

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



Ferguson HVAC Hosts Doral Open House (see page 18)



Ruth King Profitability Day Workshop at Venue on the Lake in Maitland (see page B2)



Gemaire Orlando Summer Kick Off Carnival Open House (see page 22)



Goodman Distribution Grand Opening Celebration in Sarasota (see page 17)



SFACA 2019 Golf Tournament in Parkland (see pages B14-B15)

## Steel And Aluminum Tariffs To End With Mexico And Canada



Jeff Schlichenmeyer  
Publisher

U.S. trade negotiators have reached a deal with officials from Canada and Mexico to lift the 25 percent steel and 10 percent aluminum tariffs on imports from those countries. The steel and aluminum tariffs have been a sticking point from Congressional leaders in trying to get the U.S., Mexico, Canada Agreement (USMCA) approved by Congress, however removing the tariffs does not guarantee the measure will be approved this year.

Some trade policy experts were worried the deal would cap the amount of imports from Canada and Mexico, however the final deal does not contain quotas. The deal does require both countries to prevent other countries, especially known dumpers of cheap steel and aluminum, from sending product through Canada and Mexico to avoid the tariffs.

The addition of tariffs on steel and aluminum put in place last year has increased prices on many HVACR products and caused retaliatory tariffs from our trading partners.

With the removal of the tariffs from our largest source of steel imports, we are one step closer to returning to price stability that has been interrupted by various trade disputes in recent years.

## MEP Coalition Makes Major Strides In Fight Against Utility Expansions

### Efforts Prompt Investigation into Florida Power & Light Practices



ST. PETERSBURG, Fla. – Based on its statewide grassroots campaign consisting of more than a dozen organizations representing over 20,000 members across Florida, the MEP Coalition for Fair Competition has made major strides in its fight against rate payer subsidized utility expansions. The coalition recently organized to oppose Florida Power & Light's (FPL) entrance into the home services market including air conditioning, heating, plumbing and electrical services. The organization and its members are working together to fight what they see as the first wave of utility expansions that will eventually spread through all of Florida's utilities and impact ratepayers, consumers and small businesses across the entire state.

"If we do not unite and stand against this right now, we will have to deal with the consequences for decades," said Doug Lindstrom, Chairman of the MEP Coalition and Owner of Lindstrom Air Conditioning & Plumbing. "FPL's expansion is just the beginning. Electricians, plumbers and HVAC small businesses are all being targeted across the state."

As part of its efforts, the MEP Coalition has launched a website with comprehensive multimedia evidence of the utility's subsidized activities, launched a statewide information campaign via digital media, conducted ongoing presentations to state and local associations, conducted outreach to educate state legislators and

regulators on this issue, and submitted formal requests and documentation to both the Florida Public Service Commission and Attorney General Ashley Moody's office to urge investigations. In fact, the campaign has garnered so much attention that Fort Myers-based NBC2 initiated an investigative report on FPL's deceptive practices and utility expansion.

In making their case, the MEP Coalition has also conducted extensive research on this subject to see if other states have been experiencing similar attempts by utilities to enter these markets. As a result, they discovered that Florida is not the only state where regulated ratepayer funded utilities decided they wanted to flex their monopoly power to push their way into unregulated industries in pursuit of more corporate profits. Moreover, this is an issue that has been occurring around the country for the past 15 years.

The difference is that most states adopted laws and regulations called "Affiliate Transaction Rules" to protect utility ratepayers, local businesses and entire industries from insurmountable and unfair competition. For example, many other states have already prohibited regulated utility monopoly subsidization of unregulated affiliated companies, sharing of ratepayer-funded utility assets by subsidiary companies, joint marketing, sharing of customer data, sharing of ratepayer-funded employees, sharing corporate infrastructure, billing for subsidiary services on utility bills and use of logo and branding.

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# The First Law of Profits

Ruth King's Contractors Cents



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

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

A few weeks ago I asked you the question, Do you want profits or wealth? The answer is up to you. However, from a business perspective, you cannot have wealth without profits.

Many contractors focus only on the profit and loss statement and totally ignore their balance sheet. They are focusing solely on profits rather than building wealth. You can go out of business focusing solely on profits. How?

A true story:

A contractor had a very profitable business. In one week, three of his major clients filed bankruptcy, leaving him with over \$1 million in uncollectable receivables. He didn't have the cash to survive. Had he focused on building cash (ie wealth) in addition to profits, he might have struggled but survived.

Over the next several weeks I will share with you my laws of profits and wealth...you decide whether to implement them in your business.

Law #1: Live, eat, and breathe net profit per hour.

I've written extensively about using net profit per hour pricing over the years. It is the only way to know true profit. If you look at percentages, you are kidding yourself or lulling yourself into a false sense of security.

Why? The first thing you usually do is convert the percentage into dollars and decide whether those dollars are enough. You MUST dig deeper. What do those dollars represent? How many billable hours were used to create those dollars? Then, decide whether those dollars are enough.

Two contractors each have a 10% net profit. They both think they are doing well. One contractor's net profit per hour is \$10 per hour. The other contractor's net profit per hour is \$50 per hour.

Which contractor would you rather be?

The percentages don't matter. The profit dollars matter. The net profit per hour matters more.

Net profit per hour answers the question, for every billable or revenue producing hour, how much falls to the bottom line? Or, to phrase it another way: How many dollars am I actually earning for each billable hour?

To calculate your net profit per hour, take your total net profit and divide it by your billable hours. Do not include vacation hours, holiday hours, meeting hours, etc.

This calculation can be for the company, for a department, and even for a job. It will tell you how profitable each really is. Start pricing and tracking your net profit by hours and dollars rather than percentages. Next month I will write about the second law of profits.

Next Topic: Does Direct Mail Work?

Many of you have "tried marketing" or "tried sending out postcards/letters" once and gotten miserable results.

You think "direct mail" doesn't work. And you're right, it doesn't work if you do it only once. It takes time to get a response.

Everyone I know who has committed to a two to five year program gets excellent results over time...as long as it is the right message to the right customer.

The results look like a hockey stick. Slow in the beginning. At some point responses grow almost exponentially. The key is to stick with it when everyone else tells you that you are crazy. No wonder that people who get great results usually keep their mouths closed! They don't want their competition

to find out what they are doing. Along these lines, I got this question from a reader:

Can I assume that advertising that emphasizes equipment replacement is not as effective as advertising that emphasizes service/maintenance (I am particularly thinking of postcards)?

Thanks for your question. Your assumption is incorrect. If you do a repair or replace postcard you might get better results than just a spring maintenance postcard. It depends on who the target audience is, the age of their homes and equipment, etc.

If you mail to people who have used your company in the past (and not in the past 12 to 18 months), you will get better results than mailing to people who have never heard of your company. However, after a long period of time, those who have never heard of your company will have heard about it five or six times...and probably, if there is a need, begin to buy from you.

Here's how to calculate whether a single postcard pays for itself:

Assume that postcards cost \$0.75 each to mail. You mail 1,000 postcards to former customers with a service and a replacement offer (putting both on gives you a better chance of a customer calling or emailing).

Total cost is \$750. The gross margin of your service department is 40% so you need to generate \$1,875 in revenue for the postcard to break even. Can you do that?

If you have both offers on the postcard, the likelihood is yes. If you continue to mail to the same list, the likelihood that the postcard series will pay for itself is higher and higher. It's all about being patient, mailing consistently for at least two years, and the right message to the right customer.

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# MEP Coalition Makes Major Strides In Fight Against Utility Expansions

*Continued from cover story*



Specifically, states like Arkansas, California, Connecticut, Illinois, Maine, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey and North Carolina have put rules like this in place.

In light of this, speculation has swirled as to why these rules have not been adopted in Florida. Many have speculated that it could be due to the fact that Florida utilities spent \$43 million on political donations and lobbyists from 2014-2016. FPL alone spent \$22 million to protect their monopoly and push through rate increases.

As another indicator of their influence, there are 100 paid utility lobbyists in Florida while there are only 160 members of the state legislature.

"Our research shows that Florida has clearly fallen behind other states when it comes to regulating these practices," said Skip Farinhas, President of the South Florida Air Conditioning Contractors Association and General Manager of GMC Air Conditioning Services. "Therefore, we need to insist that legislators, regulators and other elected officials address these issues to protect our businesses and our jobs."

The MEP Coalition is urging all mechanical, electrical and plumbing contractors as well as their family, friends and coworkers to sign up at their website or text "MEP" to 555888 to demonstrate their support and join the campaign.

For more information, please contact the MEP Coalition for Fair Competition at [info@mepcoalition.org](mailto:info@mepcoalition.org). Don't be saying we should have done something when we had a chance.

# Samsung Leverages Technology to Enhance User Experience



Dallas, Texas – May 21, 2019 – Samsung HVAC America strategically leverages technology to increase the knowledge and awareness of industry professionals and end-users regarding Samsung heating and cooling systems. The manufacturer has launched a mobile application targeting HVAC installers and service technicians, as well as a redesigned website.

The Samsung HVAC Mobile Application expedites parts identification, model information, and product registration for contractors by scanning

the barcode of a unit. The mobile application uses GPS technology to auto populate location fields in the product registration process. Contractors can leverage the mobile application while on a jobsite installing or servicing Samsung heating and cooling systems. The user-friendly mobile application is available for download in Google Play and the App Store.

Samsung took user-friendly technology to the next level by launching an enhanced website for business partners to leverage. The redesigned website is structured to accommodate all visitors whether business to business, business to consumer, or consumer. Samsung's enhanced HVAC website features a residential product comparison tool, integrated rebate options for ENERGY STAR® systems, and consolidated technical documents on each product page.

The new homeowner section of the website educates consumers on ductless systems and directs the consumer to a Samsung Dealer in their area for additional information and buying options. Samsung also invites contractors to their website to learn more about becoming a Samsung Preferred Dealer, Samsung's exclusive product offerings, and registering for NATE recognized training courses.

Samsung will continue to bring innovative technologies to the HVAC industry. Learn more about Samsung HVAC America at [www.samsunghvac.com](http://www.samsunghvac.com).

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## Asthma and Allergy Foundation of America to be included in RGF Environmental Group's "Halos for Homes®" Charitable Initiative

Riviera Beach, FL (May 29, 2019) – RGF Environmental Group announces the new addition of the Asthma and Allergy Foundation of America (AAFA) to its 2019 lineup of Halos charitable initiatives. As an effort to raise awareness and funds for the AAFA through the Halos for Homes® annual campaign, RGF continues its fundraising partnerships with returning partners, American Cancer Society (Halos for Hope®) and Wounded Veterans Relief Fund (Halos for Heroes™).

