

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



2019 PBACCA Air Show At The South Florida Fairgrounds In West Palm (see pages B14-B15)



Gemaire Distributors Grand Reopening Celebration In Doral (see page B4)



Baker Distributing Hosts Open House In West Palm Beach (see page 18)



Economic Electric Motors Hosts Open House In Pompano Beach (see page B3)



Lennox Live Event At The Rosen Shingle Creek In Orlando (see page B12)

The 2020 AHR EXPO To Be **Hosted At The Orange County Convention Center In Orlando**



Recognized as the largest trade show of its kind, the 72nd International Air-Conditioning, Refrigerating Heating, Exposition (AHR Expo) will be hosted at the Orange County Convention Center in Orlando, Florida. This year marks 90 years since the Show

hosted its first gathering in 1930, bringing together HVACR professionals from all sectors of the industry. Serving commercial, industrial, residential, institutional and technology markets, the Show is

the industry's cumulative gathering of all professionals and markets under one

Each year, manufacturers from all over the world exhibit their systems, equipment, and components with air-conditioning, heating, plumbing, ventilation, and refrigera-

tion applications. Thousands of contractors, engineers, OEMs, distributors and other industry professionals attend the Exposition in search of new and innovative products and services that enhance the

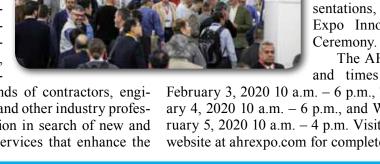
way they do business. Advance registration opens this summer and is free to qualified professionals and students ages 18 and up. An online registration fee of \$30 will apply after the January 2020 cut-off date; as well as to attendees who register onsite. On Show days, 16- and 17-year-old students accompanied by a supervising adult will be allowed admission to the Show floor.

There will be robust educational program, including: ASHRAE Learning Institute courses; certification exams; free product and technology previews; and free seminars from industry leaders. Leading Industry Association meetings will be held in conjunction with Show. The ASHRAE Winter Conference will be held concurrently with the Show.

Special Show features will include: The Building Automation and Control Showcase. Software Center, New Product and Technology Theater presentations, and the AHR Expo Innovation Awards

The AHR EXPO dates and times are: Monday,

February 3, 2020 10 a.m. - 6 p.m., Tuesday, February 4, 2020 10 a.m. - 6 p.m., and Wednesday, February 5, 2020 10 a.m. – 4 p.m. Visit the AHR Expo website at ahrexpo.com for complete information.



A Ware Group Thank You with Specials, Giveaways, **Vendors, and BBQ Too!**

their annual open houses as a customer and vendor appreciation. April's open houses in Florida include Sarasota, Clearwater, Lakeland, Ocala, Melbourne, and Orlando. In South Carolina, upcoming open houses include Columbia Downtown.

A focus of each open ouse is providing an environment where contractors can learn and interact with the industry's latest and greatest. Ware Group open houses feature over 30 vendor exhibitors with product information and hand's-on displays.

Each open house also features training classes. A Ware Group open house wouldn't be complete without a registra-

Johnstone Supply The Ware Group is hosting tion goody bag, product specials, great door prizes, and Hill's famous BBQ.

This year's specials include a variety of products from coil cleaners, to tools, to thermostats that are on special throughout the open house season. Door prizes include Go-Pros, Fitbits, and a grand

prize big screen TV. A full Hill's BBQ lunch including banana pudding is provided from 11:00 am - 1:00 pm. For open house and training class information, and to pre-register, visit www. JohnstoneWareGroup.com/ OpenHouse.

In this issue, see event

photos and article for the Ft Lauderdale open house that took place in March. Don't miss the April open houes at Johnstone Supply The Ware Group!



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Over 30 Vendor Representatives

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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.



This is our way of saying Thank You! We hope to see you there.







2019 Ware Group

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

Do You Bribe Your Customers?

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.

Previously I wrote about friends who asked for referrals for their new air conditioning system. None of the sales people asked why they had called that company. These companies were referred and didn't even know it. Bad move. (And yes, I got some emails from readers that they couldn't believe that none asked...make sure that your salespeople are asking!)

A new customer who gets recommendations from friends and calls your company on their recommendation is a passive referral. No one in your company solicited the referral. It came because of a great job you did for a customer and they referred without prompting. Obviously, these types of referrals prove that you did a great job and the customer was happy enough to mention your company when a friend asked.

Active referrals occur are when you ask customers to provide them. Many contractors are doing it through social media reviews: "If you liked our service, please give us a review on Google, Yelp, etc." Many software packages have been written to make it easy for a customer to click on a link and write a review.

Social media reviews are becoming more important every day. The more positive reviews you have, the better your company appears to people who are searching on line.

However, most people, if they ask their friends, would prefer a personal recommendation. They may get that recommendation and then search on line for the reviews to validate the recommendation. However, getting a positive, raving review from a friend makes them most comfortable calling your company.

Active referrals can be bribes. Bribe is a harsh word. However, it's true. It's not necessarily bad. By paying for referrals, some customers become de facto sales people for your company by soliciting their friends so they can get paid for the referral.

You put a statement on the bottom of your invoices that says, "We grow our company through referrals from family and friends. If we did a great job, please let them know. If we didn't, please let us know." That is asking for referrals.

Or, you put an article about a happy customer in your newsletter with a similar statement asking for referrals. This is also asking for referrals. Neither statement hints at payment for the referral.

Of course, you can send the referring customer a gift card, a thank you note, flowers, etc. That is paying for referrals without mentioning payment.

Referrals are the best way to grow your business. Passive ones are great. Active ones are necessary. Decide whether you will mention payment for those referrals when you ask for them. The choice is yours.

Next Topic: Which of These Four "C's" Describes Your Employees? At this year's ACCA national conference, Darren Woodson, former Dallas Cowboy defensive player and ESPN analyst, gave us the four "C's" which describe employees:

Contented: This person shows up at 8:05 AM for a meeting that starts at 8 AM wearing head phones. He/ she sits in the back and starts looking for another job while at your company. This person has no passion for the job. He/she is there just to collect a paycheck. According to Darren, this person is a virus. Cut it out.

Compliant: This person is there at 8 AM. You need to hold their hand for everything. You need to constantly talk through everything with this person. They don't handle change well. Compliant is the cousin of contented.

It's hard to win with compliant and contented. They are not championship talent.

Committed: This person shows up by 7:50 AM. This person will do whatever task is at hand. You can win with committed people.

Compelled: There is no alarm clock. This person

is committed to the task and goes way beyond. There is something special about him/her. They are passionate about what they do – both at work and not at work. You can definitely win with compelled people.

When you look at the actions of your employees, how many of them are there to "just collect a paycheck?" They make mistakes over and over again; don't learn, they are not happy, and you put up with it. I've found many owners who accept this and don't do anything about it.

When I ask why, the answer is always a version of "I know what I've got and it's probably better than what I could have." That's insane. The contented company environment is making committed and compelled employees and owners miserable. Life is too short to be miserable.

If you want a great company and want to take care of your customers profitably, find committed and compelled people who share your vision. They are out there – probably sick of working with contented people/owners and looking to get out of that toxic environment.

And final topic: How to Train Millennials.....This Contractor Cents is really short. I found a really cool company who trains in HVAC and Solar from a different perspective than I've ever seen. Let's face it, most of the training we have was developed for baby boomers like me: Classroom training with some hands on. And, when you send your technicians to the really good hands on schools, you lose their revenue production for the time they are in school. What if you could simulate hands on training virtually?

Most millennials have grown up on video games. So, why not train them in a setting that is familiar to them? Now you can. Interplay Learning, a company in Austin, Texas has developed millennial like training: From video games like training to full blown virtual reality training (you need a 10X10 room for virtual reality training). Students can learn on their phones, on their computers, and in virtual reality. Interplay learning has a two week free trial. Go to www. interplaylearning.com This might be the answer to training millennials.

New Class - Profitability Day! Experience a deep dive into your financials – pricing and profitability – in English rather than accounting babble. FRACCA is hosting Profitability Day, and has graciously allowed non-FRACCA members to come to the class. It is May 16, 2019 in Maitland, FL. Email paula.huband@ accacf.com for the details.







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The Code Council Calls For Input On Changes To The Building Codes That Keep Our Communities Safe And Resilient

Washington, D.C. - The International Code Council is hosting its 2019 Committee Action Hearings from April 28 to May 8, 2019, in Albuquerque, New Mexico. Hearing participants will address potential changes to the International Codes (I-Codes) based on proposals from the building safety community, including code officials, architects, builders, engineers, and fire and energy conservation professionals, among others.

The I-Codes are the most widely used and adopted set of modern building safety codes; they protect against fires, weather-related events, structural collapse and other disasters. The Code Council code development process is transparent, accessible and inclusive, and all interested parties are encouraged to participate in the development of the 2021 I-Codes.

The April hearings cover the Group B I-Codes. Group B includes administrative chapters for the I-Codes as well as updates to currently referenced standards; structural provisions in the International Building Code; the International Existing Building Code; the International Energy Conservation Code (commercial and residential); the building and energy provisions in the International Residential Code; and Chapter 1 of the International Green Construction Code.

"Our code development process is based on consensus building, and we rely on input from a wide range of stakeholders to ensure that our codes reflect the evolving needs of our communities," said Code Council Board President William R. Bryant, MCP, CBO. "Our process is designed to continuously improve the I-Codes so they incorporate the latest technology and keep the millions of people they impact safer."

The 2019 Group B proposed code changes are now available along with the hearing schedule. Proponents of code changes are strongly encouraged to view their proposals for accuracy and bring any discrepancies to the attention of Code Council staff by Wednesday, March 27, for inclusion in the 2019 update document scheduled to post in early April.

To register for the April Committee Action Hearings, visit www.iccsafe.org/springhearings. A live video feed will be available online for those who cannot attend the hearings in person.

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New Manufacturer's Representative Firm Behanna & Associates



Scott Behanna

Scott Behanna founded Behanna & Associates in January 2019. Scott has an extensive background working with McAllister Associates for over 28 years in South Florida as the top performer for many of the lines they represented.

About 5 years ago Scott left McAllister and joined Gemaire Distributors as Director of Parts

and Supplies. He later moved to Parts & Supplies Sales Manager for SE Florida.

Scott's began his career as National Sales Manager at TIF Instruments in the mid 80's. Scott has served on many factory councils including ATP/SPX (which included TIF, Amprobe, Promax & Robinair); SUPCO; Triatomic; Tecumseh, and RHEEM Parts. Scott received awards rep of the year for Mitsubishi, SUPCO, Carson pads and more.

Behanna & Associates currently represents Panasonic HVAV ductless and VRF equipment, Red Devil mastics and sealants, Perfect Comfort PTACs, REF-CO tools and condensate pumps, SpeedClean portable pressure washers, Refrigerants Plus refrigerants, Trinity Warranty and more. You can reach Scott at 954-422-2016 or sbehanna61@gmail.com

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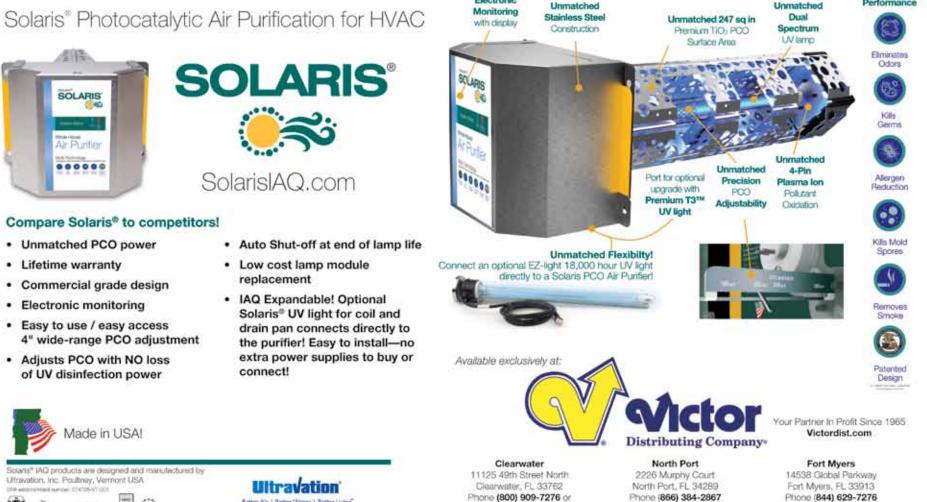
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2019 FRACCA Conductsation Workshop

Featuring Rick Sims Credits Available: 1 Hour CEU 3.5 NATE CREDITS



CURRENTLY SCHEDULED: MACCA: APRIL 30TH, 2019 ACCA/CF: MAY 2ND, 2019 8 - 11:30 AM 5 - 8:30 PM CHECK THE FRACCA WEBSITE FOR MORE SCHEDULED WORKSHOPS IN YOUR AREA

What is Conductsation? "Conductsation" is just achieved with each of these strategies. a fun play on words that FRACCA instructor Rick Sims uses in a FRACCA 2019 training workshop called "Strategies to Control Duct Condensation". FRACCA is touring the state of Florida with this training program that is not available from any other source and material that your technicians, managers and estimators have likely never seen before.

This is a no excuses approach to solving these issues. It assumes that we cannot stop all customers from over-cooling spaces; we know that there

will always be those who insist on 68F thermostat set points. We all prefer that the ducts are located within a conditioned space; but sometimes they are not; what can we do in these circumstances? Unlike most information that contractors and technicians may have received in the past on this topic, this course is all about the things that we can control. It identifies viable strategies to prevent or reduce problems even in the most challenging situations.

