

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



Johnstone Supply Ware Group Open Houses In April (see pages B2-B11)



Blacks Supply 29th Annual Bass Fishing Tournament At Lake Toho (see pages 12-13)



Gemaire Distributors Hosts Rheem Dealer Meeting In Doral (see page 22)



Baker / Florida Cooling Hosts Open House In Jacksonville (see page 18)



National Comfort Institute High Performance Summit In Orlando (see page C10)

## A New Forum And **Unified Voice For HVAC Manufacturers**

"Run by Manufacturers, for Manufacturers"



The HVACR Manufacturers Association is an international trade association launched in 2019 to address the needs and interests of that specific segment of the HVAC indus-

Known by the abbreviation HMA, the new asso-

ciation will promote best practices, address common challenges, keep a watchful eye on market trends and pool the collective know-how and resources of its member companies by focusing on Transportation,

Supply Chain, Labor and Manufacturing Excellence. By working more closely together, HMA members will seek to improve the overall HVACR industry. "Until now there hasn't been an organization

and supplies to meet and discuss common challenges and opportunities for improvement," explains Billy Prewitt, Marketing Manager of Hardcast and founding board member of HMA. "HMA seeks to be that forum. Manufacturers meeting and discussing these topics will prove beneficial to the industry."

HMA's first priority is to engage manufacturers

and start the conversation. Learn more about membership opportunities and watch the video message from HMA President Chuck Eddy. Please visit www. hma-hvacr.org for more information.

Sign up to become a Charter Member of the new HVACR Manufacturers Association today. As a member, you will; Build network and strategic rela-

tionships, share best practices with other industry leaders, offer prospective, ideas and tools to improve our businesses, collectively enhance our knowledge of industry trends and manufacturing expertise, and exclusively for manufacturers of HVACR equipment showcase your talent, experience and leadership.

## **Arco Supply Celebrates** 40 years In Business!

Manufacturers

Association

Arco Supply, Inc. in Lake Worth celebrated 40 years of serving South Florida HVACR contractors. A Pig Roast was held on April 11th from Noon to 2pm to thank all their customers and vendors who made it all possible for the great support they received.

Arturo Alba Sr. started Arco Supply on April 19th, 1979 in a 10,000 sqft building with only two

employees and pickup truck that he borrowed. The first few months, Arturo Sr. did sales and deliveries.

Arturo Sr. remembered Ed Sasso, a good customer from when they first opened saying he had more inventory than Arco Supply.

Three months later Arco Supply replaced the pickup with a cube

truck and then a 21ft truck in 1981 and today is leasing a fleet of trucks from Ryder.

Arturo Sr. came alone to the United States at age 19. He arrived in New Orleans in 1961. Father Ivan

> Arceneau, a Catholic Priest, arranged for him to live with the Landry family with four children. He attended school in Jean

erette Louisiana and then continued on to college at the Univesity of Southwest Louisiana. Arturo Sr. took out a student loan, worked part time, and received help from the Landry family. He graduated with a degree in Mechanical Engineering in 1966 and landed a position with the Quaker Oats Company in Florida.

A family member got Arturo Sr. interested in the

air conditioning industry and he gravitated to the business side of distribution in which he has never looked back.

Today Arco Supply has grown to 30,000 sqft of warehouse and over a million dollars in inventory. Arco serves Palm Beach, Broward and Martin counties.

Arturo Jr. his son, was involved in the

business at an early age, and focuses on the day to day operations. "My father and I agree on the imprtance of providing outstanding customer service, training and education" says Arturo Jr.

Arturo Sr. is very pleased to have his son Arturo Jr. and daughter Cecilia sharing the same vision for the future of Arco Supply!

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to our Customers and Vendor Partners for making our 2019 Open House events some of the BEST EVER!



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## Do You Have Profit Or Wealth?

## Ruth King's Contractors Cents



## T VA C Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

You had a great year last year...or you had a great couple of years...Even if you had a loss last year... What do you have to show for it? Profits are great. Obviously you need profits which are turned into cash for business survival. But, are you building wealth?

It's great to have profits year after year, but if you are not building wealth in your business, are the profits really enough? An example from outside our industry:

Restaurant owner #1 had a great weekend. The restaurant revenues were amongst the highest they had ever had. The restaurant owner was thrilled with the profitable weekend. Unfortunately the restaurant owner didn't really know who was dining in the restaurant. He did not get the names of the diners, birthday dates, or other pertinent information to turn those diners into clients.

Restaurant owner #2 also had a great weekend. The restaurant revenues were amongst the highest they had ever had. They added 15 new diners to their frequent diner program. They asked for and received these diners' names, birthdays, anniversaries, and an email address to contact them. These 15 new diners could be send emails, special invitations to dine, a free desert or specials on their anniversaries or birthdays. They could be enticed to return time after time.

Which of these two restaurant owners really had a great weekend? The second. He built wealth. Now, the stories of two contractors:

Each contractor had 10 profitable years. One built his maintenance base and saved money. The other spent all of the profits.

The economy tanked. The contractor who had built the wealth (ie maintenance base and cash savings) survived the downturn. The other filed for bankruptcy and went out of business because he didn't have the wealth to survive the downturn...even though he

had 10 previously profitable years.

Perhaps a great year should be defined not only in profits, but in how many new maintenance customers you added and retained. Maintenance customers are your future wealth and future profits. The more maintenance customers you have, the wealthier your company is.

Next Topic: Would You Marry a Person You Only Knew for 30 Minutes? No. Of course not. Are you kidding?

These responses are probably some of the answers that were going through your head as you read this headline. Yet, you do it all the time. What am I talking about?

How many of you interview a candidate and hire that person after a 30 minute interview? Perhaps 20 minutes? No, you are not marrying that person in a Biblical sense. Yet, you are marrying that person. Taking commuting and sleeping into consideration, that person will probably be spending more hours at your company than with their family.

During that 30 minute interview the potential employee will be at his best. The candidate presented himself very well and sold you on hiring him. You breathe a sigh of relief that your critical vacancy is filled. But is it? What do you really know about this person?

Find out more. Get to know that person. It takes more than 30 minutes. Here are some suggestions: The people who that person will be working with should interview. And yes, you will need to train employees on what they cannot say. Give them a list of questions. Better yet, have your employees come up with questions to ask. Many times they will be less guarded with their potential team members than with you or another manager.

TORC them – What is TORC? Threat of Reference Check (thanks to Adam Witty of Advantage for this acronym). Here's how Adam suggests you check references: Give the candidate a piece of paper. It is headed by: Name of reference – Contact phone number/email – On a scale of 1 to 10 how would that reference rate your performance?

Then you call the references and ask them how they would rate the person and see whether the answers match!

Background checks are absolutely critical. If you are hiring a bookkeeper, make sure you specify a 15-year check rather than the normal 7-year check...Embezzlers are patient!

One source for background checks is Southern Background Services (www.southernbackgroundservices.com). Candidates must give permission for background checks. They are not that expensive and could save you from making a hiring mistake. And, always Google and Facebook that person. This is NOT a substitute for a background check. However, you might find some interesting things.

A question on one of my clients' applications was, "Were you ever convicted of a felony?" The candidate said no. Yet, when he did a Google search, there was an article stating that this candidate had been convicted of a felony. When he asked her about it, her response was, "I didn't think anyone would check." She was right. Most people wouldn't. And no, he didn't hire her.

Invest more than 30 minutes with a candidate before you marry that person. The wrong hire can cause havoc with morale and profitability. The right candidate can improve morale and increase profitability. Check out our new websites - www.HVACChannel.tv and www.RuthKing.info





## **Shurtape Launches Year Five** of Mission: HVAC, Educating for **Success Program**

It's no secret that the HVAC industry – like many trades – is facing a deficit of skilled workers. The field requires a wealth of knowledge of all things HVAC and proper training can be difficult to find – and costly. That's why Shurtape, a Hickory, N.C.- based manufacturer and marketer of pressure-sensitive tapes, introduced its Mission: HVAC, Educating for Success with the money and hands-on experience they need to succeed in the HVAC field.

Now celebrating the program's fifth year, Shurtape is proud to introduce this year's three Mission: HVAC students: Blake Hodge – Student, Ferris State University (Portland, Mich.): Brenan Vogt – Student, Des Moines Area Community College (Urbandale, Iowa): Michael Clemons – Student, Des Moines Area Community College (Ankeny, Iowa):

As in past program years, these three students LLC (Houston, Texas)

will be given 10 HVAC-themed missions over the next few months. These missions will get them networking with pros in the field, putting their classroom learnings to the test, and more. And they'll be rewarded for completion of all these challenges with \$5,000 each to put toward the cost of their education.

And, in celebration of the fifth year of Mission: program in 2015 – with the goal of arming students HVAC, Shurtape has expanded the program to include an HVAC educator, bringing a new point of view to the program. Like the students, this instructor will be given a series of missions to complete, providing insight into the field from the educational side of the business. And the reward for completion of the assigned missions? Cash - \$5,000 - to put toward tools,training and technology for HVAC training.

Meet the educator: Chris Walters - Instructor, The Training Center of Air Conditioning & Heating,

### **HARDI** Distributors **Report 12.2 Percent** Revenue Increase in **February**

COLUMBUS, Ohio, March 29, 2019- Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth by HARDI distributor members increased by 12.2 percent in February 2019. The average annualized sales growth for the 12 months through February 2019 is 11 percent.

"January and February are the slowest months of the year for HARDI distributors," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "2019 got off to a slow start but five of our seven economic regions reported double-digit sales gains in February." February had the same number of billing days as the prior year but more heating degree days versus a mild February 2018.

"February sales came in strong despite being up against strong comps last year," said HARDI Economist Paul Hallmann. "Economic headwinds remain

> in place but softer comps should provide support for strong growth numbers to continue in March and April."

> The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. "Until this year the DSO has remained at fairly consistent levels for each month of the year," said Loftus. "January and February 2019 are at higher levels than the beginning of 2017 or 2018. 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 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. HARDI Distributor members serve installation and service/ replacement contractors in residential and commercial markets. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.



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## **RectorSeal Acquires All-Access™ Brand of HVAC Condensate Management Products**

quality HVAC/R products and operating subsidiary of CSW Industrials, Inc. (NASDAQ: CSWI), recently acquired the assets of MSD Research including its All-Access<sup>™</sup> brand of air conditioning system condensate management products.

All-Access is a leading brand of air conditioning mechanical float switches, drain line cleanout devices and supporting accessories invented by Stuart Oakner, MSD Research president. Recent revisions to the International Mechanical Code's (IMC) condensate drain line maintenance section has increased All-Access' popularity among HVAC service technicians, especially products featuring an easy entry cleanout design that eliminates the need to cut the 3/4-inch drain pipe for access. While All-Access complies with new construction codes, it also complements RectorSeal's renowned retrofit-oriented Safe-T-Switch®,

the HVAC industry's leading condensate overflow cutoff switch product line.

"All-Access products will ensure we're providing the best condensate management products to the industry, especially for new construction," said Jeff Underwood, RectorSeal's Vice President of Sales and Marketing.

Oakner, a former 25year veteran HVAC contractor licensed in Florida and prolific inventor, will now assume roles of inventor-in-residence and consultant for RectorSeal as part of the acquisition. "I am pleased to be supporting the RectorSeal development product team," said Oakner. "The vast product development resources available at RectorSeal will help support and advance the development of many future innovative products for HVAC/R and other construction industries."

Traditional HVAC/R distributors will be able to buy All-Access products from RectorSeal, which is transitioning its marketing, sales and customer support for All-Access and merging the www.allaccessdevice. com website into www. rectorseal.com.

All-Access The transaction is RectorSeal's sixth acquisition since 2011 when it acquired Airtec, Fall River, Mass. Other recent acquisitions include Resource Conservation Technologies (Aqua-Guard®) electronic condensate management sensors and switches, Glue-On-Nozzle, Sure-Seal®, the Evo-Crete™ and PolySlab<sup>TM</sup> brands from Australian-based Evolve Group, and AC Leak Freeze® refrigerant leak sealants. "We will

Houston--RectorSeal LLC, a manufacturer of continue to aggressively seek acquisitions of HVAC products that complement our current offering for contractors," said Underwood. "We will also continue building on the model of working with inventors of great products after they sell. We see a huge value in involving them with the creation of the next generation of innovative products that will help trade people perform tasks quickly and more effectively."