Through the Halos for Homes® partnership, RGF will donate a portion of sales from their most popular IAQ products, the REME HALO® whole home in-duct air purifier, BLU QR® UV stick light, RGFClear Sky-DM ion generator for in-duct HVAC units, and the RGFClear Sky-MS ion generator for mini splits from June 1st through September 30th, 2019. As with all charities that fall under the

Halos cause marketing campaign, the Asthma and Allergy Foundation of America will receive a portion of the proceeds for each of these units sold by HVAC contractors throughout the state of Florida.

"Partnering with the Asthma and Allergy Foundation of America is a natural fit for us," said Mat Charles, VP of National Air Sales for RGF. "AAFA is an incredible resource for the over 60 million Americans who are affected by these diseases and we are proud to support their efforts of advocacy, education, and research."

AAFA reminds the public through their website that the quality of indoor air can

be worse than the air outdoors, especially for those who suffer from asthma and allergies. Testimonials on RGF's website showcase the positive impacts of their technology; users often cite relief of common symptoms.



RGF's Angela Solland holds REME HALO® box with sticker showcasing new partnership, AAFA, at their manufacturing plant in Florida.

## Greenheck Announces North Carolina Manufacturing Expansion



Greenheck announced today that it will expand its manufacturing facilities in Shelby, North Carolina. The company will invest nearly \$60 million to expand production of its Dedicated Outdoor Air Systems (DOAS), Tempered Air Products (TAP) and Architectural Products. Several hundred new manufacturing jobs will be created over the next five years. The expansion plans include the purchase of an existing manufacturing facility which will support increased demand for Greenheck DOAS and TAP products. Construction of a new Architectural Products facility on the Shelby campus is expected to begin in the near future to accommodate increased sales of architectural louvers, sun controls, grilles, and screens.

"Greenheck has made significant investments in people and operations over the last several years," said Tim Kilgore, Greenheck President of Sales and Marketing. "Our investments in manufacturing have included five new or expanded facilities in Schofield, Wisconsin; an entirely new campus in Tulsa, Oklahoma,

and now the ongoing campus investment and expansion in North Carolina. With several of our manufacturing facilities at or near operational capacity, it's time to expand. The Southeastern U.S. market offers tremendous future opportunities for us, and we can best serve those customers with shorter delivery times and lower freight costs by being closer to the action."

Greenheck, the worldwide leader in manufacturing and distributing air movement, conditioning and control equipment, is headquartered in Schofield, Wisconsin. Greenheck's broad line of ventilation equipment includes fans and ventilators, centrifugal and vane axial units, make-up air units, energy recovery ventilators, packaged ventilation systems, indoor air handlers, dampers, louvers, kitchen ventilation systems, and laboratory exhaust systems. The company employs over 3,200 individuals worldwide (over 2,000 located in Wisconsin), and maintains more than 2.5 million square feet of manufacturing and office space with its facilities in Schofield, WI; Frankfort, KY; Sacramento, CA; Tulsa, OK; Kings Mountain, NC; Shelby, NC; Saltillo, Mexico; and Bawal, India. Greenheck also operates distribution centers in Greensboro, NC; Miami, FL; Dallas, TX; and Sacramento, CA.

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## Trade Talk:

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



### Customer Service That Keeps Them Coming Back

Good customer service is the lifeblood of any business. You can offer promotions and cut prices to bring in as many new customers as you want, but unless you can get some of those customers to come back, your business won't be profitable for long.

Good customer service is all about bringing customers back. And about sending them away happy - happy enough to pass positive feedback about your business along to others, who may then try the product or service you offer for themselves and in their turn become repeat customers.

If you're a good salesperson, you can sell anything to anyone once. But it will be your approach to customer service that determines whether or not you'll ever be able to sell that person anything else. The essence of good customer service is forming a relationship with customers - a relationship that the individual customer feels that he would like to pursue.

How do you go about forming such a relationship? By remembering the one true secret of good customer service and acting accordingly; "You will be judged by what you do, not what you say."

I know this verges on the kind of statement that's often seen on a brochure, but providing good customer service IS a simple thing. If you truly want to have good customer service, all you have to do is ensure that your business consistently follows a few rules:

#### Answer your phone

The first rule of good customer service is that your business phone needs to be answered. Get call forwarding. Or an answering service. Hire staff if you need to. But make sure that someone is picking up the phone when someone calls your business. (Notice I say "someone". People who call want to talk to a live person, not a fake "recorded robot".) And then read How to Answer the Phone Properly to make sure that customers calling your business are thrilled with the way the phone is answered at your business rather than put off.

#### Don't make promises unless you will keep them

This may well be the most important of all of these rules for good customer service. Plan to keep the promises you make. Reliability is one of the keys to any good relationship, and good customer service is no exception. If you say to a customer, "Your new A/C system will be installed on Tuesday", make sure it is installed on Tuesday. Otherwise, don't say it. The same rule applies to client appointments, deadlines, etc.. Think before you give any promise and make them carefully - because nothing annoys customers more than a broken promise.

#### Listen to your customers

Is there anything more aggravating than telling someone what you want or what your problem is and then discovering that that person hasn't been paying attention and needs to have it explained again? Not from a customer's point of view. Can the sales pitches. If you're truly interested in providing the best customer service, let your customer talk and show him that you are listening by making the appropriate responses. Summarize what the customer has said and suggesting how to solve the problem.

#### Deal with complaints

No one likes hearing complaints, and many of us have developed a reflex shrug, saying, "You can't please all the people all the time". Maybe not, but if you give the complaint your attention, you may be able to please this one person this one time - and position your business to reap the benefits of good customer service. Properly dealt with, complaints can become opportunities. They give you the chance to discover issues and correct them, thereby improving your customer service. Market research has found that customers who have complained about a product or service and had that complaint successfully dealt with are 70 percent likely to order from the vendor again.

#### Be helpful - even if there's no immediate profit in it

The other day I popped into a local watch shop be-

cause I had lost the small piece that clips the pieces of my watch band together. When I explained the problem, the proprietor said that he thought he might have one lying around. He found it, attached it to my watch band - and charged me nothing! Where do you think I'll go when I need a new watch band or even a new watch? And how many people do you think I've told this story to?

#### Train your staff

If you have staff, train them to be always helpful, courteous, and knowledgeable. Do it yourself or hire someone to train them. Talk to your staff about good customer service and what it is. (Good Customer Service: How to Help a Customer explains the basics of ensuring positive staff-customer interactions.)

#### Take the extra step

Whatever the extra step may be, if you want to provide good customer service, take it. They may not say so to you, but people notice when people make an extra effort and will tell other people. And that good word of mouth will win you more customers.

#### Throw in something extra

Whether it's a coupon for a future discount, additional information on how to use the product, or a genuine smile, people love to get more than they thought they were getting. And don't think that a gesture has to be large to be effective. A local art framer attaches a package of picture hangers to every picture he frames. A small thing, but so appreciated. Think about your product or service and find something extra that you can offer to customers.

#### Good Customer Service Pays Big Dividends

If you apply these simple rules consistently, your business will become known for its good customer service. And the best part? Over time good customer service will bring in more new customers than promotions and price slashing ever did!

Until next time

Tommy Castellano

**Baker**  
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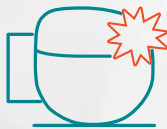
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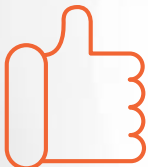
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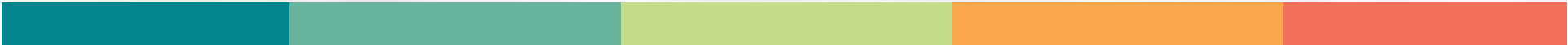
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## NAVAC Hires Andrew Greaves as Regional Sales Manager



Andrew Greaves

Lyndhurst, NJ – NAVAC North America has appointed Andrew Greaves to the role of Regional Sales Manager. In this position, Mr. Greaves will ensure proper training and tool use by overseeing all relationships with distribution channels and managing the company's broad-ranging representative network.

As NAVAC continues to steadily expand its footprint through a product portfolio of smart, automated solutions that make technicians' jobs more efficient and intuitive, Mr. Greaves will play a fundamental role in providing key support initiatives on behalf of manufacturers.

A former Marine, Mr. Greaves is a KY Master Licensed HVAC Mechanic with extensive experience in the HVAC service industry. Prior to joining NAVAC, he worked as a factory-trained service mechanic at Johnson Controls, where he conducted maintenance on a wide spectrum of equipment ranging from VRF systems to centrifugal chillers.

Mr. Greaves also operates his own YouTube Channel, AK HVAC, which provides insight into the HVAC trade and advice for young people interested in joining the field. With insightful content and a high production value, the channel has an impressive 25,000 subscribers with over 1.4 million views.

"Andrew's extensive knowledge of the service field position him for continued success as Regional Sales Manager," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC. "His proven ambition and dedication to recruit future leaders for the industry are not only admirable, but will greatly enhance the NAVAC team as we expand our global presence."

Mr. Greaves studied HVAC at Bluegrass Community & Technical College. A father of three, he resides in Lexington, KY with his wife, Jennine.

## Oldach Hosts Goodman Heat Pump Installation and System Troubleshooting Classes

During the month of April Oldach hosted two Goodman Heat Pump Installation & System Troubleshooting Classes at their Orlando and Kissimmee locations.

Both classes were well attended. Seminar participation included breakfast, lunch and a tools raffle ticket. Goodman notebooks & pens were distribut-

ed to everyone who registered. The Goodman heat pumps training included detailed instructions for installing the new systems and troubleshooting tips for a variety of heating and cooling scenarios. The classes also provided system features, specifications, heating and cooling data, AHRI ratings, wiring diagrams, and compatible accessories.



Goodman Heat Pump Installation and System Troubleshooting Class in Kissimmee



Goodman Heat Pump Installation and System Troubleshooting Class in Orlando

## Sealed Unit Parts Co., Inc. Becomes Master Distributor for Kulthorn Aftermarket Compressors

*SUPCO and Kulthorn Team Up in National Compressor Master Distributor Partnership*

Allenwood, NJ- May 13, 2019 - Sealed Unit Parts Co., Inc. (SUPCO), a global manufacturer and distributor of HVACR and Appliance parts, announced today that they have become a national Master Distributor for Kulthorn aftermarket air conditioning and refrigeration compressors and condensing units.

The partnership is a strong strategic fit, leveraging SUPCO's long-standing history in commercial refrigeration solutions and Kulthorn's acumen for manufacturing reliable and cost effective OEM direct replacement compressors and condensing units.