The course answers many specific questions. How high of an R-value is required to assure prevention of condensation for even the most extreme cases? What do the manufacturers of insulation and duct-board say are the limitations of their products? How much difference does it make if we upgrade from R-4 to R-6 duct; or from R-6 to R-8 ductwork? How much difference does it make if the air around the duct is 1F degrees warmer or cooler? How much difference does it make if we raise the fan speed and increase the supair temperature? ply Does it matter if ducts touch each other or other things? Where are the best and worse locations for cold components within these unconditioned spaces? Does it make a difference if the duct surface is shiny? How is it possible that the old rusty system did not sweat as much as the new replacement system? How do we know if an unconditioned space is over-ventilated? This course quantifies actual results and surface temperatures that will be

Some of the strategies are simple things that every service technician can do on every maintenance and service call. Other strategies are things that installers can do to improve every installation. And there are lots of things that sales people, estimators and designers can do to predict and avoid problems. Many of these best practices have little or no additional cost that every one of your employees should

The course objectives are to increase proficiency

in diagnosis of moisture related issues by knowing what data is relevant and knowing how to use it. The included course material arms attendees with the tables, methods and formulas used to calculate duct surface temperatures. Course materials include a printed handout and a downloadable digital document with even more information on the topic that can be used as a field reference on any smart phone or other connectable device. Contact your local chapter to see when FRACCA Conductsation training is coming to your area!



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Larry Golen Joins Packard as New VP of Channel Development

Packard consistently speaks about growth and how quickly they have seen it come in the past few years. This year looks to be the same with an abundance of talent poised to join their team.

With that in mind, Packard is excited to announce tral America. From the Stone Mountain office, he

the addition of Larry Golen to their management team. Larry will be assuming the role of Vice President of Channel Development. This new role will utilize the unique skill set that Larry has refined over his widely successful career in refrigeration, construction products and specialty materials, just to mention a few. Many of the companies Larry has worked for you will recognize...General Electric (GE), Texas Instruments, Xerox Corporation, and most recently Heatcraft Refrigeration Products.

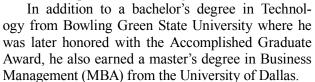
This position will work closely across several departments including product development, sales, and marketing. Larry will assist the executive team with strategic planning and implementation. The objective for this role is to expand programs and products to increase sales in some of Packard's lower performing channels where they believe they have an opportunity for future growth. This position will also explore new channels and will work through

all aspects of the business methods required to compete, while respecting our existing customer base.

While with Heatcraft, Larry served as the Vice President and General Manager for North and Central America. From the Stone Mountain office, he

was charged with optimal performance for the commercial refrigeration products business serving the food industry as well as a variety of applications in industrial, healthcare and other markets. Prior to Heatcraft, Larry was the Vice President and General Manager for North, Central and South Americas for W.R. Grace & Co., out of Cambridge, Massachusetts. Here he owned the overall performance in the Americas for the construction products business that served the concrete, cement, building envelope (waterproofing, air/vapor bar-

rier) and fire protection building materials markets.



Larry and his wife, Chris, make their home in Alpharetta, GA.



Larry Golen

ASHRAE Seeks Presentations for 2020 Webcast

ATLANTA (March 14, 2019) – ASHRAE has announced a call for three presenters to share knowledge about the effects of humidity to a global audience in its 2020 ASHRAE Webcast, "Effects of Low Humidity and High Humidity on People, Buildings and Energy Performance."

"Humidity has a substantial impact on the comfort and health of building occupants," said Steve Piccolo, chair of Webcast Ad Hoc committee. "Preserving the structural integrity of buildings and protecting the contents also requires proper humidity control. This Webcast will explore the effects of humidity on buildings, occupants, and contents in a variety of uses. The program will also discuss the impact humidity has on energy consumption of the HVAC system and effective ways to control humidity.

The CTTC seeks three qualified presenters. Participation in the webcast requires a substantial time commitment. The deadline to submit webcast presentation materials for consideration is April 5. For questions and to submit presentation materials for consideration, email cdevaughn@ashrae.org.

Johnson Controls Expands Line of YORK® YLAA Air-Cooled Scroll Chillers

Extended line further reduces total cost of ownership with savings up to 30 percent

MILWAUKEE – (February 4, 2019) – Johnson Controls has expanded its line of YORK® YLAA Air-Cooled Scroll Chillers with two new models that offer a smaller footprint with increased efficiency. The new models expand the product range from 40 to 230 tons without sacrificing quality and efficiency. The extended line will be available through the YORK® 041 and 048 models.

"The expansion of our YLAA line allows us to deliver a broad range of air-cooled scroll chillers to our customers," said Jerry Laumann, global product manager air-cooled scrolls, Johnson Controls. "The enhanced YORK® models offer a simple, efficient design in a smaller footprint, perfect for easy installation in both retrofits and new construction projects."

The YLAA scroll chillers are equipped with two independent circuits for partial redundancy. Brazed plate evaporators and microchannel condensers enable more efficient heat transfer to help reduce total cost of ownership.

The new models are available this spring as part of the Quick Ship Stock program, providing a delivery within 2-5 days in the contiguous United States and Canada. Additionally, made-to-order options including louvers and variable speed drive condenser fans to further enhance part-load efficiency and sound, as well as integral pump packages that offer a single purchase, shipment and install solution.

The environmental design of the YLAA includes zero-ODP HFC-410A refrigerant and up to 50 percent less refrigerant charge. Units include full-load and part-load efficiencies that meet or exceed ASHRAE standards. The unit is also equipped with native building automation system (BAS) communications, including BACnet®, Modbus and N2.

For more information, please visit www.YORK. com/YLAA.





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Trade Talk:

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



Focusing On Your Business

There are times when world can feel like one big distraction. Cell phones chirp and vibrate with dozens of notifications. Co workers call to discuss the latest problem with the day. And that sales rep. appears unannounced and interrupts phone interviews—or at least they do in my office. No wonder we have trouble paying attention.

But things aren't going to slow down. In fact, they'll more likely speed up.

So how do you find focus in a world that is noisy and chaotic? While it's easy to blame technology, coworkers, and sales reps., the answer might be found in the mirror. It is possible to block the distractions and finish each day with a sense of accomplishment.

The first thing to do is to stop and find moments of precious silence. We get so close to taking care of our jobs that we often don't see the big picture.

A friend of mine likes this quote from Leonardo DaVinci: "Every now and then go away, have a little relaxation, for when you come back to your work your judgment will be surer. Go some distance away because then the work appears smaller and more of it can be taken in at a glance and a lack of harmony and proportion is more readily seen."

Like an artist stepping back from a painting to take it all in, time away from work can provide a better perspective. While a vacation or day away is ideal, just taking a few minutes will help.

Next, define your "it"—your Important thing. We walk around every day dropping possibilities of things we can do into a big mental funnel.

We hope they'll all get done in the end, but a funnel slows and narrows at bottom. We may be working in a world of unlimited possibilities but we're also in a world of limited time."

Instead, determine what gets done by using filters, such as your deadlines, values, available time, or resources, and arrange your day around the things that are important—big or small.

Carve out time to work by taking care of the things that distract you. Unexpected things will always pop up, but you can plan for common and known distractions

For example, if you find noise to be distracting, seek solitude or replace the sound with something soothing.

And always turn off email and social media notifications. Even if you choose to not respond, your mind registers the interruption and wonder what it's about. Turning your phone to silent will diminish your curiosity.

Let your coworkers, family, and friends know what's important to you, so they can support you and respect your time.

Ask yourself what your important thing is. You know what you need to get done. It also helps to let others know why your important thing might be important to them. For example, your finishing a project on time and on budget might bring new clients, which will benefit the reputation of the company.

Finally, keep the feeling of being overwhelmed at bay by focusing on milestones. I have a friend who started running. Instead of focusing on miles, he worked on running from utility pole to utility pole.

It made the process feel much more doable. The same goes for work. Concentrate on staying focused for an hour or for a day instead of looking at everything that is ahead.

Until next time.
Tommy Castellano

HARDI Distributors Report 4.4 Percent Revenue Increase in January

COLUMBUS, Ohio, March 1, 2019— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth for HARDI distributor members increased by 4.4 percent in January 2019. The average annualized growth for the 12 months through January 2019 is 10.4 percent.

"January and February are the slowest months of the year for HARDI distributors," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "This year got off to a 4.4 percent start which looks pretty good when you realize it is being compared to a month that had a 19.4 percent gain." So members were busy last January and were busier this year.

"January sales growth came in lower than what we've grown accustomed to seeing over the last 6 months, but given the difficult comps, a positive growth rate is a great outcome," said HARDI Economist Paul Hallmann. "Comps will soften up for the next few months before trending towards double digits as we enter the summer months."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 48.5 days. "The past few years the DSO has remained in a fairly consistent annual pattern," said Loftus. "January was a day longer than January of 2018 which was a day longer than 2017. It looks like another tile in the 'slowing economy' mosaic."

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

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.



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OPEN HOUSE2019

March 27th Ft Lauderdale

The Ware Group

Saving You Time. Making You Money

Johnstone Supply Ware Group held one of their eight 2019 Florida Open Houses on March 27th, at their Ft Lauderdale location. April's open houses in Florida include Sarasota, Clearwater, Lakeland, Ocala, Melbourne, and Orlando. In South Carolina, the upcoming open house will be held at Columbia Downtown. (Please see ad on page 2)

The event began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken and all the fixins right on site. It was delicious!

More than 30 Manufacturers Representatives were on-hand highlighting all of the newest products, per-

forming demonstrations, and discussing industry trends. Many of the vendors had samples, information, and some nice giveaways. Upon registration, open house attendees each received a bag of goodies. There were terrific door prizes like Big Screen HDTV's, GoPro's or Fitbit's!

Training opportunities were also available to open house attendees. Each Open House offers Technology Trends from 10 - 10:50am and Refrigeration Trends from 11 - 11:50am. You must register in advance online or with your local branch manager to attend. Visit JohnstoneWareGroup.com/OpenHouse

to register and reserve a seat for the training.

The Ware family brought Johnstone Supply to Florida in 1981. Over the course of the next 30 years, the Ware Group has become the leading HVAC/R wholesaler in north and central Florida.

Today, the Ware Group owns and operates Johnstone Supply branches in 25 convenient locations (21 in Florida, and 4 in South Carolina).

The Ware Group is committed to offering the highest level of customer service, inventory stock position, friendly, knowledgeable, committed staff continually "Saving You Time. Making You Money."



Johnstone Supply Ware Group Ft Lauderdale Open House Team ready to serve you!



Trey Weeks, Nick Roth, and Gema Capellani of Johnstone Supply Ware Group welcomed everyone with a goodie bag



Chris Ware, Cameron Perkins, Michael Blackwell, Justin Seppi, and Michael Bell, of Johnstone Supply Ware Group



Don Griscom and Ryan Reynolds of EV Dunbar with Brent Holland of Johnstone Supply Ware Group



Everyone enjoyed the tasty BBQ chicken and ribs from Hills BBQ



Sean ince of Pro 1 Thermostats, Brian Nichols of Johnstone Supply Ware Group, Andy Taylor of ACT Agents - Ron McLaughlin & Associates



Michael Bell of Johnstone Supply Ware Group with Paul Shea of Mueller Industries



Carlos Martinez of Hamilton & Associates, with Chris Palmer and Jim Jones of Friedrich Air Conditioning



Adonis Dallaris of JLL with John Figan of Testo



Leon Essex of Manufacturers Marketing - Bard, Eric Sommer of Zoom Zoom Air Conditioning, Ronnie Alhadeff of Belron LLC



Darryl Stimmel of ACE Chemical, Rick Farrow of Cain Sales, Neal Crawford of Johnstone Supply Ware Group



Michael Blackwell serving Merry Kaye of Johnstone Supply Ware Group



Bob Session and Robert Cusmano of Broward County, Gil Ledoux of PED Associates, Francisco Reyes of American AC



Brad Carson of Target Sales, Justin Seppi and Sammuel Cruz of Ware Group, Billy Estinoz of Costal Comfort, Craig Schulze of Ware Group



Rick Howard with Chris Ware of Johnstone Supply Ware Group



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AccuAir's Mobile Showroom Visits Florida Career College In Tampa



Hands-on lab with Frank Suranyi, Richard Rozecki, Penny Anderson, and Roger LaVasseur

Florida Career College (FCC) – Tampa, FL helps students build a brighter future through career training. Students get the skills they need from experienced, supportive instructors and hands-on education in "in-demand" fields.

One of the programs offered by FCC is Heating, Ventilation and Air Conditioning (HVAC). Once students complete the 11 month training course they are ready to begin various careers in the HVAC industry.

Because students spend considerable time moving from classroom to classroom in the "hands-on labs" studying and getting to know various HVAC equipment, "it was natural and a perfect fit for AccuAir, Inc. to demonstrate the Bard I-TEC classroom heat pump unit in operation, to bring the hands-on experience to them says Frank Suranyi, Engineered Products Manager".