For more information on the All-Access or RectorSeal and its HVAC/R, plumbing, firestop and electrical products, please visit www.rectorseal.com or contact its customer and technical support departments at 800-231-3345.

RectorSeal LLC is a leading manufacturer of chemical and specialty products designed for professional tradesmen that pursues growth through a commitment to providing high quality products and services.

### **CxEnergy Delivers** Groundbreaking Content, Record Crowds

(Orlando, FL April 30, 2019)—The Sixth Annual CxEnergy Conference & Expo more than lived up to its billing as "the premier event in commissioning, energy management and building diagnostics" by exploring a wide variety of themes related to those professions.

CxEnergy 2019 also featured an expanded preconference program that included a five-presentation seminar on test & balance and a six-hour workshop on building enclosure issues, along with the event's traditional certification opportunities for Certified Commissioning Authority (CxA) and Energy Management Professional (EMP).

Planning is well underway for CxEnergy 2020, being held at the Hilton San Diego Bayfront April 6-9. The venue features spectacular views of the waterfront and easy access to area attractions. Contact: Ed Armstrong (202) 737-7775, ed@commissioning.org



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### Honeywell Provides Educators the Key to Understanding Refrigerants

The growing movement towards more efficient HVACR equipment, coupled with regulatory changes, have been driving forces in new technologies in the HVACR industry. These new technologies have changed the type of equipment we install, tools we use to perform the job, and refrigerants used in these systems.

The HVACR industry has transitioned over decades from CFCs, to HCFCs and HFCs, which reduced impact on the ozone layer, and now to the fourth generation of refrigerants, the hydrofluoro-olefins, or HFOs. HFOs take all the great benefits of HFCs, such as nonflammability and non-ozone-depletion and adds impressive reductions in global warming impact, in some cases as much as 99.9% reduction.

Other alternatives are also available, but safety concerns, such as flammability and toxicity, increase the teaching challenge. During this transition, HVACR instructors try to keep apprised of these changes, and incorporate them into their curriculum. However, its often difficult to know if the information you're getting is the accurate and reliable.

Honeywell has been in the refrigerant industry for more than 70 years. As a global leader in the development and production of high-performance fluorocarbon refrigerants and thermal working fluids, Honeywell wants to assist instructors in meeting the challenges associated with educating tomorrow's HVACR professionals. To help fulfill these goals, they conducted training sessions for instructors during the HVAC Excellence National HVACR Educators and Trainers Conference. In addition, they presented all attendees with the "key" to refrigerant knowledge. The URL on the room card was made available to our instructors, providing access to training videos, retrofit resources, refrigerant data, and other important information.

While not everyone in the HVACR industry was able to attend the HVAC Excellence National HVACR Educators and Trainers Conference (HOPEFULLY NEXT YEAR), everyone can access these special resources by visiting hwll.co/refrigerants. In doing so, HVACR instructors can be confident in their instructional material, as the information comes directly from a reliable source.

# YORK® Expands LX™ Series Product Line With The Introduction Of The New, High-Efficiency Single-Stage Heat Pump



The YORK® brand of Johnson Controls has released the newest addition to their LX<sup>TM</sup> series of residential heating and air conditioning systems. The 16 SEER, 13 EER and 9.0 HSPF YHG heat pump is ENERGY STAR® certified

and qualifies for many regional utility incentives.

Matched with high efficiency standard ECM and constant CFM air handlers and furnaces the YHG provides a single stage comfort system that provides low power consumption and quiet operation. The compact footprint allows the unit to fit in tight spaces without

The YORK® brand limiting performance, capacity or efficiency.

YHG is compatible with conventional thermostats offering homeowners greater flexibility to connect with existing equipment, or the system can be installed with the Alexa® compatible, Wi-Fi®-enabled Affinity<sup>TM</sup> Hx3<sup>TM</sup> touch-screen smart thermostat for greater efficiency and smart-home features.

YORK products are supported by an unmatched limited one-year labor warranty and 10-year compressor and parts limited warranties on registered products. All YORK warranties are manufacturer-backed and processed in-house.

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

## Johnson Controls opens HVAC Rooftop Center of Excellence

MILWAUKEE – (April 23, 2019) – Johnson Controls officially opened the state-of-the-art Roof-top Center of Excellence design, manufacturing and testing facility during a grand opening event on April 17. The facility has been located in Norman, OK for nearly 50 years and will now serve as the flagship location for industry research, manufacturing and testing of Johnson Controls HVAC rooftop units. The 900,000-square-foot facility includes almost 400,000 square-feet of incremental laboratory and manufacturing space and renovations to over 150,000 square-feet of office and meeting space.

"Investing in the future of rooftop unit innovation in design and manufacturing is an investment in our customers," said Steve Maddox, vice president of engineering, commercial ducted systems, Johnson Controls. "The expertise of the people leading this facility increases our speed to market, provides unmatched quality assurance and supports the development of industry-leading, energy efficient technology."

The plant includes a two-story, 52-foot high testing lab roughly the size of one-and-a-half football fields. The extensive laboratory offers an environment that allows Johnson Controls to conduct on-site, complex development, regulatory compliance, performance, safety, and reliability testing including the ability to test a 150 ton rooftop unit in climates ranging from -30°F to 130°F.

"The need for high-efficiency rooftop units has grown as customers demand simplified solutions to achieving sustainability," said Philip Smyth, director of product management, applied DX, Johnson Controls. "The combined testing and manufacturing location allows us to better serve our customers while enhancing HVAC technology through collaboration and innovation." To learn more Johnson Controls rooftop units, visit https://www.johnsoncontrols.com/hvac-equipment/rooftop-units.



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## **Trade Talk:**

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



## **Employees and Profits: How to Increase the Bottom Line**

Everybody knows that happy customers lead to higher profits. But the same is true for happy employees and the reasons why this is so may surprise you. The reasons have to do with turnover, performance, theft and disruptions. Here are the facts.

Turnover – Air Conditioning companies regularly turn over about one half of their employees every four to five years. This is very costly since replacing an employee can cost between 25% and 200% of their annual salary. If you reduce your turnover, you save the money that it costs to make new hires. Even a 5% increase in retention will improve a bottom line profit margin by 25% or more. Obviously, it is better to keep employees than let them leave. Of course this only applies if you hire the best and retain the best. But what kind of employees do you actually have?

A survey of more than 10,000 employees in more than 32 countries found that no matter where you do business, employees fall into one of four categories.

Loyal - 34% These are the very best employees. They work hard, are the most productive and give good customer service. They are also the ones that are most likely to stay with the firm.

**Transitory 8%** These are good employees, but they will leave within 2 years for personal reasons that have nothing to do with the firm, the people they work with, or their working conditions.

**Trapped 31%** These people hate their jobs and the firm and would leave if they could. However, they are trapped and cannot leave, or feel that they can't escape. In the meantime, they do very little, are only as productive as they need to be to stay out of trouble and generally waste time. Unfortunately, they stay on just filling in time and space.

**Inferior 27%** These are the poor employees. They

do as little as possible, are disruptive, non-productive and will either leave on their own or when they are found out and fired. But in the meantime, the don't contribute anything worthwhile, but they do cause problems.

The inferior employees create your biggest headaches and cost the firm the most. In addition to a lack of productivity, they do things that put the firm at risk through theft, or misconduct. These are the people who cause the most shrinkage. They are also the ones that engage in questionable behaviors such as harassment, rudeness to customers, or sending offensive emails. The latter may leave a firm legally liable for the actions of these people. One wonders how they got hired in the first place.

Unfortunately, the problems may not end when these people leave the company. A disgruntled employee may retaliate by sending disruptive emails to former co-workers. This happened at Intel where not only did a fired worker send 35,000 email messages, but the California Supreme Court has just upheld his right to do so. This gives a whole new and dreadful meaning to SPAM. Just think of the damage that could happen if that employee had targeted customers instead of co-workers. That would have been illegal since it would be easy to show that the firm had been damaged. But in the meantime, the harm would have taken place.

Obviously, it is far better, more profitable and less troublesome to have happy employees. How do you accomplish this? It's an easy two-step process.

**Hire the best.** Pre-screen your applicants for their knowledge, skills, attitudes and ethics. The reason for selecting employees with the right knowledge and skills is obvious, but what about the issue of ethics?

Ethical employees don't steal, and don't engage in disruptive behaviors. They are less likely to become aggressive or become irrational. Use one of the readily available pre-screening tools to help you avoid hiring someone else's rejects. Just make sure that the instrument is accurate, valid and reliable.

**Keep them happy.** This means finding out what they want, and what troubles. This also means listening to them, addressing their areas of concern, and taking action to remedy certain issues before they become big problems. This can best be done through anonymous satisfaction surveys. Look for ones that can be customized to include questions that measure morality within the firm. Employees who are guaranteed anonymity will tell you what's really happening, where the gaps are in your security or shrinkage programs and give examples of improper behaviors. But, and this is a big but, don't even think of doing a survey unless you are prepared to act on the results. If you fail to show that you have listened and are going to do something, your employees will be even more unhappy since they will feel that management really isn't interested in their concerns.

Co-workers are the backbone of any organization and happy ones have a continual, positive effect on the bottom line. Finding them and keeping them is easy and best of all, when you eliminate the 27% who are poor or inferior performers, it leaves you with the opportunity to do something significant with the remaining 73%. As Einstein said, solving a problem is easy. It is the identification of the problem that is hard. These approaches will help you with the diagnostics; the rest is up to you.

Until next time Tommy Castellano



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## Arco Supply, Inc.

## **Arco Supply Celebrates 40 Years** of Business with a Pig Roast **April 11th, 2019**



Arco Supply hosted a celebration for 40 years of serving the South Florida HVAC industry.

A Pig Roast was held on April 11th from Noon to 2pm to thank all their customers and vendors who made it

all possible. The menu consisted of Roasted Pork, Boiled Yuca, Rice, Beans, Desserts, and refreshments. Attendees received a Arco Supply shirt. Ar-



Debra Alba, Ana Rich, Cecilia Alba, Arturo Alba Sr and Arturo Alba Jr.

turo Sr. and Jr. are very grateful for everyone who industry by contibuting their time and resources. made the last 40 years such a great success.

Their vendors have also contributed to their success by suppling the right products at a competitive price. Arco Supply believes in providing quality products and excellent customer service.

Goodman is their choice for HVAC equipment along with Daikin Ductless systems. Other products include Johns Manville, Honeywell, Atco, Air Guide, Crown, Fasson, and others.

Arco Supply is committed to giving back to the



Nicole Wing, Ray Strong, Jorge Fernandez and Joshua Neris of Arco Supply

Arco Supply serves the Pailm Beach, Broward, and Martin Counties. Please make a visit to their location at 715 Barnett Drive in Lake Worth. You can reach them at 561-586-3331. Their website is www.arcosupply.com. Experience some excellent customer service today!

Arturo Jr. serves on the board for the Palm Beach

Air Conditioning Contractors Association. Arco

Supply is also involved in the Florida Air Condi-

tioning Apprenticeship Association Program.



The Arco Supply Sales Team!



**Joshua Neris of Arco Supply** serving a customer



It was a real nice event celebrating 40 years of serving South Florida **HVACR** contractors



Kenneth Laycock, Mike Hall, Brad Gillman of Daikin, Arturo Alba Jr. and Chris Brown of Arco Supply



Arturo Alba Jr. of Arco Supply and Kent Hartwig of FACAA



Everyone enjoyed the roasted pig and all the side dishes too!



Arturo Alba Jr., Camilo Puerta, Chris Brown, and Ernesto Estes of Arco Supply



There was plenty of food, friends, and fun at Arco Supply's 40th Anniversary



Cecilia Alba giving away some Arco Supply T shirts



Carlos Bolivar of Johns Manville, Amy Diaz, Manny Diaz, Julia Junco and Arturo Alba Sr.



Chris Brown and Camilo Puerta of Arco Supply, (2nd & right) Doug Duclos and John Parks of John C. Cassidy Air Conditioning



Two Brothers Air Conditioning enjoying the 40th Anniversary celebration at Arco Supply



John Debri and Omar Ricardo from Arco Supply taking care of business, and parking too!