"The partnership with Kulthorn is a solid step

in our journey to build on our foundation in aftermarket Air Conditioning and Refrigeration replacement parts, components and test instruments", said Chris Mancuso, SUPCO President and CEO. "The addition of a compressor offering helps us to fully deliver on our HVACR strategy to be a one-stop-shop solution for our customers."

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# SFACA May Program Meeting “Everything Mini-Splits and VRF”

The SFACA May Program Meeting was held on May 1, 2019 at 6:00pm at the Sheraton Suites in Plantation. The evening featured “Everything Mini-Splits and VRF.” The industry is moving ever so quickly to the newest technology of Mini-Splits and VRF. That goes for residential as well as commercial. SFACA members learned the where, what and why about these technologies. There was a great question and answer

session that followed the presentation.

The SFACA June Program Meeting will be held on June 5, 2019 at 6:00pm at the Sheraton Suites in Plantation. The topic for the meeting is “The Power of Right Pricing.” Consider pricing as an essential part of the marketing mix. Companies don’t make money and customers don’t receive comfort when marketing and sales strategies are based on low price. Used properly,

pricing can enhance the top line and the bottom line. Because of the Internet, the world seems to be changing all around us every day. Matt Michel is back to provide more details and get you on the “right” track. All attendees will receive a complimentary copy of Matt’s best selling book “The Power of Positive Pricing”. Please attend the Right Pricing Workshop being held at York Source1 Pompano the next day, June 6!



Denise Anderson of SFACA registers Ramon Delgado of Johnstone Supply Ware Group to the monthly meeting



Gorman Rasmussen of York-Source 1, Nelson Hernandez of Jascko, George Wallace of York-Source 1, Scott Behanna of Behanna & Associates



Before the meeting there was a ZoomLock challenge with Luis Lushman from Sporlan. A prize was awarded for the fastest time



Guest Speakers were Gavin Ward and Brian Schmidt of Carrier Enterprise



Chuck Walsh of Fresh-Aire UV, Rafael Ramirez and Charlie Del Vecchio of Tropic Supply, Kelly Dexter of Air Quality Control



Bob Volin of Air Design Concepts, Paul Mynatt of Carrier Enterprise, Frankie Valle of Mitsubishi



Skip Farinhas, SFACA President welcomed everyone to the monthly meeting and discussed the upcoming events



There was a great turnout for the SFACA May Program Meeting



Guest speakers Gavin Ward and Brian Schmidt of Carrier Enterprise spoke about everything Mini-Splits and VRF systems



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# Performance Pointers

by David Richardson



## Increase Your Maintenance Agreement Value with Three Tests

Regardless of where you look, you probably see advertisements for low-price HVAC maintenance agreements. How many advertisements do you think address what a customer really wants from a maintenance agreement? Compare the last ad you saw with these four reasons why homeowners typically sign up for them.

1. Assure safe equipment operation
2. Identify early breakdown causes, problems, and damage (water)
3. Verify their system performs at its best, and
4. Get quick response in an emergency.

Now for a tough question, do your maintenance calls assure safe operation, identify early problems, and verify the system performs. Let's take a high-level look at three tests you can add to your maintenance calls that address customers' real concerns.

### Carbon Monoxide Testing

Safety tops the list as a maintenance reason for many customers. CO (carbon monoxide) is a colorless and odorless gas that presents a potential for unseen danger in many homes, especially when they have fuel-fired equipment.

Testing for ambient CO in a home should be a maintenance call priority and the first place to start. Each technician should have a low-level CO monitor to assure the building they service is safe to work in. If ambient CO levels exceed 35 ppm (parts per million) it isn't safe to continue maintenance procedures.

Technicians should also use a combustion analyzer to measure CO in the flue gas of any fuel-fired equipment to assure safe operation. CO readings from the equipment should be less than 100 ppm and stable during equipment operation. If CO readings exceed 400 ppm or continue to rise during operation, the equipment is unsafe and must be corrected.

Recommend low-level CO monitors to your customers to provide them with 24/7 protection. Condi-

tions that lead to CO production can change while you aren't there.

### Static Pressure Testing

Total external static pressure (TESP) is another essential test to perform during maintenance. It indicates overall HVAC system health and uncovers issues that lead to early breakdowns and problems. This test quickly adds the duct system to the maintenance call and causes technicians to look beyond the equipment for system issues.

TESP is the total of pressures taken where air enters the equipment (negative pressure-) and where air exits it (positive pressure+). The two pressures added together indicate the total pressure the fan must push and pull against.

To diagnose the measurement, compare your measured TESP to the maximum rated TESP found on the air handling equipment's nameplate. If measured TESP exceeds rated TESP, chances are high that there's an airflow problem causing system issues.

To uncover excessive TESP cause(s) you can add filter pressure drop, coil pressure drop, and duct pressure measurements. They help you identify restrictive components in less than one minute. The highest pressure(s) indicate the highest area(s) of airflow resistance.

### Supply Register and Return Grille Temperatures

Maintenance calls are the perfect time for verifying supply and return temperatures at the air-handling equipment. Equipment temperature change, or delta t ( $\Delta t$ ), is important to verify proper equipment operation.

However, it isn't enough to diagnose duct system performance issues that lead to increased run time and comfort complaints. You must add supply register and return grille temperature measurements to find these problems beyond the equipment. The best places to take these measurements are at the farthest register

and grille from the equipment. Subtract them from each other to determine system  $\Delta t$ .

Compare equipment  $\Delta t$  to system  $\Delta t$  to see how poorly insulated and leaky ducts affect system performance. If the system is in a hot attic, don't be surprised if you see a big difference in these measurements.

### Get Started

These three tests done during maintenance capture valuable information you need to assure safe operation, identify early problems, and verify the system performs. Once you become skillful with these measurements, you can typically add them to your maintenance calls with less than 10 minutes of testing.

Start with static pressure testing as your first step. After you master this skill, add system temperatures, then CO testing in the fall. It's important to give yourself time to learn these skills, understand their context, and use them to identify maintenance issues.

If you run into challenges, don't give up after the first few attempts. To build your confidence, test and diagnose your own start-ups first. If you find issues with your systems, document them and look for ways that you might solve the issues to improve performance. Then, implement the tests into your regular maintenance calls. When you measure, you'll find a lot of systems that need your help. Have a game plan for how you will handle this new revenue stream.

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 performance testing, contact me at davidr@nci-hvac.com or call 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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## LG Appoints Doug Bougher To Lead HVAC Sales For U.S. Residential, Light Commercial Market

ALPHARETTA, Ga., May 6, 2019 – Air conditioning technologies leader LG Electronics named industry veteran Doug Bougher as director of residential and light commercial (RLC) sales for the U.S. market. While executing LG's vision for a superior customer experience, Bougher will be responsible for driving growth of the award-winning LG residential and light commercial HVAC portfolio.

Bougher joins LG with more than 16 years of experience in a multitude of roles ranging from HVAC and refrigeration sales to supply chain management and product management. Most recently, he served as director of HVAC and refrigeration sales at SPX Cooling Technologies, where he was responsible for commercial sales of select product lines in North and South America. Previous experience also includes key positions with Barnes Group, Eaton Corporation and Osram Sylvania Inc.

"With LG's significant and sustained impact on the U.S. HVAC market, we continue to invest in the right talent to best serve our growing customer base," said Kevin McNamara, senior vice president and general manager of Air Conditioning Technologies, LG Electronics USA. "With a deep knowledge of the HVAC industry, Doug will help our RLC business area achieve its full potential and drive LG to new heights."

With an expansive family of both ducted and duct-free options including the exclusive picture frame Art Cool™ Gallery, the superior heating performance of LGRED° and the industry's first single-phase 5-ton VRF heat recovery unit, LG delivers the quality, performance and style that customers expect, McNamara said.

"LG has grown tremendously in the RLC category over the past few years and has a great vision for bringing groundbreaking products to market. My focus is to build on the momentum to further increase the visibility and preference of the powerful LG brand in the HVAC industry," said Bougher.

LG is committed to delivering efficient and innovative solutions for residential and light commercial heating and cooling needs. The company's industry-leading

variable refrigerant flow technology and home comfort solutions are making major inroads in the United States where demand for high-performance, flexible HVAC technology continues to grow. This innovative technology is recognized for its substantial energy savings and low lifecycle costs.

The LG Electronics USA Air Conditioning Technologies business is based in Alpharetta, Ga. LG is a leading player in the global air conditioning market, manufacturing both commercial and residential air conditioners and providing total sustainability and building management solutions.



**Doug Bougher**

## Arzel Announces New Sales Representative In Florida



**Natasha Carter**

Arzel, manufacturer of HVAC zoning equipment, has appointed a new sales representative in Florida. Natasha Carter, President of Robert Nash & Associates, LLC., will cover the state of Florida as of June 1st 2019.

For over 35 years, Arzel® has been manufacturing and distributing the highest quality HVAC zoning equipment from their factory in Cleveland, Ohio. Arzel products offer superior quality and reliability, ease of installation, and the industries ONLY lifetime warranty. Our philosophy: Offer a long lasting product at a fair price, that will improve comfort in a customer's home or business.



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## New Turbo Tank™ Portable Rinsing Sprayer

St. Louis, MO – Nu-Calgon has launched a new battery-operated, portable sprayer designed for use with water to rinse cleaning solutions off of HVAC coils. Called the Turbo Tank™, the sprayer is ideally suited for rinsing wall mini-splits, ceiling cassette units and coils in remote areas. It can also be used with warm water to rinse and de-ice components.

The Turbo Tank portable rinsing sprayer is designed only for use with clean water, and features a powerful 130 psi water pressure. It includes a heavy-duty rechargeable battery (with 12-volt vehicle adapter), removable 4.5 gallon water tank, durable hose and spray gun, adjustable shoulder strap, two

spray nozzles and a 90-degree mini-split spray wand. Options for the Turbo Tank include an AC/DC power converter and a 39-inch long 90-degree spray wand attachment.

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

When it comes to Nu-Calgon products, the name on the outside means quality on the inside. For more information, visit [www.nucalgon.com](http://www.nucalgon.com).



## HARDI Announces Agenda for its 2019 Emerging Leaders Summer Conference

COLUMBUS, Ohio, May 2, 2019– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has announced the agenda for its upcoming Emerging Leaders Summer Conference in Milwaukee, WI, from July 14-16.

This year's event will focus on Financials and Profitability, which is one of the 6 rotating topics in the program – other topics include Self-Leadership, Leading Teams, Leading the Organization, Functional Leadership, and Strategic Planning.