Mr. G and Richard Rozecki of FCC HVAC and Penny Anderson of AccuAir-Bard have a technical discussion



Frank Suranyi with HVAC students discussing some features of the I-TEC

The AccuAir Mobile Showroom features a fully functional Bard I-TEC classroom HP unit allowing the technical staff to demonstrate the system's operation, quietness, versatility and serviceability. Students and instructors were able to inspect the unit and ask detailed questions about the unit's functions, operational sequences, options, maintenance requirements, costs, etc. whatever they wanted to know.

The featured unit was the Bard I-TEC, Single Packaged Vertical Heat Pump (SVPHP) with two stage cooling, three stage heating, HGRH dehumidification, Energy Recovery Ventilation (ERV), Supply Plenum and Miami-Dade, hurricane outdoor louver, custom finish to match / imitate an outdoor building's facade.

AccuAir held three demonstrations, 30 minute



The Florida Career College HVAC class and AccuAir-Bard take a group photo together in front of the AccuAir-Bard sales trailer



Frank Suranyi of AccuAir -Bard demonstrating the I-TEC to the FCC HVAC students

sessions for about 10 students each session to be more effective; sessions for the night class students from 6:00 PM to 8:00 PM March 26th and sessions for the day class students 9:00 AM to 11:00 AM March 27th. AccuAir provided refreshments and giveaways and technical information to all the attendees.

"It was informative, educational and a lot of fun" says Suranyi and by the responses from the students, I know it was mutual".

Special thanks to Emilio Gelfenstein, (Mr. G) Campus Director & Chair of HVAC Program, Florida Career College and HVAC Instructors Gary Barger, Dwight Bean, Richard Rozecki, Roger LeVasseur and William Adams that helped make this a success.

For more information feel free to contact: Frank Suranyi, MBA, Engineered Products Manager, AccuAir 407 259-0089 at frank@accuaironline.com



Dwight Bean & Mr. G of FCC HVAC, Penny Anderson and Frank Suranyi of AccuAir, Roger LeVasseur, Richard Rozecki, and Gary Barger of FCC HVAC



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- HOT GAS REHEAT DEHUMIDIFICATION
- VENTILATION INCLUDING EXHAUST
- SPECIALTY ENERGY CONSERVATION CONTROLS – BACnet COMPATIBLE
- SOUND PLENUMS ISOLATION CURBS

For design and specification assistance please give us a call or find us online

877.322.2824 · www.accuaironline.com

FRANK SURANYI • frank@accuaironline.com
GREG DUGGAN • greg@accuaironline.com
PENNY ANDERSON • penny@accuaironline.com
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in detail. Additionally, the resources and techniques to

troubleshoot M- & P-Series systems will be discussed

Technology and Operation, Functional Overview,

of Mitsubishi ductless systems so technicians can

get up close and personal and get hands on experi-

Roland Wager discussed the six step

installation process

Topics included: Preventative Maintenance,

The training center is set up with an entire line

along with practical hands-on exercises.

ence. This facility is over the top!

and Troubleshooting.



Mitsubishi Electric Trane HVAC US LLC **Hosts M&P Training Classes in Orlando** March 26-27, 2019

COOLING & HEATING

On March 26-27, Mitsubishi Electric Trane HVAC US LLC hosted M- & P-Series Training Classes at their Orlando Training Center, located at 8018 Sunport Drive, Suite 209, in Orlando. Roland Wager was the Technical Instructor and Linda Stevens-Olsen is the Business Unit Administrator.

The first day of the M- & P-Series Installation Course provided an in-depth discussion of the techniques associated with properly installing a system. The course focused on best practices, limitations, and



Roland Wager, the M- & P-Series technical trainer, started with a review of the M&P equipment and how to read model numbers



manufacturer's requirements as they pertain to wiring,

addressing, refrigerant piping, equipment installation,

Course is for service and troubleshooting of M- &

P-Series systems. The concepts and theories of M-

tial Operation, and Diamond System Builder.

Topics included: Installation, System Startup, Ini-

This second day of the M- & P-Series Service

and refrigerant charge.

Keith Paulson of Gulf Shore Cooling, Roland Wager of Mitsubishi,



Ed Matias of Gulf Shore Cooling



Roland Wager of Mitsubishi explained the M- & P-Series Standard and **Extended Warranty Policy**



John Barrett of Aspen Air Conditioning with Roland Wager of Mitsubishi



Larry Arreola and Matt Cabera of Von Aire

attended the M- & P-Series training

Roland Wager explained how to use failure mode recall, fault codes, and test point diagrams to troubleshoot indoor and outdoor units



Attendees used LinkDrive.com to find specific information to complete a required exercise



Roland Wager identified outdoor and indoor unit components upon which preventative maintenance should be performed

Mitsubishi Electric Launches BEAM **AX™ Energy Management System**



(GLOBE WIRE) -- Mitsubishi Electric US, Inc., a global leader in engineering and manu-

facturing of energy efficient products, has launched the BEAM AXTM energy management system, an intuitive, cloud-based solution for analyzing energy usage and costs in commercial buildings resulting in data-driven actionable insights.

"If a problem is identified, a good solution can be built. A major challenge for commercial building operators is limited awareness for operational inefficiencies and energy cost drivers. The BEAM AXTM energy management system addresses this gap. It will change the way customers analyze and understand their building's energy use and costs," said Zafer Sahinoglu, vice president of business innovation at Mitsubishi Electric.

With commercial building owners, property and facility managers in mind, the BEAM AXTM energy management system collects and analyzes facility data via a sleek interface, which is accessible on desktop computers, tablets and smartphones.

CYPRESS, Ca- The BEAM AX™ energy management system prolif., March 06, 2019 vides the tools to help analyze energy use, set bud-NEWS- get goals, track performance, forecast peak demand (five-days in advance), detect usage abnormalities, determine alternative tariffs with potentially lower costs and monitor solar production performance and benefits.

In addition, the BEAM AXTM energy management system offers energy advisor services, which includes: utility invoice analysis and tariff coaching; ROI (return-on-investment) analysis of energy projects; and identification and prioritization of energy conservation and cost savings opportunities.

As part of the greater Mitsubishi Electric US family, the BEAM AXTM energy management system works in tandem with its cooling and heating division to quantify energy efficiency improvements realized with VRF

(Variable Refrigerant Flow) installations; and with its factory automation division to help reduce energy costs of process and manufacturing automation systems without compromising quality and performance.

The BEAM AXTM energy management system is currently available in California. To schedule a demonstration, visit www.beamax.io.

Indoor Environment Services Relies on Venstar ColorTouch Thermostats to Reduce Energy Costs at **School Districts**

CHATSWORTH, Calif. — Venstar® announced that its ColorTouch® thermostat and Skyport® Cloud Services are being used by Indoor Environment Services (IES) to save school districts up to 20 percent in energy costs while maintaining indoor comfort for students and staff. Being able to remotely access and control thermostats saves the HVAC team hundreds of on-site hours managing thousands of thermostats at more than 50 school districts.

"Using Venstar's Skyport to make global changes to thermostats is epic. It saves us hundreds of on-site hours. We couldn't live without it," said Matt Spence, director of energy, IES.

Challenge: Find Easy-to-Use, Affordable Thermostat to Reduce Energy Costs

Spence is responsible for working with local school districts to select energy management solutions. While managing thousands of thermostats at more than 50 school districts, Spence wanted to remotely monitor, control and make global changes across all the thermostats via the district's Wi-Fi® network as well as be alerted via email of any HVACrelated issues. He also wanted a thermostat that meets California's stringent Title 24 requirements.

RectorSeal® Names Rhodes & **Stafford its Representative** for Mid-Atlantic States

and distributor of quality HVAC/R products, has "Our philosophy is to work hard, make the calls, be

named Rhodes and Stafford Inc., Greensboro, N.C., as its representamanufacturer's tive for the territories of North Carolina, South Carolina, Virginia, Maryland, Delaware and Washington D.C.

President Rick Stafford expects continuing strong territory sales of RectorSeal's Safe-T-Switch and AquaGuard condensate control shutoff switches; Goliath/Titan drain

and Slimduct lineset protection covers; ArmorPad ported by strong customer and technical service.

condenser pads and mini-split accessories. RectorSeal's new regional sales manager, Wes Bishop will oversee the territory.

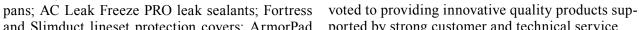
"Rhodes and Stafford brings years of customer relationships and market experience to our sales team," said David Isenbarger, national accounts manager-HVAC/R, torSeal. "They fit the aggressive approach we're establishing throughout the market area."

The 43-year-old Rhodes and Stafford is one of the HVAC industry's most established rep firms and one of the top performing agencies in the Mid-Atlantic states. It was founded in 1976 as the W.H. Rhodes Co. in Concord, N.C. by Bill Rhodes, a former Mueller Brass salesman and national sales manager at Hartell Pumps. Rhodes merged with the Edwin Carlson Co. and formed Rhodes and Carlson in 1984. Current President Rick Stafford, a former Halstead Industries salesman, joined the company and called on HVAC/R and plumbing wholesalers in North and South Carolina. Rhodes and Stafford was formed when Stafford bought a retiring Carlson's interest in 1992. Rhodes retired in 2005 and Stafford acquired the agency's remaining interest. Stafford has grown the firm to seven outside and three inside sales people. Stafford also acquired rep firm Chadwick & Associates in 2012. Rhodes and Stafford's major lines are Fujitsu General America, Berry Plastics, The JP Lamborn Co., Glasfloss Filters

RectorSeal® LLC, Houston, a manufacturer and Hardcast Products duct sealants and adhesives.

honest and always do what you say you're going to do," said Stafford. "Do those things and the rest will come."

The RectorSeal® LLC is a leading manufacturer of chemical and specialty products designed for professional tradesmen. Steady growth over the years has been maintained through a commitment to providing high quality products and services. RectorSeal is de-





Wes Bishop of Rectorseal, Tampa-based Rhodes and Stafford's Rick Stafford, Brian Harris, and Ricky Stanley

Comfort Supply Celebrates New Jackson Store with Grand Opening Event

JACKSON, Tenn. - March 22, 2019 - Leading Tennessee HVAC wholesaler Comfort Supply held a grand opening celebration for all local contractors in honor of its new store location in Jackson. The new store marks the company's seventh in the state, with others located in Clarksville, Cookeville, Franklin, Knoxville, Murfreesboro and Nashville.

"Expanding into Jackson provides us the opportunity to serve a new community, which is very exciting and rewarding for us," said Clay Blevins, president of Comfort Supply. "We enjoyed hosting this event as a way to say thank you to our dedicated contractors and to the community of Jackson who have welcomed us with open arms."

The grand opening event was held at the new Jackson store location at 56 N. Conalco Drive on Thursday, March 21, 2019 from 10 a.m. to 2 p.m., and featured a fried chicken cook-off lunch provided by Comfort Supply, a variety of old school video games and raffles.



Performance Pointers by David Richardson



How Many Hoses Do You Use to Measure Static Pressure?

If you do any research on static pressure, you're bound to come across various photos that show different hose (tubing) configurations for pressure measurement. One example will show a single hose measuring pressure while other examples show two hoses.

So, should you use a single hose or two? Which method works best? Let's look at the pros and cons of these different configurations so you can decide when to use one or two hoses.

Test Instruments You Need

Before you can measure static pressure, you need a pressure testing kit that includes the following:

- Manometer analog or digital
- Static pressure tips and hoses neoprene or sili-
 - 3/8" test port plugs
- Small drill / impact gun with a unibit and 3/8" drill bit with a sheath / stop
- Thin screwdriver for cleaning out internal duct liner/insulation.

A complete kit with all these items can typically be put together for less than \$200 dollars. You might be tempted to skip some of them, but don't. They each have a purpose.

Single-Hose Testing

When you perform a single-hose static pressure test, take and record individual measurements from the system one at a time. On a typical system, you need four test ports to gather the necessary measurements.

Once you document the readings, add them up for total external static pressure, subtract them for pressure drops, or directly read them for duct pressures. Then compare the readings to manufacturer specifications or industry standards to diagnose potential airflow problems.

Strength: Using a single hose allows you to see where the highest static pressure reading (resistance) in the system is located. Effective airflow diagnostics depend on this measurement.

Weakness: You could perform your calculations incorrectly or air turbulence can cause your readings to

fluctuate and be inaccurate.

Conclusion: Use one hose if you're diagnosing airflow issues. You can measure individual readings to identify the highest pressures and use them to diagnose system restrictions.

Two-Hose Testing

When you perform a two-hose static pressure test, you take two measurements simultaneously across a component in the airstream. On a typical system, you install test ports before and after each component (filter, coil, equipment, duct fitting) to gather the necessary pressure readings.

You then directly read static pressures on your manometer display (total external static pressure, coil and filter pressure drops) and then compare these numbers to manufacturer specifications or industry standards.

Strength: When you use two hoses, the manometer automatically performs the math for you. There isn't any risk of calculation errors unless your test locations are incorrect.

Weakness: You can't see where the highest pressure in the system is and you will have a harder time discovering airflow restrictions.

Conclusion: Use two hoses if you're taking direct measurements such as:

- Total external static pressure (TESP)
- Filter pressure drop (Δp)
- Coil pressure drop (Δp).

Air Handler Internal Filter Example

As you can see, there are benefits to using both hose configurations – no single method works best for all situations. There are hidden airflow and pressure interactions that can create confusion if you stick with one method. Consider the following example where TESP was measured on an air-handler with an internal air filter

Using the two-hose configuration, a technician took comparison measurements with the internal filter installed and then removed to see what would happen. One hose was placed in the return plenum before the filter and the other hose in the supply plenum above the

electric heaters.