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## Blacks Supply 29th Annual Bass Tournament - Lake Toho, Kissimmee FL



Big Daddy Bass #1 Winner at 8.05lbs was Clayton Kendall and Frank Oliva of American Energy and won 1st Place with a combined total of 21lbs8oz



Peter and Danielle Lattner of Apple Air was the first boat in and caught a nice bass



David Simonds and Dustin Simonds of Harper Mechanical caught five bass with a 9lb05oz total weight



5th Place Winner with a combined total of 13.11lbs was Gary Hawkins Sr. of Del Air



Patrick Morse and Joshua Morse of Morsetech Air Conditioning caught three bass totalling 8lbs.07oz



Jeff Simmons and Kirk Bailey of MSI brought in five bass totaling 9lbs09oz



Blacks Supply sponsored their 29th Annual Bass Tournament on April 6th at Lake Toho in Kissimmee, Fl. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was nice and sunny and the tournament was at full capacity making this a very competitive event. There were over 55 boats and 110 anglers. The limit per boat was five and each bass must exceed 12 inches.

The weigh in was completed at 1PM, while Mission BBQ prepared a very tasty BBQ with all the fixins. Big Daddy Bass winner at 8.05lbs was Clayton Kendall and Frank Oliva of American Energy who also won 1st Place with a combined total of 21lbs8oz. Alan Duncan and Todd Icenhour of E.C. Waters won Big Daddy Bass #2 at 6.14lbs and also 2nd Place Winner with a combined weight of 19.14lbs Many great prizes were provided by Blacks Supply and their preferred vendors. Concord Equipment was a sponsor of the tournament.

Blacks Supply has been in business for over 35 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Jason Black of Blacks Supply checks out the lake with Kyle Mosley, Mutt Stroud, and Rafael Benitez



Brian Narehood of Air Mechanical caught three bass with a 15lbs13oz total weight which won a 3rd & 4th Place Tie



Harrison Hughes of Associated Piping caught a pair weighing 5lb in total weight



Alan Duncan and Todd Icenhour of E.C. Waters won Big Daddy Bass #2 at 6.14lbs and also 2nd Place Winner with a combined weight of 19.14lbs



Mark Hunter and Dan Smith of Jacob Sheet Metal caught four bass totaling 13lbs



Garrett Colbert of Colbert Air caught three bass with a total of 7lbs13oz



Brian Wethington and Brian Wethington Jr of Weth Air caught five bass with a 13lb10oz total weight



Bryan Deaton and Bill Bauknight of Apple Air with a 13lbs06oz combined total



Steve Brown and William Weaseman of SAR Services caught five bass at 12lb14oz

## Blacks Supply 29th Annual Bass Tournament - Lake Toho, Kissimmee FL



The Blacks Supply Team: L to R- Jason Black, Bruce Fortenberry, Kevin Bush, Richie Bates, Sam Gray, Mutt Stroud, Chris Foster, Logan Bush, John Lovelace, Craig Syfert, Dan Madairy, Kyle Mosley, Steve Brown



Kevin Kirk and Rick Reed of Starr Mechanical had a 9lbs10oz combined total



John Ufland of Westbrook Services caught a pair weighing 9lbs.08oz in total weight



David Nesbit and Doug Nixon of Starr Mechanical caught four bass totaling 8lb03oz



Jonathan Ewing & Larry Petty of Above All won a 3rd & 4th Place Tie with a total of 15.13lbs



Mission BBQ prepared an excellent lunch with pulled pork & chicken all the side dishes like Mac N Cheese, cornbread, and baked beans



Mutt Stroud of Blacks Supply announced all the raffle prize winners



Everyone enjoyed the Mission BBQ lunch and the great prizes that were awarded



Steve Brown, Teia Harner, and Richie Bates post the prize winning catches



Jason Black of Blacks Supply awarded the large 36" gas grill by Blackstone to Garrett Bilbrey of Kevin Maintainence Service



1st Place Big Daddy Bass Winner at 8.05lbs was Clayton Kendall and Frank Oliva of American Energy



2nd Place Big Daddy Bass at 6.14lbs was Alan Duncan and Todd Icenhour of E.C. Waters Air Conditioning



1st Place Place Winner with a combined weight of of 21lbs8oz was Clayton Kendall and Frank Oliva of American Energy



2nd Place Winner with a combined total of 19.14lbs was Alan Duncan and Todd Icenhour of E.C. Waters



3rd & 4th Place Winners tie with a total of 15.13lbs was Brian Narehood & Steve McPherson of Air Mech with Jonathan Ewing & Larry Petty of Above All



5th Place Winner with a combined total of 13.11lbs was David Dykes and Gary Hawkins Sr. of Del Air

## Performance Pointers by David Richardson



## **Diagnose with Manufacturer Coil Pressure Drop Tables**

Trying to determine if an indoor coil is dirty or clean can be a real challenge. Did you know that you can quickly measure coil pressure drop and determine its condition with manufacturer's coil pressure drop tables? Let's look at how to check coil condition without tearing the equipment cabinet apart.

#### **Step One: Determine Fan Airflow**

Unfortunately, coil pressure drop by itself can be misleading. It must be compared against how much airflow the air-handling equipment is moving. So, before you start examining the coil, you need to determine fan airflow. The easiest and quickest way to do this is with total external static pressure and the manufacturer's fan table. For a one-page procedure on how to plot fan airflow, send me an email request.

#### **Step Two: Find the Coil Model Number**

Next, you need to find the indoor coil's installation instructions. They include the pressure drop tables you'll need. Some instructions are with the equipment, other's you'll need to download from the manufacturer's website. Once in hand, find the coil's model number to narrow down the coil options listed in the installation instructions.

#### **Step Three: Wet or Dry**

Indoor coils are rated for both wet and dry conditions. Determine the coil condition before you measure the pressure drop. If the system is operating in cooling, or has a variable speed fan, be sure it runs a minimum of 10 minutes, so the coil is wet, and the fan is at 100% of its programmed airflow. If you test in the heating mode, the coil will be dry.

#### Step Four: Measure Static Pressure Drop of the Coil

Measure indoor coil static pressure drop by installing 3/8" test ports before and after the coil. Be sure to inspect before you install your test ports. You don't want to drill into a heat exchanger, drain pan, or refrigeration tubing.

Attach a hose to each pressure tap of your manometer and insert a static pressure tip into the opposite end of each of these hoses. Place the static pressure tip from one hose into your test port before the coil and the other static pressure tip from the remaining hose into your test port after the coil. The measured pressure drop of the coil will appear on the manometer display.

## Step Five: Compare Measured Pressure Drop to the Manufacturer Table

The measured coil pressure drop should be very close to the design pressure drop published in the manufacturer tables. On the manufacturer coil table, find the model number that matches the coil you tested. Locate the coil's wet/dry condition and fan airflow you measured. Use these two points to locate the coil's design pressure drop on the table.

Find the point that represents the wet/dry condition of the coil and then line it up with fan airflow. The design static pressure drop of the coil is found where the two points intersect. This is what the pressure drop should be with the airflow you determined the fan is moving.

### What if Pressure Drop is Out of Range?

You will encounter situations when the design coil pressure drop doesn't match what you measure in the field. This can happen for several reasons – many of them are installation-related. Some of the typical reasons are:

- Flanges not bent out on the coil cabinet
- Restrictive duct transitions to the coil
- Improperly blocked off sections on the coil discharge
- Trash in the duct system caught in the coil
- Dirty indoor coil
- Improper fan airflow (not enough or too much)
- Incorrect coil model number used Keep the Tables in Context

Don't try to use the coil pressure drop tables in reverse to determine fan airflow – it will result in a false measurement. When you look at a coil table, you'll notice that airflow increases as coil pressure drop increases. This is where it gets tricky – the tables assume a brand new, clean coil.

Let's say you measure a pressure drop reading five years after an install is complete and find a high pressure drop. If you use the coil table to determine fan airflow, you would be fooled into thinking it is moving a lot of air than it really is. Instead, the coil is restricted and needs to be cleaned.

To avoid confusion, keep the tables in context and use them as a valuable diagnostic tool to aid you in airflow troubleshooting.

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

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



## ASHRAE and IIR Establish New Definitions of Five Refrigeration Keywords

ATLANTA (April 11, 2019) – ASHRAE and the International Institute of Refrigeration (IIR) announced the establishment of new definitions for five refrigeration keywords. The keywords are cooling, refrigeration, chilling, freezing and cold chain.

The definitions are the result of more than a year of discussions and were established to clarify the meaning of basic terminology used in the HVAC&R industry.

"The new definitions will help those within our industry, as well as the general public, gain a clearer understanding of important refrigeration keywords that are often misused or too broadly defined," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. "We appreciate the contributions of IIR and anticipate that the adoption of these definitions will be positive."

To avoid confusion, the official definitions are:

#### Cooling

- (1) Removal of heat, usually resulting in a lower temperature and/ or phase change
- (2) Lowering temperature

#### Refrigeration

- (1) Cooling of a space, substance or system to lower and/or maintain its temperature below the ambient one (removed heat is rejected at a higher temperature)
- (2) Artificial cooling

### Chilling

Cooling of a substance without freezing it

#### Freezing

Solidification phase change of a liquid or the liquid content of a substance, usually due to cooling

#### Cold Chain

Series of actions and equipment applied to maintain a product within a specified lowtemperature range from harvest/production to consumption

"It was important that the differences that might exist in these definitions between the IIR and ASHRAE be erased for more consistency. It now seems important for us to reach even greater harmonization on an international level to establish universal definitions," said Jean-Luc Dupont, head of the Department of Scientific and Technical Information of the IIR.

IIR has called on all national and regional organizations and associations to adopt and disseminate the new definitions. The definitions will be included in ASHRAE Terminology,

its free comprehensive online glossary of more than 3,700 terms and definitions related to the built environment, with a focus on heating, ventilating, air conditioning, and refrigeration (HVAC&R), as well as building envelope, electrical, lighting, water and energy use, and measurement terms.

The International Institute of Refrigeration (IIR) is an independent intergovernmental science and technology-based organization which promotes knowledge of refrigeration and associated technologies and applications on a global scale that improve quality of life in a cost effective and environmentally sustainable manner.

Founded in 1894, ASHRAE is a global leader in the advancement of human well-being through sustainable technology for the built environment.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 528,416 units in February 2019, up 2.4 percent from 515,936 units shipped in February 2018. U.S. shipments of air conditioners increased 2.5 percent, to 315,183 units, up from 307,522 units shipped in February 2018. U.S. shipments of air-source heat pumps increased 2.3 percent, to 213,233 units, up from 208,414 units shipped in February 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.9 percent, to 1,047,404, up from 998,607 units shipped in February 2018. Year-to-date shipments of central air conditioners increased 4.2 percent, to 598,681 units, up from 574,379 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 5.8 percent, to 448,723, up from 424,228 units shipped during the same period in 2018.



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## FLORIDA 2019 Annual Shrimp Boil West Coast Chapter Davis Island Garden Club Tampa



The ASHRAE Florida West Coast Chapter chose a great location for their Annual Shrimp Boil

On Friday April 12th, from 6-11pm, ASHRAE Florida West Coast Chapter held their 2019 Annual Shrimp Boil at the Davis Island Garden Club in Tampa Florida. What a great location to join up with fellow ASHRAE members, discuss whats new, eat as much shrimp as you want, and enjoy a few refreshments with friends!

The Florida West Coast Chapter of ASHRAE is the largest chapter in the Region XII, and is composed of over 360 local members. The Florida West Coast Chapter includes the Sarasota/Bradenton Section, Costa Rica Section, Peru Section and the USF Student Branch.



Everyone enjoyed the unlimited shrimp and many delicious side dishes like potatoes, chicken, sausages, and corn on the cob



Frank Suranyi, AccuAir, Ali Rahgozar, PE of ASR Engineering, and Leon Essex, Bard FL Representative



A popular meeting place was the refreshment table



There was a excellent turnout of ASHRAE members and friends!

Debbie Horsey, Sales Engineer, Erin Hibbard, PE, Hibbard Engineering, Leon Essex, FL Bard Rep, and Frank Suranyi, AccuAir



Jerome Douglass, PE (left, blue polo) TLC Engineering, and other associates catching up on business



The weather was perfect to socialize and enjoy the gardens



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## Baker / Florida Cooling Hosts Open House In Jacksonville April 17th, 2019

On Thursday April 17th, 2019, Baker/Florida Cooling held an open house at 8475 Western Way in Jacksonville from 11am to 1pm.