The first day of content begins with Texas A&M's Dr. Barry Lawrence, who will use examples from Texas A&M's Global Supply Chain Laboratory to demonstrate distributor growth strategies and the importance of alignment between distributors and suppliers. Fol-

lowing Dr. Lawrence, HARDI's own Economist and Director of Market Intelligence, Dr. Paul Hallman, will discuss ways that Emerging Leaders can enhance their own business intelligence capability.

A networking boat cruise will allow attendees the opportunity to network and a Polaroid Scavenger Hunt provides a unique and fun team-building activity.

Additionally, the Emerging Leaders Summer Conference will continue to feature the mentor-led roundtables session. This session has become a true highlight of the event where future leaders get to learn from HARDI's current high-profile industry leaders.

The closing keynote speaker for the event is Emmy Award Winning Producer Brandon T. Adams. Adams is a serial entrepreneur owning a stake in several businesses including Accelerant Media Group and Arctic Stick.

"I am so excited for this year's Emerging Leaders Summer Conference, which features content that targets so many pain points that our members experience," said Nick Benton, director of talent development, HARDI, who facilitates the Emerging Leaders program. "The Emerging Leaders Task Force (the volunteer committee of HARDI Emerging Leaders who plan the content each year) worked so closely with our speakers to ensure they understood the dynamic of the program and the room they'll be speaking to. Our goal is to send everyone back to their teams with strategies that they can begin implementing immediately."



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\*Lunch items and participating suppliers will vary by location. Please check with your local branch or Regional Parts Manager for more details. Dealer Day will be on **June 6**. See you there!

\*Must include a Goodman brand outdoor unit to qualify for promotion. Eligible ProStat models include for value tier (PRS3110, PRS3210, PRS4110, and PRS4210) and Wi-Fi (PRS7325WF). In stock equipment only. Pick up only, no deliveries. No rainchecks. See distributor for list of equipment included in each bundle. Offer may not be combined with any additional offers. Promotional prices are not applicable to residential new construction or multi-family projects. Additional restrictions apply, ask for full details. Not valid for large AOR contractors or distributors. Actual prices may vary by distributor. Valid only at participating distributors. Offer may be altered or discontinued without advance notice. Void where prohibited by law. Offer valid **June 6, 2019**.

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PC901





GOODMAN DISTRIBUTION, INC.

# Goodman Distribution Grand Opening Celebration In Sarasota

## May 23rd, 2019



The new Goodman Distribution location in Sarasota is 7815 25th Ct. E  
Now Bigger to Serve you Better!

On May 23rd, from 11am-2pm, the Goodman Distribution new location in Sarasota hosted their Grand Opening Celebration.

Many local contractors attended this event consisting of a delicious BBQ cooked on site by Choo Choo's Catering, and a mini trade show with some select manufacturers and representatives showing their new products available from Goodman Distribution.

A tasty BBQ lunch of Ribs, Pulled Pork, Baked Beans, and Potato Salad satisfied many hungry contractors. At the conclusion of the celebration, many excellent prizes were awarded like refrigerant hoses and a large Flat Screen HDTV.



The counter was busy with product specials all day during the grand opening celebration!



Eric Bristol and Kevin Pomeroy of Goodman Distribution



Bobby aka "Choo Choo", Wendy Dougherty and Ricky White of Choo Choo's Catering



Everyone enjoyed taking a break from their busy schedules!



There was also a mini trade showing all the new products available at Goodman!



Brandon and David Dossey of Century Heating and Air with Mike Sysak of Honeywell Home Resideo



Seth Sly of Southern Values Cooling and Heating with David Waugh of Target Sales



Joe Hopper, Sojan Wallace, and Bishop Tower of Power Air Conditioning



The food tent was everyone's favorite place! Great food, cool people and shelter from the hot sun!



Shannon Cucci of Unique Air Services, Tom Crossland of J. Nichols and Associates, Dave Watts of Unique Air Services



Mike Szelwach with Lee Fitzstephens of Elite Air Conditioning



Bobby from Choo Choo's catering displaying a nice rack of tasty ribs!



Match Patel of A/C Warehouse, Billy Draffin of Wentzel's Air Conditioning, Joby Teel with A/C Warehouse



Jillian Doig, Tara Vandermolen and Greg Smith of Anthony's Cooling and Heating



The Goodman Distribution Sarasota Grand Opening Team: Mike Hall, Kevin Pomeroy, Eric Bristol, Jared Koontz, Lenny Ortiz, Chad Bush, Raymond Gonzalez, Derek Ryan, Mike Quintero, Luis Alvarado, Kyle Maigret, Lou Gristwood, Steve Phalen





# Ferguson HVAC Hosts Open House at their Doral Location

May 9th, 2019

On Thursday May 9th, 2019, Ferguson HVAC held an Open House at their 8303 NW 27th St Ste 21, Doral, Florida location from 11am to 2pm. Famous Dave's BBQ was on site serving the most delicious BBQ Pork, Chicken, Mac & Cheese, Cole Slaw, Cornbread, with plenty of cold beverages! A few select vendors were in attendance displaying and demonstrating their new products available at Ferguson HVAC.

Along with the great food were some great drawings for door prizes like a Yeti Tundra Cooler. Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment, parts and supplies. HVAC contractors across the country rely on them for the best unitary and ductless equipment brands, and for a wide-range of HVAC products including accessories, controls, air

distribution supplies, service and repair parts. Their highly trained associates are experts on the products they carry and also offer training, consultation and technical support. Stop by the Ferguson HVAC location in Doral for all your HVAC equipment, supplies, and service repair needs. You can reach them by phone at (305) 534-1463.



Ferguson Doral: Peter Noble, Constantino Barroeta, Patrick O'Toole, Nick Johnson, Edith Figueroa, Christian Grimaldi, Donny Figueroa, Danny Figueroa



Stephanie Murphy of Ferguson (right) signs in and welcomes customers to the Open House in Doral



Edward Kemp of RUUD, Carlos Bremer and Javier Orta of BlueTech Air Conditioning



Ernesto Carrera of Montesa Solutions, Donny Figueroa of Ferguson, Manny Quiros of Montesa Solutions, Derrick Paul of Fujitsu



Everyone enjoyed the tasty BBQ chicken and pork from Famous Dave's BBQ!



Patrick O'Toole of Ferguson, Danny Dennis of Admiral Air Conditioning, Christian Grimaldi of Ferguson



Famous Dave's BBQ served Chicken, Pulled Pork, Cole Slaw, Mac N Cheese, and Cornbread



Luis Belo of Aerofoam (center) gave a product demonstration of Elastomeric Foam with a superior water vapor barrier



Brad Carson of Target Sales, Willie Fernandez, Eniseo Calvo, and Chris Mesa of Xtreme Air Conditioning



Victor Hernandez & Homer Machau of Solar AC, Roberto Garcia of Apollo AC, Edith Figueroa of Ferguson, Cesar Aguiar & Omar Hernandez of Solar AC



Andy Taylor (left) of Act Agents / Ron McLaughlin & Associates, demonstrating what is new at Milwaukee Tools



Anthony Scott and Ryan Pariso of 40 Degrees Air Conditioning & Refrigeration with Rick Farrow of Cain Sales Company



The Ferguson HVAC showroom was busy with open house attendees!



Scott Chase of Design Polymerics, Fidel Delgado, Steve Pinna, Pedro Peralta of SAF Services



The Ferguson HVAC Doral Open House Team!



## ASHRAE Signs MoU Agreement with New Buildings Institute

ATLANTA (May 15, 2019) – ASHRAE and New Buildings Institute (NBI) have signed a new Memorandum of Understanding (MoU) formalizing the organizations' relationship.

The MoU was signed by 2018-2019 ASHRAE President Sheila J. Hayter, P.E. and NBI CEO Ralph DiNola, on May 14 in Seattle, Wash. The agreement defines parameters on how the two organizations will collaborate more closely to continue to advance and promote the mutual interests of their respective members and stakeholders.

This agreement compliments Ms. Hayter's theme for the Society year "Building Our New Energy Future," and is focused on three main areas of collaboration that will be further detailed in a future partnership agreement:

Zero Energy/Emissions Building Leadership and Market Development - Education and Design Guidance - Advancing Codes and Policies

"ASHRAE believes in the impact of our collaborative efforts in accelerating meaningful progress toward optimizing the design and performance of buildings," said 2018-2019 ASHRAE President Sheila J. Hayter, P.E. "NBI's commitment to better energy performance and emission reductions in buildings aligns well with ASHRAE's industry longstanding leadership in advancing the growth and innovation of the built environment. We are pleased to sign this MoU and look forward to working with NBI."

Parameters of the agreement include but are not limited to: general advocacy; joint conferences and meetings; chapter collaboration; publication development and distribution; education and training programs; technical activities coordination and research.

"We value this partnership with ASHRAE and are excited to leverage this collaboration to better support ASHRAE's members with tools, resources, training and education to rapidly scale zero energy and zero emissions buildings," said NBI CEO Ralph DiNola. "This MoU will focus our efforts and help us to plan our successful collaboration into the future and significantly increase our impact."

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.

## INFICON Introduces D-TEK Stratus Refrigerant Leak Detector and Portable Monitor



Syracuse, NY — May 22, 2019: The new INFICON D-TEK Stratus™ Refrigerant Leak Detector and Portable Monitor offers service technicians the value of two leak detectors in one.

D-TEK Stratus combines the field-proven leak detection reliability of INFICON's D-TEK Select with the cloud hunting capability of a large portable monitor to help find leaks faster. With cloud hunting mode, the large, easy-to-read LCD display with ppm read-

out helps the operator to find the area highest in concentration and then easily switch to pinpoint mode to quickly find the leak.

D-TEK Stratus has a sensitivity of 0.03 oz./year (1

g/year) and this sensitivity will not degrade over time. To minimize maintenance, the all new, redesigned infrared sensor offers the longest sensor life in the industry. Easy field replacement of the sensor keeps the technicians working virtually uninterrupted. Additionally, the lithium ion battery is quick to charge and is also easily replaced in the field, when necessary.

This revolutionary instrument has a variety of robust features, including automatic and manual zero modes and the ability to detect all CFCs, HCFCs, HFCs and HFOs, blends (including A2Ls), and CO2 (requires optional CO2 sensor. D-TEK Stratus comes in a rugged carrying case and has a two-year replacement warranty.

For more information, contact INFICON, Two Technology Place, East Syracuse, NY 13057-9714, +1.315.434.1100, email: reachus@inficon.com, <http://www.inficon.com>.



