on this rare opportunity. Listing agent is related to owners.

RONDA THRELKELD, REALTOR CBSREC
305.240.1410 Keysplaces@hotmail.com
www.keysplaces.com

Precision Touch Screen Manometer Released by MRU Instruments



Humble, TX – November, 2018 – MRU Instruments announces the release of the new DM 9600 Series Precision Manometers with color touch screen display, replacing their DM9200 Manometers. The multi-function DM9600 Series Manometers are designed with technicians in mind to provide a lot of data quickly and easily for their start-up, trouble-shooting, and reporting jobs for measuring pressure, temperature, flow, plus other parameters. Five different ranges are available from $\pm 30''$ H₂O to ± 100 psi. The low-pressure version is ideally suited for HVAC/R and Home Performance professionals. Whereas the high-pressure versions can be utilized in wide variety of industrial applications. Key features include 0.5% accuracy, flow calculations, dual thermocouple plus AUX input, and outputs of micro SD card, USB, and Bluetooth communications. Users will additionally appreciate the conveniences of a magnetic back for hands-free use and the 20-hour, long-life Lithium battery. Considering the performance, versatility and value, the DM 9600 Precision Manometer is the clear choice for testing professionals.

YORK® Introduces New, Energy Efficient 25-50 Ton Rooftop Units

MILWAUKEE – (December 12, 2018) – The YORK® brand of Johnson Controls has launched a series of new rooftop units designed for easier installation and simplified service. The new SunPremier™ 25-50 ton rooftop units deliver superior standard efficiency levels while reducing operational costs over the life of the unit.

"We've engineered this platform with our customers in mind," said Rick Schnarr, vice president of sales, Commercial and Applied Ducted Systems, Johnson Controls. "Industry-leading efficiencies are paired with dynamic feature options to decrease installation, maintenance and operating costs. It is all a part of our goal to provide performance confidence and value to our customers."

SunPremier was engineered for ease of serviceability, with features including extended grease lines, accessible connections, service ports and lights, coil-cleaning hatches and much more. For each available tonnage, the platform complies with stringent Department of Energy (DOE) 2023 energy efficiency standards. Additional options are available for each tonnage to meet the Consortium for Energy Efficiency (CEE) 2019 highest tier ratings. This translates into significant cost-savings over the life of the rooftop unit.

The Smart Equipment-enabled units feature start-up wizards and an array of user-adaptable parameters to help expedite start-up and commissioning. The system offers complete control across all available rooftop units and integrates with other control systems and interfaces, including zone controllers and building management systems such as Verasys®.

SunPremier rooftop units streamline the design process with integrated system selection tools, easily accessible building information modeling (BIM) files, improved submittals and simplified specification. Additional flexibility is provided on high-performance base models through the most complete range of factory options, including various airflow path configurations, indoor environmental quality options and modulating options for improved comfort.

Other features include:

- Navigator® product service app enabling on-demand access to unit-specific details, technical literature and a direct connection to technical support via a unique QR code on each rooftop unit (available spring 2019)
- Optional Mobile Access Portal (MAP) provides remote monitoring capability for fewer trips to the job site or rooftop to diagnose issues
- Design, engineering and assembly in the state-of-the-art Johnson Controls Rooftop Center for Excellence in Norman, Oklahoma

"SunPremier delivers convenience and durability at each phase of building management," said Matthew Shaub, vice president of strategy, Commercial and Applied Ducted Systems, Johnson Controls. "The platform options provide easy and intuitive capabilities at installation and service points to allow for efficient, reliable results long-term."

SunPremier rooftop units will be supported with industry-leading lead times, and coming soon, even faster rapid-ship availability. They are backed by industry-leading warranties: standard 1-year parts warranty and either a 6-month or 1-year promotional labor warranty, which is standard for authorized contractors. For more information on SunPremier rooftop units, visit YORK.com/SunPremier.



Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigerant Line Sizing and free links to **EnergyGauge**, **EnergyPro**, **ResCheck**, and **REM/Rate** software.