Hills BBQ was on site cooking the most delicious BBQ in the state of Florida. Over 350 hungry contractors left satisfied after eating tasty BBQ Ribs, Chicken, Beans, Mac & Cheese, Cole Slaw, Roll, and Ice Tea.

Over 25 vendors were in attendance display-

ing and demonstrating their new products available at Baker/Florida Cooling. Along with the great food were some great drawings for door prizes like a Yeti Tundra Cooler.

Wyatt Swartz, Division President for Baker Distributing stated, "I am pleased with the huge turnout of customers and vendor partners today at our Jacksonville location. It is great to see a continuation of great support and growth."



Lek Gjoka of Cool R Us with Carlos Bolivar of Johns Manville

er Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry. With a complete inventory of HVAC/R products and technical assistance, Baker/Florida Cooling Sales Centers can provide you with the products and information you need to make your job and you more efficient.

Thank you for another successful Open House!

With over 200 locations in 22 states, each Bak-



Dwayne Umstattd, Wyatt Swartz of Baker Distributing, Brooks Stephens, and Larry Stewart of Baker/Florida Cooling



James Clements of Harveys AC, Larry Stewart of

Baker/Florida Cooling, Sam Kelley of Harveys AC,

**Eddie Rodrigues of Baker/Florida Cooling** 

Kim Dodge, Mike Plathe, and Karissa Ickes of Baker Distributing



Maria Korbos of Baker Distributing, Jim Williams of Thermadine Services, Terry Taber of Baker Distributing



Jarvis Murphy of Expert Heating & Cooling with Ken Darin of Regal Beloit



Jared and William Beauregard of Oakleaf Heating & Air, Kim Barksdale of The Barksdale Group, William Brugh and Shane Keller of Oakleaf Heating & Air



The Hills BBQ Chicken, Ribs and tasty side dishes were excellent!



Wyatt Swartz of Baker Distributing (middle) thanking J&W Heating & Air for attending



Matt Roth of Baker Distributing with Brent Marler of J&W Heating & Air



Phillip Tanner of Phoenix Comfort Service, Jeff Kraner of Baker/Florida Cooling, Aaron LaPointe, Joseph Tanner, and Dick Corsbie of Phoenix Comfort Service



TJ Miller of Ron McLaughlin & Associates, Sean Ince of Pro1 Thermostats, Alex Kryachun and Nickolas Malysh of Avalon Heating & Air



Jason Schneider of Venstar with Steven Smith and Fitz Tarilon of Air Engineers



Joanne Hunt of The Metal Shop with of Phillip Blount of J&W Heating & Air



Baker Distributing / Florida Cooling Supply Jacksonville Open House Team!



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## Tropic Supply at the RUUD Pro Partner Event in Orlando



Ruud Pro Contractors get a high five upon entry to the ballroom celebration!



William Brittingham and Jen Walz of Jerry Brittingham AC & Heat, Heather Anusbigian of Tropic Supply, and Sharon Duncan of Bob's AC



William Brittingham and Jen Walz of Jerry Brittingham AC & Heat were one of the featured spotlight contractors this year at the Ruud's Pro Partner Conference

RUUD brought together hundreds of their best HVAC contractors and wholesaler customers for an amazing conference at the Walt Disney World's Swan & Dolphin Resort. The Ruud Pro Partners Conference was held March 25th and 26th and Tropic Supply was in attendance. There were great speakers, informative breakouts, awards, and entertainment!

As a valued partner, everyone was able to rub shoulders with leading performers in the heating and cooling industry (as well as top Rheem executives).

The Ruud® Pro Partner Program recognizes and rewards HVAC contractors for their superior dedication to the sale, installation and servicing of their products. Built on contractor feedback and a philosophy of mutual success, this program seeks to provide the best contractor loyalty experience in the industry driven by:

- Product Innovation: The Pro Partner Program gives contractors insider access to Ruud's full line of award winning products available with a wide range of features to suit every need and lifestyle.
- Program Advancements: The Pro Partner Program features a vast array of resources that can help support and grow your business.
- Partnership Approach: The Pro Partner Program is responsive and feedback-driven to ensure a mutually beneficial relationship, and forge a deeper partnership between you and Ruud.



A lot of activity at the Ruud Econet 360 Bar



Sharon Duncan of Bob's AC, Tod Sutherland and Rob Mayhew of Tropic Supply, (front) William Brittingham and Jen Walz of Jerry Brittingham AC & Heat Inc



Marcus Thurston, Brad Evans, and Rob Mayhew of Tropic Supply



Gustavo Fernandez, Heather Anusbigian, and Jim Minto of Tropic Supply





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and growth...Gemaire is your your true Partner!



## **Gemaire Distributors Hosts Rheem Dealer Meeting in Doral** March 7th, 2019

Gemaire Distributors hosted a Rheem dealer meeting on Wednesday April 17th, from 8:00 AM - 5:00 PM at the Fire Fighters Memorial Building, 8000 N.W. 21st Street in Doral FL

The dealer meetings included a Trade Show featuring select vendor partners giving product demonstrations and showing what is currently available at

Gemaire continues to focus their attention to their customers, because when you are profitable



**Alan Cape from Rheem Water Heaters** presents the new products for 2019

and successful, so are they. The Gemaire dealer meeting was an perfect time to announce some exciting things happening with their product lines, programs, and resources. Part of the dealer meetings included several breakout meetings discussing important changes in Gemaires Rheem equipment

At the end of the meeting, Gemaire dealers gathered together for several chances to win some real nice prizes provided by the participating vendors.



Ryan Detirch, Pamela Randall, and Alan Cape of Rheem with Terry Harper of



Harper's Air Conditioning



Beth Childress of Rheem **Parts Division** 



Elvira Castaño, Kristina Poakeart, and Alejandro Amigorena present an award for Picon Air Conditioning



**Danny Puig from Oscar Air Conditioning** received two awards at the Gemaire Rheem dealer meeting



**Jacques Leotaud of Gemaire with** Patrick Ruhlem of Glasscow Ventures



Mike Mayta of Mike's Safety Services, Fidel Martinez of Emerson and Armando Guerra of AV Services



Emilio Rojano of Boreal Air inc. and Cesar Moya of Gemaire



**Cesar Gomez of Tropical Aire and Heat** with Erik Johns of Honeywell



A popular place during the meeting... having some refreshments



Ana Mulett of Daddy's Refrigeration, Brad Cox of Nu-Calgon, Nelson Llanera of Llanera Services and **Gabriel Martell of Superior Repair** 



John Grindle of Rheem (front) trying out the virtual racing simulator



Everyone attending the Gemaire Dealer Meeting in Doral giving a thumbs up!



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Ft. Lauderdale S. (T-4): (954) 522.2874
Ft. Myers (T-8): (239) 278.1117
Ft. Pierce (T-6): (772) 465.4707
Jacksonville (T-18): (904) 332.0990

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

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

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**April 2nd Sarasota** 

### The Ware Group

Saving You Time, Making You Money

Johnstone Supply - The Ware Group held seven of their eight 2019 Open Houses during the month of April. These locations included Sarasota, Clearwater, Lakeland, Ocala, Melbourne, Orlando, and Columbia SC Downtown.

The events began at 11:00 a.m. and finished at 1:00p.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, performing 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 offered Technology Trends from 10 - 10:50am and Refrigeration Trends from 11 - 11:50am. Attendees registered in advance to 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." I truly enjoyed attending each event!



Sam Deangelo, Robbie Gamble, Rickey Warren, Eric Peters, Charles Pocock, Jason Siroky, Raeven Hamelin, Ramone Alvarado



Tom Crossland and Nick MacFee of J. Nichols and Associates with Jeremy Wypiszynski and Ryan Ripo of Totally Cool AC



Mark Hucko and Bob Belvick of Inficon with Chris Bishop of Nice Air



Sean Clougherty and Jorge Caevas of The City of Sarasota with Kim Barsksdale of The Barksdale Group



Mike Nipper of Emerson with Joseph Pecora and Phillip Gaylord of The Department of Transportation



Henri Papa of Sporlan, Emily Morelo and Neil Crawford of Johnstone Supply Ware Group, Steve Sloan of Sporlan



There was a great turnout for the Johnstone Supply The Ware Group Open House in Sarasota



Denny Estrada and Lucas Vonborstel of Command Air with Hannah Cash and Kimberly Daugette of Johnstone Supply Ware Group



Teddy Dhein and Chris Rickly of Extraordin Air, Jeff Petersen and Jeremy Schotig of Nu-Calvin, Dennis Speed of Suncoast Air, Jim Hoffman of Cool Works



Chad House of Fresh-Aire UV with Pat Horn of Custom Climate Concepts



Ready to Serve! Don Livingston, Rachel Bush Cameron Perkins, Mike Bell, Brent Holland, and Ellie Hinck of Johnstone Supply Ware Group



Tim Roberts and Michael Cupp of Cain Sales Joey Deschamps of Anthony's AC, and Jason Siroky of Johnstone Supply The Ware Group



Mike Bell, Chris Ware, Cameron Perkins, Brent Holland, Rob Coovert, and Brian Koski of Johnstone Supply The Ware Group



John Galloway of PED Associates with Daniel Dee and Jeremy Duenas of Cool Today



Scott Stradtner of Highside Chemical, Tyler Campbell and Bruce Haupt of The McAllister Group, Bob Holsbeke, John Hayo, Travis Holsbeke of AAP Air



**April 3rd Clearwater** 

### The Ware Group

Saving You Time, Making You Money,



Larry Hjortsberg, Vincent Salaaponte, Marty Pray, Azeem Ali



Craig Schulze of Johnstone Supply Ware Group giving an update on refrigerants to Pinellas Technical College students



Shannon Melon, Brian Koski, and Rob Coovert of Johnstone Supply The Ware Group



Don Driscom of EV Dunbar, George Rogers of ARS, Ryan Reynolds of EV Dunbar



Blair Carter of Crown Products, Sudesh and Vanessa Singh of American Technical Services Heating & Air



Abdel Aboudfer, Warren Bronson, Jim Nichols, Tom Crossland, Matt Cowley - Spectronics, Nick MacFee of J. Nichols and Associates, Bob Belvick of Inficon



Serge Gushchin, Javier Pedraza, and Joel Colby of Total Air having some Hills BBQ together



Kevin Ransen and Brian Koski of Johnstone Supply The Ware Group (left & 3rd) with Aaron and Stephanie Freedman of Total Air (2nd & right)



Bing Berringer and Ron McLaughlin of Ron McLaughlin & Associates

## HVAC/R Leader NAVAC and Tools Specialist AccuTools Team Up for Spring Savings Promotion

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, is teaming up with tools specialist AccuTools on a multi-month

promotion providing deep savings for combo product buys. From May 1 through June 30, professionals purchasing a qualifying NAVAC vacuum pump will receive significant savings on the AccuTools TruBlu Evacuation Kit.

The promotion yields a \$150 discount on a TruBlu Evacuation Kit (Pro or Advanced versions) for those buying one of several NAVAC vacuum pump models, including the company's dual-stage, NRP-6Di and NRP8Di Digital DC Vacuum Pumps, which offer flow rates of 6

and 8 cfm, respectively. The offer also includes the NP2DLM Cordless Vacuum Pump, a compact, lightweight unit suitable for HVAC systems up to five tons.

Those purchasing any NAVAC vacuum pump with an evacuation flow rate of 12 cfm will receive \$200 off a TruBlu Evacuation Kit. This includes one of NAVAC's newest models, the NP12DM Vacuum Pump, which features an industrial-grade design for

a rare blend of robustness, speed and power. The NP-12DM's brushless DC-motor technology maintains peak efficiency while yielding a superior starting performance under low starting amperage and soft-starting down to 30°F, and its twin-cylinder functionality

and precision manufacturing provide an industry-leading ultimate vacuum down to 5 microns.

The AccuTools line of industrial HVAC/R products combine unsurpassed accuracy and precision with wireless technology and MeasureQUICK<sup>TM</sup> application compatibility. AccuTools products are designed in Coral Springs, FL and manufactured in the company's U.S. plant and sub-contractor facilities under strict design and quality specifications.