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## Tropic Supply Events in May

**JB Industries Vacuum Pump Clinics, and Inficon, Spectronics, & Testo Demo Days**



**Dave Schopp of Leone Green changes oil on a vacuum pump for Rafael Machado of Optimal Point Air Conditioning**

Tropic Supply hosted a round of vacuum pump clinics and demo days during May. Representatives from Leone Green & JB Industries facilitated the FREE vacuum pump clinics that resulted in a total of 309 serviced pumps at Tropic Supply's 22 locations. Each pump clinic included free vacuum pump inspections, performance tests, oil changes, and free replacement of normal wear and tear items on all JB model vacuum pumps.

Representatives from J. Nichols & Associates also joined the Tropic team to offer live demonstrations of Inficon Leak Detectors, Testo Digital Manifolds and Smart Probes, and Spectronics Leak Detection Kits at all locations! For more information on future events, visit the Tropic Supply website [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).



**Dave Schopp of Leone Green conducting a JB Industries Vacuum Pump Clinic at the T-20 Sunrise location**



**Don Geary, Frank Barron, and Wayne Sullivan of Tropic Supply Ft Lauderdale with Johanne Bueno of J. Nichols & Associates**



**Alex Pumarada of Qwik Kool gets some vacuum pump tips from Dave Schopp of Leone Green**



**Jimmy Bonvissuto of Artic Cool with Johanne Bueno of J. Nichols & Associates showing the NEW Inficon D-TEK Stratus**



**Keith Holland of Leone Green (right) inspecting a vacuum pump for a Tropic Supply customer**



**Testo, Spectronics, and Inficon Demo Day at the T-1 Miami location**



**Sky McLaren of CMS Mechanical with Dave Schopp of Leone Green**



**Eric Turek, Bret McAlpin, and Ron McAlpin of Air-Eze, with Johanne Bueno of J. Nichols & Associates**



**Johanne Bueno of J. Nichols & Associates with Alfredo Vasquez of Global Mechanical, and Abel Oliver of Miami-Dade Schools**



**Nick MacFee of J. Nichols & Associates (right) at the T-23 St Petersburg Tropic Supply location for Testo, Spectronics, and Inficon Demo Day**

## Cooper&Hunter Announces Extended Sponsorship Agreement With The Florida Panthers For 2019-2021

Miami, FL – April 2019 Cooper&Hunter, a global provider of HVAC systems, has extended their sponsorship agreement with the National Hockey League's Florida Panthers into the 2019 – 2021 seasons. As in past years, the Cooper&Hunter logo will be featured in the BB&T Center, Home to the Florida Panthers Hockey Club.

As the international HVAC brand is headquartered in Miami, the partnership allows Cooper&Hunter to show support for their local community while increasing brand recognition among sports fans across the country.

Comfortside LLC CEO Marat Terchiyev says "We're always happy to show our support for the Florida Panthers. They are a great team. They play



hard, exhibiting great power, endurance, and stamina – all attributes that we could use to describe our mini-split air-conditioning systems. Ice hockey always incites great emotions among the fans. For us,

this partnership is a fantastic support for the visibility of our brand and the relationship with our clients. We are delighted to renew our strategic partnership with the Florida Panthers and to support the continued development of this sport in Florida to ensure they attract more players and more fans than ever before"

"We're honored and excited to continue our partnership with Cooper&Hunter in the upcoming seasons," said Senior Vice President Shawn Thornton.

## U.S. - China Trade Agreement Issue Alert

President Trump recently announced via Twitter that he plans to increase tariffs on \$200 billion worth of Chinese imports on Friday, May 10 because of the lack of progress on the impending China trade agreement. As a result, the 10 percent tariffs on \$200 billion worth of goods will be raised to 25 percent, including many HVACR products. This comes in addition to 25 percent tariffs currently being imposed on \$50 billion on Chinese exports. Adding to the tariff threat, President Trump says he will eventually tax an additional \$325 billion worth of Chinese products if the agreement does not get "back on track."

U.S. Trade Representative Robert Lighthizer recently announced that negotiations veered off track when China reneged on many commitments in the agreement that were previously considered settled. Negotiators are still hopeful that a solution will be reached when the Chinese delegation visits the U.S. today and Friday but the current tariff threats are the very latest in current trade news potentially affecting HARDI members.





# *Save the Date*

**Friday, June 21**  
**11:00 am - 1:00 pm**

**Join us at one of our  
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## *Free BBQ Lunch*

(Hotdogs, Hamburgers, Chips & Soda)

## **in honor of HVAC technicians!**

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# Gemaire Orlando Summer Kick Off Carnival Open House

May 17th, 2019

On Friday May 17th, 2019, from 10:00am -1:00pm, Gemaire Orlando hosted their Summer Kick Off Carnival Open House at 4141 N John Young Parkway in Orlando.

The event showcased over two dozen trade vendors showing all their newest products available at Gemaire. Their own DJ was playing a nice variety of music. There were raffles held hourly and many product specials were available to take advantage of.

Lee's Famous Cheesesteak's Food Truck was on-site serving up a nice variety of delicious Philly Cheesesteaks, Sticky Wings, and some tasty sides.

Attendees were able to test their throwing ability at the carnival games or dunk their favorite Gemaire Partners in the dunk tank!

Everyone had a great time...Thanks Gemaire!

Over the past 40 years, Gemaire has evolved from a small regional distributor in southeast Florida to

the largest division of the world's largest HVAC distribution company. Whether your needs are product, technical training, sales training, marketing tools and resources, they want your business to be as successful as possible.

Their relationship goes far beyond selling, they want you to trust them with not only your HVAC needs, but your company's needs and growth...Gemaire is your your true Partner!



(L&CTR) Nickolas Delgatti and Jose Ramirez of Gemaire, Justin Zdrodowski and Zachary Zdrodowski of No Sweat Air & Energy



Gemaire Summer Kick Off Carnival attendees were able to test their throwing skills at one of the game booths



Tho Le - AC Tech, with Mark Deutch, Linda Morales, and Bob Prentice of Gemaire



Lee's Famous Cheesesteak's Food Truck was on-site serving up a nice variety of delicious Philly Cheesesteaks!



Sean Combs of Gemaire, Juan Giraldo of Air Mag LLC, John Grindle of Rheem



A great time to relax, catch up with other industry friends, and eat some Philly Cheesesteaks!



Al Simonds of ABC Air Conditioning with Chuck Walsh of Fresh-Aire UV



Witt Parker, Jim Nichols, and Nick MacFee of J. Nichols & Associates, with Gabe Lima of Anchor Air Conditioning



Randy Black of First Company with Neil Drouin of Neil's Heating & Air



Kristy Kerlin of The Metal Shop with Renel Small of R&S Air Conditioning



(L&R) Ron McLaughlin and Bing Berringer of Ron McLaughlin & Associates with Jose Posadas and Bill Perez of City of Apopka



Val Eguizabal and David Pearson of Gemaire Distributors



Tammi Tolley and Elizabeth Cibrian of Gemaire trying their skills at the dart game



Gemaire Distributors Orlando Summer Kick Off Carnival Open House Team!



# DE-COUPLING

## Control Temperature, Relative Humidity, and Ventilation Separately

article by  
Andrew C. Åsk, P.E.



DE-COUPLE...first heard that word 10 or 15 years ago. I had to UNcouple the manure spreader on the farm if we needed to use the tractor for something else. I'm not sure how de-coupling is different, except I can charge more for saying it in a report.

My first experience with de-coupling was with Allis Chalmers' "live power" on post WWII "WD" tractors. The Power Take Off, an open shaft above the hitch so you could run corn pickers and combines using the tractor engine, had been around a long time. Problem: the RPM of the machine was tied to the speed of the tractor—slow down going through heavy grain and the combine slowed down. The state-of-the art WD added a second clutch. Now, you could set the throttle to run the machine you were pulling, and nudge the tractor forward slowly. With engine and tractor speed de-coupled, the big Wisconsin engine soon disappeared from hay balers. Now I could spread manure without moving forward.

Traditional HVAC systems are like that pre-war tractor. Once you start the fan to circulate air, everything else follows: heating, cooling, dehumidification (if the compressor is running), ventilation with outside air, and filtration. And this worked pretty well during the first 75 years of our industry—before 1973 when energy was plentiful.

We used to take 4 to 6 air changes per hour (ACH) for granted—because we always needed 1.0 CFM/SF or so (less in dwellings) to satisfy sensible cooling and heating requirements. If 10% of that airflow were Outdoor Air (up till a 100 years ago we called it "fresh"), that might have been about right for ventilation. We weren't too sure whether we were ventilating people or buildings. We placed fabric upstream of the coil that got dirty, so it must have been filtering the air. Did the filter protect the coil, the building, or the occupants? We didn't really know.

Those days are over. The biggest game changer has been increasing wall and roof insulation by almost 10X. Sensible cooling load due to transmission is rapidly approaching zero, as is the amount of air needed to absorb that heat, maybe .25 CFM/SF. Unless people are present using lights and appliances (that consume little energy), there is no need for the compressor to run.

But we still need ventilation with Outdoor Air, maybe even more than ever in tight buildings, we still need to clean the air, and we still need to remove moisture that comes in with OA and people even if the AC isn't running. The AC may not even let these functions hitch a ride in the ductwork. There may not even be ductwork.

So we need to DE-COUPLE ventilation and humidity control from cooling—make them stand on their own two feet. Where do we start? Control temperature, humidity, and ventilation separately.

If the space is too hot or too cold, let a thermostat start the compressor. If people are present, open the OA damper. If relative humidity rises, run a dehumidifier. Those are three different functions run by three independent controllers. Don't try to combine functions by having the thermostat open the OA damper or dehumidistat start the AC compressor.

These controls have to control something that will run with or without AC. Ventilation with OA will require a fan and duct distribution system, not to mention air cleaning. Remove humidity without changing room temperature. If you can't jury-rig the AC compressor and coils to do that, you'll need a dedicated dehumidifier.

I haven't heard much about air circulation lately—how many CFM/SF for air changes to prevent stuffiness or odor? Before air conditioning, we talked about 4-6 air changes (.5 to .75 CFM/SF) of circulation (not OA). I have no idea how much air we need just for circulation. I'm guessing zero won't cut it. It's high time someone continues C.P. Yaglou's research on how many graduate students you can cram into a small space before they start to stink.

I didn't say much about air cleaning but I'm sure we need more, not less than before. Figure out what needs to be removed and how to remove it—without running the AC.

