

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



SFACA February Program Meeting, Board Installation & Awards (see page B8)



**Baker Distributing Hosts Open House** in Pompano (see page B4)



2019 FRACCA Education Conference at the Florida Hotel in Orlando (see pages B14-B15)



Johnstone Supply Ware Group 2019 Amana Dealer Conference in Orlando (see pages 18-19)



York Source 1 Grand Re-Opening Celebration In Pompano Beach (see page B12)

## **Ductless Products Focus Issue**

# **Ductless Products Provide** More Technology, More **Choices, and More Control!**



Publisher

Ductless products continue to gain popularity as a result of more technology, choices, and control. Multi-Zone, ductless minisplits are one the fastestgrowing product categories in today's HVAC market. As consumers catch on to the product's flexible installation options, en-

ergy efficiencies and attractive price, they continue to opt out of conventional, ducted equipment.

GREE unveiled their new Ultra Heat Multi Zone product at the AHR EXPO in Atlanta. It was the per-

fect opportunity - and venue - to showcase their new Ultra Heat Multi-zone product line.

"We are so proud of The Ultra Heat Multi-zone and its innovative technology,"

said Fernando Xie, Gree President Assistant. "We designed The Ultra Heat to stabilize the heat and air conditioning it produces, and to produce it more efficiently. Gree's intention for this technology is to be used in large scale buildings such as hotels and sports arenas and on a small-scale level like homes and small businesses."

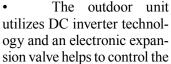
The Triple-cylinder Two-stage Rotary Compressor Technology is what guides the super-efficient heating element and pretty much solves inadequate heating and cooling issues due to environmental and mechanical interference.

It's easy to adjust the temperature on an air conditioner or heater, but the heat must be produced and distributed through the system properly for superior efficiency and accuracy. That's where the triple-cylinder two-stage rotary compressor technology comes into play and is huge for areas of our country that sustain severe cold weather.

To help explain how the mechanism works, below are a few highlights:

• The system is composed of an outdoor unit and

several indoor units which work together to regulate heat and cool air.



amount of refrigerant circulating in the compressor which in turn helps to control the flow rate that enters into each heat/cool exchanger in the room.

Those two mechanisms make it possible for the HVAC to meet the cooling and heating load demand in the room and make indoor temperature control more accurate.

go to page 12

# **29th Annual PBACCA Air Show** is the Largest Air Conditioning **Trade Show in South Florida**

It is that time of year again. Plan on attending the "PBACCA 2019 Air Show". This Air Show is the largest in South Florida, and is always very well attended by both venders, technicians,

installers, owners, etc..

This year, PBACCA has added imbing and Electrical to the show. Come see the latest in computer software, internet services (Via Apps), the newest equipment, fleet vehicles, communications, tools and newest gadgets of the trade!

Exhibitors and attendees come from all around the country to participate in this Air Show.

> The Palm Beach Air Show 2019 is being held on Tuesday, March A/C & Refrigeration News.

5th at the South Florida Fair Grounds Expo Center, 9067 Southern Blvd in West Palm Beach. The Show starts at 5:00 and ends at 8:30. The Parking is Free

and there will be food and refreshments available at the concession stand.

Carrier will be donating a 55" T.V. for the Grand Prize this year. PBACCA will also be giving away many great door prizes throughout the entire eve-

"The PBACCA 2019 Airshow is shaping out to be the Best One Yet!" said David Hutchison, PBACCA President. "I'm looking forward to seeing everyone there!"

Watch for the Air Show 2019 recap

Conditioning Contractors Association Air that will be featured in the April issue of Today's

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### 8 BIG EVENTS!

Lunch Served 11am - 1pm



## **Training Opportunities**

Come early, stay late, OR BOTH and take advantage of training opportunities being held at Open House. You must register in advance online or with your local branch manager to attend. Visit JohnstoneWareGroup.com/OpenHouse to register or get additional information.

### **Over 30 Vendor Representatives**

Visit with our many Vendor Reps as they highllight **New Products**, perform **Demonstrations**, discuss **Industry Trends** and provide resources.

## **Terrific Door Prizes & Give-aways**

We'll greet you with a bag of goodies the minute you arrive. Many of our vendors will have samples, information and useful items. And remember to register to win one of our super door prizes, big screen TVs, Go-Pro or Fitbit!

## **Enjoy a Delicious BBQ Lunch**

For more than 20 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.





Visit www.JohnstoneWareGroup.com/OpenHouse to pre-register & avoid delays!

2019 Ware Group

## **Your Overhead And Net Profit Questions Answered**

#### **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.

Over the past few weeks I have gotten several questions about pricing, overhead cost per hour, and net profit per hour. Here are the questions and answers.

How is the Net Profit Per Hour Pricing different from the 1 minus the gross margin pricing method? Why should I care?

1 minus the gross margin pricing methodology only looks at direct costs. It totally ignores what your overhead costs are. To really price properly, you have to take your overhead costs into consideration. Pricing by the net profit per hour method does this. The only true way to know what you earn on a job is to consider the overhead of that job. Net profit per hour pricing does this.

What is overhead cost per hour? How do I calculate it?

Overhead cost per hour is the piece of overhead that you have to add to each billable hour to break even. It is calculated by taking your total overhead cost divided by your billable hours. It can be departmentalized. The service department's overhead cost per hour is generally higher than the installation department's overhead cost per hour.

Generally this number is calculated once a year or at most every six months. Overhead cost per hour can change monthly based on the number of billable hours in that month. In slower months, you will have a higher overhead cost per hour because you have less billable hours. In busier months, the overhead cost per hour will be lower because you have more billable hours. It's best to take a year average to determine the overhead cost per hour for the company or for each department.

What is a billable hour?

A billable hour is an hour of labor that you can charge a customer for. These hours do not include vacation, holidays, sick days, training hours, or any other hour that you pay an employee that you cannot bill to a customer.

Travel time to a job should be included in billable hours. Jobs should include travel time. Flat rate service pricing should include 30 minutes of travel time as long as you can reach most customers within 30 minutes.

What's a good overhead cost per hour?

The more field personnel you have the lower the overhead cost per hour. You spread overhead costs among more field personnel. Generally smaller companies have higher overhead costs per hour than larger companies.

Aim for these overhead costs per hour:

- Service: Under \$40/hr
- Replacement: Under \$30/hr
- New Construction: Under \$20 per hour

What is a good net profit per hour?

There is no right or wrong answer to this question. It is totally what you want to earn as an owner. I'd suggest you start by calculating your net profit per hour that you earned last year. Take your net operating profit (before bonuses and taxes) and divide it by the total number of billable hours. That was your net profit per hour last year. If you don't like the answer, then you can do something about it and aim to raise it this year. Generally that is done by decreasing unbillable hours and/or increasing pricing.

Does net profit per hour vary by the type of job? It can. High material jobs can earn a much higher net profit per hour than high labor jobs. For commercial work, it is normal for high material/equipment jobs to have a net profit per hour of over \$500 per hour. For labor intensive jobs, I've seen net profits per hour as low as \$25 per hour. I've seen net profits per hour over \$1,000 for very high material jobs. You also might want higher net profits per hour for higher efficiency systems.

Next Topic: An installer ran out of duct tape during the installation of a job. He went to his truck. He couldn't find a roll of duct tape. So, he came back to the office. No duct tape in the warehouse. He went to the supply house and purchased a roll of duct tape. Then he went back to the customer's home to finish the job. Unbelievable, but true.

We calculated how much this roll of duct tape actually cost the company: Stop work. Look in his truck. Travel back to the office: 45 minutes. Search the warehouse for a roll of duct tape and visiting with the office personnel: 15 minutes. Travel to the supply house: 30 minutes. Get roll of duct tape at the supply house (and of course check out the latest tools): 30 minutes. Travel back to the job: 30 minutes. Total travel time: 2 hours and 30 minutes. The installer's hourly wage is \$23/hr. Overhead cost per hour is \$28 per hour. Direct cost for the duct tape trip = 51\*2.5 = \$127.50

Then he lost 2.5 hours of productivity on the job. The job went into overtime because of the duct tape trip. So, the company had to pay an extra 2 hours of overtime to complete the job that day and get the customer air conditioning in her home:

Additional job cost:

Overtime wage is \$34.50. Overhead cost still is

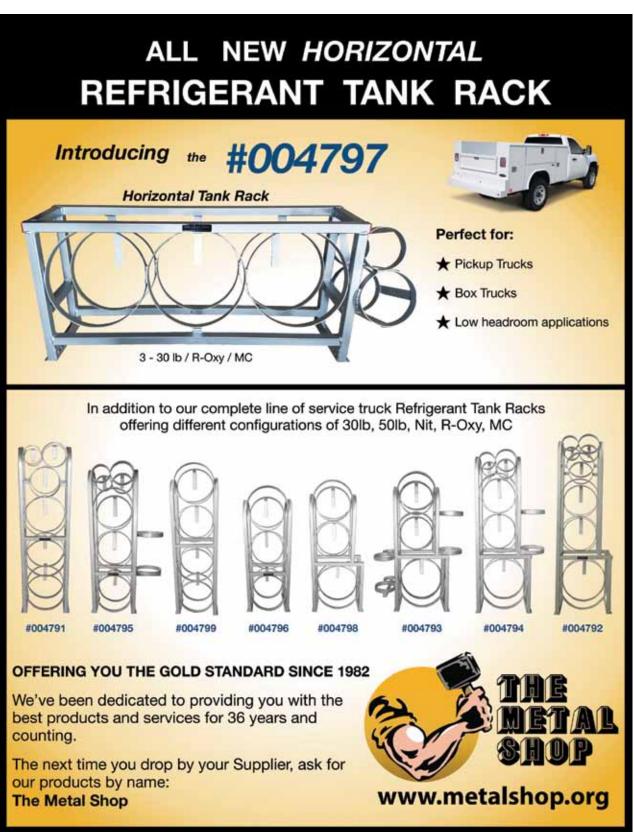
\$28 per hour. Overtime cost for the duct tape trip: 62.5 \*2 = \$125. Total cost for the duct tape = \$127.5 + \$125

You might argue that the overtime overhead per hour is slightly less. However, there still is overhead cost for those hours. The point is that it's expensive not to have vital truck materials on a truck.

And, before you say "That could never happen to us:" How many times does a service technician or parts runner (granted at lesser cost) run to the supply house to pick up a filter? I've seen many invoices from Ace Hardware, Home Depot, etc. for less than \$5. How much did those trips really cost?

Warehouse personnel/parts runners are critical to productivity: Companies with as few as four field employees can justify a part time warehouse person/parts runner. It is his or her responsibility to make sure that the field personnel have all of the consumable materials on their trucks at all times. (Email me (ruthking@) hvacchannel.tv) if you'd like a consumables list).

A parts runner should bring any needed parts or materials to the job or the technician. Using parts runners keeps field employees working whenever possible. Don't let a \$6 roll of duct tape cost your company over \$250!



#### HARDI Distributors Report 3.6 Percent Revenue Increase in December

COLUMBUS, Ohio, February 1, 2019— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales for HARDI distributor members increased by 3.6 percent in December 2018. The average annualized growth for the 12 months through December 2018 is 11.4 percent.

"Furnace season is off to a great start with sales growth of 21.7% in October and then 12.2% in November," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The modest growth this month was enough to push the annual growth rate to a new peak rate of 11.4 percent."

"December marked a strong finish to a historically strong year for HARDI members," said HARDI Economist Paul Hallmann. "While economic headwinds should create some softness in 2019, strength in the labor market and a cautious FED are encouraging."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now 46 days. "The DSO looked a little high last month after the busy start to the heating season," said Loftus. "We are now back to the median point of the past few December reports."

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

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

# LG Air Conditioning Technologies Joins Baker Distributing's 2019 NASCAR Sponsorship

DAYTONA BEACH, Fla., Feb. 15 – LG Electronics USA Air Conditioning Technologies, in conjunction with nationwide HVAC distributor Baker Distributing Company, is supporting winning race car driver Gus Dean and Young's Motorsports for the NASCAR Gander Outdoors Truck Series 2019 season.

The collaboration kicks off with the season-opening NextEra Energy Resources 250 at Daytona International Speedway on Feb. 15. LG Air Conditioning Technologies will support Dean in a primary role for eight races – with LG branding included on trucks, equipment, uniforms and promotional items, while serving as an associate partner for the remaining 15 races of the season.

"By supporting Gus and the Young's Motorsports

team during the 2019 NASCAR Truck Series, LG and Baker are forging a new path together on the race track," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. alliance marks the next evolution in an already successful collaboration between two companies that are dedicated to bringing award-winning solutions to the HVAC industry."

Dean, a native of Bluffton, S.C., is a twotime winner of the ARCA (Automobile Racing Club

of America) Racing Series. For the 2019 NASCAR Gander Outdoors Truck Series, he is joining Young's Motorsports full-time to compete for Rookie of the Year honors in the No. 12 Chevrolet Silverado. 2018

ARCA championship crew chief Jeff Stankiewicz will lead the team's efforts this season. "The NASCAR truck series is the ideal vehicle, so to speak, for LG to engage with our HVAC customers, installers and distributors," McNamara said. In conjunction with Baker Distributing's NASCAR sponsorship, LG Air Conditioning Technologies will have a primary support role in these 2019 races:

- Daytona Int'l Speedway, Daytona Bch, Feb. 15
- Atlanta Motor Speedway, Atlanta, Feb. 23
- Charlotte Motor Speedway, Charlotte, May 17
- Bristol Motor Speedway, Bristol, Tenn., Aug. 15
- Las Vegas Motor Speedway, Las Vegas, Sept. 13
- Talladega Superspeedway, Talladega, Oct. 12
- ISM Raceway, Avondale, Ariz., Nov. 8
- Homestead-Miami Speedway, Miami, Nov. 15

"LG leads the industry with innovative technology and flexible connectivity solutions, and we are proud to collaborate with them on award-winning solutions for our customers," said Baker Distributing President Matt Roth. "Building on our long-standing relationship with Gus Dean, we look forward to introducing our valued partner LG to the NASCAR circuit this season."

The NASCAR Gander Outdoors Truck Series (formerly the NASCAR Camping World Tuck Series) is one of three national divisions

of NASCAR, along with the Xfinity NASCAR series and Monster Energy NASCAR Cup Series. For more information on LG's complete portfolio of air conditioning systems visit lghvac.com.