"The spring promotion allows NAVAC and

our strategic partners at AccuTools to jointly showcase each company's best-in-class evacuation tools directly at the point of sale," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC. "The collaboration helps further our goal of steadily expanding our footprint through a product portfolio that makes technicians' jobs more efficient, intuitive, and easy."

### ACCA Board Names Barton James as President and Chief Executive Officer

The Air Conditioning Contractors of America (ACCA) announced today that its board of directors has affirmed Barton (Bart) James as president and chief executive officer (CEO).

Bart James was named interim president and CEO in September and served in that capacity until the ACCA Board of Directors voted to confirm him as ACCA's new president and CEO going into the ACCA Annual Conference and Expo.

ACCA Immediate Past-Chairman, Steve Schmidt, announced during the ACCA 2019 Annual Conference and Expo opening session, that James was affirmed as the new ACCA President and CEO. Schmidt, said, "As ACCA underwent a leadership transition, the board was looking for an individual with a clear vision and plan to ensure ACCA remains the industry's thought leader for years to come. Throughout his time with ACCA, Bart has proven he is a strategic thinker who will execute important goals set by ACCA's volunteer leaders. The ACCA Executive Committee was proud to recommend Bart to the board of directors and we welcome his leadership as our new executive."

At the closing ceremony, Eric Knaak, ACCA's 2019 Chairman of the Board, welcomed Bart's leadership and commitment to robust membership programs and industry collaboration.

James grew up and received his education in southern Arkansas. He lives in Alexandria, Virginia, with his wife Danielle and twin boys Palmer & Preston.

For more information, please contact ACCA's Director of Industry and External Relations, Todd Washam, at todd.washam@acca.org or 703-824-8864.



April 4th Lakeland

The Ware Group
Saving You Time, Making You Money.



Eric Sotolongo, Andy Irby, Frank Gallart, Don Compeau



Michael Sysac of Honeywell (right) gave a class on the T-10 Pro Series Thermostat



The Ribs and Chicken from Hill's BBQ were cooking all morning long



Chris Ware of Johnstone Supply Ware Group (right) greeting Mike Creech and William Howard of the Polk County School Board



Justin Seppi and Michael Blackwell (right) of Johnstone Supply Ware Group serving up some Hill's BBQ Ribs & Chicken



Sean Ince with Pro1 Thermostats, Kendall with Lewman Electric TJ Miller with Ron McLaughlin & Associates



Enjoying a tasty lunch of BBQ Ribs, Chicken, Baked Beans, Cole Slaw, Mac N Cheese, Roll, Bananna Pudding and a big glass of Ice Tea!



Daniel Robinson of Mitsubishi with Walder Gualtero and Davis Rees of Citrus Air



John Galloway of PED Associates with a big group from Travis Technical College



Rodney Busbee and Gary Kennedy of Polk County with Michael Cupp of Cain Sales



Joanne Groggs, Neva Dobson, Lynda Dehaven of Michael Newbern Air Conditioning with Sara Bresette of Amana



Tim Roberts of Cain Sales with Bill Luckenbaugh and Cody Johnson of Wards Air Conditioning



Cameron Perkins of Johnstone Supply Ware Group with Kim Barsksdale of The Barksdale Group



Joel Ouriel and Steve Sheldon of Southern Technical College with Carlos Martinez of Hamilton & Associates



Scott Stradtner of Highside, Bruce Haupt, Tyler Campbell, Steven Huelsman of The McAllister Group, Neil Crawford of Johnstone Supply Ware Group



Daniel Ramdass and Eric Hupka of Ram-Z Heating & Air Conditioning with Earl Miller of TurboTorch



The food tent was filled with hungry contractors in Lakeland!



Russ Dankosky and David Santana of Polk County with Mike Champagne of Crown Products

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April 9th Ocala

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Greg Osborne, John Simpkins, James Gamble, Dana Papa, Jim Hanley, David McCurdy



Hills BBQ prepares the food right on site from early in the morning smoking the meat to perfection!



Michael Blackwell, Brent Holland, Dana Papa, Jason Rink, Alan Stepaniak, Daniel Harley, and Paul Hladun of Johnstone Supply Ware Group



Michael Hollis of Cain Sales, T-Bone Davis of Johnstone Supply Ware Group, Mike Winkel and Tim Roberts of Cain Sales



John Figan of Testo with the Florida Refrigeration and Air Conditioning Team



Albert Marone of Johnstone Supply Ware Group, Chad Arrington, Orlando Bocanegra, Danny Gilleo, Asai Aviles of Top of the World



Steve Masters of US Motors with Bill and Cheryl Webster of Best Air Conditioning



Jim Jones of Friedrich, Neil Crawford of Johnstone Supply Ware Group, Sonny Hendrix and Rob Hamilton of Hamilton & Associates



Jack Lunz and Frank Vazquez of Marion County with Jody Long of Nu-Calgon



Johnstone Supply Ware Group Ocala had a huge turnout!



David McCurdy of Johnstone Supply Ware Group, Larry Howell, DJ Williams, and Wes Hicks of Balance Mechanical



Munns Air Conditioning attended the Open House in full force!



The Parker Sporlan Zoom-Lock Roadshow vehicle was on site



Rob Rickman of Mitsubishi with Dan and Gail Carter of Service Specialists Inc.



Dana Papa of Johnstone Supply Ware Group cuts a custom made cake to celebrate the open house customers in Ocala



Gil Ledoux of PED Associates with Thomas Agoston and Tony Green of Tropic-Kool



Jason Rink and Brent Holland of Johnstone Supply Ware Group, Bob Williams of Leone Green, T-Bone Davis of Johnstone Supply Ware Group



Ed Sparks, Chris Sparks, and Will Hinson of Artic Air Conditioning with Gene Moses of Honeywell



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**April 10th Melbourne** 

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Mark Bybee, Tim Gift, Rob Coovert, Chis Dill, Elias Cosme, Cindy Brisson, Jeff Dahl



Over 27 vendors were attending the Johnstone Supply The Ware Group Open House in Melbourne



Hill's BBQ slogan is true, "Do it right, have us cook on site"



Rich Geiger of Chilly Pig, Ed Campbell of Campbell's Cooling, Scott Stradtner of Highside, Steven Huelsman and Bruce Haupt, of The McAllister Group



Whit Parker of J. Nichols & Associates, Ken Boddeker of Ken Boddeker AC, John Figan of Testo



Hector Prada and Gage Browning of Global HVAC with Dave Denyer of ASRC Federal



Robert Shields of AMS, Gil Ledoux of PED Associates, Roger Falkner and Mike Schmid of AMS



Samy Elrayis and Eugene Ruberte of Brevard Public Schools, Leon Essex of Manufacturers Marketing, Brent Holland of Johnstone Supply Ware Group



Del-Air came by to enjoy a tasty Hill's BBQ lunch and see what is new at Johnstone Supply Melbourne



Chris Ware, Elias Cosme, and Rick Howard of Johnstone Supply Ware Group



A Beautiful Day + Great Food, Fun, and Friends = a great open house!



Brian Saltzman of Honeywell, Mark Hallsworth and Robert Robertson of Hallsworth Services



Dave Schopp of Leone Green (center) with Justin Bostwick and Paul Hudson of D&H Air Conditioning



Paul Shea of Mueller Industries with Kim Barsksdale of The Barksdale Group



John Crawford, Steve Smith Sr. & Jr. of CCS Sevices, Neil Crawford of Johnstone Supply Ware Group, Sal Hamidi of Target Sales



Rob Rickman of Mitsubishi, Ron McGaha of Embraer, Cameron Perkins of Johnstone Supply Ware Group



Luis Correa, Jon Spraldin, and Galvin Parke of CIA Air Conditioning



Steven Huntsinger of MIT with Sonny Hendrix of Hamilton & Associates

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- > Find a testing organization online.



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**April 11th Orlando** 

The Ware Group
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Johnstone Supply Ware Group Orlando
Open House Team!



Edwin Torres and Charles Dobbins of Johnstone Supply Ware Group helping at the registration table



Nick Vosburgh and Chad House representing Fresh-Aire UV with Herman Wilson and Eduardo Almeida of Del-Air



Tim Blackmore of Heatcraft with Jay Nolph and Luis Rodriquez of Ferran Services



Orlando had the largest turnout for the Johnstone Supply Ware Group Open Houses in April



Frank Joutris and Sara Bresette of Amana, Eric Key and Carlos Diaz of A Cool Breeze



Maxine Chapman (right) of Johnstone Supply Ware Group was busy all day giving out goody bags!



Bob Williams of Leone Green with AJ Munson, Gary Munson, Jamie Suhre, and Cory Madara of Gary Munson Heating & Air



Earl Miller of TurboTorch shows the newest regulator to a technician of EMCOR Services MSI



Rishi Jagnarine of Above All, Bret Bowers and Lance Hamilton of Alpha Dog, Tim Knight of Rinaldo's AC, Patrick Stanton of Johnstone Supply Ware Group



More BBQ Ribs and Bananna Pudding please! This lunch is over the top!



The Zoom-Lock Trailer was super busy at the Johnstone Orlando Open House!



Bing Berringer (left) of Ron McLaughlin & Associates showing some Milwaukee Tool products to some open house attendees



Robert Andino, Vic Marrero, and Brad Jackson of Facillities OCPS with Steve Masters of US Motors (3rd from left)



Richard Leonard of Johnstone Supply Ware Group with Mike Winkel and Michael Cupp of Cain Sales



Gil Ledoux of PED Associates demonstrates a new torch tip to techs from Orange County Facillities Maintenance



Daniel Oaviles and James Fergusen of Starr Mechanical with John Figan of Testo



David and Thomas Caligiuri of Disney, Rob Hamilton and Sonny Hendrix of Hamilton & Associates, Jim Jones of Friedrich



## 18th Columbia, SC Downtown

The Ware Group Saving You Time, Making You Money,



Troy Kyzer, Eric Morrison, and Matt Boulware of Johnstone Supply Ware Group Columbia



Sylvia Lucas and Eunice Howard of Johnstone Supply Ware Group with David Jenkins and Russell of AAA Heating & Air



Tim Alewine, David Estes, Mike Amick of Cullum Services with Troy Kyzer (2nd left) of Johnstone Supply Ware Group



Rob Howard of EV Dunbar with **Chris Ware of Johnstone Supply Ware Group** 



Allison Dennis of Sporlan, Dave Carson of Fulmer Heating & Cooling, **Eric Morrison of Johnstone Supply Ware Group** 



Jeff Williams of Johnstone Supply Ware Group, Robert Hazel and Jamie Facemire of Mountain Air, Sean Ince of Pro1 Thermostats



Jeff Williams of Johnstone Supply Ware Group, Phil Giannone and Will Rust of Goodman, **Cameron Perkins of Johnstone Supply Ware Group** 



Michael Baughman and Hudson Smith of Temple Heating & Cooling **Tony Blanton of Mid Atlantic Sales** 



**Scott Daugherty of Daugherty Sales** with Paul Brown of **Brian's Heating & Cooling** 

## **Packard Launches New Website**

The Packard team has been working diligently for months to bring you this IMPROVED site with key features such as

- Superior search capability
- Improved data integrity
- Enhanced product imagery-including 360°
- Dynamic marketing collateral

To help with the transition to our new site, we have built tutorial videos to walk you through the most common questions you might have.

- Video topics include:
- Registering for an account
- Managing your account
- Quick orders
- Copy and Paste
- Check out process
- Picking up orders
- Product detail page

Current web userswill only need to change your password upon entering our new site for the first time. Your account information will transfer over and you will be able to continue placing orders, checking stock and taking advantage of the many enhanced features that our new site has to offer.

New web usersjust need to fill out the Register for an Account formand we will get you set up on the new site as quickly as possible. Hint: if you know your Packard account number and provide that on the form it will help us to expedite the approval of your online

If you have any questions please reach out to us and we would be happy to assist you. customerservice@packardonline.com

## Fresh-Aire UV Promotes Three **Executives to Help Lead the Company into the Next Decade**

Fresh-Aire UV, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, has promoted Sean Moseley, Marissa Granados and Chuck Walsh as the company records continued growth in its ultraviolet germicidal irradiation (UVGI) and activated carbon media air treatment products.