Moisture control is more critical than ever. Insulation prevents heat from penetrating the building enclosure—why the compressor isn't running. That means less (zero?) heat available for drying building materials. Figure out how to keep delicate, synthetic materials dry—without running the AC.

Expect to see over-sized air handlers for circulation, with only a portion of the air going over the cooling coil (I.E., face and bypass on DX systems). Expect dehumidification and air cleaning to be done by Injection (side stream).

De-coupling is not complicated. It's like having a roommate move out, leaving you to pay that share of the rent and utility bills.

De-coupling is everywhere these days. TV de-coupled movies from theaters. Smart phones and the internet have de-coupled news from advertising.

Increased fuel economy, not to mention electric vehicles, have de-coupled driving on roads from buying gasoline, leaving gas taxes an unreliable revenue source. Amazon® has decoupled shopping from going to the store. When two activities previously joined at the hip go their separate directions, you need to figure out a new strategy.

Finally, a word to the ductless air conditioning guys. You have figured out how to distribute cooling without using ducts. But OA and warm, dry air still needs to be circulated; not to mention cleaned. This will require, guess what, a duct system. I have a revolutionary idea. Rather than install an air handling unit (and condensate drain) in every room, why don't you hitch a ride with us in a duct system that will distribute OA, clean dry air, AND cooling from a central AHU. Nah. It'll never sell. Until next month then...stay tuned.

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

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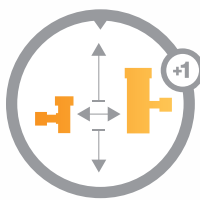
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DATE

Mon., June 3  
Tues., June 4  
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Tues., June 4\*  
Wed., June 5  
Wed., June 5\*  
Thurs., June 6  
Thurs., June 6  
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Mon., June 10  
Tues., June 11  
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Thurs., June 13  
Thurs., June 13  
Mon., June 17  
Tues., June 18  
Tues., June 18\*  
Wed., June 19  
Thurs., June 20  
Tues., June 25\*

TIME

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\* Live demo not possible, factory reps will be on hand to explain product use.

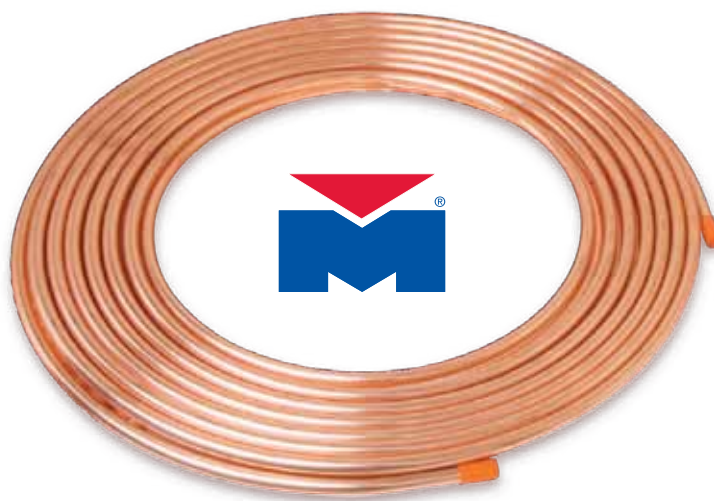
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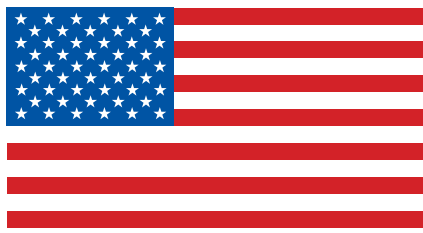
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# ACCA/CF Hosts Ruth King's Profitability Day Workshop at Venue on the Lake in Maitland



Paula C. Huband, FRACCA Executive Director  
with Ruth King, Profitability Master

ACCA/CF hosted Ruth King's Profitability Day Workshop on May 16th, at Venue On The Lake in Maitland. Profitability Day is one day of on-site training and an optional three months of follow up on-line training. At the end of the day, contractors should understand how to read their financial statements, how to analyze them, and have the tools to take action based on their findings.

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



Ruth King discussed  
"The Three Stages of Profitability"



There was a segment of the workshop  
where attendees calculated their own  
current net profit per hour



Ted Richards, Mike Hackett, Bob Cochell,  
Renee Cochell, and Jason Hoffman  
of Gulf Coast Air Systems attended the workshop



How to perform your weekly and monthly  
financial review was one of the topics  
included in the workshop



Emery Cary of ACCA/CF,  
Paula C. Huband, FRACCA Executive Director,  
Pat Ambrose of Ambrose Air



Ruth King gave instructions on where to look  
if your gross margins are not consistent



A nice buffet lunch of Tex-Mex grilled chicken,  
rice & beans, cesar salad, and brownie was included  
for attendees of the profitability workshop



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# ASHRAE Technical Presentation Grow Facilities AC Design

On Tuesday, May 14th, at 12pm ASHRAE Miami chapter met at the Brazaviva Steakhouse, 7910 NW 25th St, Doral, FL 33122 The technical presentation was about Grow Facilities AC Design by Mr. Channing E. Everett Sr.

With State of Florida approving medical marijuana grow and personal use, this topic was very in-

teresting for our industry, now and in the future.

This presentation assisted growers, developers and engineers in understanding plant growth, indoor grow building construction, and environmental control systems needed to maximize quality and yield of these products. This meeting provided 2 PDH Points.

Join us for our next meeting on Tuesday, June

11th, at 12pm at the Brazaviva Steakhouse in Doral. The technical presentation will be “How UV-C Can Reduce Energy, Maintenance Costs, and Improve IAQ” by Lorrie Todd, Southern Regional Manager for UV Resources.

This presentation briefly describes what UV-C technology is and how it’s produced.



ASHRAE Miami guest speaker Channing E. Everett Sr. with Tulia Rios, ASHRAE Miami president



David Vasey from Air Source, Emily Franco of Integrated Cooling Solutions and Jamie Fry of GreenTrol



Fernando Anzoategui and Vanessa Veloso of Procon Engeeniring



Jeff Campen of Pyke Mechanical, Jerry Flores and Jason Ayala of Ductsox, John Marinello of Pyke Mechanical



Jaime Bernat and Andre Saez of Saez Distributors



Vanessa and Cesar Herran of Wolfberg Alvarez & Partners with Abel Alonzo



Andre Saez of Saez Distributors enjoying the great buffet selections at Brazaviva Steakhouse



Tulia Rios, ASHRAE Miami President, welcomes members to the monthly meeting and announced the guest speaker



ASHRAE guest speaker Channing E. Everett Sr. talking about the importance of HVAC and plant dynamics in Grow controlled rooms

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COMPANY	SmartElectric	Diversitech	SUPCO®	Intermatic®	Intermatic®	ICM®	5-2-1®	Mars	Mars
MODEL NO.	SPD50UL	STXH240S05	LBK10	Defender	AG3000	ICM517	SPD150	83905	83904
Nominal Voltage	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase 2W+G	120Vac Single phase
Certification SPD TYPE	UL Type 1 SPD	UL Type 1 SPD	UL Type 2 SPD	UL Type 2 SPD	UL Type 1 OR 2 SPD	UL Type 2 SPD	TUV	UL Type 1 or 2 SPD	UL Type 1 or 2 SPD
UL listed	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 4	UL 1449 Ed. 3	UL 1449 Ed. 4	UL 1449 Ed. 3	NO	UL 1449 Ed. 4	UL 1449 Ed. 4
Surge component technology	PTMOV	TPMOV	TPMOV	TPMOV	TPMOV	MOV w/ Thermal Fuse	MOV w/ Thermal Fuse	TPMOV	TPMOV
Normal discharge rating (In)	10 kA	20 kA	10 kA	10 kA	10 kA	5 kA	10 kA	10kA	10kA
Clamping voltage	150 V	150 V	150 V	150 V	150 V	130 V	150 V	no data	no data
*Short Circuit current Rating (SCCR)	200KA	200KA	10kA	20KA	20KA	100KA	20KA	22kA	22kA
Max.Continuous Operating Voltage (MCOV)	150/320 V	150/300 V	150/300 V	150/300 V	150/300 V	130/260V	150/300 V	150/300 V	150 V
VPR	700VAC (L-G) 1200VAC (L-L)	600VAC L-N/G 1000VAC L-L	600VAC L-N/G 1000VAC L-L	700VAC L-N/G 1200VAC L-L	700VAC L-N/G 1200VAC L-L	800VAC L-N 900VAC L-L	600VAC L-N/G 900VAC L-L	800VAC L-N 1200VAC L-L	700VAC L-N
Enclosure Type	NEMA 4X	NEMA 4X	NEMA1	NEMA3	NEMA 4X	no data	no data	NEMA 3R	NEMA 3R
Disconnect equipment when self sacrifice?	YES	YES	YES	NO	NO	NO	NO	NO	NO



<https://www.youtube.com/watch?v=gL44tXiXu8&feature=youtu.be>  
Copy the link above and watch the 2 minute video.



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## LG Commits To Carbon Neutrality By 2030

SEOUL, May. 20, 2019 — LG Electronics (LG) has launched its aggressive Zero Carbon 2030 initiative, committing to achieving net-zero carbon emissions from its global operations within 12 years.

In line with its larger sustainable business strategy, LG will look to reduce carbon emissions from its global operations by 50 percent compared to a 2017 baseline by implementing various carbon reduction and renewable energy initiatives. This effort will help bring LG closer to reaching its ultimate goal of carbon neutrality, achieving a net-zero carbon emissions footprint by balancing carbon emissions with carbon removal.

Through a variety of strategic initiatives, the company will cut carbon emissions across its global production sites from nearly 2 million tons recorded in 2017 to 960,000 tons by the end of 2030. LG is looking to expand its high-efficiency facilities and technologies targeting greenhouse gas reduction, alleviating the creation of carbon emissions during the production process.

LG will expand renewable energy installations using solar energy products and actively utilize its own business-to-business technology solutions such as high-efficiency chillers and Energy Management Systems (EMS) to reduce carbon emissions.

Additionally, through the expansion of its Clean Development Mechanism (CDM) projects, LG plans to secure Certified Emission Reduction (CER) credits. Such forward-thinking CDM initiatives promote clean development in emerging nations by allowing businesses with carbon reduction commitments to implement emissions reduction projects in developing countries using their own capital and technologies. Such projects are critical to earning CER credits, which are issued by the United Nations Framework Convention on Climate Change (UNFCCC) after a thorough evaluation process.