With the air filter installed, TESP decreased. When the filter was removed, TESP increased. The results were checked twice because they just didn't make sense. What could cause this to happen?

Since the internal air filter was downstream from the return-side pressure measurement, it was a hidden pressure drop. TESP decreased with the filter installed because the fan was moving less air. Once the filter was removed, TESP increased due to an increase in fan airflow. A single-hose test shows this interaction, but a two-hose test doesn't.

Keep Your Readings in Context

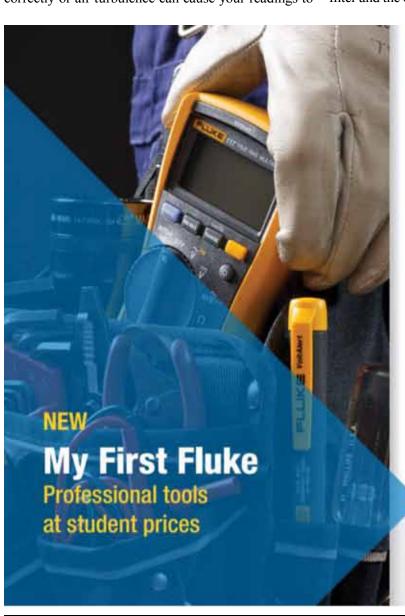
With any static pressure test, be aware of taking measurements in the wrong test location. If you're in doubt about the correct location, record multiple pressures on a system diagram. At a minimum, measure and record at least four pressures on each system you test.

On gas furnace systems, take your four measurements before the filter, after the filter, before the coil, and after the coil. On air handlers and package units, you typically take measurements before the filter, after the filter, after the filter, after the supply duct. To record your measurements on these equipment types and improve your diagnostic skills, I would like to offer you NCI's Air Upgrade Reports. If you would like pdf copies, send me an email request.

Documenting multiple pressures allows you to review your readings and chance to redeem yourself if you initially tested in the wrong location. Start testing and begin to solve problems that your competition is unable to find or discuss.

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





(Roof Top Units), and setting up the economizer on

RTUs. Also the system start-up and commission-

ing of the unit was discussed, along with operations

and performing preventative maintenance. The

class qualified for 4 NATE credits. Please continue

Johnstone Supply Ware Group Hosted Commercial Rooftop Units Training

During the month of March, Johnstone Supply Ware Group hosted two Commercial Rooftop Units training in South Florida. The training was conducted by Shane Pontz of the Ware Group.

In this class, attendees learned how to rig the Commercial Unit for rooftop replacement. Training included power and low voltage wiring of RTUs



Shane Pontz discussed how to rig the unit for commercial placement



Shane Pontz of the Ware Group, devoted a segment of the training to operation and preventative maintenance



The Commercial Rooftop training included system start-up and commissioning

Shane Pontz went over power and low voltage wiring of rooftop units

CoolCloud App Speeds, Simplifies HVAC Setup, Configuration, Diagnostics & Troubleshooting



The new CoolCloud smartphone/tablet app for Goodman and Amana brand indoor comfort systems allows technicians to wirelessly connect to select high-efficiency HVAC systems for quick and easy commissioning, configura-

tion, diagnostics and troubleshooting.

CoolCloud is engineered to reduce technicians' manual efforts and save time, while providing a rich source of information on system performance.

Technicians using CoolCloud can diagnose select HVAC units; save time by quickly identifying potential issues; review historical system data; display notes from interactions with the system or homeowner; and create customizable, select system settings.

It pairs securely with ComfortBridge - revolutionary, off-the-wall communicating technology installed inside select Goodman and Amana brand HVAC systems that works with any single-stage thermostat, constantly monitoring and automati- America. For more information, visit www.goodcally adjusting for peak performance.

"Contractors asked us to design and engineer the next step in indoor comfort control, one that offered more flexibility and performance," explains Jim Fisher, director of product marketing for Goodman. "Everything about ComfortBridge technology and the CoolCloud app is very much focused on helping the contractor."

Once the CoolCloud app is registered and securely paired with an air handler or gas furnace equipped with ComfortBridge technology, the HVAC system communicates data wirelessly to a smartphone or tablet via Bluetooth.

CoolCloud is available for free at the Apple App Store and Google Play. For more, visit www. coolcloudhvac.com.

About Goodman

A member of the DAIKIN group, Houstonbased Goodman Manufacturing Company, L.P. is a leading manufacturer of heating, ventilation and air conditioning products for residential and light commercial use. Goodman brand products are predominantly sold through company-operated and independent distribution networks, with more than 1,000 total distribution points throughout North manmfg.com.

New HVACR Recruitment Tool



there is a shortage of technicians in the HVACR industry. The question, is what can we do about it?

The mission of

HVAC Excellence, is to improve the technical competency of the HVACR industry. As part of that mission, we share information as it becomes available that will help others in recruiting the next generation of HVACR service technicians.

Mr. Joseph Scarubbi, of Trilogy Workforce Solutions, unveiled a new recruitment tool, to address the workforce shortage, during the HVAC Excel-

It is no secret that lence, National HVACR Educators and Trainers Conference. This recruitment tool, a website, will help high school students, their parents, and guidance counselors, better understand the benefits of a career in the HVACR industry.

The Careers in Climate Control Technology Map shows the diversity in potential occupations across the HVACR industry. It charts possible progression between various HVACR careers, potential salaries (which can vary by region), the skills required for success, and identifies the sorts of education and credentials one will need for success.

We invite you to take a look at this new resource, and start using it, by visiting www.hvaccareermap.org.

AHRI Releases January 2019 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 518,988 units in January 2019, up 7.5 percent from 482,671 units shipped in January 2018. U.S. shipments of air conditioners increased 6.2 percent to 283,498 units, up from 266,857 units shipped in January 2018. U.S. shipments of air-source heat pumps increased 9.1 percent to 235,490 units, up from 215,814 units shipped in January 2018.

LG Air Conditioning Technologies Receives AHRI 'Product Performance' **Certification**

Program Recognizes 100-Percent Integrity in Data and Equipment **Performance**

ALPHARETTA, Ga. — Air conditioning technologies leader LG Electronics has been recognized by the Air-Conditioning, Heating and Refrigeration Institute (AHRI) certification program for achieving 100 percent success rate during performance testing across a variety of industry-leading, innovative HVAC solutions for three consecutive years.

Founded in 1953, AHRI is respected internationally, with a membership of approximately 350 air conditioning manufacturers from around the globe. The organization is trusted by consumers who value the thorough product evaluation process it employs. AHRI's globally recognized and industry respected certification program provides objective, third-party validation on select products to ensure they perform both accurately and consistently, offering customers confidence in the products they are selecting. Only those manufacturers whose products have passed the primary performance evaluation for three consecutive years receive the Performance Awards recogni-

A total of 56 LG air conditioning systems representing six product categories were tested against their published data and on the first attempt passed the performance evaluation conducted by the institute for a third consecutive year (from 2015 to 2017), including:

- Variable Refrigerant Flow (VRF) Technology consisting of the industry-leading Multi VTM prod-
- Air-Cooled Water-Chilling Packages Using the Vapor Compression Cycle
 - Packaged Terminal Air Conditioners
- Unitary Small Air-Conditioner Equipment (includes Mix-Match Coils)
- Unitary Small Heat Pump Equipment (includes Mix-Match Coils)
- Water-Cooled Water-Chilling & Heat Pump Water-Heating Packages

"AHRI's recognition of LG's equipment performance against our published data is another nod from a leading industry authority to the excellence of our advanced lineup of innovative HVAC solutions," said Kevin McNamara, senior vice president and general manager, Air Conditioning Technologies, LG Electronics USA. "AHRI certification underscores LG's commitment to industry leadership and is a testament to quality of our products and the integrity of our business practices."

LG is a leading HVAC innovator in commercial, light commercial and residential air conditioning systems including VRF technology, customizable control systems and powerful new heating capabilities and design tools, providing architects, engineers and contractors the utmost in design flexibility and installation versatility for a variety of modern building projects.

For more information on the LG Air Conditioning Technologies product portfolio, visit lghvac.com.

formation you need to make your job and you more

customer service and valuable, timesaving services

that position us as an industry leader. Baker Distrib-

uting has the experience to meet your company's

heating, ventilation, air conditioning, refrigeration

and food service requirements.

Baker Distributing offers customers a wide range of product lines, competitive pricing, superior



Baker Distributing Hosts Baker Open House In West Palm Beach

March 12th, 2019

efficient.

Distributing Company

On Tuesday March 12th, Baker Distributing hosted an Open House at their West Palm Beach location from 11am to 2pm.

A delicious BBQ lunch from Park Avenue 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

Team in West Palm Beach



Yunior Lopez of Wright Brothers, Michael Venech of Venstar, Henry Florian and Erick Benito



of Wright Brothers



Baker Distributing. Along with the great food were

22 states, each Baker Distributing Sales Center is

staffed by the most knowledgeable and customer

and technical assistance, Baker Distributing Sales

Centers can provide you with the products and in-

Baker Distributing has over 200 locations in

With a complete inventory of HVAC/R products

some great drawings for door prizes.

service oriented people in our industry.

Jason Brannon of Preferred Air Conditioning with Ryan Reynolds of EV Dunbar



Bruce Arico, Scott Brodsky, and Matthew Wylly of Temptech Services with of The McAllister Group



Bob Arena of ICP with Joey Seals and Randy Poulette of Randy Poulette Air Conditioning



Henry Florian of Wright Brothers, Steve Weber, Maria Korbos, and Rob Klein of Baker Distributing, Nick Mickleson of Heartland AC



Kimberly Barksdale of Barksdale Sales Group with Robert Simpson of Stephen G. Barnes LLC



Eddie Rodriques of Baker Distributing. Chris Ferland of Amtech, Tyler Rush, Chris Erickson and **Rob Klein of Baker Distributing**



Scott Kuschel of Miami Tech with Ron Davis and Eli Colazo of Davis Air Conditioning Service



James Carrese of Baker Distributing, Christie Kerlin of The Metal Shop, **Chris Erickson of Baker Distributing**



Johanne Bueno of J. Nichols & Associates, Mark Hucko of Inficon, Holly Gabriel and Donald **OBryon of Preferred Air Conditioning**



with Andy Taylor of ACT Agents Ron McLaughlin & Associates



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



Shaun Grady of Baker Distributing with Brad Cox of Nu-Calgon



Russel Cain, Rick Higgens, and Robert Andrews of Beach Air Conditioning with Dave Schopp of Leone Green

Milwaukee® Upgrades Its Entire M18™ System

MILWAUKEE, WI- Milwaukee Tool announced the next breakthrough for its M18TM Cordless System by extending its range of M18TM RedlithiumTM High OutputTM Batteries and introducing the first M18TM & M12TM Super Charger. The new M18TM RedlithiumTM High OutputTM XC8.0 and CP3.0 battery packs will join the company's current High OutputTM HD12.0 and XC6.0 offerings, establishing new top-tiers of performance for the XC (Extended Capacity) and CP (Compact) battery segments. All M18TM RedlithiumTM High OutputTM batteries provide 50% more power, run 50% cooler, and offer increased run-time over standard M18TM RedlithiumTM batteries, all while being compatible with the entire M18TM System of more than 175 tools.

"In 2005 Milwaukee® turned the power tool industry on its head when we invented the technology that enabled the use of lithium-ion in power tools.

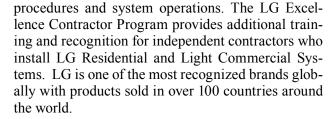
This was an achievement like the industry had never experienced before and, while many other companies have utilized this technology to deliver their own cordless systems, we've remained at the forefront of lithium-ion technology innovation. We've marked each year since with continued advancements in RedlithiumTM Battery Packs - most recently the launch of our most capable battery ever, the $M18^{TM}$ RedlithiumTM High OutputTM HD12.0 Battery in 2018. This year we mark the biggest update to M18TM since the introduction of RedlithiumTM as we elevate the entire $M18^{TM}$ System through High OutputTM" - Babacar Diop, Product Manager for Milwaukee Tool.

M18TM RedlithiumTM High OutputTM batteries are engineered with the best combination of cell technology, pack construction, and electronics ever utilized before in a professionalgrade battery system. This incredible stride forward in battery dedelivers more power, runs cooler, and provides more run-time versus M18TM RedlithiumTM - ultimately allowing users to experience faster application speeds and fade-free power in all three segments of M18TM batteries (CP, XC, and HD) without having to invest in an entirely new system. M18TM High OutputTM batteries are also equipped with advanced charging capability, now realized with the new M18TM and M12TM Super Char-

Baker Distributing Hosts LG Rollout & Product Training

On Wednesday March 6th, from 9am-1pm, Baker Distributing hosted a LG Rollout and Product Training at their West Palm Beach location. Terry Frisenda of LG conducted the training.

The session opened with a product line review of all the different models and features available. The next segment of the training focused on installation





Terry Frisenda of LG spoke about the LG Dealer Excellence Program



The LG Product Training included a systems overview and installation overview

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Profitability Day is one day of on-site training and an optional three months of follow up on-line training. It is my belief that without implementation what is learned in class is easily forgotten. The three month follow-up classes, although optional, help ensure learning.

At the end of the day, contractors should understand how to read their financial statements, how to analyze them, and have the tools to take action based on their findings.