Moseley moves to vice president–residential sales, a position vacated by Fresh-Aire UV co-principal, Ron Saunders, who now assumes the role of director of sales for the 18-year-old company. Granados and

Walsh will share national sales manager duties.

Moseley, who joined Fresh-Aire UV in 2011 as a regional sales manager, will oversee the efforts national of



Sean Moseley

Marissa Granados

Fresh-Aire UV reps for a more aggressive approach in training contractors as well as wholesalers. Walsh, who joined the company's inside sales team in 2017, will share national sales manager duties with Granados. He'll cover the southeast, a territory he began developing last year in four states. Walsh will be responsible for training and supporting manufacturer's representatives, distributors and contrac-

and certification portal for contractors, according to

Moseley. Besides training, she'll also be positioning



Chuck Walsh

tors in the expanded territory of Florida, Alabama, Georgia, Mississippi, Tennessee, Louisiana, Arkansas and Oklahoma.

For more information on Fresh-Aire

sales managers and the company's vital training and UV, please visit www.freshaireuv.com, or call (800) 741-1195.

> Fresh-Aire UV® is a division of Triatomic Environmental Inc., Jupiter, Fla., a leading manufacturer and developer of indoor air quality (IAQ) systems designed for commercial/industrial and residential HVAC systems and ice machines.

> Fresh-Aire UV® continually strives to engineer, develop and market products to meet the demand for a greener world and healthier environment.



Granados' national sales manager position will cover the northeast, central and western states. Granados joined the Fresh-Aire UV team in 2016 as a sales and training manager, which was also her previous position at refrigerant recovery machine manufacturer Appion, Englewood, Colo. She has been instrumental

in helping Fresh-Aire UV develop an online training

sales development with wholesale distributors, manu-

facturer's representatives and contractors.

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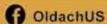
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#### **Gemaire Distributors Hosts Rheem Inverter (B Series) Systems & Smart Thermostat Class**

Gemaire hosted a Rheem Inverter (B Series) Sys- Econet Smart Thermostat class. tems & Smart Thermostat Class at their Pompano location on April 10th from 8am-1pm. This is a NEW completely re-written inverter systems training class from Rheem. This program is based on the latest "B" series of RP20 High efficiency Heat Pumps and Air Handlers. This presentation is coupled with the NEW



Chris Morrissey of Rheem showed how EcoNet allows Heating, Cooling, and Water Heating products to communicate with each other on one network



Comfort is improved by precise temperature control, precise humidity control and extra capacity during extreme summer and cold weather conditions



**Matt Tupper of County Line Air with** Antonio Morales of Morales and Son.

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, they are ready to serve you with vast inventory, experienced and qualified staff, and quality products at all their branches.



**Chris Morrissey of Rheem talked** about system troubleshooting



(L&R) Jeff Goncalves and John Alvares of Weathershield Air Conditioning with Chris Morrissey of Rheem



Chris Morrissey of Rheem said you can easily manage from anywhere in the world with the compatible WiFi Module & EcoNet app for smart phones and tablets

#### **Carrier Introduces TruVu™ Multi-Purpose Control Platform for HVAC Applications**

KENNESAW, Ga., April 17, 2019 — Carrier is proud to introduce its new TruVu<sup>TM</sup> multi-purpose control (MPC) platform for monitoring and control of heating, ventilating and air conditioning (HVAC) equipment. This powerful control platform consists of a TruVu<sup>TM</sup> MPC processor, featuring built-in BACnet routing and integration capabilities, along with expansion modules that can be added to support up to 180 total input/output (I/O) points for a variety of HVAC applications. Carrier, a world leader in hightechnology heating, air conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

The TruVu MPC processor is the first controller to be added to Carrier's new TruVu<sup>TM</sup> product line. The TruVu product line is comprised of native BACnet, IoT-enabled controllers that are field programmable and customizable for any equipment application. They are also expandable to support additional IOs, and provide large amounts of trend storage, embedded fault detection and diagnostics (FDD) capabilities, and plug and play connectivity to the Carrier® i-Vu® building automation system. This

allows building operators to manage their HVAC equipment from anywhere and at any time using online dashboards and reports.

The TruVu MPC conforms to the BACnet building controller (B-BC), BACnet Router (B-RTR), and BACnet BBMD (B-BBMD) device profiles as defined in BACnet standard 135-2001 Annex L 2012. It is capable of controlling multiple pieces of HVAC equipment simultaneously, and includes a comprehensive library of factory-engineered control programs. These programs have been designed and tested to work with both air-side and water-side HVAC systems - without the need for custom programming, saving engineers valuable time. In the event that customization is needed, Carrier's SNAP graphical programming tool can modify the library control programs or create new ones from scratch.

'Our new MPC platform is another example of our commitment to BACnet and flexible, scalable equipment control – right out of the box," said Mark Jones, business manager, Carrier Controls. "It is capable of supporting multiple I/O configurations for accomplishing both common and custom HVAC control strategies, without the need for custom programming."

The MPC is ideal for controlling central plants, air handlers and rooftop units. The MPC also features:

- DIN-rail or screw mounting;
- Support for up to nine I/O expansion modules in a compact configuration or remotely mounted up to 1000 feet away;
- Support for Carrier's communicating sensors for sensing environmental conditions such as temperature, humidity and CO2 in a building;
- Integration capabilities for connecting and managing up to 200 Modbus points;
- Built-in diagnostics/tools to help operators troubleshoot BACnet network communications as well as capture BACnet traffic.

The new TruVu™ MPC platform is available now through Carrier sales offices worldwide.

#### **ASHRAE Publishes New Guideline on Energy Efficiency for Historic Buildings**

ATLANTA (April 18, 2019) - ASHRAE published a new guideline for increasing energy efficiency in historic buildings while minimizing the disturbance of the building's historic character and significantly historic characteristics and materials.

ASHRAE Guideline 34-2019, Energy Guideline for Historic Buildings, provides comprehensive and detailed descriptions of the processes and procedures for the retrofitting of historic buildings to achieve greater measured efficiency. The guideline is particularly aimed at providing guidance for 'listed' historic buildings; i.e., those formally designated or eligible to be designated as historically significant by a governing body.

Guideline 34 provides a step-by-step procedure for sensitive energy upgrading, beginning with forming the project team and gathering building and energy use histories, to instituting energy efficiency measures (EEM). Building envelope improvements, environmental control strategies, energy system analysis, HVAC selection and lighting design considerations are all addressed in the guideline. All recommendations are made in consideration of preserving the integrity of the historically valuable building character, materials and associated artifacts.

"The committee members writing this guideline are exceptionally knowledgeable about the special issues related to historic buildings and the care needed to preserve them," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E., who also served as chair of the international guideline committee. "The committee's intent was to provide guidance for worldwide communities and specifically for entire project teams—not just engineers."

Many historic buildings were constructed without insulation and designed without active air conditioning systems—especially for mechanical cooling. Retrofitting such buildings requires specialized techniques during construction and operation, as well as sensitivity to respecting and preserving historical significance.

With nearly two-thirds of existing buildings estimated to still be in service by 2050, project teams retrofitting any historic building for energy efficiency can benefit from the content of the guideline.

The cost of ASHRAE Guideline 34-2019, Energy Guideline for Historic Buildings is \$53 for ASHRAE members (\$62, non-members). To order, visit www.ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

#### About ASHRAE

Founded in 1894, ASHRAE is a global leader in the advancement of human well-being through sustainable technology for the built environment. As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are committed to shaping tomorrow's built environment today through strategic partnerships with organizations in the HVAC&R community and across related industries. For more information and to stay up-todate on ASHRAE, visit ashrae.org and connect on LinkedIn, Facebook, Twitter and YouTube.

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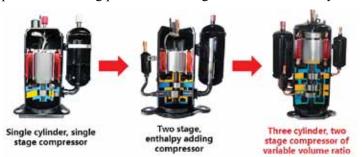
By Gerry Wagner, Vice President HVAC Technical Training **Tradewinds Climate Systems** 

HEAT mode.



The North American consumer has generally thought of mini splits as strictly cooling equipment but that narrow view is soon to change. The heating capability of the inverter mini split has been evolving quickly over the past decade and the technology is now at a point where these systems are being used as primary heat sources, (sole heat sources) in the most traditionally cold climates...like Mongolia!

GREE has developed what they are calling a "three cylinder, two stage compressor of variable volume ratio"...in simple terms, a three cylinder compressor with a two stage compression cycle that expands the heating performance range down to -31F°



The above essentially represents the recent history of GREE compressor evolution.

The new GREE UltraHeat, three cylinder, two stage compressor allows for a range of performance from

-31F° to 115F°...WOW!

The heating range will be from -31F° to 75F° with 100% of rated HEAT capacity down to -4F°, 80% of rated HEAT capacity down to -22F° and although not published yet, somewhere in the 70% range of rated capacity down to -31F° is expected.

This is not a re-work of an existing compressor but rather a completely new technology. GREE was able to scrub impressive heat performance numbers from the two stage compressor but its limitation was in overall capacity, (limited to 2 ton). The new three cylinder, two stage compressor will bring these impressive heat performance numbers stated earlier, to systems up to 4 tons and beyond!

Where this new compressor will really make an world. impact is in the multi-zone market.

Currently, the GREE Multi21+ has a minimum operating outdoor air temperature limitation of -4F° but we really need to look a little closer to completely understand just how that piece of equipment will perform in the

Let's take a look at the GREE Multi21+ model MULTI18HP230V1CO on the AHRI Directory. It says that this model will give you 19,000 BTUH of heat at 47F° outdoor air

> but at 17F° outdoor air it will give you 11,400 BTUH, (or only 64% of rated

Suffice it to say that the closer we get to -4F° the amount of heat provided continues to fall at a fairly steep rate until there is no performance at all.

That same system with the new GREE UltraHeat three cylinder, two stage compressor will provide 100% of rated heat capacity,

(18,000 BTUH) down to -4F°, 80% of rated heat capacity, (14,400 BTUH) down to -22F° and at -31F°, somewhere in the neighborhood of 12,600 BTUH, (1,200 BTUH better than the current MULTI18H-P230V1CO at just 17F° outdoor air)

Impressive by anyone's standards...including the **United Nations!** 

The United Nations assisted in funding a project led by Dr. Kirk R Smith, Professor of Global Environmental Health, School of Public Health, University of California, Berkeley, fellow of the National Academy of Science and winner of the 2007 Nobel Peace prize.

The GREE UltraHeat product was installed in residential applications in Ulaanbaatar, Mongolia where chronic illness among citizens was an ongoing dilemma for generations due to poor climate control in living spaces in a geographic area that sees outdoor air temperatures as low as -40F°.

Look at where Ulaanbaatar, Mongolia sits in the



Pretty amazing that this technology that we will soon be enjoying here in the United States, where in my neck of the woods, (New York) the design temperature is 0F°, has already been beta tested you might say, in a climate which sees -40F° and has achieved a level of success recognized by the United Nations!

I always mention in my GREE Mini Split Design & Installation curriculum the old joke in the boiler business from back in the 1970's that said, "you should never install a heat pump north of Richmond, Virginia." It was a joke, but a joke based in reality as heat pumps back in the '70s had a minimum operating outdoor air temperature of 45F°...that was it...it wasn't derated at 45F°, it was OFF!

Here we have a technology that is not only changing the HVAC industry but the world! I'm proud to be a part of it!

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

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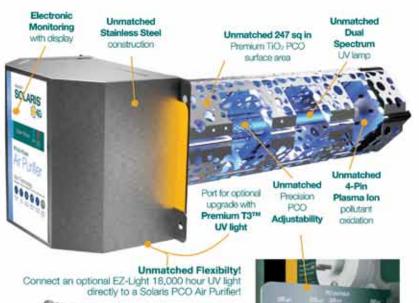
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#### Message from FRACCA **President Rick Sims**



Deregulation generally sounds appealing to me. Why not eliminate red tape and reduce regulatory burdens on Floridians? But please don't promise me that you are going to deregulate me and then just reduce my representation in government. Some politicians want us to believe that if they reduce our representative seats on the contracting boards that regulate us (without actually ever reducing any regulatory requirements) that somehow, we have been deregulated.