In conjunction with Baker Distributing's NASCAR sponsorship, LG Electronics USA Air Conditioning Technologies will have a primary support role in select 2019 races. (LtoR) Matt Roth, Baker Distributing President, and Kevin McNamara, LG Electronics USA Senior Vice President.







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# In Memory of Alan Walter Negele 1967-2019



Alan Walter Negele

We are deeply saddened to announce the recent passing of Alan Negele. He was born on June 16th, 1967. Alan passed unexpectanly on February 24th, 2019 at his home. He is survived by his wife Christina, his daughter Eliana, and his mother Sharon Negele.

Alan was a long term employee of Johnstone Supply. He first join the Goble group in 1988, and continued onboard when the Ware Group acquired Southeast Parts in 2016. As an Operational Coordinator at the Ware Group, Alan dedicated his time and energy to assisting the South Florida branches in many capacities - including operating as an interim Branch Manager and Inside Sales Representative, assisting with inventory and Branch moves, providing facility maintenance, and supporting a multitude of special projects.

A Celebration Service was held in honor of Alan's life, at Plenitud Funeral Home in Pembroke Pines on Friday March 1st, from 5-9pm. Alan will be greatly missed!



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# Balanced Air Installs Donated YORK® HVAC System In Mortgage-Free Home Gifted to a U.S. Military Veteran

Milwaukee, WI – (February 19, 2019) – Balanced Air partnered with other local contractors and Building Homes for Heroes during a Welcome Home ceremony in Parrish Fla. for USA Sergeant First Class Andrew Gonzalez. Throughout his service, Gonzalez has suffered many injuries that have impacted his mobility. His injuries require specific modifications to his home in order to live safely and focus on his recovery.

To support Gonzalez, Johnson Controls donated a YORK® heating and cooling system with a Wi-Fi® capable YORK® touch-screen thermostat to better assist him with adjusting his home's

temperature without the need to get up. Balanced Air donated the HVAC installation services for the veteran's new home.

"Having the support of companies like Johnson Controls and Balanced Air gives us the opportunity to honor injured veterans with a mortgage-free home," said Chad Gottlieb, director of construction development, Building Homes for Heroes. "The customized amenities companies like Johnson Controls are

able to bring to these homes allows veterans to live their lives in greater comfort and dignity."

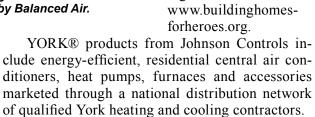
Building Homes for Heroes is a national organization that recognizes those who serve in the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and donate them, mortgage-free, to injured veterans nationwide.

"There is no greater honor than giving back to the veterans that have sacrificed for our country. We are proud to provide Sergeant First Class Andrew Gonzalez with a comfortable environment in his new home and the ability to adjust his thermostat remotely to accommodate his limited mobility," said Ben Shari, Vice President and General Manager, Balanced Air.

The YORK brand of Johnson Controls has been a proud sponsor of Building Homes for Heroes since 2014. The company has been recognized by US Veterans Magazine as a top veteran-friendly company. Johnson Controls is also committed to

hiring veterans and military spouses. Veteran employees are honored to design, engineer and assemble systems that help improve the lives of fellow veterans.

Building Homes for Heroes invites anyone wishing to volunteer or donate to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org. To learn more about Building Homes for Heroes www.buildinghomesforheroes.org.



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



USA Sergeant First Class Andrew Gonzalez received his mortgage-free home from Building Homes for Heroes in late 2018 featuring a donated YORK® HVAC system installed by Balanced Air.





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# **Frade Talk:**

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



# **Becoming a Winner**

We are living in the age of self-help gurus and to convince yourself to embrace change. motivational speakers. It seems that everywhere we go, people who have done nothing in our field are telling you us how to so it. Doesn't that drive you nuts?

People are more stressed and unbalanced than ever before. Many are experiencing cycles of frustration and failure instead of living the life of their dreams.

It is no big secret to overcoming adversity that champions know. If you want to experience a life of success, you must develop endurance to overcome adversity. That means having the stamina to stand through any storm that life brings your way, as well as the tenacity to triumph even in moments of great turbulence. You must be unshakeable even in moments of uncertainty.

Overcoming adversity doesn't have to be impossible. Your thoughts are essential; they frame the triumphs or tragedies of your life. Getting past adversity requires a change in your belief about challenges. It is not what happens to you, but how you respond to it that is important here.

You must realize that difficulty is not designed to derail you, but to develop you. A positive mindset is essential.

Excuses are the lies we tell ourselves when we're too afraid of the future. Whatever you tell your mind will become a self-fulfilling prophecy. If you don't achieve your dreams, it will be because you made the decision to be detained by excuses.

Excuses will always keep you in a limited place. Overcoming adversity is impossible when you're making excuses. You conquer excuses by having the courage to step out and do what seems impossible.

It takes more energy to live a life full of fear than to live one full of faith. To fear is to convince yourself to live in the walls you build yourself. To have faith is

You can either live in faith or live in fear; however, faith and fear cannot coexist. When your desire to overcome becomes greater than your fear, you'll overcome adversity naturally. Fear will always attempt to immobilize you, while faith is designed to energize you.

Over the past 40 years, I have seen 3 recessions and one depression. While some would lie down and let their dreams float away, I knew that I could achieve mine. I felt the greatest urgency to get up and keep trying. If I would have just given up in my disappointment, I would have never lived the life of my dreams.

Trials will occur in life, but endurance requires you to never stop trying. Trials are one of the greatest teaching tools of life. I am so glad that I bounced back. I learned in that moment that my response to difficulty will determine whether or not I realize my dreams. Never become defined by the insurmountable. Dare to do the impossible!

With every success, we are strengthened and empowered for greater victories. You cannot become enslaved by disappointments. You must realize that every disappointment is being engineered for your destiny.

Life can get us down, but we can pick ourselves back up. We must learn and not be limited by the experiences of our lives. We are strong, and we all have a dreamer inside of us. Anything is possible if we are willing to persevere.

Overcoming adversity is the secret of winners. Through having the right mindset, not making excuses or taking "no" for an answer, having faith, and being energized by success, you can overcome anything that life has to throw at you.

Until next time. Tommy Castellano

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#### **Certification Milestone** 300,000 Strong **And Growing**

HVAC Excellence is pleased to announce a major milestone, having surpassed 300,000 credentials issued and growing.

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The stimulus for nationally-recognized, HVACR industry testing arose from:

- Non-uniform, inconsistent grading practices used by HVACR educators and trainers.
- The need to establish nationally-recognized benchmarks for HVACR personal, at various stage in their careers (student, technician, & instructor), regardless of where they were trained.
- Employer tools to aide in hiring competent technicians.
- Consumers wanting assurance of a technician's competency.
- Manufacturers seeking to reduce warranty costs.
- The need for educators and trainers to have tools that validate the effectiveness of their training.

When employers look at a prospective employee, what do they see? They are ready to hire someone whose skills match the position available. HVAC Excellence offers the tools to match their skills to the positions available.

- Nationally-recognized, discipline-specific certifications that evaluate one's readiness, at each stage in their career (student, technician, instructor).
- Seventy plus portable and stackable credentials offered.
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# **ASHRAE President Sheila Hayter Tours Nortek Factory; Promotes** "Building Our New Energy Future" Campaign

ASHRAE looks to manufacturers for help planning and executing tomorrow's HVAC equipment and building energy efficiency to reach a net zero impact goal.

Oklahoma City, Okla. (Feb. 5, 2019) Touring state-of-the-art HVAC manufacturing facilities, such as Nortek Air Solutions' new multi-million dollar Nortek Oklahoma Coil Plant here on Feb. 5, is just one facet of 2018-2019 ASHRAE President Sheila Havter's campaign that is preparing building professionals for tomorrow's electric grid and energy efficiency challenges.

The U.S. electric grid infrastructure is more than 100 years old and its strained capacity will fall short of tomorrow's anticipated energy needs, according to Hayter. Therefore, ASHRAE is petitioning manufacturers, engineers and other HVAC industry members to design more sustainable equipment and buildings that will put less load on the nation's electric infrastructure. This will help transform the current one-way passive electric grid into a more active infrastructure that integrates Internet of Things (IoT), alternative energy and other technologies resulting in a goal of net zero and grid-interactive buildings. Hayter provided a synopsis of the aspiration's progress to more than 500 ASHRAE members attending the annual President's Luncheon held at the 2019 ASHRAE Winter Conference and AHR Expo-2019 last January where she outlined the association's "Building Our New Energy Future; What Buildings Professionals Need to Know About Changes Coming to our Energy Sector" campaign.

Hayter, Nortek CEO Bruno Biasiotta and local engineering students and professors toured the 80,000-square-foot plant that opened last summer. The facility demonstrates the St. Louis-based NAS' commitment to modernizing both manufacturing processes and the end-product copper coils used in its commercial HVAC products. ASHRAE hopes to educate building professionals and their clients on Distributed Energy Resources, because DSRs represent critical technologies and strategies through which buildings evolve from passive consumers to active partners with the grid, according to Hayter.

"I was impressed Nortek recognizes the industry's coming changes and is offering itself as a resource, while also providing knowledge and leadership to the building industry as it looks forward to discover new solutions for energy use," said Hayter, who is also a senior research advisor at the Department of Energy's, National Renewable Energy Laboratory (NREL), Golden, Colo.

Connecting with ASHRAE Chapters, such as inviting the ASHRAE's Central Oklahoma Chapter-Region VIII on the plant tour, is another facet of bringing the association's campaign to the grassroots level, according to Hayter who visited five international and 13 North American chapters during her first year as president last year.

Jeff Forman, president of the Central Oklahoma Chapter and partner of manufacturer's representative, Mechanical Sales Midwest Inc., Oklahoma City, helped organize the tour. The tour was also attended by chapter members and a dozen engineering students and three professors, Jie Cai, Ph.D., assistant professor, School of Aerospace and Mechanical Engineering, University of Oklahoma, Norman, Okla; and Christian K. Back, Ph.D., and Craig R. Bradshaw, Ph.D., both assistant professors, Mechanical & Aerospace Engineering, Oklahoma State University, Stillwater, Okla. Nortek's annual Golden Circle ASHRAE donations to the Central Oklahoma Chapter's local colleges, as well as four other North American chapters operating near its factories, helps fund HVAC research that might lead to a more efficient electric grid someday.

"Buildings, vehicles, IoT and alternative energy sources are converging to define a new energy future," said Biasiotta. "Working with ASHRAE, Nortek is invested in being a part of the solution in creating well buildings with net zero impact."

Nortek Air Solutions and its affiliated brands have over 300 years of combined experience in the HVAC industry. The company is an industry leader and trusted provider of custom air handling solutions and HVAC equipment for a wide range of applications – from education and office buildings, to healthcare facilities and operating rooms to data center and cleanrooms, to manufacturing facilities. Nortek Air Solutions builds and sells custom commercial solutions under the Governair®, Huntair®, Mammoth®, Temtrol®, Venmar<sup>TM</sup> and Ventrol® brands.



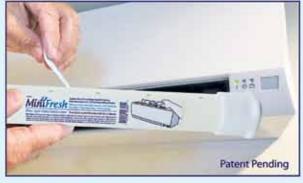
(left to right) Jeff Forman, president, ASHRAE Central Oklahoma Chapter, Oklahoma City, Okla.; Richard E. Doner, director of engineering-R&D/Testing, Nortek Air Solutions (NAS), Oklahoma City; Bruno Biasiotta, CEO, Nortek, St. Louis, Mo.; Sheila Hayter, president, ASHRAE; and Tony Heald, coil product manager, NAS, Oklahoma City; examine a coil header that's ready for factory-brazing at NAS' Oklahoma Coil Plant. Hayter toured the plant Feb. 5 as part of ASHRAE's campaign to connect manufacturers as resources for promoting the trade association's "Building Our New Energy Future" campaign.

# **NEW Mini Split Treatment**



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# Ductless Products Provide More Technology, More Choices, and More Control!

#### (continued from cover story)

- The results are a more comfortable heat/cool with low noise and little to no need to adjust the controls
- Because the pumps and controls in the Ultra Heat Multi-zone are so effective, benefits include low standby energy consumption, energy-savings, and eco-friendly technology.

For more information visit GreeComfort.com.



The ductless LG Art Cool Gallery indoor unit marries efficiency and design by providing occupants the opportunity to express an individual sense of style while cooling or heating multiple rooms. Ideal for many residential and

light-commercial applications, the Art Cool Gallery is available in 9,000 and 12,000 BTU/h multi-zone indoor models and feature a slim, contemporary styling, while allowing the user to display their own artwork or photo in the customizable frame – the ultimate in custom design with LG's iconic energy-efficient inverter technology.

The Art Cool Gallery is compatible with the Multi F outdoor units and LG's industry-leading Multi V VRF product line.

Key features of the Art Cool Gallery include the customizable picture frame design, Wi-Fi compatibility for control via the SmartThinQ app, quick and easy installation, natural air flow and auto operation modes. The Art Cool Gallery also operates quietly rendering it audibly unobtrusive. The LG Art Cool Gallery Inverter duct-free split system provides both comfort and a stylish aesthetic for all-season comfort.

LG Air Conditioning Technologies' award-winning ductless heating and cooling solutions extends into the interior, with the Art Cool Mirror indoor unit. Featuring a sleek, charcoal mirror finish, the Art Cool Mirror is a modern, high design indoor option that complements almost all interior aesthetics, packing more of a punch with built-in Wi-Fi capability and LG SmartThinQ® app compatibility – which allows users to adjust their comfort and settings via the LG SmartThinQ® app on their smartphone alongside their other SmartThinQ-enabled LG devices, such as refrigerators, ranges, washing machines and robotic vacuum. By requiring little to no ductwork, installation is effortless, making the Art Cool Mirror an ideal choice for many contractors.



With its quiet operation, as low as 19 dB(A), and earning the ENERGY

STAR® "Most Efficient 2019" designation in 9,000 to 18,000 Btu/h single zone systems, the Art Cool Mirror is a sleek alternative to the standard white indoor door units for residential and light commercial applications. With up to eight indoor comfort zones and up to 60,000 BTU capacity, LG's Multi F MAX provides increased flexibility and efficiency for light commercial and residential installations. With the ability to be installed ductless or ducted or a hybrid of the two, the robust Multi F MAX grants homeowners the freedom to get the solution that is best suited for their style and their space.