Getting and staying profitable can be accomplished in less than 30 minutes a month. When contractors implement what they learn in class and the on-line sessions, they can achieve greater profits, more cash flow, and have a more solid business.

Profitability Day and Beyond – Classroom Session - Agenda

l.	Overview of the day	۸.	Departmentalization/ break even a
II.	The Three Stages of Profitability	XI.	Overhead Cost Per Hour
III.	Net Profit Per Hour	XII.	Short Term Benchmarking
IV.	Accounting Definitions	Maria Control	 Financial Ratios You Must Track
V.	Balance Sheets basics	XIII.	Long Term Benchmarking
VI.	Profit and Loss statements		— Trailing Financial Data
VII.	7 Deadly Sins of Financial Statements	XIV.	Weekly Cash Flow Reports
VIII.	Where to look for Gross Margin Inconsistencies	XV.	Cash Procedures
IX.	Ruth's Rules	XVI.	Homework and Wrap up.

Profitability Day and Beyond – Optional On-Line Sessions - Agendas

On-Line Session 1: Financial Statements and Operating Ratios —

Homework from class: Calculate their operating ratios for the last fiscal year and to date this year.

Homework for session 2: Pricing Review and calculate their trailing sales data

On-Line Session 2: Net Profit Per Hour, Overhead Cost per Hour, Trailing Sales Data
Homework for session 3: Weekly Cash flow reports

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Tropic Supply Events in March

How to Leverage Evergreen Motors to Save Time & Money, Inverter Systems and EcoNet Controls, TEV Theory and Contaminants



Ken Darin from Regal discussed how you can save time and money by using Evergreen motors



Wade Hadaway from Ruud touched on electronic expansion valves, pressure transducers, inverter theory, and inverter operation



Ken Darin from Regal Beloit showed how to increase customer satisfaction and referrals by completing jobs on the first visit and spending less time at each job

During the month of March, Tropic Supply hosted three training modules: Inverter Systems and EcoNet Controls, How to Leverage Evergreen Motors to Save Time & Money, and TEV Theory and Contaminants.

Ken Darin from Regal Beloit showed how to save money and increase customer satisfaction using Evergreen motors. The training revealed how to reduce truck stocking costs, decrease stress on your fleet and give you more shelf space. It will also increase your operating efficiency by reducing unnecessary trips to your supply house and be able to complete more jobs per day!

Wade Hadaway conducted the Inverter Systems course which covered the following learning objectives: Installation and service best practices, equipment that utilize inverters and inverter-driven compressors, electronic expansion valves, pressure transducers, inverter theory, and inverter operation. The EcoNet segment addressed wiring best practices for communicating systems, set up of controls, WiFi and The Mobile App.

Luis Lushman from Sporlan discussed how proper thermostatic expansion valve (TEV) operation and superheat settings can maximize evaporator capacity and efficiency while still providing compressor protection. For more information on future events, visit the Tropic Supply events calendar at their website www.tropicsupply.com/events.



Luis Lushman from Sporlan showed how system protectors and proper system clean up can keep the refrigeration system operating at peak performance



Sporlan stated upgrading to an Electronic Expansion Valve (EEV) will provide even more evaporator capacity, efficiency and compressor protection



Ken Darin from Regal Beloit said one of the benefits of reducing truck stock will be reducing truck weight and increasing your gas mileage



Wade Hadaway from Ruud had a segment on EcoNet wiring for communicating systems and the set up of controls to ensure proper operation

HVACR Industry Instructors Gather to Learn



HVAC Excellence welcomed a crowd of nearly 800 for the thirteenth annual National HVACR Educators and Trainers Conference, March 3rd - 5th at the South Point Hotel in Las Vegas, Nevada. The conference provided a forum for HVACR instructors to obtain specialized training to keep their programs current and become more effective instructors.

Does it feel like technological advances in the HVACR industry are being made faster than ever? The reason for this feeling is simple. They are! This alarmingly rapid rate of change requires us, as educators, to change as well. We must constantly re-evaluate what and how we teach to ensure that the training we offer remains aligned with what the industry requires from successful field technicians.

Equally important, HVACR instructors need to adapt to the learning styles of generation Z to successfully recruit and train them. Standing still today is not an option! That is why HVAC Excellence hosts this annual event.

During their keynote presentation, Richard Benkowski and Laura Ceja, both representing the United Association (UA), affirmed that the industry must embrace change to effectively recruit, engage and train the next generation of HVACR technicians. To illustrate how quickly changes are occurring, they compared the timeframes during which various technologies and platforms reached 50 million users. While it took the airplane 68 years and the automobile 62 years to reach the 50 million user level, it took desktop computing only 14 years, the cell phone only 12 years, Facebook only 3 years, and "Pokemon Go" only 19 days. The introduction of new technologies requires that we all adapt or face the very real possibility of becoming obsolete.

One very real challenge facing the industry is that HVACR instructors must now teach technologies that they themselves never encountered when they were in the field. Additionally, to be an effective instructor, they need a solid understanding of the physics and theories on which the HVACR industry is based.

To assist instructors in meeting the challenges associated with incorporating emerging technologies and teaching techniques in their classrooms, while assisting them gain confidence teaching the basics, over seventy lecture and hands-on breakout sessions were offered.

One key area of interest to all in attendance was inverter-driven technologies. Ductless mini-split systems and variable capacity systems comprise one of the fastest growing segments in the HVACR industry. Daikin, Fujitsu and Mitsubishi offered several lecture and hands-on sessions. Those who attended all three of the Fujitsu sessions, or the full-day Daikin event, received a number of training resources, otherwise unavailable to instructors. These proprietary training materials will help instructors better understand the technologies required to successfully teach inverter-driven technologies.

The HVAC exposition provided an opportunity to learn about: equipment, tools, test instruments, edu-

cational trainers, curriculum, assessments, chemicals, and much more from industry leading companies.

To help attendees identify areas where professional development is needed, HVAC Excellence offered their specialized educator credentialing exams to all conference attendees, free of charge. The HVAC Excellence Educator Credentialing Exams is a series of written exams written specifically for HVACR instructors. The discipline-specific examinations identify if an instructor possesses mastery of specific fundamental content areas they will be teaching, or if they need additional training in that area. As these exams are challenging, Because HVACR educational programs must adapt to remain relevant, some HVACR training institutions opt to obtain industryrecognized, programmatic accreditation through an independent, third party that validates the training they offer. Since everyone is the benefactor or victim of the training they receive, the accreditation process verifies that HVACR educational programs have the equipment, tools, resources and administrative support to successfully prepare students for entry level positions in this ever-changing industry.

With another conference having concluded, it is now time to start preparing for the 2020 conference, being held March 23-25, 2020 at the South Point Hotel in Las Vegas, Nevada. One again, this annual event hosted by HVAC Excellence, co-sponsored by ESCO Institute and Hampden Engineering, will seek everyone's assistance to unite the HVACR industry around education.

Learn more about the National HVACR Educators and Trainers Conference at www.escogroup.org and clicking the conference link.



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17th ANNUAL - Andrew C. Äsk, P.E. BUILDING SCIENCE SEMINAR 2019

MARCH 28, 2019 7:30AM-5:00PM

MIROMAR DESIGN CENTER, ESTERO, FL

The 17th Annual Andrew Ask Building Science Seminar was Awesome! The house was packed with over 170 contractors and architects wanting to learn more about the best practices for attic venting, stucco for the builders, and flexible duct for the HVAC contractors. There was also a segment on how water behaves on surfaces, which was for everyone in the building construction community.

The event started at 7am, with registration and a continental breakfast. Andy Äsk, P.E. and Brad Schiffer, AIA, opened the seminar by welcoming everyone and introduced the speakers for the event. Andy and Brad were the first speakers and focused on the topic of "Sealed vs. Vented Attics." The presentation revealed recent changes in the Florida Residential Code, and building science research of moisture control in attics. The presentation included; a demonstration of negative effects of bad practices, new government regulations, and how contractors can incorporate them into the construction process.

Next up was Dr. Joe Lstiburek with "The Water Molecule" - Attendees learned exactly how two hydrogens and one oxygen atom attach themselves; more importantly, what happens when they are absorbed, or not absorbed on surfaces, and how many layers or how much we can tolerate before microbial growth occurs.

Dr. Lstiburek continued with "The Coming Stucco-Pocalypse" which is about a very old subject-stucco. Stucco failures are rearing their ugly head again. Joe elaborated on what to watch for and mentioned that lime and other additives have something to do with it.

Then Chris VanRite spoke about "The Joy of Flex – Air Flow Fundamentals" The bottom line message hasn't changed all that much--drain, flash, seal the building against water, air, vapor, and heat-four barriers. We are now more informed, perhaps a bit smarter, and have more weapons at our disposal in the form of advanced building materials.

Dr. Joe Lstiburek came back with "Diffusion Venting". 20 years ago we learned that sealing attics with open cell spray foam insulation was the #1 tool for keeping moist air out of our homes, but there is more to the story. For example, on retrofits we were not getting a good seal at the spring line, where rafters meet wall, and we experienced high dew points near the roof ridge.

Dr. Joe has been working on this one for almost 15 years and now revealed his answer based upon extensive research which he shared in his presentation. Not only will this solve a chronic problem with foamed attics, but it will help us out reducing condensation in most of our attics.

Andy Äsk, Brad Schiffer, Dr. Joe Lstiburek and Chris VanRite closed the building science seminar with a panel discussion, including questions and answers on Sealed vs.Vented Attics.

This seminar was another home run! It keeps on getting better and better each year!



Shannon Cellamare of Haines AC & Refrigeration, handed out materials for the seminar



One of the Building Science Seminar sponsors was Rickie Sims of Johnson's Air Conditioning



Lew Harriman of Mason-Grant Consulting.

Nikki Krueger and Ken Gehring of Ultra-Aire,

Andy Äsk P.E., Brad Schiffer AIA, Dr. Joe Lstiburek and Chris VanRite closed the seminar with a panel discussion and Q & A session



Joe Lstiburek, Ph D, P.Eng., ASHRAE Fellow talking about "The Water Molecule" and "Stucco-Pocalypse"



Shannon Cellamare of Haines AC & Refrigeration giving appreciation to the sponsors



Everyone enjoyed the delicious lunch and product presentations



There was an excellent turnout for The Andrew Ask 17th Annual Building Science Seminar 2019!



Building Science Seminar crew Felicia Boyd of CRG, Brad Schiffer AIA, and Rickie Sims of Johnson's Air Conditioning



Chris VanRite spoke about
"The Joy of Flex – Air Flow Fundamentals"



Lunch was sponsored by SES Foam



Ultra-Aire's Bill Holz and Brent Lewis of All-Tech Contracting



Mitsubishi Electric's Daniel Robinson, Frankie Valle, and Rob Howard



Luiz Silva from Southern Air Concepts, Michael Lyon of Cole's Air Diagnostic, Chris Ryan of Air-Ref Conditioning



Jim Janka of Carrier Enterprise



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



INSTRUCTOR BIO: Nick Vosburgh, IAQ Sales Consultant, Fresh-Aire UV

For the past 9 years, Nick Vosburgh has been promoting a wide variety of Indoor Air Quality products, both residential and commercial. He currently owns and operates Value Oriented Sales (dba VOS) which is a rep agency covering the state of Florida.



INSTRUCTOR BIO: Chad House, Fresh-Aire UV Product Specialist, Fresh-Aire UV

Chad House started working in the HVAC industry in 1994 as a service technician. Within 10 years he had moved from service to sales, sales manager and then independent consultant for residential HVAC contractors. He's since worked in wholesale distribution and as an IAQ product specialist/manufacturer's representative. Today, his specialty is teaching practical IAQ selling techniques to contractors and technicians, helping them increase profitability and overall customer satisfaction.



Jacksonville (T-18):

(904) 332.0990

INSTRUCTOR BIO: Chuck Walsh, National Sales Manager (Southeast), Fresh-Aire UV

After retiring from a long career in the Air Force, Chuck was introduced to Indoor Air Quality in 2017 by his good friend and co-owner of Fresh-Aire UV. Chuck began his career with Fresh-Aire UV by educating himself on the residential line of products, working inside sales and educating customer contractors and distributors. Recently assigned as National Sales Manager (Southeast), Chuck manages and continues to travel throughout FL, AL, TN, MS, AR, GA, OK, and LA.

LOCATION	DATE	TIME
T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162	Tues., April 2	7:30 am - 8:30 am
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912	Wed., April 3	7:30 am - 8:30 am
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104	Tues., April 9	7:30 am - 8:30 am
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773	Tues., April 9	7:30 am - 8:30 am
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909	Wed., April 10	7:30 am - 8:30 am
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619	Wed., April 10	7:30 am - 8:30 am
T-14 Sarasota Resource Center - 7533 Claxstrauss Drive, Sarasota, FL 34240	Thurs., April 11	5:30 am - 6:30 am
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114	Wed. April 17	7:30 am - 8:30 am
T-21 Tallahassee Resource Center - 110-B Hamilton Park Drive, Tallahassee, FL 32304	Thurs., April 18	7:30 am - 8:30 am

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Delray Beach (T-9):	(561) 279.2710	Mid Miami (T-7):	(305) 638.9673	Tallahassee (T-21):	(850) 300.6595
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Ft. Lauderdale S. (T-4):	(954) 522.2874	Ocala (T-22):	(352) 512.6980	Tampa W. (T-16):	(813) 514.9939
Ft. Myers (T-8):	(239) 278.1117	Orlando (T-17):	(407) 219.3255	West Palm Beach (T-5):	: (561) 684.3997
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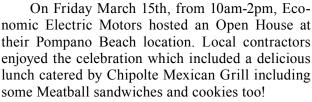
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Economic Electric Motors Hosts Open House in Pompano BeachMarch 15th, 2019



Economic Electric Motors Open House Team: Pierre Rene, Felipe Florentino, Phillip Jackson, Justin Alavi, Rumeal Allen



There was also a mini trade show with some select manufacturers and representatives showing their new products available at Economic.