FRACCA members were called into action during Florida's 2019 legislative session. FRACCA opposes House Bill 397 and Senate Bill 334 which reduce our representation on Florida's CILB (Construction Industry Licensing Board ). It has been proposed as way to deregulate us but falls short of its intent.

The CILB is currently made up of eighteen volunteer members from various contracting disciplines. HB 397 and SB 334 reduce the board from eighteen members to ten. In doing so, the cuts include representation for the HVAC industry.

HB397 and SB334 cuts to the CILB are as fol-

- 2 general contractors (will leave 2 on the board)
- 1 building/residential contractor (will leave 2 on
  - The sheet metal contractor
  - The air-conditioning contractor
  - 2 consumer members (leaving zero)
  - 1 building official (will leave 1 on the board)
- The remaining members after HB397-SB334
  - 2 general contractors
  - 2 building/residential contractor
  - 1 roofing contractor
  - 1 mechanical contractor
  - 1 pool contractor

- 1 plumbing contractor
- 1 underground utility and excavation contractor
- 1 building official

FRACCA contends that HB397 and SB334 do not deregulate anything; they simply reduce the number of unpaid volunteer board members. They do not streamline the licensing process or reduce regulatory burden for any of us; but do diminish our rights to participation in Florida decision making by eliminating the air conditioning and sheet metal member seats on the board.

Voice your concerns and attend your local chapter meetings to stay current on this and other legislative matters that affect Florida's HVAC industry. Your membership makes our voice in Tallahassee possible and strengthens our numbers when we need to be heard.

#### **Water Vapor Barrier on Piping Insulation**

article by SAEG Engineering Group / AEROFOAM® Master Distributors

Insulation for cold pipework is normally expected to fulfill an energy saving function but this is generally a secondary consideration. As pipelines falls below the ambient temperature the risk of condensation increases – applying insulation provides effective condensation control, which is the primary role of insulation on cold pipelines. The thickness of insulation needed is intimately tied to the environmental conditions and operating temperatures of the pipe.

As with pipe insulation on all mechanical systems, selecting the most appropriate insulation material is an important task for any consultant or contractor. Material suitable for insulating heating and hot water pipeline might not be appropriate for use on cold pipework due to the pressure of water vapor pushing moisture towards the pipe. Without a

water vapor barrier this moisture can be pushed to the very surface of the pipe, condensing and accelerating corrosion. The choice of insulation materials for cold pipeline is, therefore, intimately tied to the choice of water vapor barrier. The most common form of water vapor barrier is an externally applied foil. Closed cell foams, in which each cell has its own vapor resistant cell wall, provide an alternative to external vapor barriers. By layering thousands of cells together the material performs as if it possesses an "in-built" water vapor barrier. An "in-built" water vapor barrier is always preferable as it is easier to vapor seal and harder to pierce or damage.

Condensation can occur on any surface that has fallen below the dew point temperature. At this temperature the air can no-longer hold the volume of water vapor it could at higher temperatures and so the moisture condenses onto the cooler surface. Insulation prevents condensation by presenting a surface temperature above that of the dew point. Provided a water vapor barrier is present (preventing moisture from passing beyond the surface of the insulation and condensing within the insulation) the insulation should remain dry and free of condensa-

Selecting an insulation that features an in-built water vapor barrier it is not reliant on a low emissivity external water vapor barrier. This makes it much easier to control surface temperatures and, combined with a superior in-built nature of a high density elastomeric closed cell and the cross-linked polyethylene base foams water vapor barrier make them particularly well suited to preventing condensation on cold pipework.





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#### **Call for Presenters**

Technological advances in the HVACR industry are being introduced faster than ever. This alarmingly rapid rate of change requires those tasked with preparing HVACR technicians, to change as well. One very real challenge facing the industry is that HVACR instructors must teach technologies that they themselves never encountered when they were in the field.

To assist instructors in meeting this challenge, industry leading organizations gather annually to help HVACR instructors keep their training aligned, with what the industry requires from successful field technicians. They do so, by participating in the National HVACR Educators and Trainers Conference.

If you are looking for an opportunity to impact the future of HVACR education, we invite you to submit a presentation proposal for the 2020 conference. HVAC Excellence is looking for subject matter experts, and industry leaders to conduct engaging presentations, to help reshape the future of HVACR education.

Attendees are HVACR instructors who work at community colleges, trade schools, apprenticeship programs, and industry trainers. They participate knowing the sessions were created specifically for them, hoping to gain knowledge to help them become more effective in performing their jobs.

With nearly 800 industry leading instructors assembled in one place, this is an opportunity for manufacturers and subject matter experts to maximize their training efforts.

If you would like to learn more about the National HVACR Educators and Trainers Conference, we invite you to visit the conference website. Here you will find an overview of the conference, the schedule, hotel, exhibitor information, and an archive of past conferences.

If you have any questions, please feel free to contact me at your leisure. I hope that you will consider submitting a proposal, or sharing this with someone who should be considered.

#### ASHRAE Announces **Technical Program for** Annual Conference

ATLANTA (April 25, 2019) – The 2019 ASHRAE Annual Conference technical program will provide practitioners with topical, in-depth educational tracks to optimize the design and performance of buildings. The conference is June 22-26 in Kansas City, Mis-

The five-day conference includes eight conference tracks, tours, social events and a keynote message from Former NASA astronaut, Sr. Advisor for Space Programs for the Intrepid Museum, author of Spaceman, Mike Massimino. Additionally, 2019-20 ASHRAE President Darryl Boyce, P.Eng., Fellow ASHRAE, Life Member, will present the Society theme for the coming year during the President's Luncheon on Monday, June 24.

Registration is now open for the conference which takes place at the Kansas City Marriott Downtown and Kansas City Convention Center. Early bird registration ends April 29.

"With the global movement towards sustainable energy, the HVAC&R industry is ever-changing," said Carrie Anne Monplaisir, chair of the 2019 Annual Conference. "We continue to face new challenges as we adapt our designs, codes, and technology to fit this constantly changing criteria. The 2019 ASHRAE Annual Conference aims to address these challenges, and offer best practices, lessons learned, and innovative design strategies to be applied in a wide range of topics."

The much-anticipated Commissioning New & Existing Buildings track will address topics surrounding low energy and zero energy buildings as they become more prevalent.

The Modeling Throughout the Building Life Cycle track will examine how the demands of energy efficient operation brought about the need for modeling of part-load operation for a variety of off-design conditions. Learn more and register for the 2019 ASHRAE Annual Conference at ashrae.org/kansascity.

# **Bristol Compressors Purchashed** by Kulthorn Kirby Public Company Limited (KKC)

sets, manufacturing machines, and equipment of

**Bristol Compressors In**ternational, LLC along with the "Bristol" brand name, intellectual properties, know-how, products and technologies. The purchase will make KKC one of the largest reciprocating compressor manufacturers for air-conditioning applications.

KKC has obtained the rights to manufacture "Bristol" compressors with the highest standard of manufacturing processes and

former Bristol team of experts at our facility located in Bankok, Thailand. The majority of Bris-

Kulthorn Kirby Public Company Limited tol's current supply base will continue to work with (KKC) is pleased to announce the purchase of as- KKC to provide the components necessary to manufacture the compressors. Bristol Compressors

will be available again in late 2019.

Product and support information is still available at www.bristolcompressors.com. Please contact sales@ bristolcompressors.com or sales@kulthorn.com

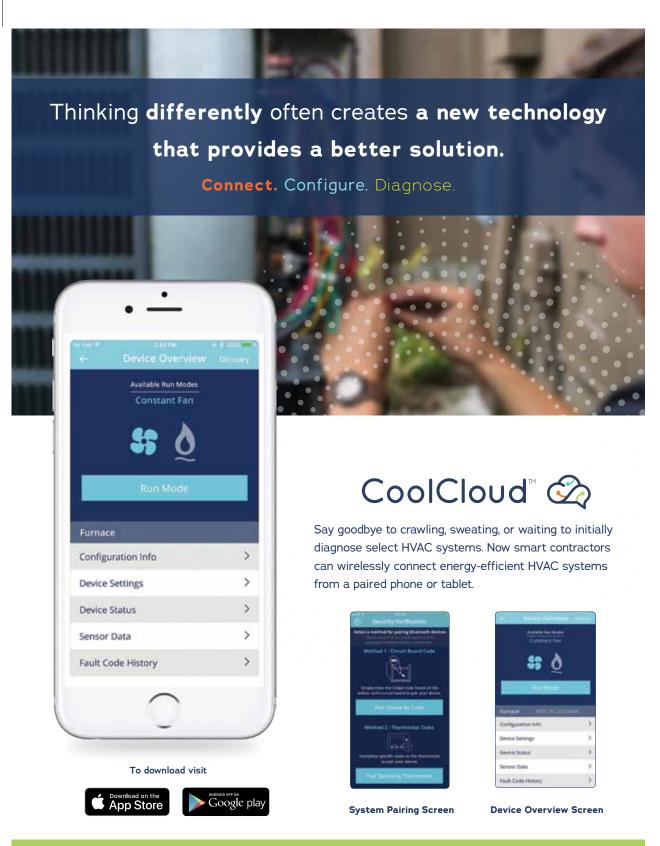
sors inquiries. KKC was established in 1965 and, over the past 50 years has become a global, vertically integrated company manufacturing re-

with Bristol Compres-

ciprocating and rotary reliable quality control systems supervised by the compressors, hermetic motors and fan motors, castings and forgings, steel slitting and blanking and copper wire.



Chris Weinrich, Barry Rust, Robert Eades, Supanee Chantasasawat, Mark Mays, and Jak Pittayanukoon of KK Bristol Compressors



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#### **HUMIDITY IN OLDER HOMES**

#### Are old buildings like older people—are they Senior Citizens?



The comparison is obvious—frail, stubborn, high maintenance, smell, reluctant to adapt. Sure. Old buildings, or old most anything, are a lot like old people. Big differences: old buildings can keep on working and they don't need to retire, if we treat them right. So what is the "right" thing to do to old buildings?

First, do no harm. In North Dakota they say "Leave it where it is! If it ain't broke, don't fix it. Keep a good roof overhead, give it a good coat of paint once in a while, and fix leaking pipes. Don't change a thing. We always do. That's when the trouble begins.

Let's talk about Florida homes built between WWII and 1973: concrete block and stucco (tight), flat roof, jalousie windows (not tight). They did not have insulation and they did not have air conditioning. They did have an unlimited supply of God's Reheat (as Rick Sims calls energy from the sun) keeping them dry, at least on the inside. Any moisture trapped in the walls was evaporated by heat inevitably moving through. Other than premature paint and roof replacements, life was good. For the home. For the occupants, not so much.

The trouble starts when we insulate to cool down and not go broke buying electricity. Insulation retards heat gain. But while it is saving energy, it is starving the wall's interior of heat that would dry out trapped moisture. This is where microbial growth and rot begins. Yes, insulation is a Catch 22.

So what do I think is the right way to treat our senior citizen homes?

- Start by not interfering with Mother Nature any more than necessary. Dry them out by heating them up with the sun.
- Don't air condition any more or any longer than is absolutely necessary. How about 78 °F. when you are home, 85 °F. or off when you are not? Remember that higher SEER air conditioning generally yields poor dehumidification.
- Keep out unwanted, un-needed outside air. Turn off mechanical ventilation when unoccupied. Seal up

air leaks if possible.

- Keep the interior dry, first with the sun, then with moderate air conditioning, finally with a dehumidifier when the AC inevitably over-cools?
- Run, and, better yet, install a dehumidifier. Did I mention that I sell dehumidifiers? With the rh below 50%, microbial growth can't get a toehold. Towels dry. Doors don't swell. Old men don't smell. 78 °F. is as comfortable as 72 °F. and high humidity.
- Make moderate corrections to the house; don't shock it. Leave the CMU walls alone (unless code dictates otherwise), R19 attic, 5.0ACH50 building enclosure, 16 SEER AC. What's the point of keeping out so much heat and air that you feel like you're in a cave?
- Do install spray foam insulation, more valuable as an air barrier than keeping out heat. Make it your #1 capital investment.
- Spray foam is not always appropriate. If you don't seal your attic, be sure that it is properly vented: ridge and soffit vents, 50:50 ratio, 1:300. Are soffit vents are unobstructed?
- I only mentioned common solutions to attic moisture control. There are other strategies. Be certain you have one.
- Don't use R-38 batt or blown-in attic insulation. It leads to big time condensation problems. Figure out some other way to meet the energy code.
- Capital investment #2? Replace the windows with double-glazed "Thermopane." Good windows reduce infiltration and won't cause interstitial condensation.