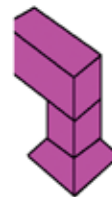
New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**

\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



- Unlimited Free Phone & Email Support
- Manual & Graphic Data Entry Options
- Displays Psychrometric Chart
- Unlimited Cloud Project Storage
- Equipment Data - All Manufacturers



800-648-9523

Download free demos

www.elitesoft.com





Keep Up-to-Date with

myNATE

Track certifications, CE hours, C3 listings, or update your information anytime at the MyNATE portal.

Toll Free: 877-420-6283 (NATE) asknate@natex.org

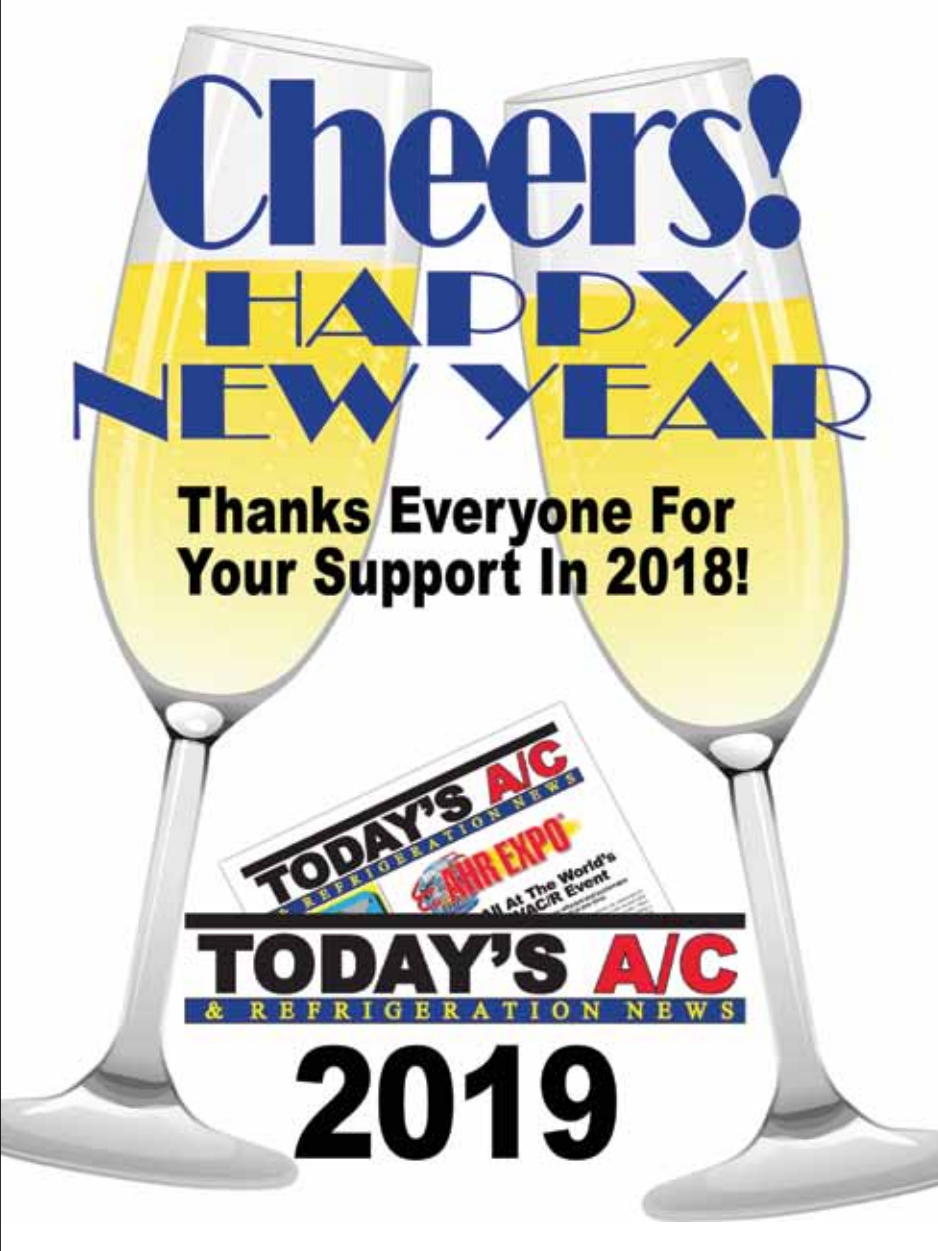
Cheers!