During the Open House there were several product specials and some nice giveaways too like a LED Flat Screen TV. Stop by and visit any of the eight Economic Electric convenient locations!



Robert Cooper of CaptiveAire with Felipe Correa, Enderson Queiroz, and Roger Fital of ASAP Hood Services



What a nice way to relax from a busy day, have lunch, and see some new products



Tyler Campbell of The McAllister Group with Joseph Zangara of Air Around The Clock



Fidel Martinez of Emerson (right) speaks with technicians from Air Pro Mechanical



Everyone enjoyed the lunch catered by Chipolte Mexican Grill and the meatball sandwiches too!



Felipe Florentino of Economic Electric Motors, Fred Louwersheimer and Todd Beverly of Marathon, and Barbara Alavi of Economic Electric Motors



Denford Miller and Joe Georgianna of Broward Parks & Recreation Fidel Martinez of Emerson



The counter was busy with product specials during the entire open house event



John Williams of Trane with Brad Carson of Target Sales



Ed Newman of Air Pro Mechanical with Felipe Florentino of Economic Electric Motors

Johnson Controls Announces Newest Version of its SMART Equipment Control Firmware

Enhancements include new patented Continuous Reset Single Zone Control

MILWAUKEE – (March 19, 2019) – Johnson Controls has released version 3.4 of its SMART Equipment Control Firmware. The new SMART equipment firmware incorporates a new feature known as Continuous Reset Single Zone ControlTM (CRSZ Control). Unlike the typical Single Zone Variable Air Volume (VAV) system operation, CRSZ Control provides precise control of space comfort while maximizing energy savings.

"The CRSZ is a control feature that allows field configuration of a single zone VAV operation and is a unique Johnson Controls feature for the HVAC market," said Brian Wathen, commercial product manager at Johnson Controls. "It offers added comfort and energy savings by balancing compressor staging and fan speed to deliver stable zone temperature and humidity control."

Comfort and energy savings are accomplished through the Smart Equipment controller, which utilizes multiple inputs such as Operational Space Temperature (OprST), Supply Air Temperature (SAT) and Evaporator Coil (EC) sensors. These features help control fan speed and compressor staging to provide optimal comfort while using as little energy as possible.

The CRSZ Control operates with the minimum fan speed needed to maximize energy savings and comfort. Based on the percentage of demand for cooling, the CRSZ uses an algorithm that focuses to maintain space/zone temperature with changing load characteristics. This system is a specifiable feature that is ideal for a wide-range of applications.

For more information on the 3.4 version release of its SMART Equipment Control Firmware, visit http://www.getsmartequipment.com/

HARDI Official Statement on For The People Act

COLUMBUS, Ohio, March 6, 2019— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) Vice President of Government Affairs Palmer Schoening has released the following statement in regard to H.R. 1, the For The People Act:

"This legislation if enacted would impede HARDI's ability to advocate on behalf of our member businesses and would restrict the first amendment rights of our members. Requiring our members to register with the Federal Election Commission if they make contact with congressional offices would discourage their participation in the political process."

"H.R. 1 restricts the ability for associations like HARDI to share critical information on pending legislation or regulations publicly," Schoening continued. "HARDI categorically opposes any legislation that would make it more difficult for our members to voice their concerns with policy makers."

GEM/IRE

Gemaire Distributors Grand Reopening Celebration in Doral

March 7th, 2019



Dave Pearson of Gemaire, Susanne Sanchez of Tradewinds-GREE, Frank Leone of Leone Green & Associates

On Thursday March 7th, 2019 from 11 am – 2 pm. Gemaire Distributors in Doral hosted their Grand Reopening Celebration. The event showcased over a dozen trade vendors, showing all their newest products available at Gemaire.

The lunch was excellent! Ale's Paella prepared a really tasty Paella right on site with some nice side dishes.

There were some great raffles too, like a couple of GREE ductless systems, a 55" LCD Flat Screen, and several other prizes. Many great product specials were also available to take advantage of. This was a really nice celebration to kick off the new Gemaire Doral renovation.



Mark Hucko and Nick Stojkovski of Inficon, Johanne Bueno of J. Nichols & Associates, Jacques Leotaud of Gemaire



Kevin Beatty of The McAllister Group, Jason Beaty and Alfredo Toste of Gemaire, and Tyler Campbell of The McAllister Group



It was a excellent day for the Grand Re-Opening and everyone enjoyed the delicious Paella lunch!



Luis Gomez of Spirit Group - Rheem Water Heaters,

Juan Carlos Martinez and Kristina Poakeart from

Gemaire, Alan Cape from Rheem Water Heaters

Gabriel Vecin of Gemaire with Dave Schopp and Frank Leone of Leone Green & Associates



Ale's Paella prepared a real tasty Paella right on site!



Val Eguizabal of Gemaire with Randy Black of First Company



John Grindle of Rheem, Saul Diaz of Air Plus, Jim Mecone of Joe Gibbs Racing



Tulia Rios and Jose Mayaudon of Modine with Charlet Morris of Tropical Aire



Troy Roberson of Mitsubishi with Cesar Gomez of Tropical Aire & Heat



Fiorella Cotrina and Steve Weber of Watsco



Jose Carmenate (center) of Cool Paradise Air won the 9,000 BTU GREE Ductless System



Daniel Borra of Test & Balance won the 18,000 BTU GREE Ductless System



Mindy Kozlovski of Mindys Cozy Air was the 50" LCD Screen TV winner!



The Gemaire Doral Grand Reopening Team!

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"THE DUCT-FREE ZONE"

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



Can you oversize an inverter ductless mini split system? This is a question that I pose to the attendees of each GREE mini split design and installation class I conduct. Before you start writing your reply to what I'm sure you think is a ridiculous question, let me save you the effort...YES...the answer is YES, of course you can!

Now, with that out of the way, let me address why I pose the question at all if it has such an obvious answer.

We need to start with the anatomy of an inverter system; an inverter compressor can run at 3600 RPM like every other compressor in HVACR equipment but the difference is that it doesn't have to.

Let me digress a moment;

You guys know my background...I'm a wet-head by birth...being from NJ & NY, hydronic heat is the first HVACR subject you learn and air comes later. When I started in the boiler biz back in the 70's, we made a lot of different boilers...50 MBH, 75 MBH, 100 MBH, 125 MBH, 150 MBH...and on and on. Now boiler companies for the most part make one boiler...a modulating boiler that can down-fire to as low as 50 MBH and modulate up all the way to 150 MBH. If vou install this boiler in a home with a heat loss of 100 MBH it doesn't short-cycle because it will never produce anything over 100 MBH. Why...because it measures indoor & outdoor ambient air temperature and modulates the BTUH output of the boiler accordingly. Why the Hydronics 101 lesson...well, because the **SAME** principal applies to an inverter compressor. The inverter compressor does not start at 3600 RPM and then ramp down as the system finds the setpoint programmed by the homeowner, rather it starts at the lowest RPM and ramps up. If the actual room temp and the setpoint are only a few degrees apart the compressor will never come anywhere near full capacity. Like the modulating boiler, the inverter system senses both indoor & outdoor temperatures and applies power to the compressor accordingly.

I can prove it very easily...my test lab here in New York is a 10' X 20' prefabricated garage. A recent equipment test had me install a single GREE VIREO VIR12HP230V1B 12K inverter ductless system in the lab. Rather than short cycle as you would expect, what happens is the system rarely shuts off...the compressor will initially, (over a three minute period if needed), ramp up to full capacity and get the room to the programmed setpoint and then you will see the compressor ramp down to a minimum running RPM, and if the

fan is on AUTO, it will do the same. The compressor may shut down completely and the system algorithm will keep the compressor off for a minimum of three minutes. It takes another three minutes for the compressor to come back up to full capacity, so a minimum cycle, (if it existed), could be no shorter than 3 minutes.

You can further increase the run cycles by placing the fan of the evaporator in the manual mode and operate it at the lowest speed.

What always has to be considered when dealing with inverter ductless mini splits is the range of operation that the system can provide. Unlike a non-inverter, conventional system that only knows two performance points, on and off, the inverter offers a range of performance

A GREE VIREO VIR09HP230V1B 9K inverter system will give you an operating performance range of 3.1 MBH – 9.6 MBH of cooling.

A GREE VIREO VIR12HP230V1B 12K inverter system will give you an operating performance range of 3.1 MBH – 13 MBH of cooling.

A GREE VIREO VIR18HP230V1B 18K inverter system will give you an operating performance range of 6.8 MBH – 20 MBH of cooling.

Let's look at an example;

If you install a GREE VIREO VIR09HP230V1B 9K inverter system in a room that has a heat gain of 5 MBH, will it ever produce anything more than the 5 MBH heat gain of the room?

NO

It will ramp up to 5 MBH, satisfy the setpoint, and maintain that setpoint thereafter.

So, with this in mind, back to my original question...can you oversize an inverter ductless mini split system?

Well, I believe there are two ways to oversize utilizing an inverter mini split...the first is the obvious capacity oversize.

Let's use the same example of a room with a 5 MBH heat gain. ..if you install a GREE VIREO VIR18HP230V1B 18K inverter system in that room are you oversized?

HELL YEAH!

The low end of the performance range of the VIR-EO VIR18HP230V1B is 6.8 MBH...more than the total heat gain of the room.

Where I see installers make a less obvious mistake in sizing inverter mini splits is with this scenario...

Again, the room with the 5 MBH heat gain, but

now we have an installer who decides to install a GREE VIREO VIR12HP230V1B 12K system in the room saying to him or herself, "it's an inverter, it won't ever go up to 12K because the room only needs 5 MBH... so what's the harm?"

Well, the harm is that his or her competitor who makes the more accurate choice of a GREE VIREO VIR09HP230V1B 9K system for the same room will get the job based on equipment cost alone!

I'm a believer in inverter mini splits for so many reasons, in so many applications, but we still need to use our skills as professionals to make sure we are choosing the right equipment for each application.

...and before you pick up the phone or start typing an email to me to challenge my previous statement of, "If you install a GREE VIREO VIR09HP230V1B 9K inverter system in a room that has a heat gain of

5 MBH, will it ever produce anything more than the 5 MBH heat gain of the room? NO!"...let me suggest a scenario where the system will produce more than 5 MBH.

Our customer, Mrs. Gillacuddy, has a party every 4th of July when she invites her entire pinochle club over to her house...20 club members who play pinochle until the wee hours of the night. Mrs. Gillacuddy won't be happy that I'm divulging this but, at midnight they put on the Bee Gee's, Saturday Night Fever album and the dirty dancing begins...and as a result, the heat gain of the room goes up!

Can you see that even in this scenario, based on the performance range of the GREE VIREO VIR09H-P230V1B, you still have an additional 4.6 MBH of cooling for just such a scenario?

This is a win, win, win!

It's a win for you as the system designer...its's a win for you as the system installer...and it's a win for Mrs. Gillacuddy and she doesn't even know she won! She just knows when the pinochle club is at her house and everyone is having a great time, they are all comfortable as well.

...and as Barry Gibb would say, this ain't no "Jive Talkin."

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



Message from FRACCA President Rick Sims



day at recent TAC (Technical Advisory Committee) meetings working to improve the 2020 Building Code and more importantly, opposing plenty of bad ideas that were proposed. The process is long and tedious, but it is crucial that we continually monitor and be prepared intervene as needed.

The modification of most interest to HVAC contractors was the proposed language that makes it clearer that replacement ducts in existing buildings are not required to have R8 insulation. Commissioner Oscar Calleja introduced new language for FBC2020 Energy. Commissioner Calleja's proposed exception to FBC Energy R501.7 Building Systems and Components was approved by the E-TAC as follows: "Replacement air distribution systems need not meet current Code's prescriptive R-value as long as overall building energy use after replacement is not more than the original buildings prior to alteration."

There is a comment period before the E-TAC finalizes their FBC2020 modifications and sends them on to the Florida Building Commission. FRACCA will monitor its progress, but this improvement is on its way through the process.

A few FRACCA chapters have had local code officials who insist that all replacement duct systems utilize R-8 insulation for a variety of twisted reasons. Fortunately, most Florida code officials are already interpreting the code correctly so many FRACCA members may not even be aware of this has been going on. FRACCA has concerns that misinterpretations like this can spread further across Florida if not corrected. The new language makes sure that doesn't happen. To make sure you understand why R-8 is not required for most duct system replacements in existing buildings under the current code attend your local chapter meetings for the background information.

Other FBC2020 modifications that will please FRACCA members include the elimination of the conflict for pipe insulation requirements between our energy and mechanical codes. Many members have pointed out that this conflict exists and will be happy to know it's in the process of going away for good. Similar improvements remove the mechanical attachment requirements for residential drier vents so that screws are not required in small residential vents. The

gauge of metal used is also updated.