The Multi F MAX multi-zone outdoor units feature LG "Reliable to Extreme Degrees" (LGRED°) heating technology. LGRED° technology not only delivers heat when traditional models are unable, but also does so with remarkable energy efficiency offering comfort to users living in even the coldest climates. LGRED is industry leading heat technology that provides 100-percent-rated heating capacity down to five degrees Fahrenheit with continuous operation down to -13 degrees, offering comfort to users living in even



the coldest climates.

The Multi F outdoor units with LGRED° are available in capacities up to 3.5 tons and are compatible with award-winning ductless models including the LG's Art Cool Mirror, Art Cool Gallery and standard wall-mounted indoor models, giving home and business owners a

variety of options to customize their designs.

The Mitsubishi SLZ-KF brings comfort to any home or light commercial application. With four-way vane control, occupants can select two-, three- or four-way airflow patterns with direct or indirect airflow settings (with optional 3D i-see Sensor<sup>TM</sup>), offering 72



different combinations for comfort. Each vane can also be adjusted individually. The optional 3D i-see Sensor, which calculates the room

occupancy rate, adjusts conditioning accordingly. The result is improved energy savings and even temperature distribution.

Featuring a streamlined redesign compared to previous models, the temporary hanging hooks, captive screws and larger wrench turning radius on piping make for easy installation.

The unique quality of the Mitsubishi MSZ/MUZ-JP Model 115 Volt Heat Pump system is its energy efficiency and flexibility. Traditional residential systems are 208/230 volts, one phase and 60 hertz (Hz) while this system is 115 volt, one phase and 60 Hz. 115



volt service is available in all applications which provides design and installa-

tion flexibility

due to common voltage. In addition, this single-zone system features low-ambient heating down to -4°F.

Also, the 115 Volt Heat Pump system features extremely quiet operation, as low as 22dB(A) for the indoor unit, making it an ideal solution for residential and light commercial applications. With washable, 10-year filters with multi-stage allergen filtration, the system is also designed for top-of-the-line air filtration, removing particulates and contaminants from the air with continuous fan operation for better air circulation. The anti-allergen filter traps dust, impurities and other particles to provide occupants with high indoor air quality.

Part of Mitsubishi Electric's M-Series product line, the new SUZ Universal Outdoor Unit will be able to connect with a variety of indoor units with



differing sizes and designs. The flexibility of this unit will be ideal for both performance construction applications and with larger capacity units for light commercial projects.

In addition to the expanded size offering and program updates to match more indoor units, the SUZ universal outdoor unit also provides value to distributors since it can reduce the amount of product they have to inventory.

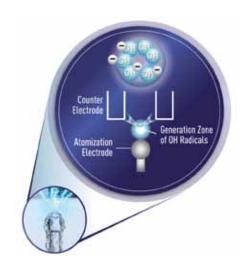
Panasonic, an industry-leading manufacturer of air conditioning, heating and indoor air quality systems, showcased their advanced air purification technology with the U.S. debut of its nanoe™X solution at the Air Conditioning, Heating, Refrigerating Exposition (AHR) in Atlanta. Panasonic demonstrated its ECONAVI intelligent sensor technology, next generation of VRF Smart Connectivity Controllers, and other heating, cooling and air quality technology solutions.

With a U.S. market entry in early 2020, the Panasonic EXTERIOS XE ductless system with advanced built-in air purification technology will set a new standard for comfort and IAQ for the U.S. ductless heat pump market. Already successful globally, Panasonic has for the first time in the U.S. introduced its revolutionary technology that is globally improving indoor air quality in a wide range of industries including home, railway, automobile, hotel and hospital and other public spaces.

NanoeX is a groundbreaking solution that provides a cleaner, fresher indoor environment by identifying harmful pollutants such as allergens, bacteria and odors, and neutralizing them with state-of-the-art air purification technology. As an additional benefit, nanoeX has been shown to help retain skin moisture to reduce dryness issues. Designed for residential and commercial applications, nanoeX improves overall air quality for occupants, enabling healthier and more productive home and work environments.

In addition to nanoeX, Panasonic showcased its ECONAVI intelligent sensor technology, which detects human activity and automatically adjusts the temperature in a room to create a comfortable, energy-efficient space for occupants. Additionally, the next generation of Panasonic's VRF Smart Connectivity Controller, which was developed in collaboration with Schneider Electric, was on display at Panasonic's booth. With an enhanced user-friendly interface that dynamically manages comfort, controllability and costs for the end user, building managers benefit from improved controllability that allows them to manage equipment, lighting, security, electrical distribution and power from a single interface – anytime, anywhere.

"Panasonic is focused on improving overall quality of life for their customers, and with their latest heating, cooling and ventilation solutions for the residential and commercial markets, they are underscoring this commitment from both a product and indoor air quality perspective," said Allan Dziwoki, vice president and general manager, Panasonic Appliances Air-Conditioning North America. "Each of our technologies are designed with the entire lifecycle of the product in mind – from the contractors who install our equipment to the home and building owners who operate them. With sleek, quiet, energy efficient designs combined with Panasonic's unparalleled support, our HVAC solutions are best-in-class."



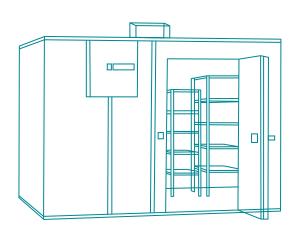
For more information about Panasonic heating and air conditioning, please visit na.panasonic.com/us/home-and-building-solutions/heating-air-conditioning/.

# embraco

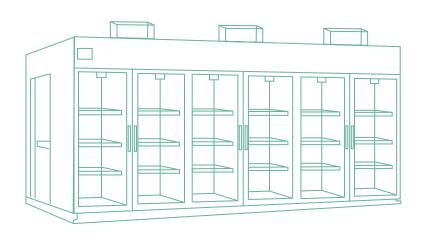


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Faster store commissioning and recommissioning



POTENTIAL INTERNAL VOLUME INCREASE

# RectorSeal® Adds Three Refrigeration **Leak Sealants to its AC Leak Freeze® Product Line**

HOUSTON--RectorSeal® LLC, Houston, a plicator doesn't require a R-410A system pump down manufacturer and distributor of quality HVAC/R products, has introduced three new refrigeration leak sealant products to its AC Leak Freeze® product line for permanently sealing micro leaks in residential and commercial air conditioning systems. AC Leak Freeze's PRO nano Series, which uses a patent-pending, quick-installing applicator, has added AC Leak Freeze nano UV, AC Leak Freeze nano Mini-Split UV, and AC Leak Freeze nano Mini-Split.

All three new products contain the same trusted, renowned AC Leak Freeze formula and its recentlyintroduced nano particle sealing technology for nano-sized leaks, such as those caused by formicary

Both ultraviolet (UV) products-AC Leak Freeze PRO nano UV (for 1.5 to 6-ton systems) and AC Leak Freeze PRO nano Mini-Split UV (for under 1.5-ton systems)-add a leak detection feature using the HVAC industry's brightest fluorescing ultraviolet (UV) dye. The oil-based green dye, which is designed and safe for HVAC/R system components and orifices, expedites leak troubleshooting by identifying exit holes and skips the time-consuming, conventional repair step of leak detection with bubble liquids, electronic sniffers, ultrasonic detectors or a separate dye injection. The UV products are designed for industry standard UV detection lights.

Unlike the mess potential of other dye applications, the factory-sealed PRO Series applicator eliminates dye contact with the service tech, because its low-loss 1/4-inch (6.3-mm) connection safety fitting (a 1/4-inch x 5/16-inch (8.9-mm) adaptor is sold separately for mini-splits) doesn't release refrigerant, sealant or dye into the environment or onto hands, clothing and tools. The PRO Series features an 8.5-inchlong (203-mm) one-time-use applicator consisting of a flexible, easy-to-handle, transparent refrigeration hose and an attached recyclable copper 1.5-ounce (44-ml) reservoir of sealant. Unlike some other disposable leak sealant applicators, the PRO Series apand its applicator withstands an industry-high burst pressure of up to 3,000-psi.



The AC Leak Freeze PRO nano Mini-Split and AC Leak Freeze PRO nano Mini-Split UV are specifically designed with .04-ounce (15-ml) doses for all ductless mini-split brands and other refrigeration systems under 1.5-tons and smaller refrigerant volumes.

Other AC Leak Freeze PRO nano features are: · Hose and reservoir are factory-sealed to prevent injecting air or atmospheric moisture into the system;

- Each sku is available in a single J-hook merchandisers or as an attractive wholesale counter display of 12 products;
- · The flexible nylon hose's 45-degree connection fitting allows easier hand access than straight fittings when in cramped Schrader valve environments;
- The transparent hose eliminates guess work as to when application is completed;
- It comes in four-color boxed packaging designed for distributor J-hook merchandisers or in 12-unit compact POP counter display cases.

Besides using nano particles for repairing nano size exit holes that are beyond conventional sealant capabilities, AC Leak Freeze nano PRO is also the HVAC industry's safest sealant and applicator for technicians, refrigeration systems and the environment. The safe, non-flammable sealant has the highest flash point in the industry with 320°F (160°C). and doesn't use toxic ingredients of other sealants listed under OSHA Hazard Communications Standard 29 CFR 1910.1200. AC Leak Freeze also doesn't react to moisture or oxygen, doesn't require a chemical reaction to seal, and doesn't create polymers that can prematurely bond and damage system orifices and components. Unlike many competing sealants, AC Leak Freeze has OEM approval, is manufactured with quality control on site by RectorSeal and has no history of recalls.

AC Leak Freeze nano UV, AC Leak Freeze nano Mini-Split UV, and AC Leak Freeze nano Mini-Split are available in the first quarter 2019. For more information on RectorSeal and its HVAC/R, plumbing, firestop and electrical products, please visit www. rectorseal.com or contact its customer and technical support departments at 800-231-3345.

The RectorSeal® LLC is a leading manufacturer of chemical and specialty products designed for professional tradesmen. RectorSeal is devoted to providing innovative quality products supported by strong customer and technical service.



## **Bosch Thermotechnology** Corp. Sponsors New Hampshire FIRST **Tech Challenge State** Championship

Watertown, Mass., February 20, 2019 - Bosch Thermotechnology sponsored the New Hampshire FIRST (For Inspiration and Recognition of Science and Technology) Tech Challenge (FTC) State Championship on Saturday, February 2, at Southern New Hampshire University, demonstrating the company's commitment to fostering STEM education initiatives that inspire future generations to innovate.

FTC is based on a sports model in which teams of students in grades 7 through 12 compete against each other. Students, coaches, mentors and volunteers must develop a strategy and design, build and program their robots based on sound engineering principles. The robot kit is reusable from year to year and is pro-

grammed using a variety of coding languages.

The contest judges rated the teams based on team interviews, the finished robot, match play and engineering notebooks that teams completed.

"Programs like FTC are imperative to the future of engineering and technology, and Bosch Thermotechnology proud to support this event and work with such amazing students again," said Richard Presher, Human Resources Business Partner at Bosch Thermotechnology

Corp. "With Bosch operations in Watertown and Londonderry, New Hampshire, we are excited to see students in our community excelling in areas so important for our company's future success."

During the event, Bosch Thermotechnology – as well as Bosch Power Tools, Bosch eBike Systems and Dremel - showcased its technologies and engaged with students and parents. Students were able to design items through TinkerCAD to print on 3D printers, ask questions about the technology, and get advice on their career aspirations working in STEM and IoT.

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

# **RGF's Guardian Air PHI-cell®** Technology Protects Penguin Habitat in Ski Dubai's Winter Resort

manufacturer of air, water, and food purification systems, expands their global reach with a solution for that nature uses to cleanse the air outside. This process

a unique application, Ski Dubai's penguin encounter. Ski Dubai is an indoor mountain-themed winter ski resort located in Dubai. U.A.E.. which houses over 30 Gentoo and King penguins. To make sure their penguins, trainers, and visitors are breathing the best air possible, RGF's Guardian Air units were installed by our distribution and installation partner, Al Arif Air Conditioning Systems LLC.

chemical solution to manage bacteria, viruses, and odors within the habitats," said Liju Thomas Eapen,

RGF Environmental Group LLC., a leading Managing Director for Al Arif A/C Systems LLC. "The Guardian Air purifies the air the same process

gently, yet proactively purifies the air without it needing to pass through the HVAC system."

Guardian Air purification systems have been used in applications all over the world from Australia to Grand Cayman and work to purify the environments of many different animals including turtles, primates, fish, and polar bears. This technology is used unique applications such as zoos, rescues, fisheries, and aquari-

ums but also in homes and businesses where an alternative to using harsh chemicals for odor and microbial mitigation is desired.



Astrid von Oetinger, RGF's

International Sales Manager, makes a visit to see Lulu the King Penguin in Ski Dubai's Penguin Encounter "What these types of exhibits require is a non-



# Performance Pointers by David Richardson



## **Watch Out for Fan Inlet Conditions**

Equipment entering static pressure is one of the necessary measurements to determine total external static pressure (TESP). When a system has an external filter rack, making assumptions about where this test location should be can lead to inaccurate test results. Let's look at a situation where this happened to two technicians who came up with very different readings on the same system and what caused them.

#### Two Test Location Issues

There was a discussion between two technicians who had different viewpoints about where the equipment entering pressure reading should be measured on a gas furnace with an external filter rack. One technician wanted to measure right after the external filter rack while the other wanted to measure in the furnace blower compartment.

If proper design and installation practices are followed, there should be minimal pressure drop between these two points. To settle the discussion, we measured the fan inlet pressure drop to see how much of a difference there was. The test we used can be performed on any installation that you suspect has a restriction between two points.

Measure Fan Inlet Pressure Drop

Here's a brief summary of how to perform this test:

- 1. Install a 3/8" test port into the duct on the exiting airside of the filter. This will be your pressure measurement after the filter just before the air enters the furnace.
- 2. Install a 3/8" test port into the return airside of the furnace. This will be your pressure measurement as the air enters the fan in the blower compart-

ment. Be sure you look before you drill, you don't want to drill into a circuit board or wiring.