HAPPY NEW YEAR

Thanks Everyone For Your Support In 2018!

TODAY'S A/C & REFRIGERATION NEWS

2019



EXPERIENCE EVERYTHING NEW IN HVACR

ALL IN ONE PLACE

- ▶ 2,100+ Exhibitors | 60,000+ Industry Professionals
- ▶ Held Alongside ASHRAE Winter Conference
- ▶ Hundreds of New Product Demonstrations
- ▶ Robust Training and Education Program



AHREXPO®
Atlanta JAN 14-16 • 2019
GEORGIA WORLD CONGRESS CENTER

FREE REGISTRATION at AHREXPO.COM

CO-SPONSORS  

QUALIFIER IN SOUTH FLORIDA MARKET AREA

Two Class "A" Florida State Air Conditioning licenses. Will qualify two companies in Southeast Florida. Please call Sam at 754-264-6311 for more information.



STORE MANAGER

York / Source 1 HVAC Supply Store, Pompano Beach FL

This position at our largest store in Florida is responsible for supporting regional operational activities and overseeing all aspects of a store location including: store sales and customer support, order administration, inventory management, warehousing, employee development & training and showroom appearance and promotion. Please apply on Johnson Controls website or LinkedIn.



TERRITORY ACCOUNT MANAGER

Oldach HVAC Corporation Orlando, Florida Area

The ultimate goal of this role is to establish & develop new & current client relationships and to be able to acquire and maintain a strong customer base to increase sales in a designated territory. The Territory Account Manager should develop sales of HVAC residential and commercial products to dealers/contractor, including its marketing support, in conjunction with our established wholesale HVAC distributorship and current marketing efforts. Please apply on LinkedIn. Google Search LinkedIn Oldach Jobs

BLACKS SUPPLY POSITIONS AVAILABLE

Central Florida HVAC Distributor accepting applications for several positions that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: tracy@blackssupply.com

Advertisers in this Issue

AHR EXPO Atlanta	B18
Arkema Forane 427A	B9
ATTIC TENT	B16
Baker FCS	8
Building Science Seminar	22
Blacks Supply	B19
Elite Software	B17
Fantech / Economic Electric	B2
FRACCA Conference	20
Fresh-Aire UV	B6
Gemaire / Bosch	24
General Filters	20
Goodman Distribution	19
GREE Mini Splits	B5
hilmor / Diversitech	9
Johnstone Supply / Florida	B20
Johnstone Supply / Ware Group	2
Miami Tech	B14
Mueller Streamline	11
NATE	B17
Oldach	B12
Panasonic Ventilation	14
PBACCA Air Show	B4
RCD Corporation	22
Refricenter	23
RGF Environmental	21
Robinair	16
Saez Distributors	15
Source 1 / York	7
Spectrolite / AR GLOW 5	10
Testo	5
The Metal Shop	3
Trane North Florida	B11
Tropic Supply	B1
Uniweld Products	6
Women In HVACR	B16

TODAY'S A/C NEWS

January 2019
Volume 30 / Number 6
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)

by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170

Ph: 954-674-1580 / FAX 866-320-2773
E-mail: jeff@todays-ac.com

Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

POSTMASTER:
Send address changes to
Today's A/C & Refrigeration News
P0. Box 451821,
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher
Copyright © 1988-2019 in series
Today's A/C & Refrigeration News