The code modification proposal that bothered me the most was one put forth for adding new dehumidifier requirements. Once an efficiency rating system was established for residential dehumidifiers it was almost inevitable that the energy code would list the minimum efficiencies required and add them to existing tables; that doesn't alarm me too much. What caused me concern was that the proponents had added all sorts of additional requirements for how dehumidifiers can be connected and controlled. If they are successful in adding their bad ideas to the code, methods that are currently approved by the dehumidifier manufacturer will not be allowed in Florida. Those trying to add restrictions like these always know better than everybody else and seek to limit choices for manufacturers, contractors and customers. We need to keep all of the factory approved installation, connection and control methods available as options to serve our Florida customers.

- Rick Sims, President, FRACCAwww.FRACCA.com

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The SFACA March Program Meeting was held on March 6, 2019 at 6:00pm at the Sheraton Suites in Plantation. The evening featured 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 was an opportunity for it's members to give input to



Cheryl Harris, SFACA Executive Director (right), registered SFACA members for the program meeting



Nick Sindicich of American HVAC, Gorman Rasmussen of York Source1, Terry Spangler of License To Chill



There was a great turnout for the SFACA Roundtable Session for members

SFACA March Member Roundtable Meeting

the Board on what they wanted from SFACA in the coming year and beyond.

The SFACA April Program Meeting will be held on April 3, 2019 at 6:00pm at the Sheraton Suites in Plantation. The topic for the meeting is "Finding the Elusive Techs." Also The HVAC Career Fair is being held from 5-6:30pm. SFACA Members receive one-on-one interviews with new high school gradu-



Irving Hernandez and Howard Pearl of Pride Air Conditioning with Ramon Delgado of Johnstone Supply Ware Group



Pierre Poirier of Contract Air, Chris Messier of The Best Air Conditioning, Martin Plouffe of Concept-Air Technology



SFACA members discussed what topics and programs they would like to see in the coming year

ates, HVAC trade school graduates, veterans and others interested in a career in HVAC.

Are you finding all the experienced techs needed to service your customers? Learn alternatives to hiring experienced techs and begin building your workforce for the future. Sourcing, training, and retaining will all be discussed during the program meeting.



Julian Gorgonis of A Star AC, Peter Blanco of HyVac Air Conditioning, Skip Farinhas, SFACA President, and James Schaefer of York Source 1



Skip Farinhas, SFACA President welcomed everyone to the roundtable discussions and went over the agenda for the evening



Skip Farinhas and Cheryl Harris of SFACA gave ideas and guidlines for the roundtable discussions

Daikin Helps HVACR Instructors Get FIT

the largest air conditioning manufacturer in the world wants the HVACR industry to get FIT. With that in mind, Daikin held a full day of training on their new Daikin FIT, the next generation of smart system HVACR technologies. With its inverter compressor, swing style compressor and installation to match current day technician's knowledge base, made it the class to attend.

As a result of attending the session, instruc-

tors carried back to their students the Future of air conditioning with a knowledge that tomorrow's classrooms will be required to teach Inverter compressors, new technology compressors like the Swing Compressor, communicating control-

lers and proper installation procedures. Daikin's focus was on its Daikin University LMS and how instructors can use the online classes to advance their students' knowledge.

Bringing instructors together from all over the country is a massive endeavor. However, conducting this training during the HVAC Excellence National HVACR Educators and Trainers Conference held March 3-5 in Las Vegas, made it easy for instructors to participate. The event hosted nearly 800 industry leading individuals involved in training the current and future HVACR workforce.

In addition to helping instructors incorporate the FIT platform, Daikin also offered four hand-on classes on how to troubleshoot mini and multi-splits during the HVAC Excellence event. These sessions filled up even before the show conference began. "How can I get into these classes?" was the question of the day. Training was conducted by Field Service Managers from Daikin who normally teach in classrooms across North America (Canada Included). Their field experi-

ence offered that extra information the instructors were wanting to take back to their students!

Daikin demonstrated what the future could look like and the need for quality education. Daikin offered their online modules (Web Based Train-

ing) along with the "how to's" of class registration and the benefits of being an Educational Partnership Program member. Daikin University (LMS) schedules all aspects of instructor lead training where Daikin instructors teach the future technologies that are being developed today!

Look for next year's HVAC Excellence National HVACR Educators and Trainers Conference and Daikin's new classes to bring back to your students, leading them into the future of air conditioning, keeping them FIT as well. Sign up early and expect quality training from Daikin!

Nu-Calgon's A/C ReStart™ Simplifies R-22 Retrofits



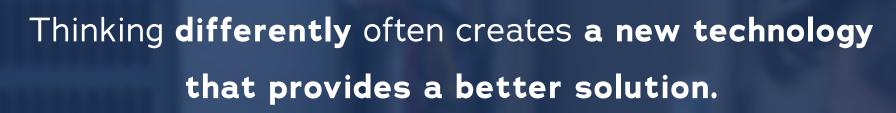
St. Louis, MO – Nu-Calgon's A/C ReStart™ is a specially formulated treatment designed to assist in air conditioning R-22 retrofits. A/C ReStart eliminates oil change-out by boosting oil return when using R-407C, R-427A and other refrigerants.

A/C ReStart is a polyol ester (POE) lubricant-based treatment that includes Nu-Calgon's Rx-Acid Scavenger® technology. It is designed to boost oil return within the system, as well as address trace acids, when converting to R-410A refrigerant is not an

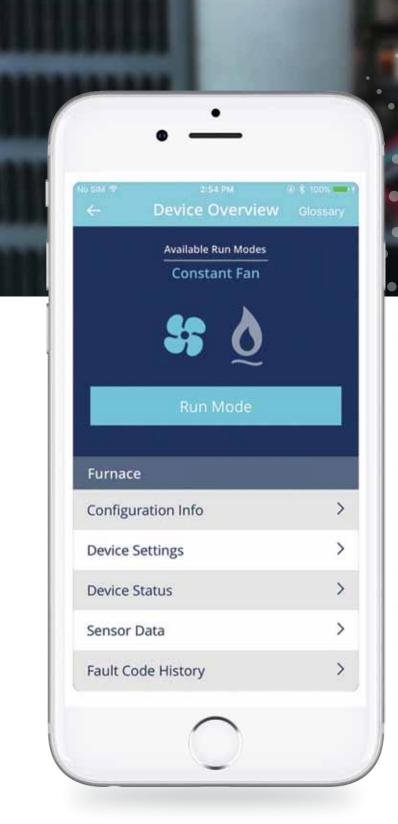
economic option for the system's owner.

A/C ReStart comes in two available packages. The traditional four-ounce can installs with the use of Nu-Calgon's A/C Re-New® Injector Tool. Another option is A/C ReStart Connect Inject, which is a quick, one-time disposable version that injects into the system using the Connect Injector Tool.

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. For more information, visit www.nucalgon.com.



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Device Overview Screen

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How To Use Emotional Intelligence

On Tuesday March 12th, from 12-2pm, ASHRAE Miami Chapter held a member meeting at the Brazaviva Steakhouse in Doral, FL.

The technical presentation was on How To Use Emotional Intelligence To Become A Better Person Professionally And Personally, presented by Distinguished Lecturer Karine Leblanc. She spoke about the four E.Q. skills: Self Awareness, Self-management, Social awareness and Relationship management. Also there are many strategies in improving your E.Q. skills to improve yourself.

Alejandro Rivas, PE, presented his ASHRAE awarded technical research paper: In-Situ Fan Curve Calibration for Virtual Airflow Sensor Implementa-

tion in VAV Systems. On Thursday, April 11th, will be the next ASHRAE meeting and the presentation will be about - Energy Storage, Smart Grid and Zero Energy Buildings: Building Capacitance Together by Distinguished Lecturer Mark MacCraken.

On Thursday, April 18th is our Annual Golf Tournament. Don't miss out on all the fun!



The ASHRAE Miami Chapter came together for a group photo at the entrance to the Brazaviva Steakhouse in Doral



The event speakers were Karine Leblanc from US Air Conditioning Distributors and Alejandro Rivas with Tulia Rios of ASHRAE



Frank Suranyi and Luis Rinzivillo from AcuAir representing Bard with ASHRAE member Ted Zairai



Juan Tardet of Juan L. Tardet and Associates with Alfredo Sotolongo of Protec Inc.



Tulia Rios, ASHRAE Miami Chapter President opened the meeting by having everyone stand and introduce themselves



Luisa and Juan Vesca of VMech Mechanical Contractors



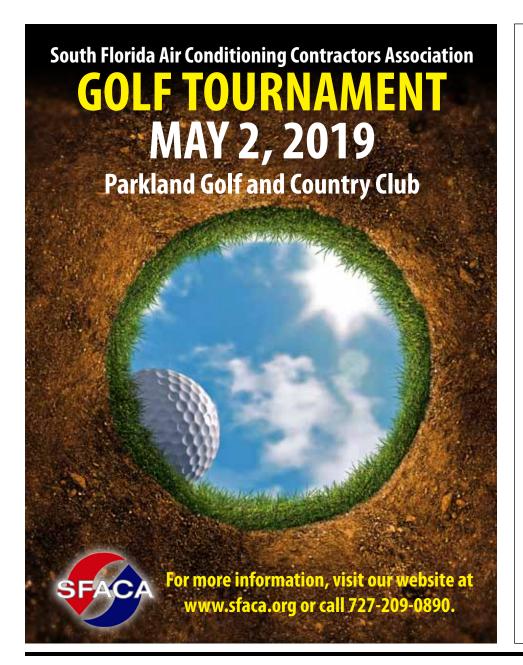
Everyone enjoyed the lunch buffet at Brazaviva Steakhouse which included a large variety of tasty selections



The technical presentation How To Use Emotional Intelligence To Become A Better Person Professionally And Personally was presented by Karine Leblanc



Alejandro Rivas, PE, presented his ASHRAE awarded research paper: In-Situ Fan Curve Calibration for Virtual Airflow Sensor Implementation in VAV Systems



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- Limited warranties: 5-yr on compressor, 3-yr on Eco-Last Coil System, 1-yr on covered components

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share your expertise, seek input and advice from

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fered event specific specials as well as giveaways, games, and a chance to win some exciting prizes.

covered what was needed to make their business

more profitable than ever, by taking advantage of

the latest Lennox products and programs available

At the Vendor Showcase, Lennox partners of-

At each day of the conference, attendees dis-

about how to win in business!

Lennox LIVE is back and packed with the valuable content you and your team need to maximize your profits and operational growth in 2019!

With 18 breakout sessions, a vendor showcase full of products and service providers handpicked with you in mind, four inspiring main stage speakers, and much, much more! This event was hosted to help you keep up with the fast-changing HVAC industry.

The following districts were invited: Miami, Orlando, New Orleans, Atlanta, Charlotte, Nash-



Jamie Pierson, Leslie Wood, Amanda Gibbons, and Rob Short of Lennox

ville, Eastern Canada, Toronto, and Detroit.

The Lennox LIVE breakout experience was a more intimate conference setting that allowed dealers to choose topics most relevant to the current needs of their HVAC business.

Lennox LIVE is the largest annual gathering of vendors, trainers, and industry experts at a manufacturer sponsored event in the HVAC industry.

At Lennox LIVE you are able to network with industry professionals and spend time in conversation with your peers. At Lennox LIVE you can



Pam Kellerman and Brian Mullaly of Lennox



Scott Clifton of Lennox, Marlon Clark Jr. of Marlon James AC, Becca Daily, Whitley Collier, Aimee Dorsey of Lennox, Jim McCaffe and Bob Hutchison of AccuTemp



Scott Moist of Scotts Heating & Air, Dave Marini of Lennox VRF, Daniel Suchecki of Scotts Heating & Air



Emily Simon, Luis Rodriquez, and Patrick Kane of Lennox



Michael Kilbourne and Don Kirk of Kilbourne Air, Ryan Yandell of Lennox, Sean Disesto of Kilbourne Air, Humberto Fernandez of Lennox



Brittani Youman and Ryan Cook presented "The Why and How of Creating Your HVAC Training Plan"



Blake Edwards and Sweta Hari presented "The Signature Collection Leadership Story"



Alex Bannister, Kayla Ramirez, and Jay Pipho presented "The Power of Reviews'



Jeff Peterson and Jody Long of Nu-Calgon with Kelly Robinson (center)



Katie Pelican, Luke Wright, Brad Hess of Emerson, Robert Cochell of Gulf Coast Air Systems, Nathan Adams and Troy Gasper of Emerson



Larry and Mindy Galbreath of Galbreath & Sons Greg Billups and Bart Gendt of DiversiTech



Michael Williams of Central Heating & Air Adanna Le Gendre of NATE, Mike Mills of Central Heating & Air



Megan Lemon of Lennox, Johnathan Crossland of Robertshaw, **Andrew Forward of Lennox**



Brad Adcox of Supco with Leslie and Paul Hagen of Hagen Heating & Air

Join the 11th Annual International Roundtable in Orlando-A Premiere Event for Residential Contractors

COPPELL, TX - MARCH 21, 2019 -- Service Nation is hosting their 11th annual International Roundtable. The three-day event is exclusively designed for HVAC, Electrical, Plumbing, and Remodeling contractors. It is intended to provide additional opportunities for training, networking, and sharing best business practices in the Residential contracting industry.

The event will highlight keynote speakers and breakout sessions centered on four main components critical for contractors. Members will learn to develop and fine-tune lead generation strategies, streamline operations and processes. hire and keep the right employees and build a plan to improve their bottom line.