As the first household appliance manufacturer to acquire CER credits in 2015, LG paved the way by utilizing highly efficient home appliances and cementing its status as a pioneering environmentally-conscious company. By the end of 2018, LG had secured a total of 340,000 tons of CER through its CDM initiatives.

“Our commitment to combating global climate change is unwavering. LG’s progressive steps in reducing carbon emissions at workplaces the world over, with many more UN CDM projects in the works, exemplify the company’s unwavering commitment to environmental sustainability leadership,” said Lee Young-jae, vice president of environmental safety at LG Electronics.

## Carrier Collaborates with Interplay Learning to Provide Innovative Virtual Reality Training Modules

INDIANAPOLIS, May 20, 2019 – To further its goal of providing cutting-edge training materials for dealers and distributors, Carrier will be working with Interplay Learning to create custom virtual reality (VR) training modules. The modules will feature product-specific content exclusive to Carrier and its network of dealers and distributors. Plus, Carrier users will also gain access to Interplay’s growing catalog featuring more than 100 hours of training. Carrier, a world leader in high-technology heating, air conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

These new VR modules will allow Carrier dealers and distributors to train on complex concepts virtually, using realistic, “hands-on” practice. In addition, the custom Carrier modules enable the use of brand-specific equipment allowing students to “work on” the actual Carrier® equipment that they’ll encounter in the field. This virtual space also supports providing dealers and distributors with advance access to new equipment before it reaches consumers, so they can be better prepared to work with new offerings.

By offering training in new and innovative ways, like VR, it supports Carrier’s efforts to address the skills gap that exists in the HVAC industry. The training is more accessible and modern, to help at-

tract and retain a new and emerging workforce.

“Carrier is committed to offering product-specific, innovative training resources to dealers and distributors,” said Holly Rhodes, senior manager, Training, Residential HVAC, Carrier. “We’re pleased to be working with Interplay as their exciting, new training modules should prove to be a game changer for Carrier technicians, as well as help attract and educate potential technicians about the industry.”

Another advantage for Carrier dealers and distributors is that these resources can be acquired and deployed almost anywhere. The fact that dealers and distributors do not have to go to a training center or specific location to learn should dramatically increase the adoption and utilization of these modules. Course materials are accessible by desktop, laptop or VR-headset and provide an immersive learning experience for engagement and field-like experience.

“Interplay is proud to align with Carrier, a company with a reputation for industry-leading training,” said Doug Donovan, CEO, Interplay Learning. “Interplay offers an expertise in simulation—we’ve trained more than 70,000 students and professionals with our simulation products. It’s been long-proven in the medical, aviation and military industries, that simulation training better prepares professionals for real-world experiences.”

For more information, please visit <https://www.carrier.com/residential/en/us/>.

## ASHRAE Launches New Refrigeration Webpage

ATLANTA (May 16, 2019) – ASHRAE announced the launch of a webpage to encourage the advancement of refrigeration technology and its application.

The new Refrigeration webpage, referred to as the “R” in ASHRAE, highlights the Society’s commitment to supporting the role of refrigeration worldwide. The webpage features resources information and publications concerning refrigeration and refrigerants such as standards, design guides, ASHRAE courses and more.

During her term, 2018-2019 ASHRAE President Sheila J. Hayter, P.E., appointed ASHRAE Region IX

Director and Regional Chair Trent Hunt to oversee a Board Task Group on Refrigeration. One of the primary outcomes of this task group was the release of the refrigeration page.

“ASHRAE has a longstanding history of supporting refrigeration research and technology,” said Hayter. “This page incorporates ASHRAE’s past in refrigeration, while keeping visitors abreast of our current objectives and leads the conversation on the future of refrigeration. We are confident that this page will be a powerful resource to industry professionals and the general public alike.” Visit the ASHRAE Refrigeration page at [www.ashrae.org/refrigeration](http://www.ashrae.org/refrigeration).

## Bosch Thermotechnology Corp. Reveals New Cooling Solutions Lineup for Summer

Watertown, Mass., May 29, 2019 – Bosch Thermotechnology will add three new products to its air-conditioning portfolio this summer with the new Inverter Ducted Packaged (IDP) Unit as well as second-generation upgrades to the Inverter Ducted Split (IDS) 2.0 and Minisplit 2.0.

“In the summer of 2018, Bosch unveiled its new psychometric lab to measure the performance of air-conditioning units in multiple configurations, and this lab has helped us launch the IDP, IDS 2.0 and the Minisplit 2.0,” said Goncalo Costa, director of air conditioning regional business unit, North America at Bosch Thermotechnology. “We’ve focused heavily on augmenting our air-conditioning portfolio, and we’re excited to offer our customers both new innovations and upgraded products.”

The Bosch Inverter Ducted Packaged Unit air-source heat pump provides superior efficiency, with a seasonal energy efficiency ratio (SEER) rating of up to 19, and a heating seasonal performance factor (HSPF) of 8.5. With a fully modulating inverter drive that precisely matches the heating and cooling load, and a multispeed, electronically commutated motor (ECM) x13 blower for enhanced humidity control and quiet operation, the IDP is an ideal choice for residential and light commercial applications. The IDP’s 85-step compressor offers 25 to 110 percent capacity, with modulation in one percent increments. Additionally, the two-way design allows for horizontal and down-flow installations, ensuring air return and supply are convertible. The IDP is easy to install and compatible with most standard 24VAC heat pump thermostats.

The Bosch Inverter Ducted Split 2.0 is Bosch’s premium air-source heat pump. With a SEER rating of up to 20.5, this heat pump offers a full Energy Star-compliant product range. The accompanying air handler includes an ECM x13 blower with two-stage fan control for enhanced dehumidification, and an all-aluminum coil for superior corrosion resistance. With a HSPF rating of 10.5 and heating operation down to temperatures of four below zero, this heat pump yields highly efficient operation, even in cold-climate applications. The Bosch IDS 2.0 outdoor unit can integrate with Bosch’s 96 percent AFUE gas furnace and cased coils for an exceptionally efficient dual heating and cooling system.

The Bosch Minisplit 2.0 expands Bosch’s Minisplit lineup with the second generation of the Climate 5000. The Minisplit 2.0 various models offer wall-mounted, four-way cassette, or concealed ducted installation. The hyper heat system allows the unit to maintain its efficiency in temperatures up to minus 22 degrees. The optional wired wall thermostat works in all types of indoor environments, and the wired wall thermostat for the wall-mounted system includes the “Follow Me” feature, which enables the thermostat to detect the room temperature. The Bosch Minisplit 2.0 requires little to no ductwork and is easy to install, with a small footprint. With precise zone control and turbo mode that cools and heats faster than a traditional system, the Minisplit 2.0 provides total comfort for both residential and light commercial applications.

These products launch in the summer of 2019. More information will be available as each product is officially announced.





# Oldach Hosts Customer Appreciation Day at their Kissimmee Location



Jesus Quiles of Oldach cooking up some tasty cheeseburgers, sausages, and hot dogs on the grill

On Friday May 17th, 2019, from 11:00am -2:00pm, Oldach Kissimmee hosted their Customer Appreciation BBQ at 1001 Armstrong Blvd. in Kissimmee. Jesus Quiles of Oldach was busy on the grill, preparing some delicious cheeseburgers, sausages, and hot dogs, to satisfy many hungry Oldach customers!

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



Everyone enjoyed the customer appreciation day at Oldach in Kissimmee!



Valdo Cruz of Mac Mechanical, Daniel Padan of PD Mechanical, Jesus Quiles of Oldach, Oscar Burgos of Mac Mechanical, Lorenzo Valasquide of Valencia College



Gabriel Rivera of Oldach with Lorenzo Fernandez of Central Florida AC



Jose Marques of Multiplex HVAC, Wilberto Rivera of Oldach, Elliot Sanchez and William Perez of DC/AC Refrigeration



Jose Marques and Jose Correa of Multiplex HVAC, Gabriel Rivera of Oldach, and Eddie Morales of Multiplex HVAC



Jesus Quiles of Oldach with Oscar Burgos of Mac Mechanical



Everyone came together for a group photo at Oldach in Kissimmee!

## Message from FRACCA President Rick Sims



I have been privileged to have attended several apprenticeship graduation ceremonies recently and a few more are scheduled in coming weeks. Congratulations to all of our graduates across the state who are completing their apprenticeship this year. Congratulations to all the instructors, program administrators and volunteer boards who pulled it off. Now is the time of year that we celebrate the results of your good work.

FRACCA takes on issues that individual contractors would find very difficult or impossible to handle alone. Our lobbying, building code, contractor licensing and fair-trade efforts are all endeavors that we come together on because none of us could be nearly as effective individually. Our apprenticeship programs are perhaps our finest examples of what can be accomplished when our contractors come together to do big things.

The programs that I have visited around the state are fantastic. I have met some really sharp apprenticeship instructors and toured their facilities. One of the things that all these successful programs have is the solid support of their contractors. I can also see clear evidence of support from associate members and equipment vendors who have filled labs with interesting equipment donations and lab components that our students can study. One good teacher can make a big difference. A supportive administrator and apprenticeship board can make a difference. Volunteers and those who reach out to

help our programs make a difference. But when you can put them all together you have really got something special.

At the 2019 FRACCA conference, I attended a presentation by Ruth King. She said something about our workforce that I had never heard her say before. Ruth King said: "In the nineties success was all about sales; going forward success will be all about your ability to attract and retain talent". Ruth is right! What good will sales do if we do not have the resources to schedule the work?

Our HVAC family continues to expand! In 2018 we welcomed PACCA ( Polk Air Conditioning Contractors Association ) into the fold. I have heard news that they are expanding their apprenticeship program to an additional location to accommodate the demand. FRACCA's growth continues; this year we will welcome FRACCA's newest chapter from Florida's northwest. We are excited to announce that the Big Bend Air Conditioning Contractors Association has formed and will join our other chapters around our state.

I enjoyed meeting the new BBACCA ( Big Bend Air Conditioning Contractors Association ) members in Tallahassee a week ago. These contractors and associates serve Leon, Jefferson, Wakulla, Gadsden and Franklin counties in Florida's panhandle. They are spread out across a large geographical area but have found ways to come together to serve the interests of the HVAC industry. I enjoyed hearing their ideas for the future and watching the enthusiasm that they are bringing to the rest of us. I am looking forward to the official BBACCA induction ceremony on June 26th, See you there!

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 813,605 units in March 2019, down 1.8 percent from 828,513 units shipped in March 2018. U.S. shipments of air conditioners decreased 2.4 percent, to 515,353 units, down from 528,041 units shipped in March 2018. U.S. shipments of air-source heat pumps decreased 0.7 percent, to 298,252 units, down from 300,472 units shipped in March 2018. 424,228 units shipped during the same period in 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.9 percent, to 1,861,009, up from 1,827,120 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners increased 1.1 percent, to 1,114,034 units, up from 1,102,420 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 3.1 percent, to 746,975, up from 724,700 units shipped during the same period in 2018.