- 3. Turn on your digital manometer or if you're using an analog manometer such as a Magnehelic level and zero it.
- 4. Attach a hose to each pressure tap of the manometer and insert a static pressure tip into the opposite end of each of these hoses.
- 5. Insert the static pressure tips into the 3/8" holes you drilled. Be sure to face the static pressure tips into the airflow if possible.
- 6. The live pressure drop measured across these two points will now appear on the display of your manometer if it exists. If you don't read a pressure drop across this opening, you're in luck.

Note: If you're using an analog manometer and it reads below zero, switch the hose connections on the manometer and the reading will be corrected. If you're using a digital manometer it won't make a difference, as the reading will be displayed either way. The only difference is one way you'll have a negative symbol in front of the reading and in the other you won't

7. Read the direct pressure drop and record it. Ideally, there should be no pressure drop across this opening.

#### The Findings

We measured in both locations and were surprised to find a .20 in. w.c. (inches of water column) pressure difference between the two readings. This is an excessive pressure drop across an opening and indicated something wasn't right.

When you measure a large pressure change across two points, it's time to start looking for po-

tential restrictions between them. The pressure drop across any opening or fitting should be minimal to allow the fan to operate at lower static pressures and deliver the proper amount of airflow.

Upon further investigation, we found there was an unseen restriction between the external filter rack and the furnace fan inlet.

#### Correcting the Fan Inlet Issue

The main issue in this installation was the outlet opening of the external filter rack was smaller than the opening in the bottom of the furnace. This created additional resistance to airflow that was easily corrected by increasing the filter rack opening size. Once we made the repairs, we retested to assure the pressure drop was minimal.

Similar items can create added pressure drops like loose internal duct liner, improperly installed turning vanes, and abrupt decreases in duct size. When something doesn't look right, there's a good chance it isn't. Take the necessary measurements to assure hidden problems don't exist.

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 static pressure measurement, 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.

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Want to take the next step? Call us at **800-851-1235** and let's talk about growing your business with Panasonic.

us.panasonic.com/hvac

### **Johnstone Supply Ware Group Hosts ECM Motor Basics Classes in February**

Motor Basic classes during the month of February at six Florida Johnstone Supply Ware Group loca-

The classes included a basic informational explanation of ECM technology, a discussion about the RESCUE Select ECM motors which are engineered





Steve Masters of US Motors revealed that the **RESCUE Select ECM motor was engineered to** replace over 600 X13 motors

Steve Masters of US Motors conducted ECM to replace over 600 X13 motors, and the RESCUE EcoTech, the high efficiency ECM upgrade for PSC blower motors with exclusive speed-control tech-

Please continue to watch for other training events taking place at your local Johnstone Supply Ware Group locations!



Steve Masters stated that some of the motors are programmed right at the sales counter and are ready for installation!



The RESCUE EcoTech drops into existing permanent split capacitor direct drive blower applications





Saving You Time. Making You Money.

# **2019 TRAINING SCHEDULE**

## **Florida**

#### March

3/5 3/6 3/7 3/14 3/13 3/21	Ocala Dania Beach W Palm Beach Tallahassee Clearwater Sarasota	Commercial Roof Top Units Commercial Roof Top Units Commercial Roof Top Units Appion Vacuum & Recovery Commercial Roof Top Units Commercial Roof Top Units
3/5 3/6 3/7 3/26 3/27 3/28 3/26 3/27 3/28	W Palm Beach Miami Lakes Dania Beach Jacksonville W Palm Beach Dania Beach Tallahassee Jacksonville Daytona	Ice-O-Matic Service School Ice-O-Matic Service School Ice-O-Matic Service School Ice-O-Matic Service School Browning Belt Drive Optimization Browning Belt Drive Optimization Browning Belt Drive Optimization Commercial Roof Top Units Commercial Roof Top Units

#### **South Carolina**

3/26	Columbia	Appion Vacuum & Recovery
3/26	Columbia	Appion Vacuum & Recovery-downtown
3/27	Summerville	Appion Vacuum & Recovery
3/27	Charleston	Appion Vacuum & Recovery

Be sure to contact your local branch if you have any questions.

Johnstone Supply The Ware Group strives to provide our customers with the best possible training sessions, and many classes are NATE approved.

We know that it takes constant learning and practice to enhance your job performance and we're here to offer these courses to help you along the way.

Visit www.JohnstoneWareGroup.com/Training

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

U.S. shipments of central air conditioners and airsource heat pumps totaled 491,986 units in December 2018, up 3.9 percent from 473,496 units shipped in December 2017. U.S. shipments of air conditioners decreased .6 percent, to 292,320 units, down from 293,983 units shipped in December 2017. U.S. shipments of air-source heat pumps increased 11.2 percent, to 199,666 units, up from 179,513 units shipped in December 2017.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 6.9 percent, to 8,340,262, up from 7,805,529 units shipped in December 2017. Year-to-date shipments of central air conditioners increased 4.1 percent, to 5,399,760 units, up from 5,185,747 units shipped during the same period in 2017. The year-to-date total for heat pump shipments increased 12.2 percent, to 2,940,502, up from 2,619,782 units shipped during the same period in 2017.

#### **Douglas Patterson Has Joined Panasonic Eco Products Division As Southeast Region Sales Manager**



**Douglas Patterson** 

Douglas Patterson began his career with Panasonic Eco Products in December as their new SE Region Sales Manager,

Doug has an extensive background in HVAC channel sales, most recently as Business Development Manager for BBJ Environmental in Tampa Florida. He and his family live in

Ruskin Florida, just south of Tampa Florida.

Panasonic Eco Products aims to provide optimal indoor air quality through creating new products and solutions, to meet the diverse consumer needs in our rapidly changing environment.

Doug can be reached by calling (813) 532-7664 or email him at Douglas.Patterson@us.panasonic.com

# **AccuAir-Bard Attends the 2019 FEFPA Winter Conference in Palm Coast**

sociation (FEFPA) held its annual winter meeting at Hammock Beach Resort in Palm Coast Florida, January 30th to February 1, 2019

The conference included presentations on a variety of relevant issues and topics effecting the educational facilities community. In addition, the much anticipated architectural showcase award of winners was held showcasing the state-of-the-art

The Florida Educational Facilities Planners As- designs for energy efficiency, intelligent buildings for the ultimate learning environments.

Bard HVAC Manufacturing, a 24 year sponsor was represented by AccuAir Inc., Engineered HVAC Specialist and Distributors. Due to the unusually cold and windy conditions, the social was held indoors. The conference was a great success; it was educational, informative and most of all lots of fun.

The Architectural Showcase highlighted the excellent design capabilities of Associate Members

About FEFPA

The Florida Educational Facilities Planners Association (FEFPA) started in the early 1960's as a cooperative effort between a small group of school districts' facilities planners and the Department of Education, Office of Educational Facilities (OEF). The intent, as it is now, was to provide a forum for the exchange of ideas and promote cooperation between Florida School Districts and OEF.



Frank Suranyi of AccuAir sharing stories with Stephen Johnson, AIA Principal, SR VP of Harvard Jolly



Luis Rinzivillo and Frank Suranyi of AccuAir, Leon Essex of Bard, and Penny Anderson of AccuAir enjoying the social





## Johnstone Supply Ware Group 2019 Amana Dealer Conference

February 28 - March 1 - Caribe Royale Orlando



Registration was a breeze for the 2019
Amana Dealer Conference

On February 28 to March 1, 2019, Johnstone Supply Ware Group hosted their 2019 Amana Dealer Conference at the Caribe Royale in Orlando.

This dealer meeting was non-stop activities from arrival till departure. The first day was filled with informative break-out sessions consisting of Sales and Marketing, Human Resources, and Insurance. The speakers were excellent!

Later in the day a contractor roundtable took place with an award ceremony and finished with a fun filled Casino Night and Dinner. The food was terrific! Day two started with breakfast and a vendor trade show, then continued with an Amana product update. The conference concluded with a dealer Q & A session.



Elias Barretto, Jim Holman, Sammual Cruz, John Thomas, Cary Hagenbaumer, and Ramon Delgado of Johnstone Supply Ware Group



Justin Seppi of Johnstone Supply Ware Group welcomed all the Amana dealers and went over the two day conference agenda



Mike Bell, president of Johnstone Supply Ware Group thanked all the Amana dealers for great year in 2018



Mike Bell, president of Johnstone Supply Ware Group discussed both product growth and company growth at Johnstone Supply



Drew Cameron of HVAC Sellutions spoke about making what you sell valuable and affordable



This session was all about having Millennials in the workplace



The Caribe Royale prepared a delicious lunch!



Terry Rodgers of Johnstone Supply Ware Group with Willam and Debra Lynn of Marshalls Air Conditioning



Phil Giannone of Goodman Manufacturing with Cameron Perkins and Mike Bell of Johnstone Supply Ware Group



Elana Burdick of EB&L Marketing had a session on setting goals and how to achive them



Dan Diterle and Cole Hairston of Harden discussed the changing landscape of insurance



There were plenty of dealer sales awards to distribute at the conference



One of the top Amana dealer awards was presented to Benson's Heating and Air Conditioning



This group was hamming it up a little for the camera at Casino Night



Go ahead and try your luck, you still have plenty of chips!



Having a great time with friends is what it is all about!





# Johnstone Supply Ware Group 2019 Amana Dealer Conference

February 28 - March 1 - Caribe Royale Orlando



Patrick Stanton and Rita Caldwell of Johnstone Supply Ware Group



Rob Coovert of Johnstone Ware Group, Jeff Revlett and Bill Green of Greens Energy, Kevin Ruttenbur of Johnstone Ware Group



Rachel Bush of Johnstone Supply Ware Group, Tony Adgrante of ServAir Heating & AC Mark Middleton of Johnstone Supply Ware Group



Justin Seppi, Matt Corley, Michael Blackwell, Alex Puente, and Tim Crouch of Johnstone Supply Ware Group



Adeel Tafal and Steve Huelsman of The McAllister Group with Keith Davis of AC Service



Christina Clavijo and Stephen Crain of A Cool Breeze Air Conditioning with Steve Masters of US Motors



Mike Winkel of Cain Sales with Jonathan Halpert of Halperts Air Conditioning



Nick Vosburgh of Fresh-Aire UV, Charlene lerna of lerna's Air Conditioning, Wesley Harrell of Johnstone Supply Ware Group



Sal Hamidji and David Waugh of Target Sales, Cameron Rutter of Dayton Heating & Air, Jim Fisher of Goodman Manufacturing



Keith Holland of Leone Green, Chris Eads of Artic Cool, John Lazaridis of Next Generation Air & Heat



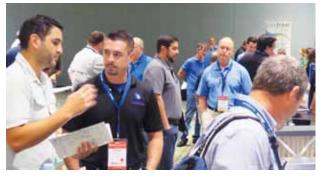
Jody Long of Nu-Calgon, Tom McGuire and Terry Soffet of Flair Air Conditioning



Neil Crawford and Patti Cox of Johnstone Supply Ware Group with Gage Browning and Hector Parada of Global HVAC



The Coolfront HVAC Flat Rate Pricing booth was very busy all morning



The Amana dealers really enjoyed the vendor trade show!



Chandler Dowling of Browning Heating & Air, Josh Sumner of Stellar Services, Justin Seppi of Johnstone Supply Ware Group



The Caribe Royal was filled with Amana dealers!



King Tong, Amana product manager, gave a new product update



King Tong, Amana product manager, spoke about future product technology



# **Tropic Supply Events in February**

Top Tech: Condensing Units - 5 Mechanical Failures of Scroll Compressors in Walk-in Coolers and Freezers - Proper System Charging Procedures



Mike Nipper from Copeland spoke about troubleshooting techniques for mechanical and electrical systems in refrigeration applications



Bruce Heberle of Chemours revealed the environmental impact of illegally mixing refrigerants

During the month of February, Tropic Supply hosted Top Tech Condensing Unit training, 5 Mechanical Failures of Scroll Compressors in Walk-in Coolers and Freezers Training, and Proper System Charging Procedures Training.

Wade Hadaway from Ruud gave instructions on single-stage air conditioning systems which explored the many aspects of installing, servicing, and diagnosing the condensing unit portion of the system.

Mike Nipper from Copeland discussed mechanical failures of scroll compressors in walk-in coolers and freezers. The classes included trouble-shooting techniques for mechanical and electrical systems in refrigeration applications with a logical approach to diagnosing "system issues" and putting long-lasting remedies in place.

Bruce Heberle of Chemours spoke about proper system charging which prepared owners, HVAC technicians and other refrigerant users for the challenges they will face when choosing and using ozone-safe refrigerants. The discussion was focused on the new EPA regulations and an overview of the most popular replacement R-22 refrigerants.

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



Wade Hadaway from Ruud had a segment on proper system charging procedures



Bruce Heberle of Chemours discussed the superheat and subcooling method of installing refrigerant, required for all replacement refrigerants



Wade Hadaway from Ruud touched on important maintenance procedures



The Copeland scroll training explained common and new tools used to troubleshoot scrolls in the field via laptop, tablets or phones



Wade Hadaway from Ruud discussed proper installation procedures including location selection and proper refrigerant line sizing







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#### THE SNOWBIRD SOLUTION: DEHUMIDIFIER ON, A/C OFF

# Thermostat set 85 °F. for the summer? How about OFF?

article by Andrew C. Äsk, P.E.



About a month from now, during the last week in April, Snowbirds migrating north for the summer will be sitting in traffic on I-75 and I-95 wondering, did we turn the water off? But did they turn their air conditioning off?

Did you just hear me say A/C "off" for the summer? Yup. That's exactly what I said. Their HVAC contractor, or better yet their brother-in-law, probably told them to set their thermostat at 82-85 °F.—to keep the "humidity" down and to prevent mildew.

BULLETIN: if the home has a whole house dehumidifier, come spring, set it to 60% rh, turn the A/C off at the circuit breaker, head north, and save a bundle on electricity.

Now, let me do some 'splaining, review the reasoning.

There are two ways to lower relative humidity: remove moisture, what air conditioners and dehumidifiers do, or raise the temperature. During the summer in Florida, Mother Nature provides plenty of heat from the sun to do just that—to almost 100 °F. This will hold the indoor rh to about 60% in the afternoon-so long as we don't thwart her by running the A/C.