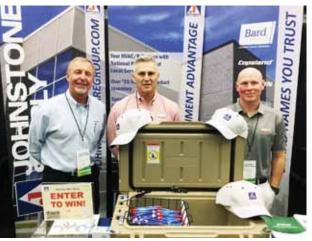
"A big part of what we do at Service Nation is providing training, education, and mentorship. We are always looking to deliver relevant training to all of our members. For this year's International Roundtable, we wanted to concentrate on choosing speakers and topics that aligned with four main areas of focus for our members. When business owners can improve operations, lead generation, recruiting and training, they can make more informed decisions and grow their business the right way."- said Matt Michel, President of Service Nation Inc.

The event includes more than just training and breakouts. Over the years, it has become a forum for all Service Nation members around the world to meet, network, and discuss ways to improve their businesses.

If you would like to attend the event and are not a member of Service Nation, give us a call at (877) 262-3341 or visit www.goservicenation.com to sign up for \$10!

To learn more about the International Roundtable visit www. irtshow.com.

If you would like more information about this topic, please contact Jessica Hezlep at 469-293-8816 or email at Jessica.hezlep@ServiceRoundtable.com.



Johnstone Supply Ware Group attended the 2019 FLAPPA Educational Conference on March 13-15, 2019 at the University of Central Florida

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PBACCA Air Show 2019

"The Largest Air Conditioning Trade Show in South Florida" South Florida Fairgrounds Expo Center - West Palm Beach - March 5th, 2019

The Palm Beach Air Conditioning Contractors Association Air Show 2019 was held on Tuesday March 5th from 5-8:30pm. The event took place at the South Florida Fairgrounds Expo Center, 9067 Southern Blvd in West Palm Beach.

Air Show 2019 was a terrific success! They had more than one hundred booths and hundreds of decision-making contractors, technicians, prop-

erty managers and architects who came to the show. There were many new vendors this year, featuring exciting new products and services. Carrier Enterprise sponsored the Grand Prize, a 55" Smart T.V. The vendors also provided many great prizes that were given away throughout the evening.

The PBACCA AirShow committee established the criteria to win "Best Booth". PBACCA board

members judged the contest. York Source 1 won and received one free booth in AirShow 2020.

The success of Air Show 2019 was the result of many individuals who put in countless hours volunteering their time, energy and ideas. Patrick Raney, instructor for the HVAC Program at Royal Palm Beach High and his HVAC students assisted throughout the entire day.



The Carrier Enterprise Team came together for a group photo!



Gemaire was in full force! Taking care of business!



The York - Source1 Team had a large presence at the PBACCA Air Show!



Grant Myers of Target Sales (right) discussing their YogaPipe products



LG and Baker Distributing make a great combination



Patrick Raney (left) instructor for the HVAC Program at Royal Palm Beach High with his HVAC students and graduates



Shelby Corum and Angela Soland of RGF, Ryan Charles of Pro Dev, Rachel Roling and Trish Alfele of RGF Environmental Group



Jossel Perdomo of Performance Air Mechanical with Ryan Reynolds of EV Dunbar



Anjanette Ferreira of Tropic Supply with Andy Taylor of ACT Agents Ron McLaughlin & Associates



Many Trucks, and Vans were on display at the 2019 Air Show!



John Schira of Maxxeon with Johanne Bueno and Whit Parker of J Nichols & Associates



Palm Beach and Broward ready to save you time and money!



Greg Rodopoulos and David Nichols of Airstar Supply, Greg won the Rod & Reel prize from Today's A/C News



Alberto Faardo of TWC, Rick Farrow of Cain Sales, Shamus Moore, Gerald Sanon, Carlos Miranda of TWC Air Conditioning



Paul Mynott of Carrier Enterprise (center) with Dave Sansone and some of Dave's team from Sansone Air Conditioning



PBACCA Air Show 2019 - South Florida Fairgrounds, West Palm Beach - March 5, 2019



Victor Loyola, Jamie Englert, Gail Pepe, Richard Gill, and John Noble of Daikin - Goodman Distribution



Ricky Ogden, Daniel Marrero, Tony Arriaga, Chris Guzman, and George Geannakakes of Protec Inc



Michael Sysak of Honeywell, Gary and Randy McMillan of Temperature Air Conditioning, Erik Johns and of Honeywell,



Patrick and Mikki Shaw of United Refrigeration with James and Julie Brown of JMB Industries - Pipe Prop



Phil Jackson, John Fama, and Phillipe Florentino, of Economic Electric Motors



Brandon Trende and James Vanderlin of AirWorx Air Conditioning with Bill Holz of Ultra-Aire



Tropic Supply had an awesome booth and awesome people too at the PBACCA Air Show!



David Steel of Broan-NuTone, Ariel Morales of AM Distributors, and Anthony Pierce of Broan-NuTone



Michael Lonis and Daniel Moore of QwikProducts with Sean Whalen of Whale'n Air, Inc



Nolan Wilson and Jeremy Dennis of DBPR with Mark Worrell of State Energy



Arco Supply has been serving South Florida for 40 years now!



The Baker Distributing 2019 PBACCA Air Show Team!



Mark Steinmetz of Steinmetz & Associates and Steve Rutherford of NAVAC demonstrate their new tool line to Air Show attendees



Fresh-Aire UV had a very popular booth during the 2019 PBACCA Air Show



Scott Behanna of Behanna & Associates with Jim DeSantis of MarketAir



Terry Frisenda of LG, Ed Abreau of Baker Distributing, Scott Stout of LG, and Eddie Rodriquez of Baker Distributing



Winner of the 2019 PBACCA Air Show Best Booth was York Source 1



Mel Velez of Carrier Enterprise awards the 55" Smart TV Grand Prize to Daniel Richards, and Patrick Messimer of PBACCA (right) announced the winner



Fujitsu Introduces Airstage J-IIIL VRF Systems



announces its new Airstage J-IIIL heat pumps in the VRF system line, for light- to midsized commercial applications.

The compact and slim design of the J-IIIL VRF line, paired with its installation flexibility and broad capacity range makes it ideal for low rise and urban buildings where limited

installation space is a challenge.

Front-facing fans and a compact chassis permit the outdoor unit to be installed in narrow spaces, whether ground- or wall-mounted. Quiet operation tive, or visit www.FujitsuGeneral.com

Fujitsu General America ensures that building occupants are not disturbed.

Six, eight and ten-ton heat hump systems are available. Up to 30 indoor units can be connected to the 10-ton outdoor condensing unit. Thirteen different types of indoor units are compatible, with capacities ranging from 4,000 to 96,000 BTUh.

Advanced refrigerant technology allows systems to reach a total refrigerant piping length of 1,312 ft., while the height difference between indoor and outdoor units can be as much as 164 ft. This opens up new possibilities in system design. External static pressure is available up to 0.24in. W.G (60Pa).

For more information on the new Airstage J-IIIL VRF line, please contact your local Fujitsu representa-

Amana Supporting Dealers with Free Smart Home Bundles as HVAC Purchase Add-On



WALLER, Texas, March 5, 2019 – Amana brand Heating & Air Conditioning dealers can now give homeowners a free smart home bundle if they purchase select Amana brand indoor comfort systems between March and May 2019.

The special program provides Amana brand's independent dealers with smart home bundles from Nest, Google and Honeywell Home (Resideo). It covers select 16 to 20 SEER high-performance air conditioners, heat pumps and gas furnaces - even Amana brand's extraordinarily energy-efficient, inverter-driven air conditioners.

Homeowners can grab a variety of smart home bundles, from voice-activated assistants and security cameras to Wi-Fi leak and freeze detectors, depending upon the system purchased. For example, homeowners buying an Amana brand 20 SEER inverter-driven air conditioner or heat pump quality for a bundle that includes a Google Home Hub, a Google Home mini-wireless speaker and a Nest Cam Indoor camera.

"By adding on a free smart home bundle to a smart home comfort system, dealers make it a smart choice for homeowners to buy an Amana brand HVAC system," says Andy Barrenechea, Marketing Programs and Promotions Manager for Goodman. "The program is another way we work to support our independent dealers, providing them more so they can offer their customers more. With soaring interest in smart home technology, offering free smart home bundles can help dealers be perceived as a more complete solutions provider when it comes to indoor comfort."

> Better still, says Barrenechea, those Amana brand high-performance HVAC units are backed by outstanding limited warranties, including a Lifetime Unit Replacement Limited Warranty and 10 Year Parts Limited Warranty.

For complete details about this limited program, HVAC dealers can contact their local Amana brand distributor

For more about Amana brand Heating & Air Conditioning, visit www.amana-hac.

For over 80 years Amana brand has helped homeowners enjoy outstanding indoor comfort. Amana brand heating and cooling systems are designed, engineered and assembled in the United States by Houston based Goodman Manufacturing, a member of the Daikin group. For more information on Amana brand heating and cooling systems, visit www.amana-hac. com.



Nortek Air Solutions' HVAC/R Research Donation Honored by ASHRAE

Nortek Air Solutions' Golden Circle level donation supports industry research that helps develop future state-of-the-art and energy-efficient HVAC/R equipment.

St. Louis–(March 14, 2019) — Nortek Air Solutions (NAS), St. Louis, a leading manufacturer of innovative custom commercial HVAC systems, was recently recognized for its contribution to HVAC/R research by the American Society of Heating, Refrigerating and Air-Conditioning Engineers' (ASHRAE) Research Promotion (RP) Campaign.

The recognition was presented by RP Chair, John Rieke at ASHRAE's



Sheila J. Hayter, president of ASHRAE; Joe Naccarello, P.Eng., group vice president-sales and customer operations, Nortek Air Solutions (NAS), St. Louis; Buddy Doll, group president, (NAS). ASHRAE honored NAS for its Golden Circle level donation to the Research Promotion campaign that funds research, scholarships and other philanthropy aimed at advancing HVAC/R engineering

recent President's Luncheon held in conjunction with the International Air-Conditioning Heating & Refrigerating Exposition (AHR Expo-2019) in Atlanta. NAS's Buddy Doll, group president; and Joe Naccarello, P.Eng., group vice president-sales and customer operations; accepted the honor on behalf of NAS for the firm's 2018 Golden Circle level donation of \$10,000.

The presentation marks the 19th consecutive year of RP donations for NAS, putting it in the top 20 of 7,000 RP

donors. RP is a grassroots campaign that raised a program record of \$2.708 million in funds last year for research, scholarships, comprehensive educational activities and young engineers in ASHRAE.

NAS divided its contribution among three U.S. and two Canadian ASHRAE chapters where it operates manufacturing facilities: Central Oklahoma Chapter–Region VIII; Minnesota Chapter–Region VI; Oregon Chapter–Region XI; Quebec Chapter–Region II; and Saskatoon (Saskatchewan) Chapter–Region XI.

"We are proud to have sponsored the RP Campaign for 19 years and to encourage research that will help develop state-of-the-art, energy efficient HVAC/R equipment in the future," said Naccarello.

Golden Circle recipients also received the Crystal Coin, a polyhedral cut crystal tabletop collectible commemorating 19th Century inventor John Gor-

rie, considered the "father of air-conditioning and refrigeration."

For more information about Nortek Air Solutions and its product portfolio, visit www. nortekair.com.

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®, VenmarTM and Ventrol® brands.

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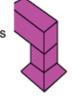


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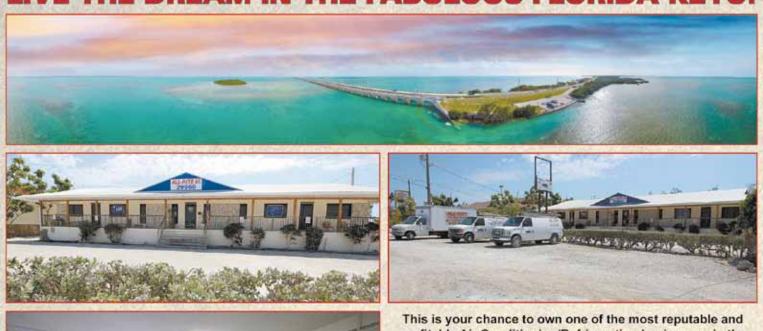
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High-E-Fishin -Sea-XXVI

King Fish • Dolphin • Wahoo Tournament

Saturday June, 29 2019 7:00 AM to 3:00 PM **Riviera Beach Marina**



The Early Entry fee is \$275.00 per boat for members (\$325.00 for non-members), before Friday, May 31st, additional \$25.00 after. There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.





Early Registrants are eligible for the Captain's Party Prize drawing.

1st Prize: \$1.000 • 2nd Prize: \$750 • 3rd Prize: \$500 Junior Angler Prize (16 & under): \$150

Plus many other prize giveaways.





















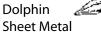












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COUNTER SALES ASSOCIATE

Oldach HVAC USA Corp. Orlando Branch

Oldach HVAC USA Corp. a HVAC distributor in the Central Florida area is looking for a

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



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TODAY'S A/C NEWS

April 2019 Volume 30 / Number 9 Today's A/C & Refrigeration News is published monthly, (12 times a year) by Today's A/C & Refrigeration News P0 BOX 451821, Ft Lauderdale, FL 32170 Ph: 954-674-1580 / FAX 866-320-2773 E-mail: jeff@todays-ac.com Application to mail at periodicals postage rates is pending at Longwood, FL and additional mailing offices.

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

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

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