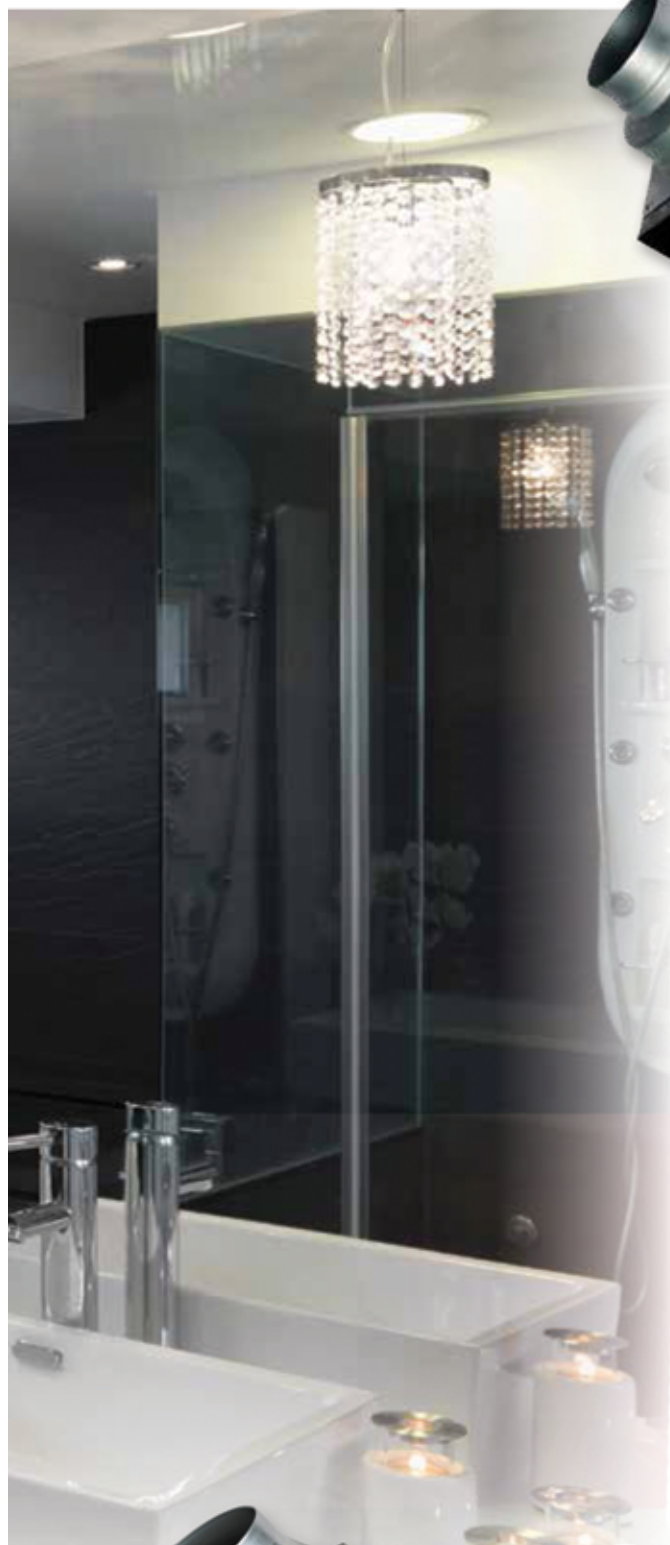
Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

The publisher of Today's A/C & Refrigeration News does not assume responsibility of statements made by advertisers, or press releases, and reports opinions expressed by suppliers, wholesalers, manufacturers and contractors as quoted. This newspaper may contain forward-looking statements by manufacturers, advertisers and public relations firms. They are believed to be within the meaning of Section 27a of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Although the Today's AC News believes that the expectations reflected in such forward-looking statements are reasonable, it can provide no assurance results will meet or exceed such expectations due to factors that include, but are not limited to, risks associated with market conditions, new products, and risks associated with rapid technological change. All brand names mentioned are trademarks of their respective owners. Reprinting or other duplication of any material or articles within the publication or on our Web site is not permitted without written permission of the publisher.

For advertising sales contact:
Jeff Schlichenmeyer 954-674-1580
jeff@todays-ac.com

Happy New Year!