But we can't leave it at that. To explain why, we now have to talk about dew point. The home might cool down to 78 °F. on a summer evening. Our outdoor dew point—the two moisture levels will equalize if we do nothing. Left uncontrolled, indoor rh could go to 100%. Plus we still have to take care of the "shoulder" seasons, spring and fall. Snowbirds leave right after Easter and don't return until November.

So the home is going to need a dehumidifier to help out when Mother Nature doesn't provide enough heat

Now, some limitations—a few yellow caution lights.

• I'm only talking about free standing homes, not condominiums. Don't try this if only a party wall (or floor) separates you from your neighbor. You could create a vapor drive resulting in hidden condensation. The association will need to agree to a set-up tempera-

ture, perhaps 82 °F.

- The home needs to be reasonably tight: typical CBS construction, vented attic, no serious building science deficiencies. Don't try this in old frame homes built on crawl spaces.
- It's going to be hot indoors, possibly 100 °F. Are there any antiques, art, fabric, pets, etc. that will get hurt at high temperatures?

I've known about this strategy for a long time, but was reluctant to share it with you until I was sure. Ultra-Aire did a case study in central Florida where they monitored an 1,800-SF home equipped with a 70-ppd whole house dehumidifier set for 55% rh and set the thermostat at 85 °F. This combination reduced energy consumption by 40%.

Closer to home, I've been watching a home in my neighborhood for the past 10 years. The teddy bear who lives there hibernates up north from April to November and has never run A/C while he is gone. For checking the house periodically, he shares his porridge and hasn't eaten me. Yet.

This is a 2,400 SF home, 25 years old, vented attic, typical CBS construction. One summer, the whole house 90-ppd DH broke. I set a Brand AA 70-ppd dehumidifier over the kitchen sink. From July to November the worst problem I had was I couldn't get good control with the onboard dehumidistat, it ran wild, and the house got too dry.

My personal experience with this home convinced me it's time to spread the word: every Snowbird should have a dehumidifier and then turn the A/C off so it can't hurt anything.

Based upon this and other experience, I think 70 ppd is all you need up to 3,000 SF of average FL construction. "Square Foot" guidelines in the product catalogues are somewhere between conservative and wrong.

Another reason I urge people to go small—70 ppd—for this application is what if the dehumidistat were accidentally turned all the way to "on?" The DH will run flat out all summer, wasting some energy. The smaller the DH, the less energy wasted, maybe

\$200 for the season.

Why do I say turn the A/C off at the circuit breaker? People come back to Florida in the fall to find furniture and clothing covered with mildew. The only way this can happen (in my humble opinion; I have no data) is the thermostat gets turned down to 60°F. by someone checking or servicing the home; and leaves it there for say a month. Room temperature falls to 68°F., if no dehumidifier rh shoots up to 70%, microbial growth forms. By the time Mr. & Mrs. Midwest arrive, room temp is back to normal—"someone" has returned, resumed normal thermostat operation as though nothing has happened.

With no dehumidifier, an active A/C system is a weapon, locked and loaded, with the safety off. Put the safety on: turn off A/C power at the panel.

For a quick, cheap installation should a Snowbird call on their way out the door in April, consider setting the dehumidifier and drain hose over the kitchen sink, plug it in. Come back next fall and sell the happy homeowner the complete installation.

Why, the Snowbird will ask, can't I do the same thing with a \$250 portable DH? The answer of course is yes, but portable dehumidifier stories don't end well. Or end too soon. The portable will be in the way, too noisy, get turned off, or rolled into a closet, and forgotten. Good reasons to pay the premium for a whole house ducted dehumidifier is that it stays installed and stays running.

My personal best portable DH story is when, at my recommendation, good friends put their portable dehumidifier in the bath tub, turned it on, and went home for the summer. Bathtub drain accidently closes. Tub fills with condensate till water level hits electrics in DH, creating electrical short. Whole apparatus fries, trips circuit breaker. Snowbirds return in November to burnt out DH sitting it bathtub filled to bottom of DH; and mildew on the sofa. I wonder how they're doing. Maybe I should call. Until next month then...stay tuned.

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



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Register today.
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#### **DATE & LOCATIONS**

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April 4 <sup>th</sup> Orlando
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April 9 <sup>th</sup> <b>Tampa</b>
http://www.cvent.com/d/26q9js
April 9 <sup>th</sup> <b>Ft Myers</b>
http://www.cvent.com/d/d6q9jw
April 10 <sup>th</sup> <b>Miami / Doral</b>
http://www.cvent.com/d/y6q9j5
April 10 <sup>th</sup> Pompano Beach
http://www.cvent.com/d/86q9jt
April 18 <sup>th</sup> <b>Mobile</b>
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# Simplify Your Truck: Leveraging Evergreen Motors to Save Time and Money

#### Featuring Ken Darin from Regal Beloit

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  - Decrease stress on your fleet
  - Give you more shelf space or enable you to downsize to a more efficient vehicle
- Increase your operating efficiency by enabling you to:
  - Reduce unnecessary trips to your supply house
  - Allow you to complete after-hours calls
  - Complete more jobs per day
- Increase customer satisfaction and referrals by:
  - Completing jobs on the first visit
  - Spending less time at each job

#### **Who Should Attend:**

Owners and Decision Makers

#### **NATE Continuing Education Credit:**

Earn one (1) hour of continuing education credit by successfully completing this class.





#### Instructor Bio: Ken Darin, Territory Manager, Regal Beloit

Ken has 30+ years of experience in the HVAC/R Industry, starting on the contracting side in Michigan. He then spent 12 years as a Carrier Territory Manager and 5 more with Trane. For the last 10 years, Ken has been with AO Smith and subsequently Regal upon the company's acquisition of the AO Smith. Ken is a NATE-certified instructor and conducts over 100 training classes a year specializing in motor mastery and ECM motor training.

#### DATE TIME **MAX ATTND** T-01 North Miami - 151 NE 179th Street, Miami, FL 33162 Tues., Mar. 5 7:30 am - 9:00 am 25 attendees 7:30 am - 9:00 am T-10 Naples - 4325 Domestic Avenue, Naples, FL 34104 Tues., Mar. 12 25 attendees T-08 Fort Myers - 6450 Arc Way, Fort Myers, FL 33912 Tues., Mar. 12 11:30 am - 1:00 pm 25 attendees Wed., Mar. 13 T-11 Cape Coral - 785 NE 19th Place, Cape Coral, FL 33909 7:30 am - 9:00 am 25 attendees Wed., Mar. 13 11:30 am - 1:00 pm T-14 Sarasota - 7533 Claxstrauss Drive, Sarasota, FL 34240 20 attendees T-23 St. Petersburg - 12395 Belcher Road, Ste. 320, Largo, FL 33773 Thurs., Mar. 14 7:30 am - 9:00 am 25 attendees 11:30 am - 1:00 pm Thurs., Mar. 14 T-15 East Tampa - 5120 East Adamo Drive, Ste. A, Tampa, FL 33619 25 attendees T-17 Orlando - 4528 36th Street, Orlando, FL 32811 Fri., Mar. 15 7:30 am - 9:00 am 25 attendees T-19 Davtona Beach - 475-D Fentress Blvd., Davtona Beach, FL 32114 Tues., Mar. 19 7:30 am - 9:00 am 20 attendees T-21 Tallahassee - 110-B Hamilton Park Drive, Tallahassee, FL 32304 Wed., Mar. 20 7:30 am - 9:00 am 15 attendees

#### Call or visit your local Tropic Supply Resource Center today!

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#### **Nominate a Technician** for Recognition by Malco as the 2019 **HVAC Trade-Pro** of the Year!

"We are pleased to recognize the HVAC industry's elite contractors and technicians who are not only providing top-quality service to their customers but also making a difference in their community and focused on safety on the job," said Malco president and CEO Mardon Quandt. "Each of the 2018 Trade-Pro of the Year winners are helping advance the industry's reputation, safety, and experience, and we commend them on their dedication to the trade.'

That quote, from Malco's CEO, is from last November, as five top HVAC contractors and technicians from across the United States were announced as winners of Malco's second annual Trade-Pro of the Year award. It's an award that Malco is more than proud to hand out, as we love recognizing and celebrating outstanding HVAC professionals who excel on the job and in their communities.

The Trade-Pro of the Year award began in 2017 as a way for Malco to shine some much-deserved light and recognition on all the trade professionals out there who work so hard and represent the industry in the best possible way. At Malco, we understand the long hours and the many sacrifices that go into being a successful HVAC technician, and we wanted to acknowledge the best of the best. We also recognize that safety is paramount to growing the industry. Malco knows that just about every HVAC technician is hard working and dedicated, so we also wanted to recognize tradesmen who are making a difference in their communities. It's difference makers both on the job and in the community that shine the best light on the HVAC profession.

Malco received nearly 400 nominations for the program in 2018, an increase of over 30 percent from 2017, with all qualifying trade professionals who submitted a nomination receiving a Malco cap and gloves. We expect to receive even more nominations in 2019. Nominations for the Trade Professional of the Year program are open now and will be accepted through June 30, 2019. Winners will be announced in September!

# Fresh-Aire UV® Introduces Industry's **First LED Light Disinfection for Ductless Mini-Split A/C**

Fresh-Aire UV®, Jupiter, Fla., the leading manufacturer of ultraviolet (UV) light disinfection for mini-splits, introduces the Mini LED, the first LED light disinfection system designed specifically for ductless mini-split air conditioners and other limited space HVAC applications.

The patented Mini LED was a 2019 AHR Innovation Award IAQ category finalist, and also voted "one of the 10 best technologies of 2018" at the Service World Expo. It features a 30-light LED array embedded on a self-adhesive, size-customizable 1/2-inch-wide (12.7-mm) flexible strip. The LED array maintains mini-split blowers, drain pans and coils free of mold and other biological contaminants without producing airborne ions, ozone or reactive oxygen species (ROS). The Mini LED light output is safe for eyes and doesn't fade or degrade interior polymer components due to Fresh-Aire UV's proprietary "tuned" LED innovation. The replaceable LED strip has a minimum five-year service life.

The 120-264V, 50/60-Hz multi-voltage inverter power supply also carries a five-year warranty.

This chemical-free, zero-ozone approach is irreplaceable for mini-splits, which is the fastest growing HVAC category in North America. Mini-splits are prone to mold and microbial growth due to inherently confined interiors that are tight fits for traditional UV-C lamps and inaccessible for power washing without complete disassembly.

The Mini LED's other features are:

- Fits all commercial and residential ductless A/C brands and applications;
- Saves energy and extends mini-split lifecycle;
- Quick and simple installation.

The Mini LED is sold through North American and international wholesale HVAC distributors. For more information on the Mini LED or other Fresh-Aire UV products, please visit www.freshaireuv. com, call 1-(800) 741-1195 or email: sales@freshaireuv.com.

## **Nu-Calgon Launches New EasySeal® Ultimate Leak Sealant**

St. Louis, MO – Nu-Calgon has launched a new and improved version of its best-selling refrigerant leak sealant, called EasySeal® Ultimate. The new EasySeal Ultimate is not only the fastest and stron-

gest refrigerant leak sealant on the market, but it now treats even larger HVACR systems.

The new EasySeal Ultimate features Rapid Fusion Technology<sup>TM</sup> for a stronger bond and now has the ability to treat systems up to 10 tons in one application. EasySeal Ultimate also comes in UV dye versions that feature brighter ultraviolet dye formula.

EasySeal Ultimate LS (Large System) treats sys-

product (LS/UV) treats systems up to 7.5 tons. EasySeal Ultimate SS (Small System) is for systems up to 2 tons and is now available in a UV dye version as well (SS/UV). Both the LS and LS/UV products

also come in bulk packs that include six injectors.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company's complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other

applications. When it comes to Nu-Calgon products, the name on the outside means quality on the inside.







# **Baker Distributing Hosts Open House In Pompano**

February 26th, 2019

On Tuesday February 26th, Baker Distributing hosted an Open House at their Broward location in Pompano Beach from 11am to 2pm.

A delicious BBQ lunch was served to hungry contractors who left very satisfied after eating tasty BBQ Pork, Chicken, Baked Beans, Mac & Cheese, Cole Slaw, and Cornbread too!

Many vendors were in attendance displaying and demonstrating their new products available at



The Baker FCS Open House Team in Pompano Beach

Baker FCS. Along with the great food were some great drawings for door prizes.

Baker Distributing has over 200 locations in 22 states, each Baker Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry.

With a complete inventory of HVAC/R products and technical assistance, Baker Distributing Sales Centers can provide you with the products and in-



The Tempstar Equipment Trailer was on site for open house attendees to tour

formation you need to make your job and you more efficient

Baker Distributing offers customers a wide range of product lines, competitive pricing, superior customer service and valuable, timesaving services that position us as an industry leader. Baker Distributing has the experience to meet your company's heating, ventilation, air conditioning, refrigeration and food service requirements.



Jim Grady of Baker Distributing with Mike Makransky of Tecumseh Products



Mike Plathe of Baker Distributing, Bill OBrien, retired from Watsco, and Dave Shopp of Leone Green



Ricky Miranda of Baker, Sal Grippi of Sals AC, Chris Erickson of Baker, Perry Kapa of AC by Speedy, and Steve Masters of US Motors



Eddie Rodriquez of Baker Distributing, Edgar Santos of Forte Systems, Ricky Miranda of Baker Distributing



Allen Gast and Ed Abreu of Baker Distributing, Ivan Tirado of Fuss Free AC, and Bob Arena of ICP



The Watsco Contractor Assist Mobile Development Team



Johanne Bueno of J. Nichols & Associates with Antonio Morales of Morales & Son AC



James Carrese of Baker Distributing and Steve Masters of US Motors choosing some tasty BBQ



Christie Kerlin of The Metal Shop, Greg Goldston of GMC Air Conditioning, Ed Abreau of Baker Distributing



Mike Plathe of Baker Distributing with Michal Venech of Venstar



It was a great day for a open house! Everyone enjoyed the BBQ



Mark Adelstein of Automatic Control Group with Gil Ledoux of PED Associates



Levi Thieman of Supreme Mechanical, Mike Killen and David Eidson of DiversiTech



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# "THE DUCT-FREE ZONE"

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



I have been writing this monthly column for one year and it has been a very enjoyable endeavor. I have gotten several emails from readers over the past year and the response to my writing has been very positive...THANK YOU!

That said...