Now a word about historic homes. If you modernize them, they are no longer historic. How do you know which part of them is "historic?" If the history police think something is beautiful, it's historic and has to be preserved. If they think it's ugly, it's not historic and you can remove it; not complicated. Generally speaking, you won't be able to foam attics or replace windows in historic homes.

Someone\* near and dear to me is a fan of Midcentury modern, an architectural style that appeared, well, mid-century, during the 1950's and continued into the early 1970's. The houses featured flat roofs, wide overhangs, and much operable glass for natural ventilation in the form of jalousie windows. I think they are also attractive, but how would I know? They were perfect for Florida. Until we invented air conditioning. Then they went the way of the Edsel\*\*. Midcentury was instantly obsolete. They leak air like a sieve; high solar gain through the windows; R-5 roof, on a good day.

There is no room for ductwork. If you were to add roof insulation, it would make the roof too thick, upsetting proportions. Jalousie windows are part of their DNA. These homes cannot easily be adapted to an air conditioned world. You can't foam the non-existent attic. So what do you do with a mid-century modern gem? LEAVE IT ALONE! One of the hardest parts of retrofit and remedial work is recognizing when it's time for hands off.

Other than installing an over-sized window shaker or ductless mini-split + a big dehumidifier, leave these houses be where they came from—the 20th century. In my opinion, their owners have two choices: open the windows, feel the breeze, see the natural lighting, and pretend it's 1960.

Or, turn the home into a museum that preserves its history. Come see it on visiting day. I'm not sure what they're supposed to do with the smelly old man. But don't screw up these beautiful homes in the name of energy conservation. Until next month then...stay tuned.

\*Joyce Owens, FAIA, Notre Dame educated architect, Mid-century modern advocate, my significant other.

\*\*Automobile introduced by Ford Motor Company in 1958, discontinued in 1960. It seemed like a good idea at the time.

\*\*\*Placing unrelated but interesting stuff in footnotes. Invented by Joe Lstiburek, stolen by me.

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





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#### NCI High Performance HVAC Summit 2019 At the Wyndham International Drive, Orlando, Florida April 15th – 18th 2019

The National Comfort Institute hosted a High Performance HVAC Summit at the Wyndham Hotel in Orlando Florida on April 15-18th.

NCI's High-Performance HVAC Summit has become the gathering place for Performance-Based Contractors from across North America. It's the only event of its kind completely focused on selling and delivering High-Performance HVAC systems.



Kate Kelly, Dominick Guarino, Connie Conklin, and Marge Smith of National Comfort Institute



This conference was open to the entire industry.

This year featured a special focus on the entire

Summit is a welcoming gathering of like-minded peo-

ple who are open and willing to share with their fellow

High-Performance sales and delivery cycle, both in

Mike Hartman of Thomas E. Clark, Inc. and David Richardson of NCI showed how to "Generate High Quality Leads With Performance Testing"



elements of the process: Lead Generation, Lead Turn-

over and Setting The Appointment, The Sales Pro-

cess, Hand-off to Your Installation Team, and Selling

an hour and a half long to allow for more interactive

learning. Some of the workshops even featured hands-

on learning with live equipment and test instruments.

This year's breakout sessions were extended to

High-Performance Service Agreements.

The attendance was outstanding at the NCI High Performance HVAC Summit



NCI CEO, Dominick Guarino, introduced the guest speaker for the Luncheon break



David Holt of NCI spoke about how to "Turn High-Performance Leads Into Appointments"



Scott Campana and Don Seaward of JB Warranties



Jessie Vigil of Happy Heating, Rob Ambrosetti and Eric Lavoie of Goodman Manufacturing



David Holt, David Richardson, Rob Falke, Dominick Guarino, and Michael Weil of National Comfort Institute



King Tong, John Mertins, Laurence Scharff, and AJ Simmons of Goodman Manufacturing



Josh Kelly, founding member of RevuKangaroo, spoke about needing a complete system for gathering reviews



Tom Johnson of NCI shared ways they turned their service teams into cash-generating machines through strong performance-based maintenance agreements



Nancy McKeraghan of Canco Climate Care discusses methods used to ensure their frontline office team consistently creates "wow" experiences to customers

# Danfoss Introduces Magnetic Tool—The industry's most Convenient and Accurate App for Refrigeration

The new Magnetic Tool app from Danfoss allows HVACR technicians to unlock their smartphone's potential for powerful and precise magnetic field detection



Every day, installers and service technicians around the world can work smarter and faster using the Danfoss CoolApps Toolbox, a collection of mobile

apps uniquely designed to help with everyday cooling tasks. Today, Danfoss introduces another powerful tool for refrigeration professionals that's just a tap away.

The Magnetic Tool app harnesses the power of Android and iOS hardware to turn any smartphone into a precise magnetic field detector. The app serves as a more convenient alternative to the variety of tools HVACR technicians rely on to ensure solenoid valves function properly.

Not only is the Magnetic Tool app more convenient—it's also more accurate. The app provides detailed information about the magnetic field of the AC or DC coil in a solenoid valve and can indicate the rotation direction of certain types of pumps.

Additionally, the Magnetic Tool app documents the repair and installation process for users by taking a picture of the faulty component and sharing it with the system's owner.

The Magnetic Tool app is available in the iTunes App Store and Google Play store.

Danfoss engineers advanced technologies that enable us to build a better, smarter and more efficient tomorrow. In the world's growing cities, we ensure the supply of fresh food and optimal comfort in our homes and offices, while meeting the need for energy-efficient infrastructure, connected systems and integrated renewable energy. Our solutions are used in areas such as refrigeration, air conditioning, heating, motor control and mobile machinery. Our innovative engineering dates back to 1933 and today Danfoss holds market-leading positions, employing 27,000 and serving customers in more than 100 countries. We are privately held by the founding family. Read more about us at www.danfoss.com.





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#### Johnstone Supply Ware Group Boynton Beach has Moved Next Door in the Same Building



The new Johnstone Supply Boynton Beach location is next door to their prior location in the same building

The relocation of Johnstone Supply Ware Group Boynton Beach location is now completed and they are open for business. Their new location is a couple of doors down from their previous location in the same building. The new location is convenient, easy to find, configured to minimize time spent at the store, and easy to get in and out and on the job!

Their new location is at 1143 Gateway Blvd, Boynton Beach, FL, 33426, and their phone is (561) 572-2507. Call Palmer Young or any member of his team to help you select the right products you need and get your job finished on time.



Michael Sysac of Honeywell setting up a class in Boynton Beach's new training room



A fully stocked warehouse providing a full line of Goodman and Daikin equipment



Johnstone Supply Ware Group Boynton Beach Teizuhn Edwards, Billy Kapopoulos, Ken Pearson, and Palmer Young

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain.

Across 25 branches in Florida and South Carolina, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money!

Stop by and check out the new Boynton Beach location and experience the difference.



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The counter staff is knowledgeable to help you with your product selections

# NORTEK GLOBAL HVAC Names Winsupply Its Florida HVAC Wholesale Distributor for Frigidaire® Brand



Steve McAleese of Nortek, Lori German, and John German of Winsupply Tampa

St. Louis, April 10, 2019 — Nortek Global HVAC, a leading manufacturer of HVAC equipment, has recently named five Winsupply locations as HVAC wholesale distributors for its Frigidaire brand in Florida. Winsupply's Florida locations of Tampa, Port St. Lucie, Pompano Beach, Port Charlotte and Ocala will carry residential and light commercial Frigidaire® packaged units and split systems up to five tons, and furnaces.

"Frigidaire offers consumers a nationally-recognized brand featuring the thermal transfer, reliability and efficiency superiority of all-aluminum coils, which is the future of the industry," said Steve McAleese, regional sales manager, Nortek. "It's a premium brand that offers consumers the most modern technology the HVAC industry has to offer."

Winsupply is also offering Frigidaire's Business Builder marketing tools and assistance program to contractors, which includes professional sales presentations for tablets, website building, dealer locator listings, personalized brochures, homeowner e-newsletter content, logos, and other promotional help.

Frigidaire is expected to flourish in Winsupply's wholesale environment. "Being independently-owned is our competitive edge, because we can implement local decision-making backed with the buying power of a national corporation," said John German, president, Winsupply of Tampa, a full-line wholesaler that is the largest of the five locations with a 29,000-square-foot warehouse/wholesale showroom space and four delivery trucks.

Winsupply Inc. has 600 independently-owned wholesale distribution locations throughout 45 states. The 62-year-old company's headquarters is based in Dayton, Ohio.

For more information about Nortek Global HVAC products and to access the online literature library, contractors and distributors should visit www. nortekhvac.com.





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

The DBPR Mobile app is tree to download and is available on the (Tunes and Google Play app stores

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

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

# Baker Distributing Re-Grand Opening of the Panama City Store



Such a proud day for Baker Distributing to celebrate the Re-Grand Opening of their Panama City store on April 17th from 10am-3pm. Now with faster service and a wider selection of HVAC/R inventory, they are ready to serve you! The Re-Grand Opening had product vendors on site giving product demonstrations and served a real tasty lunch of Ribs, Brisket with all the fixings! Door Prizes and much more!

#### Johnstone Supply Announces Member Awards

PORTLAND, OR April 2019/ Johnstone Supply, Inc. announced Member of the Year and Branch of the Year Awards at its Spring Sales Meeting & Trade Show in Nashville, TN.

Member of the Year: In recognition of their outstanding market share, customer service and strong sales growth, Johnstone Supply Muskegon group was awarded Member of the Year for their 2018 performance. The Muskegon group is headed by Cal Garbrecht, Dennis Olsen, Sheri Garbrecht Sheneman, and Tom Johnson. They joined the Johnstone Cooperative over 30 years ago with a single location. Now, the group operates eight locations in Michigan (Muskegon, Grand Rapids, Holland, Kalamazoo, Comstock Park and Benton Harbor) and Indiana (South Bend and Elkhart). "I'm especially impressed with their commitment to serve the customer" stated CEO John Tisera. "They process orders until midnight and customers can have their order delivered by 5:00 a.m. the next day. That's amazing customer service!"

**Branch of the Year:** Roanoke Virginia was recognized as the Johnstone Supply Branch of the Year. Roanoke is one of 10 locations operated by the JTeam group headquartered in Raleigh, NC. The JTeam group joined the cooperative in 1991 when it was founded by Charlie and DeAnn Melhinch. The JTeam group is an employee owned company with 7 locations in North Carolina and 3 locations in Virginia. The JTeam group opened the Roanoke location in

October of 2015 where it quickly outperformed all expectations. "This branch has seen incredible growth and it's impressive to know that they have turned the Roanoke market around in such a short time" said John Tisera, CEO of Johnstone Supply, Inc

Johnstone Supply is the leading cooperative wholesale distributor in the HVACR industry, with well over \$2B billion in annual sales and 425 independently owned store locations in 47 states across the US, Guam and Canada. Johnstone Supply is known for the industry's best product content and the broadest product selection, delivering outstanding search capabilities, through the Johnstone Supply website and mobile app, along with technology-based tools that are designed to save contractors time, so they can make more money.

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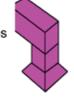


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- Displays Psychrometric Chart
- Unlimited Cloud Project Storage
- Equipment Data All Manufacturers



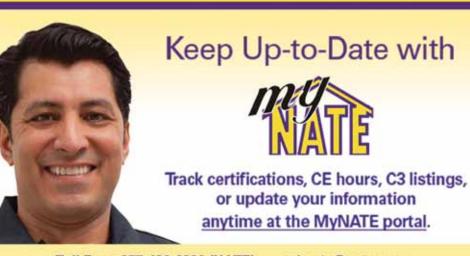


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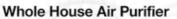
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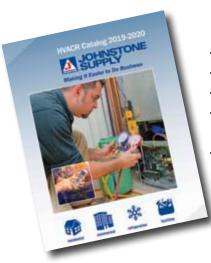
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