Panasonic



WhisperRecessed LED™
VENTILATION FAN

- ENERGY STAR rated architectural grade recessed fan/LED light
- Quiet, energy efficient and powerful 80 CFM ventilation hidden above the ceiling
- Includes (1) replaceable 14W, ENERGY STAR rated, GU24 base LED lamp
- Beautiful lighting with 6-1/2" aperture and advanced luminaire design
- LED lamp is dimmable
- Adjustable lamp positioning and deeper regression reduces glare

WhisperGreenSelect™
VENTILATION FAN



- Customizable, all-in-one fan and fan/LED light combinations
- Pick-A-Flow speed selector – one fan, you choose the CFM
- Unique Plug 'N Play modules provide up to three value-added features
- Revolutionary DC motor with SmartFlow™ technology ensures optimal CFM output
- Replaceable, GU24 base LED lamps provide warm, energy efficient illumination
- Flex-Z Fast™ bracket provides flexible, fast and easy installation
- Can be used to comply with ASHRAE 62.2, LEED, CALGreen and ENERGY STAR for Homes 3.0

WhisperValue® DC™
VENTILATION FAN



- Revolutionary DC motor with SmartFlow™ technology for optimum CFM output
- Pick-A-Flow™ Speed Selector – one fan, you choose the CFM (50, 80 or 100 CFM)
- WhisperValue DC fans - ASHRAE 62.2 Timing Function or Condensation Control options
- Ideal for residential construction (Single & Multi-Family) and Manufactured Homes
- 3-3/8" Housing Depth – lowest profile ENERGY STAR® fan available – fits anywhere!
- Unique L-Shaped bracket simplifies installation and provides strong support
- UL approved for ceiling or wall mount (actually fits in a 2 x 4 stud wall)
- Wall Installation reduces cost by eliminating the need to incorporate a radiation damper when penetrating fire rated ceilings, making it ideal for Multi-Family applications
- Engineered to comply with ENERGY STAR® 4.0 requirement for increased efficiency

Visit **BLACKS SUPPLY** today!.....We are your source for Panasonic Ventilation Products!

BLACKS SUPPLY

Blacks Supply
1206 W. Pine Street
Orlando
407-422-0181

Blacks Supply
310 W. Badger Ave.
Eustis
352-589-8884

Blacks Supply
1015 Thomas Ave.
Leesburg
352-360-0050

Blacks Supply
2231 Forsyth Rd.
East Orlando
407-678-0377

COUNTER INTELLIGENCE.



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



Johnstone Supply Ware Group Ocala
David McCurdy, Greg Osborn, Jim Hanley,
Dana Papa, James Gamble



Johnstone Supply Ware Group Jacksonville Downtown
Rocky Losco, Chad Worton, Tony Hoffman,
Ryan Henderson, Gina Lore, Charlton Parks



Johnstone Supply Ware Group Melbourne
Tim Gift, Mark Bybee, Chris Dill, Jeff Dahl

Counter Intelligence to Meet Your Needs!

- **You need products** – we have over 50,000 at our fingertips
- **You have questions** – our knowledgeable staff have the answers
- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

We make it easy for you! Visit www.johnstonesupply.com or give us a call for information or to receive our 2,000 page catalog



Jacksonville [904] 354-0282
Jacksonville South [904] 641-2282
Gainesville [352] 378 2430
Ocala [352] 873-4443
Melbourne [321] 676-4177
Naples [239] 643-3446
Boynton Beach [561] 572-2507
Orlando [407] 849-0573
Port Richey [727]-817-0248
Ft. Lauderdale [954] 971-9350
West Palm Beach [561] 689-3366

Dania Beach [954] 921-8070
Fort Myers [239] 275-3533
Miami [305] 917-0900
Ft. Pierce [772] 468-0211
Tallahassee [850] 576-5922
Clearwater [727] 561-9309
Panama City Beach (850) 235-8050
Boca Raton (561) 869-0212
Sanford (407) 324-8003
Lakeland (863) 665-4045

Sarasota (941) 753-8491
Cape Coral (239) 242-8796
Kendall (786) 249-4828
Miami Lakes (786) 476-7340
Stuart (772) 781-0102
Cutler Ridge (786) 430-0777
Doral (305) 592-8605
Daytona Beach (386) 265-6400
Pensacola (850) 436-2008
Ft Walton Beach (850) 362-6880
Brandon (813) 424-3180