After a year, I feel comfortable sharing a couple very personal issues with you. These may fall into the category of "too much information" but I'm willing to take the risk.

First, my wife has gotten me addicted to a TV show on the Home & Garden Network HGTV...have you heard of the show, House Hunters? There are now actually three versions of the show...House Hunters, House Hunters Renovation and House Hunters International...it is the latter to which I have become addicted.

The premise of the show is they take a couple who are looking to buy a house, they show them three houses and at the end of the show the couple purchase one of the houses. My wife loves the show because she likes to guess which house the couple will buy... personally, I could care less.

I love the show because in the course of showing the couple the house, they show them the water heater, the plumbing fixtures and the HVAC system.

I am fascinated to see what our trade brothers and sisters around the world are doing to condition interior air in Beijing, China; in Munich, Germany; in Trieste, Italy and beyond.

If you watch House Hunters International for any amount of time, you quickly realize that the rest of the planet went "ductless" decades ago! North America is truly the last frontier for ductless heating and

I find it incredibly interesting to see the unique challenges that our fellow tradespeople have to face in their native countries. This is a picture I took in Zhuhai, China this past year.

How would you like to be the poor service tech that has to service the outdoor unit I have circled in the picture? Ten stories up with no platform or easy access to the equipment...SCARY!

Whenever I talk about the House Hunters show in a GREE mini split training event, I think of my audience going home that night to their spouses and significant others and saying, "honey, can we watch the House Hunters tonight?" I can imagine the response being, "Where were you today? Who were you with?"

Another issue which I will share with you is my compete disregard of WiFi controlled mini splits...I iust don't get it!

People...do we REALLY need to control our home mini split from our car, our office at work or from the restaurant while we are having dinner?

I have to admit the whole concept of WiFi controlled mini splits makes me feel old...it makes me feel like the guy in the GEICO commercial who is becoming his father. My dad, once he started making some good money later in his career, always bought a brand new Lincoln Town Car every two years. He actually had an argument with a Lincoln salesman once because he wanted roll-up windows and not electric windows...his argument was that "electric windows would just break in time."

Yeah, I have become my father. I just don't see the need to control our mini splits from afar. Every time I mention this in a GREE mini split training event, I inevitably get a young person in the audience who adamantly disagrees with my assessment of WiFi controls and he or she speaks up and says, "YES, I do need to control my mini split from here!"

I then proceed to point out to the rest of the group that this WiFi proponent is the same person who puts a Pop Tart in a microwave oven, because 60 seconds in a conventional toaster is just too long to wait!

I turn 58 this month and although my health is generally good, I still immensely enjoy my job and I don't generally feel old, the fact of the matter is that I have a bit of what I will call, "old man disease." I tend to resist what is popular even if useful and possibly has value in my own life. The good news is I eventually get there but not without some resistance at first.

What is interesting is that I am the same guy who will be introducing Virtual Reality VR training to the HVAC industry in the next month or two. Yeah, the guy who still puts Pop Tarts in a toaster will make industry history, along with my partner in the project, Interplay Learning out of Austin, TX.

Go figure...

So there you have it...my obsession with a TV show and my disdain for WiFi. These are my deep, dark secrets that I have been keeping from you over the past year. Not so bad...right?

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

# Fresh Air That Doesn't **Discriminate: Introducing Flex DC**

Broan® Launches Most Flexible, Most Efficient Exhaust Fan Platform on The Market

HARTFORD, Wis. (February 2019) - As the dangerous health effects of indoor air pollution continue to make news, many homeowners have been left searching for whole-house ventillation solutions with no avail. Broan®, a leading manufacturer of indoor air quality solutions that keep kitchens cleaner, bathrooms fresher, and the whole house healthier, came up with an answer. Broan is proud to introduce Flex DC; the most flexible and efficient exhaust fan platform on the market.

True to Its Name: Flexible DC Motor Allows **Right-Sizing** Ventilation For Any Size

Room

Flex DC is truly flexible to any installation challenge; and gives the user more control over how they want to install the fan than almost any product on



the market. The available Snap-Fit flange kit allows users to choose to install the housing with or without a flange. Grille channels allow for faster grille installations and the vertical alignment tabs have been moved to the corner of the housing so users can space the fan from the joist perfectly for drywall, all without opening up holes for air to escape.

#### Up to the Test: Meets Rigorous Codes and **Standards:**

Flexible to any building tightness limit, Flex DC is 50% more airtight than standard ventilation. The EZDuct connector creates an airtight seal from inside the fan, ensuring that the warm humid air it removes from the room does not leak out into the

attic or crawl space. The TrueSeal damper technology reduces backdraft by over 50% when compared to standard fans. This means air from outside won't work its way back into the home, resulting in a savings of 1 full HERs point when using Flex DC.

The Unsung Hero: Sone Level Less Than 1.0 At All CFM Speeds.

Flex DC is also compliant with ASHRAE 62.2 requirements. Operating at less than 1.0 sone at all operating points, this fan can meet whole home mechanical ventilation requirements. The ability to se-



lect between 50-80-110 CFM ensures that no matter how difficult the duct run is, Flex DC has the power to meet performance requirements. At 3X Energy Star requirements, power consumption will not be an issue.

For more information, visit http://www.broan. com/.

About BROAN® and NuTone®

BROAN® is North America's leading manufacturer and distributor of residential ventilation products including range hoods, ventilation fans, heater/ fan/light combination units, balanced ventilation systems (IAQ), built-in heaters, and attic ventilators. NuTone® is a registered trademark of Broan-NuTone LLC, and manufactures and distributes residential built-in convenience products including door chimes, central vacuum systems, ceiling fans, intercom systems, ironing centers and ventilation fans. BROAN® is proud to be an ENERGY STAR® partner.

#### AHRI Statement on the Department of **Energy's NOPR on the Process Rule**

Arlington, Va. — The following statement regarding the pre-publication release by the Department of Energy (DOE) of a Notice of Proposed Rulemaking on the Process Rule can be attributed to Air-Conditioning, Heating, and Refrigeration Institute (AHRI) President & CEO Stephen Yurek:

As the trade association representing manufacturers of HVACR and water heating equipment, we work closely with the Department of Energy as it fulfills its Congressionally mandated duty to set America's appliance energy efficiency standards.

We are very pleased that DOE has issued a NOPR to update the Process Rule — a rule that is critical to making the efficiency rulemaking process transparent, predictable, and timely.

While we are still reviewing the proposed rule issued today, we are pleased that it includes one of our most important priorities: Requiring the establishment of equipment test procedures prior to updating efficiency standards. That step alone is a significant improvement over prior practice, but the enhanced transparency and predictability for manufacturers, along with a long-overdue standard for evaluating the economic justification for rulemakings, are also very welcome.

We appreciate the issuance of this NOPR, and we look forward to working with all stakeholders to make this rule the best it can be – for manufacturers, for energy efficiency, and for consumers.

AHRI and its member companies remain committed to energy efficiency standards established through a transparent, predictable, and timely process. AHRI is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment.



# THE SEASON IS HERE... SO ARE WE.

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# SFACA February Program Meeting, Board Installation and Awards

The SFACA February Program Meeting with the Leadership Board Installation and Awards was held on February 6, 2019 at 6:00pm at the Sheraton Suites in Plantation. The topic was on the Principles of Leadership.

Renowned national speaker, Matt Michel CEO, Service Nation/Service Roundtable shared insights to drive successful business initiatives that are ap-



Charlie Del Vecchio, Chuck Del Vecchio, Anjanette Ferreira, Kevin Cacharies, Joe Zvolenski, and Ismael Valle of Tropic Supply



Fabio Calderon of BW Air Conditioning, Joe Zvolenski of Tropic Supply, and Ed Vallasis of BW Air Conditioning



New SFACA board: Director Bob Volin, VP Kelly Dexter, Director Mark Worrell, Secretary Gregg D'Attile, Director Ed Lawton, Director Gonzalo Azpurua



Skip Farinhas, SFACA President presents Charlie Del Vecchio of Tropic Supply an award of appreciation for 40 years of service to SFACA

plicable for current and future leaders.

Have you heard the term, "natural born leader?" It's a myth. A fairy tale. There's no such thing. Leadership is a skill. It's a skill that is learned, developed, and practiced. Matt Michel shared 18 principles to help develop leadership skills.

The SFACA March Program Meeting will be held on March 6, 2019 at 6:00pm at the Sheraton



Dustin Andrews of Advanced Work Vans, Ed Lawton of Enterprise Leasing, Michael Bretz of Advanced Work Vans



George Wallace of York Source1, Julian Gorgonis of A Star AC, Gorman Rasmussen of York Source1, and Todd Williams of All Temperature Service



Cheryl Harris, SFACA executive director, installs the new SFACA board members



Matt Michel of Service Roundtable, shared 18 principles to help develop leadership skills

Suites in Plantation. It will feature the SFACA Member Roundtable Meeting. SFACA is a member-driven organization. It depends on the input from members and their needs to drive the content of programs, education, and advocacy. This meeting is an opportunity as a member to give input to the Board on what is wanted from SFACA in the coming year and beyond.



Roger Prendergast, Scott Dorian, and Ron Thompson of Ed Helms AC, John Marinello and Jeff Campen of Pyke Mechanical



There was a great turnout for the SFACA February Program Meeting and Board Installation



Skip Farinhas was sworn in as SFACA 2019 President by Charlie Del Vecchio of Tropic Supply



Matt Michel asked if you heard the term natural born leader? It's a myth. A fairy tale. There's no such thing. Leadership is a skill!

# RGF-BioControls<sup>™</sup> Cleans the Air for Priceless Art Restoration

Riviera Beach, Florida (February 18, 2019) – RGF-BioControls<sup>TM</sup>, a division of RGF Environmental Group Inc., is cleaning the air inside a premier, national museum with a customized Isoport<sup>TM</sup> (modular isolation enclosure). During priceless artifact remediation, the museum's personnel can be exposed to airborne particulates, mold spores, and other harmful pollutants. To ensure the respiratory safety of the workers, BioControls<sup>TM</sup>, in coordination with the museum, designed and custom fabricated a 3-chamber isolation enclosure complete with automated HEPA supply and exhaust air filtration.

Tony Julian of RGF explains, "Our Microcon® MAP400 air purifier will supply a constant flow of HEPA-filtered air into the chamber, while the Microcon® ExC7 and Ecophan<sup>TM</sup> HEPA fan filter exhaust unit will maintain steady negative pressure. Certified HEPA filters will capture 99.97% of fine

0.3 micron particles in the exhaust, and activated carbon filters will remove any harmful VOCs and odor. This is a cutting edge solution for a high-profile customer."



Negative pressure (or if desired, positive pressure) air flow through the Isoport<sup>TM</sup> isolation room is automatically controlled by RGF's Accustat<sup>TM</sup> room pressure monitor. The Accustat<sup>TM</sup> digital display provides continuous room pressure measure-

ments while automatically maintaining customer room pressure set-point. Audible and visual alarms identify unsatisfactory pressure conditions.

For more information on RGF's Isoport™ modular isolation room enclosure, contact Tony Julian, VP Business Development, tjulian@rgf.com ph: 561.848.1826.

RGF manufactures over 500 environmental products and has a 34+ 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.

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.



# Message from FRACCA Incoming President Rick Sims



I would like to thank FRACCA's past leadership for positioning us so well for success as we go forward. I am very proud of the accomplishments of FRACCA over the past decades. I often didn't realize at the time how important some of those little things that they secured on behalf of FL HVAC contractors were at the time. A good example is our right to connect to electrical circuits at the disconnect. I took it for granted at the time; I thought to myself; of course we can connect at the disconnect because that's what we've always done. But of course, it doesn't really work that way.

I thought the same thing about our pool heat pump installations until I watched as Florida's CILB twisted and misused proceedings to ban HVAC installations of swimming pool heat pumps. Boy was I wrong about that. I realize now that they could have done the exact same thing with our electrical connections at the disconnect if FRACCA had not secured that provision for us. There are many more examples just like this that we dare not take for granted.

When problems come, they seem to come all at once and FRACCA is playing whack-a-mole ( remember March 2012?). But most of the time we are

relying on diligent volunteers that endure the tedium of serving on various boards and committees doing the peoples business. It's not that exciting most of the time, but they stay there keeping an eye on things as they come along. Thanks to all our gatekeepers including our lobbyist Cam Fentriss, FRACCA counsel Trent Gowdy and Tray Batcher, as well as our member volunteers.

While FRACCA has been able to solve many regulatory issues on behalf of members, there are still many challenges. As I look at today's debates (such as local R-8 requirements for replacement of existing ducts) and past battles; one thing that I notice that they have in common is that the vast majority of our problems relate to our work in existing buildings rather than new construction.

Florida's codes were primarily formulated for new construction; FL's Existing Building language is an impotent afterthought that is practically worthless for anything mechanical. Don't bother buying Florida's Existing Building Volume; there is nothing that you will find useful in it. Most issues we face are not about over-regulation of new construction; they are about expensive and burdensome requirements for existing buildings and systems.

This really hurts Florida's small businesses trying to startup or improve a place of business. Too often, Florida homeowners are forced to practically remodel to comply with nonsensical energy codes written decades after their home was constructed. Treating existing buildings the same as new construction gives local code officials too much to do when components have to be replaced. And it sets up HVAC contractors for failure, simply for doing rational things.

FRACCA still has work to do. Let's make it legal to allow Florida building owners to keep things the way they were when the building was originally and legally constructed; so long as it will not make their property less conforming or create a safety hazard.

Rickie and I look forward to visiting your local chapter and getting to know more of you. We have spent a lifetime in this business. We have many friends and family in HVAC ( we first met working together at a Florida HVAC company ) and we very much enjoy the time that we spend with you. Thanks to all of you.

Rick Sims

# Fieldedge And Coolfront Technologies Come Together To Expand Service Offerings To Clients

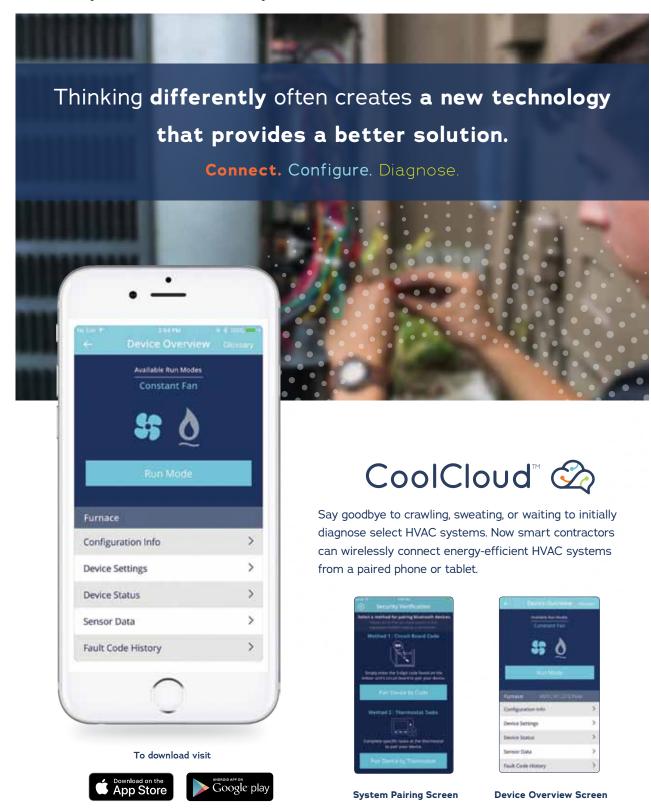
(February 26, 2019) – FieldEdge, formerly dESCO, announces the acquisition of Coolfront Technologies by its parent, Clearent Software Holdings. Coolfront, a leader in flat-rate pricing and maintenance agreement management systems in the HVAC, plumbing and electrical industries, will retain its brand and operate as an independent subsidiary of FieldEdge under the Clearent Software Holdings portfolio of companies. Financial terms of the transaction were not disclosed.

"The acquisition allows FieldEdge, combined with Coolfront, to further extend service offerings, and it gives us the ability to grow alongside customers," said Connie Certusi, President of FieldEdge. "The capability to scale our services to our customers' needs means we are able to form lasting business relationships with these companies, creating customers for life."

FieldEdge and Coolfront both will benefit from sharing resources and having the unique ability to span markets. FieldEdge is a leading field service management solution, whose target market ranges from "small and midsized business" (SMBs) up to enterprise-level organizations. Coolfront provides an easy-to-use, zero-cost, mobile field service management offering to smaller contractors and an industry-leading, flat-rate pricing tool that spans all markets, regardless of business size. This new dual-approach by FieldEdge and Coolfront will provide a unique ability to serve a wider range of clients within the industry.

"Working with FieldEdge will allow us to provide our users with additional resources and a more robust management system as their needs grow. We are excited to be joining forces with FieldEdge, because this is going to change the market landscape, providing the best solution available to the end user, no matter the size of their business," said Paul Baccaro, Vice President and General Manager at Coolfront.

"Given the complementary solution set that Coolfront and FieldEdge offer, this acquisition provides a perfect growth opportunity for both companies," said Dan Geraty, CEO of Clearent. Clearent is an integrated payment-solutions provider with a successful track record of acquiring SaaS companies in select verticals, including field services, and allowing them to thrive as independently operating subsidiaries. Coolfront marks Clearent's fourth vertical software acquisition in the past 13 months.



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# Opteon™ XI41 Refrigerant-Compatible Compressors Now Available From Bitzer To Replace R-410A In Heat Pump And Air Conditioning Applications

Geneva, Switzerland, – The Chemours Company (Chemours), a global chemistry company with leading market positions in titanium technologies, fluoroproducts and chemical solutions, announces that Opteon™ XL41 (R-454B) -compatible compressors are now part of the product portfolio from leading compressor manufacturer BITZER headquartered in Sindelfingen, Germany. With the ORBIT series, BITZER offers a comprehensive solution to help system manufacturers meet the ambitious objectives of the European F-Gas Regulation and Ecodesign Directive, and enables customers to select the lowest global warming potential (GWP) R-410A-like solution in the market.

All BITZER ORBIT scroll series (ORBIT, ORBIT+ and ORBIT FIT) are now fully capable working with Opteon<sup>TM</sup> XL41 (R-454B). With a GWP of 466 (AR4), and an ASHRAE safety classification of A2L, XL41 offers the lowest GWP replacement solution for R-410A in new equipment, while providing improved energy efficiency compared to R-410A, similar capacity and excellent design compatibility.

To further assist system manufacturers, BITZER has updated its component selection software, including the newly developed ORBIT+ series, featuring a Line Start Permanent Magnet (LSPM) motor, and the ORBIT FIT series with economizer technology, as well as new refrigerants, including Opteon<sup>TM</sup> XL41 (R-454B). Ricardo Rodríguez, Product Manager Scroll Compressors for EMEA at BITZER, adds: "Having the ORBIT scroll series released for Opteon<sup>TM</sup> XL41 (R-454B) allows BITZER to offer solutions for air conditioning and heat pump applications, which comply with the long-term targets of the European F-Gas Regulation while minimizing the impact on equipment re-design and providing similar performance when replacing R-410A".

Diego Boeri, Vice President of Chemours Fluorochemicals commented: "We are extremely pleased that BITZER has completed qualification of their ORBIT Scroll Series with Opteon<sup>TM</sup> XL41, and that these compressors represent an important offering in the market. This will enable customers to proactively transition to the lowest GWP, R-410A-like refrigerant solution, which is critical as we approach the next significant phasedown step in the F-Gas Regulation in 2021."

The Opteon<sup>TM</sup> XL refrigerant series is a portfolio of sustainable and versatile refrigerants with an ASHRAE safety classification of A2L that meet the long-term needs of the refrigeration, air conditioning, heat pump and chiller markets. It has been developed to support the global goals of the Kigali Amendment to the Montreal Protocol, which is driving the industry to more sustainable refrigerant choices and equipment designs to

reduce the carbon footprint of the HVACR industry. Specifically, in Europe, the very low GWP Opteon<sup>TM</sup> XL refrigerant portfolio supports the market transitions required by the F-Gas Regulation and enables customers to select their optimal solution – considering performance, safety, sustainability and total cost of ownership.

For more information on Opteon<sup>TM</sup> refrigerants, please visit opteon.com. For more information on BITZER ORBIT scroll compressors, please visit Bitzer website at: www.bitzer.de

Chemours has approximately 7,000 employees and 26 manufacturing sites serving approximately 4,000 customers in North America, Latin America, Asia-Pacific and Europe. Chemours is headquartered in Wilmington, Delaware. For more information please visit chemours.com.

## Fieldpiece Instruments Introduces New Wireless Manifolds



Orange, Calif., February 11, 2019 – Fieldpiece Instruments, the industry leader in tools and test instruments for HVACR professionals, announces two new SMAN<sup>TM</sup> Refrigerant Manifolds that have been refined to offer the ultimate in field perfor-

mance. Years of feedback from A/C and refrigeration professionals is combined with Fieldpiece's laser focus on continuous improvement to bring one of the toughest, most advanced digital manifolds to HVACR.

The extremely rugged case not only protects the manifold from field use, it also makes it water resistant with an IP rating of 54. Thermocouple ports have been moved to the rear for added protection and a streamlined setup. The manifolds are optimized for live readings and receive direct long-range (up to 350') wireless measurements directly from the Fieldpiece Job Link Probes and SRS3 Wireless Scale with no transmitter required. Models SM380V (three-port manifold) and SM480V (four-port manifold) are both wireless and have built in micron gauges. They are targeted to be available at distributors spring 2019.

The new SMAN<sup>TM</sup> manifolds will easily help the HVACR professional check, evacuate, and charge systems faster. The pro can view the calculated target superheat while monitoring, in real-time, how their charge is affecting actual superheat and subcooling. All measurements and live calculations can be viewed on the extra large LCD or from a distance or on a mobile device with the Job Link® System App. Up to

nine jobs can be saved to the internal flash drive.

The large vacuum port on the SM480V matches perfectly with Fieldpiece Vacuum Pump models VP55 and VP85. While the refrigerant port on both models can be used to connect to a refrigerant cylinder directly, or to a recovery machine like Fieldpiece model MP45

More than 70 refrigerants are pre-programmed into the manifold and future refrigerants can be added by utilizing the micro USB port. A rolling list of the ten most recently used refrigerants is stored at the top of the main refrigerant list for quick selection. When the manifold powers off, the current refrigerant is added automatically to this dynamic list of ten.

The new manifolds are customizable with the ability to adjust auto power off duration, adjust backlight duration, set high and low vacuum alarms and select each unit of measurement individually. In addition, a Tightness Test function is available to check for leaks after repairs or installations and to allow the pro to view pressure differential over time. A timer tracks the duration of the test and temperature is compensated with SL temp to avoid false positives

In addition to the included thermocouples, you can connect wirelessly to psychrometers, pipe clamps, and even a refrigerant scale. For example, assign one psychrometer (model JL3RH) to return air and another to supply air to view live temperature split across the evaporator directly.

"It's our job to make HVACR pros' jobs easier, faster, and better," said Russ Harju, product manager at Fieldpiece. "These new wireless refrigerant manifolds do just that, especially with the large screen that's so easy to read, and the new, more rugged, upgrades.

#### Comfort Supply Announces Jackson Expansion

JACKSON, Tenn. – February 21, 2019 – Leading Tennessee HVAC wholesaler Comfort Supply announced today it will open a new Jackson, Tenn., location in March. The new store will be the company's seventh in the state, with others located in Clarksville, Cookeville, Franklin, Knoxville, Murfreesboro and Nashville.

Comfort Supply wholesales quality Ruud products and serves as a one stop shop for residential, commercial and geothermal HVAC products. The company proudly guarantees same-day delivery of any order over \$500 made by 10 a.m. Founded in 1971, it is one of Tennessee's first HVAC wholesalers.

"Expanding to Jackson provides us the opportunity to reach more HVAC contractors in West Tennessee," said Clay Blevins, president of Comfort Supply. "Plus, as a PROSTOCK store, we'll be able to carry first-rate OEM replacement and aftermarket parts in addition to a variety of Ruud products and installation material."

The new location, located at 56 North Conalco Drive in Jackson, will first open at its grand opening celebration for local contractors on Thursday, March 21, 2019 from 10 a.m. to 2 p.m. Thereafter, it will be open Monday through Friday 7:00 a.m. to 4:30 p.m.

For more information about Comfort Supply, visit www.comforttn.com.

# HVAC Air Quality Monitoring Market to hit \$6 billion by 2025

The HVAC air quality monitoring market is poised to rise from USD 3.5 billion in 2018 to USD 6 billion by 2025, according to a 2019 Global Market Insights, Inc. report. Rising public awareness related to indoor air pollution along with implementation of effective regulations for analyzing and monitoring the indoor air quality all across the globe are the main reasons bolstering the demand for HVAC air quality monitoring products. Other factors such as increasing funding and investments for extensive research activities to develop effective products to monitor various types of pollutants will further help in giving an up thrust to the overall HVAC air quality monitoring market growth.

According to Environmental Protection Agency (US-EPA), an average U.S. citizen spends around 90% of their life indoors, either in homes, offices, or shopping malls. This makes indoor air quality a prominent factor as it affects the comfort, health and productivity of inhabitants of a building. With alarming global pollution levels, indoor air quality control systems will prove essential to keep the harmful effects outside the buildings.

These products are also important in various industries such as oil and gas, where majority of the processes include combustible and toxic materials. Air quality monitoring systems are used for examining such toxic gases and materials in ventilation ducts and air conditioning shafts of refineries and in living quarters of offshore rigs, thus preventing loss of lives and capital. With stringent industry regulations and rising popularity of smart homes, the demand for HVAC air quality monitoring products is expected to rise in industrial and residential sectors in near future. Although some factors such as high product setup and maintenance cost, and lack of public awareness in developing nations can hinder the market growth rate over forecast timeframe.

HVAC air quality monitoring market is bifurcated into portable and stationary products. Stationary segment holds the largest share and is projected to cross USD 3.5 billion by the end of forecast time period.

HVAC air quality monitors market for chemical pollutants will surpass USD 4.5 billion by 2025, dominating the overall market. This is due to the excessive presence of chemical pollutants such as carbon dioxide, carbon monoxides, formaldehydes, VOCs (volatile organic compounds), ozone, etc. in residential, commercial, institutional, and industrial buildings.



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# York Source 1 Grand Re-Opening Celebration in Pompano Beach

March 1st, 2019

On March 1st, from 11am to 2pm, York Source1 celebrated the Grand Re-Opening of their Pompano Beach location. The showroom and warehouse was fully stocked and the York Source 1 team was ready to serve the local contractors who came to partake in the grand re-opening.

Woody's Burgers food truck was on site, featuring a variety of burgers, hot dogs, and chicken sandwiches. York Source1 vendors and manufactur-

ers representatives were in attendance showing their new products and giving product demonstrations and some give-aways too. A large Spinwheel was used to win some neat prizes. All tools were on sale during the celebration.

"We have a growing customer base in and around Pompano Beach and we make it a priority to provide the best customer service and training available," said Anthony Pascucci, a regional general manager with Johnson Controls.

With more than 24,000 industry leading parts and tools in their growing inventory (like Honeywell, Copeland, White Rogers, Sporlan, Source 1 HVAC Service Parts and many other brands) chances are they have what you need to get the job done right away. Visit your local Source 1 to see their full line of YORK® and Guardian® HVAC systems or discuss your needs with an HVAC Account Representative.



The unveiling of the new York Source 1
Training Room in Pompano Beach



Skip Farinhas, Zack Fraley, Erik Lawrence, and Greg Goldston of GMC Air Conditioning



Anthony Pascucci, Shane Studer, Cindy Cabeza, Andy Busgith, Ozzie Sanchez, Gorman Rasmussen, Erik Bonde, Destiny Esposido, Jim Schafer, Rashida West, Rob Faby



The counter was busy all day long at the Grand Re-opening Celebration in Pompano Beach



Erik Johns of Honeywell, Bruce Wheatley of A&H Air Conditioning, and Mike Sysak of Honeywell



Woody's Burgers food trailer was on site, featuring a variey of burgers, hot dogs, and chicken sandwiches



Shane Studer and George Wallace of York Source 1, and John Mcclellan of Cool Solutions just finished ordering some Woody's Burgers for lunch



Brian Queensberry of Hart Cooley, Irving Hernandez, Michael Steinmuiller, Anthony Burgess, and Christopher Roberts of Pride Air Conditioning



Michael Evans of Evans Air with Carlos Martinez of Hamilton & Associates



Chris Messier of Best Air with Dave Shopp of Leone Green



Hamza of All In One Air Conditioning, Ozzie Sanchez of York Source 1, Ali Khalil's of All In One Air Conditioning



Everyone had a good time at the York Source 1 Grand Re-Opening in Pompano Beach



David Say, Shiva Seenath and Eddie Harriprsub of Air Flow Concepts AC All Stars, Jim Schaefer of York Source 1



Rick Farrow of Cain Sales with Gary Ralph Morisset of Suncoast Air Conditioning



David Vega of Preferred Air Conditioning, Johanne Bueno of J. Nichols & Associates, Rick Wielander of Preferred Air Conditioning



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#### 2019 FRACCA Education Conference - Navigating Excellence The Florida Hotel Orlando - February 27-28, 2019



Caroline Hinkle, Dianne Kramer, Jeanne Lachapelle, and Paula Huband, welcomed everyone to the FRACCA Conference!



The New OSHA Updates from the Construction Industy was a popular session



Ruth King of HVAC Channel TV with and Paula Huband of FRACCA



The Cotney Law Group spoke on the topic of immigration issues



Bill Holtz of Ultra-Aire, Terry and Caroline Spangler of License To Chill, David MacDonald of M&S Air Conditioning



Everyone enjoyed the hospitality at the vendor appreciation party!



NAVIGATING EXCELLENCE SINCE 2001
FEBRUARY 27-28, 2019 • ORLANDO, FL
FRACCA EDUCATIONAL CONFERENCE • RAISING THE BAR

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) hosted their 2019 Educational Conference, themed "Navigating Excellence" February 27-28, 2019 at the Florida Hotel and Conference Center, Orlando FL.

The conference began with a Vendor Appreciation Party Wednesday evening, giving the contractors an opportunity to network and meet the vendors participating in the trade show. More than a dozen vendors attended.

On Thurday was the Memory Lane Luncheon where past presidents reflected about FRACCA and their experiences. That evening FRACCA members enjoyed some Casino Fun and then the Awards Dinner with the installation of the new Officers and Board. Richard and Paul Stehle of Climatic Conditioning received the 2018 Outstanding Company Award, Keith Martin of MACCA received the 2018 FRACCA Chapter Award of Innovation.

Ruth King was the Featured Conference Speaker, beginning each day for the Conference. CEU Workshops were held both days on several topics ranging from "Immigration Issues", "The Art of Option Selling" and "OSHA Updates" to "Follow the EPA and Avoid Huge Fines".

Thank You to all of the Speakers, Exhibitors & Sponsors. - FRACCA



Bobby Pickney of York Source 1 thanked the FRACCA members at the vendor appreciation party



Mark Jacobs of York Source 1 Kristy Hayes and Bobbe Alessi of Four Seasons, Todd Walls and Bobby Pickney of York Source 1



Patrick and Amy O'Grady of Charlies Tropic Heating & Air, Robin Broderick of RGF Environmental, Ryan Charles of Pro Dev



Dan Robinson of Mitsubishi, Hector Dominicci of Ferran AC, Rob Rickman of Mitsubishi, Brian Hastings of 4 Seasons AC, Tim Crouch of Johnstone Supply



Don Duckworth of Enterprise, Paul Stehle of Climatic Conditioning, Bill Barnes of FRACCA, Richard Stehle of Climatic Conditioning, John Green of Greens Energy



A session about securing your IT departments digital company information was very informative



Shelley White of FieldEdge with Cindy Fabione of Fabione's AC



The Florida Hotel prepared a delicious array of Hors d'oeuvre's for the vendor appreciation party!



Bob Volin of Air Design Concepts, Mark Hucko of Inficon, and Adam Ogg of Payne Air Conditioning

#### 2019 FRACCA Education Conference - Navigating Excellence The Florida Hotel Orlando - February 27-28, 2019



William Barnes of FRACCA, Witt Parker of J.Nichols & Associates, Cheryl Davis and Bob Hentz of Carrier Enterprise



Gene Moses of Honeywell, Charlie and Chuck Walker of Climate Control Services



Ward Jenkins of Tropic Supply, with Keshay Davis and Ellen Logue of QTC Westside Campus



Edward Lammers of Honey Home Services, Nathan Adams of Emerson, Bryan Lingerfelt of FRACCA, Greg D'Attile of Art Plumbing & AC



William Barnes of FRACCA (left) with the Sunbelt Rentals Team!



Leon Essex of Manufacturers Marketing with Dan Griffin, past president of FRACCA



Victor Katz of Lennox, Greg D'Attile of Art Plumbing, Patrick Cane of Lennox, Scott Wilson of FRACCA, Kevin Suarez and Brian Goldschein of Lennox



William Barnes and Scott Wilson discuss the 2018 FRACCA Champions Belt



Ruth King packed the ballroom with her presentation of "Growing A Profitable Service Department"



Bob Cochell spoke from his heart at the FRACCA Memory Lane Luncheon



Everyone had some Casino Fun before the FRACCA Awards dinner!



FRACCA leaders received their chapter delegate certificates



The FRACCA Chapter Awards of Excellence was presented to every chapter this year!



The 2019 Outstanding Company Award went to Richard and Paul Stehle of Climatic Conditioning



Keith Martin president of MACCA receives the FRACCA Chapter Innovation Award



Rick Sims, new FRACCA president, receives the gavel from Pat Ambrose now past president of FRACCA



Pat Ambrose completed the Installation of new officers to the FRACCA Board



Rick Sims of Johnson's Air Conditioning and new president of FRACCA gave his acceptance speech



### Fujitsu General America Introduces Mini-Splits that work with the Google Assistant



Fujitsu General America announces new mini-split compatibility with the Google Assistant.

The company's Halcyon line of heating and cooling products now features voice-activated control through the Google Assistant on

smart speakers, like the Google Home, if the minisplit has built-in Wi-Fi, or if Fujitsu's Wi-Fi device

General is installed.

When setup of the Fujitsu FGLAir app is complete, users can control up to 13 different functions using the Google Assistant, including on/off operation, increasing and decreasing temperature, changing operating modes, requesting the current temperature setting, and more.

The entire setup process is quick and easy through Fujitsu's FGLAir app. Because the Google Assistant runs through the app, there is no loss of inverter efficiency.

For more information on the Fujitsu General's compatible equipment with the Google Assistant, please visit www.fujitsugeneral.com

# The New Flat Rate's Danielle Putnam Named President of Women in HVACR



Danielle Putnam

DALTON, Ga. – Feb. 5, 2019 – The New Flat Rate, a leading provider of menu-pricing software for residential home service companies, announced today company president Danielle Putnam has been named the 2019 president of Women in HVACR.

"I've been a part of the home service

industry since I was a little girl," Putnam said. "My first job was handing out flyers for my father's home service company. My heart has been dedicated to the home service and HVACR industry ever since, and I want to advocate for my female colleagues and for the women joining the HVACR field every day."

Putnam co-founded The New Flat Rate with her father and pricing enthusiast, Rodney Koop. She's a strong advocate for the growth of women in the HVACR industry, which is why Women in HVACR was created. This growth includes all areas, such as technical, sales and management.

Women in HVACR was formed in 2002 as an organization to foster networking, education and mentoring for women in the HVACR industry. The group encourages women already in the industry as well as fosters growth for more females to become involved. The organization has scholarship and mentor programs aimed at not only helping women establish themselves in HVACR, but also to thrive. Women in HVACR is also implementing an ambassador program where HVACR professionals will go to schools to talk about careers in the trade that will eventually be rolled out in all 50 states.

"A lot of things have changed about this in-

dustry and society as a whole since my dad started his home service company," Putnam said. "Twenty or thirty years ago, it would have been a rarity to see a female working with HVAC, much less a female owner of an HVAC business. While it's becoming commonplace, more there is so much room to grow for women in the HVACR world. Women in HVACR has a lot of awesome things planned for this year, and I'm looking forward to leading the way."

For more information about Women in HVACR, please visit https://www.womenin-hvacr.org/.

The New Flat Rate, Inc. pioneered the first menu pricing system for in-home service providers which has doubled and tripled the average service ticket for contractors across the United States and Canada. For more information, visit http://thenewflatrate.com/ or call 706-259-8892.



# Danfoss Accepting Entries For Its Tenth Annual EnVisioneer Of The Year Award Competition

Danfoss, a leading manufacturer of high-efficiency electronic and mechanical components and controls for air-conditioning, heating, refrigeration, industrial, and water systems, is accepting entries for its tenth annual EnVisioneer of the Year award competition.

Launched in 2010, the competition recognizes North American original equipment manufacturers (OEMs), building owners, municipalities, contractors and end users that have introduced a new product, opened a new facility, or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

Interested participants may enter the competition by submitting an application by May 30, 2019. Applications will be reviewed and selected by a panel of third-party judges representing various disciplines.

In 2018, Danfoss recognized both Escambia County School District (Pensacola, Florida) and Multistack with EnVisioneer of the Year awards. Selected as a winner in the competition's End User category, ECSD is using Danfoss AB-QM<sup>TM</sup> pressure independent control valves and Danfoss Turbocor® oil-free compressors as part of new, high-efficiency HVAC systems. The solution has improved hydronic balancing and control, reduced chiller energy use by nearly 50 percent, and cut the district's total energy costs by \$2.5 million. Multistack, recognized as a winner in the competition's OEM category, is using Danfoss Turbocor® compressors to slash energy consumption and emissions for their customer, Royal Caribbean Cruises. Although outside of the traditional applications for Danfoss Turbocor® compressors, partnership and collaboration on the project helped to yield 42 percent energy savings, in addition to the reliability and flexibility needed to meet tough applications.

## AHRI Statement on the Department of Energy's NOPR on the Process Rule

Arlington, Va. — The following statement regarding the pre-publication release by the Department of Energy (DOE) of a Notice of Proposed Rulemaking on the Process Rule can be attributed to Air-Conditioning, Heating, and Refrigeration Institute (AHRI) President & CEO Stephen Yurek:

As the trade association representing manufacturers of HVACR and water heating equipment, we work closely with the Department of Energy as it fulfills its Congressionally mandated duty to set America's appliance energy efficiency standards.

We are very pleased that DOE has issued a NOPR to update the Process Rule — a rule that is critical to making the efficiency rulemaking process transparent, predictable, and timely.

While we are still reviewing the proposed rule issued today, we are pleased that it includes one of our most important priorities: Requiring the establishment of equipment test procedures prior to updating efficiency standards. That step alone is a significant improvement over prior practice, but the enhanced transparency and predictability for manufacturers, along with a long-overdue standard for evaluating the economic justification for rulemakings, are also very welcome.

We appreciate the issuance of this NOPR, and we look forward to working with all stakeholders to make this rule the best it can be – for manufacturers, for energy efficiency, and for consumers.

AHRI and its member companies remain committed to energy efficiency standards established through a transparent, predictable, and timely process.

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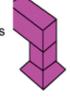


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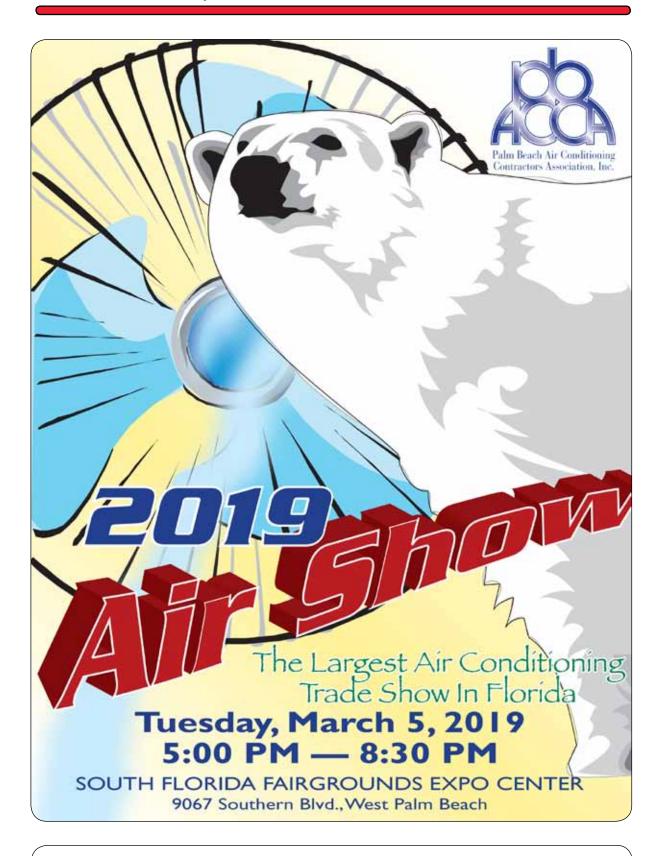




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# Special Events



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#### **COUNTER SALES ASSOCIATE**

Oldach HVAC USA Corp. Orlando Branch

Oldach HVAC USA Corp. a HVAC distributor in the Central Florida area is looking for a motivated candidate for the role of Counter Sales Associate for its Orlando branch:

The Counter Sales Associate is responsible for sales at one of our HVAC stores/wholesale distributorships that carries air conditioning and heating equipment, refrigeration components, parts and supplies. The ultimate goal of this role is to sell our products while providing the best customer service in a sales-oriented environment.

Responsibilities: HVAC and related product sales. Manage customer relationships and customer service. Responsible for showroom merchandising and re-stocking product. Assist in resolving customer relations problems with both dealers and end users. Complete sales order process for customers. Dispatch and deliver equipment when required. Visit customers when required. Perform other duties as assigned

Requirements: Minimum one-year experience in a Counter Sales role, preferably in the HVAC industry. Experience in a wholesale HVAC equipment preferred. Sales driven performance providing excellent customer service. Strong interpersonal skills including sales, problem solving and customer service focus absolutely required. Ability to work independently, but meet assigned goals and objectives in designated time frames. Capable of working in a fast-paced environment with skills to multi-task on different levels. Computer knowledge, Microsoft Outlook, Word, Excel. Bachelor's or Associate's Degree preferred.

If you qualify and are interested in this job opportunity please send us your resume to the following e-mail address: recursoshumanos@oldachpr.com



#### **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

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#### 61043

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