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# "THE DUCT-FREE ZONE"

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

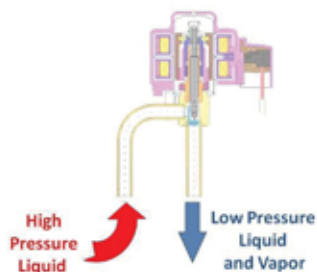


WHY NO HIGH-SIDE SERVICE PORT ON A MINI SPLIT? This is what I call the great mystery of the inverter mini split and one that the industry, and myself for that matter, hasn't done a great job solving. I'm going to attempt to change all that right now...

First, we have to review what some may think is elementary and rudimentary, but I feel strongly that I need to lay a basic foundation so I can eventually get to the bottom of this.

Let's take a look at what the expansion valve does to system pressure...

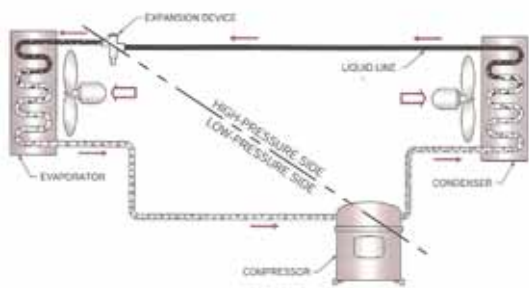
THE MINI SPLIT REFRIGERATION CYCLE  
EEV Valve Operation



The expansion valve in an inverter mini split, an Electronic Expansion Valve EEV, takes in high pressure liquid refrigerant and discharges low pressure liquid / vapor refrigerant.

OK...now let's see how this works in a "standard" refrigeration system where the Thermostatic eXpansion Valve TXV is located in the fan coil unit / evaporator.

THE STANDARD REFRIGERATION CYCLE

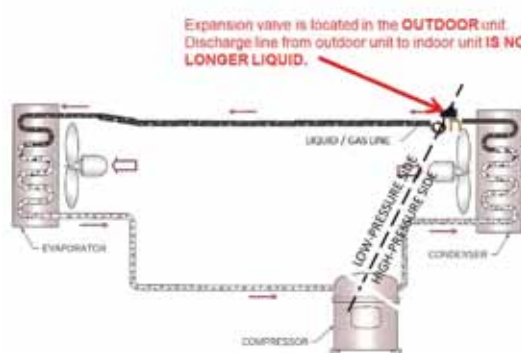


In this case, the system has a clearly defined high & low side which can be accessed at the two service ports (suction & liquid), of the outdoor unit. Because the expansion valve is in the fan coil / evaporator

located inside the home, the suction service port will display low pressure and the liquid service port will display high pressure. This is why standard, (unitary) outdoor units have two service ports.

The inverter mini split however, places the expansion valve in the outdoor unit and that changes EVERYTHING!

THE MINI SPLIT REFRIGERATION CYCLE



It shifts the low pressure / high pressure border to within the outdoor unit. The high pressure side is now only represented by the internal piping between the compressor discharge and the expansion valve inlet.

You know what this means don't you?

Now, what has commonly been known as the suction (low pressure gas), valve and the liquid, (high pressure liquid), are now both low pressure gas. Even if the mini split had a second service port on what is commonly called the liquid, it would display essentially the same pressure as the suction service port because it is located downstream of the expansion valve outlet, which as described earlier, takes in high pressure liquid and discharges low pressure liquid / vapor.

I believe, and more importantly the inverter mini split industry believes, that placing a second service valve at the outdoor unit would only confuse the situ-

ation by implying that something different, (pressure) would / should be found there...and as you now know, that's not the case.

I had a gentleman in one of my recent classes say to me, "look, the compressor still has suction and discharge so there has to be a high side."

He is right...the problem however is that the high side discharge tubing coming off the compressor is internal to the outdoor unit and only about a foot or two in length between the discharge of the compressor and the inlet of the expansion valve (of course the condenser is between the two).

Remember, the connection on the outdoor unit for the liquid, (although it's not liquid), is downstream of the expansion valve outlet...so its low pressure gas / liquid!

I have seen a mini split outdoor unit that did provide a Schrader valve on the high side piping internal to the outdoor unit's cabinet...only accessed by removing an outer cabinet panel.

I consider this a novelty at best...

If you want to see the high side pressure on a mini split it's really easy to do...simply place the system in the HEAT mode and be sure you have your high side gauge and hose attached to the singular service valve of the outdoor unit.

...mystery solved!



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

## Latest Technologies In High Demand At Last Week's ISH China & CIHE

Strong demand in the domestic market, including for clean energy heating solutions, ensured ISH China & CIHE concluded on a high note on 8 May. 72,613 visitors passed through the doors of the New China International Exhibition Center over three days to source the latest HVAC products and technologies, marking a 3.4% increase from last year (2018: 70,202).

Asia's leading industry event featured 1,300 exhibitors this edition (2018: 1,317) and occupied 116,000 sqm, the same space as last year. Reflecting demand in the Chinese market, two new zones debuted this edition: a Floor Cooling & Heating System Display Area and New Clean Energy District Heating Area. In particular, exhibitors noted the continued strong demand from visitors at the fair for greener heating solutions, following the central government's continued implementation of environmental protection policies. Exhibitors in the German Pavilion and the Overseas Areas were also positive about their prospects in the Chinese market, noting high interest in quality products and the latest technologies, and confirming the fair's effectiveness as a platform to access the Chinese market.

With the HVAC sector continually evolving, ISH China & CIHE is also an important event for industry players to stay ahead of the curve with the latest knowledge and insights. A large number of events during the fair focused on clean energy, while topics such as smart heating, BIM technology, AI applications and global developments & trends were also discussed.

## HVAC/R Leader NAVAC Introduces User-friendly Hydraulic Tube Expander

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, has introduced a compact hydraulic tube expander suitable for expanding large copper tubes in tight spaces. The user-friendly Model NTE11H Hydraulic Tube Expander offers single-handed operation in line with NAVAC's mission of providing tools that make HVAC/R technicians' jobs less complicated and more efficient – both crucial to busy technicians charged with conducting efficient yet exacting service.

Featuring an ergonomically designed pressure release knob, the NAVAC NTE11H offers a differentiating maintenance-free vacuum-sealed hydraulic system. Among other benefits, this helps make the tool exceedingly durable: with a lifecycle of over 200,000 uses, the NTE11H is designed for long-lasting operation.

With a multi-type connector, NAVAC's NTE11H hydraulic tube expander comes with seven different fittings for various tubing sizes, as well as a deburring tool and a high-quality tube cutter. These are

housed in a product-specific carrying case.

"Today's busy HVAC/R techs are asked to perform precision maintenance activities in a wide variety of circumstances and environments, and are looking for tools that make their demanding job as simple and efficient as possible," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC. "Our intuitive, single-handed hydraulic tube expander is a strong example of tools designed with techs in mind."

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of industrial vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering unsurpassed efficiency, accuracy and ease of use.

Comprising a full lineup of tools, gauges, detectors, charger and vacuum pumps, among other solutions, NAVAC's product portfolio is designed with one overarching concept in mind: user-friendliness. The company seeks to meet a need for simpler, lighter, faster solutions that expedite service without sacrificing accuracy.

For more information, [www.navacglobal.com](http://www.navacglobal.com).





# 2019 ACCA/CF Apprenticeship Graduation at The Venue on the Lake in Maitland

The 2019 ACCA/CF Graduation was held on May 11, 2019 at The Venue on the Lake in Maitland, FL. A total of 82 Apprentices graduated this year, and we are proud to announce that the Chris Bright, Apprentice of the Year Award was given to Mr. Ker-tus Gilbert, 3rd Year Graduate of Mr. Don Shehane's Class. Mr. Dominic Bell was awarded the Gary MacLeod Achievement Award, Always Striving for

Success. There were a total of 12 Apprentices with Perfect Attendance, and our Highest GPA of each class averaged over 95%.

A Special Thank you to our Keynote Speaker from Orange Technical College Michael D. Armbruster, Ed.D., Associate Superintendent, Career and Technical Education.

A Special Thank you to Blacks Supply who pro-

vided the Tool Bags and Gauges for our 3rd year Apprentices. To Tropic Supply for donating \$75 gift cards for our 3rd year Apprentices. To Johnstone Supply for donating a digital set of gauges for the Apprentice of the Year.

Thanks To Emery Cary, our Apprenticeship Co-ordinator and the Entire ACCA/CF Apprenticeship Committee and Board of Directors.



The Keynote Speaker was Michael D. Armbruster, Ed.D., from Orange Technical College



1st Longwood - Tony Duncan - Conley, Cossio, Cox, Eldredge, Knudsen, Lambert, Link, Miller, Mitchell, Zimmerman, Zirkle



1st Westside- Keyshay Davis - Brown, Butler, Canino, Colwell, Deliverance, Diaz, Dunworth, Jessmore, Kelley, Lorenzo, Mouimi, Pizarro, Tillman, Vu



2nd Westside - Juan Martinez - Bell, Bernier, Bush, Celeste, Frometa, Gillette, Hardwick, Jackson, LaForest, Molina, Ordonez, Perez, Rodriguez, Sharp, Singh



2nd Longwood - Benitez, Cavato, Dery, Gosto, Johnson, Lopez, Parenti, Schultz, Sheffield, Soto



2nd Westside - Ashley, Davis, Gabriel, Haas, Bush, Kimble, Melendez, Minnick, Perez, Ramirez, Svehlek, Tyson



3rd Longwood - Constable, Facemyer, Garcia, Hord, Le, McCafferty, Menedez, Sluce, Bonnaire



3rd Westside - Eddleman, Espinales, Evans, Fuentes, Gilbert, Higerson, Idiaquez, Johnson, Rivera, Rodriguez, Romero, Roshak, Schwenneker



Instructors: Tony Duncan, Ellen Logue, Andrew Brunkala, Gary Macleod, Mark Wesson, Ken Zalk Juan Martinez, Don Shehane, Ray Pierce, Keshay Davis, Emery Cary

## Plug N' Cool Helps Retailers Lower Energy Consumption

by John Prall, technical engineer for Embraco



With the summer weather heating up, retail refrigeration is kicking in to high gear. Last fall, Embraco, one of the largest global cooling specialists, rolled out the U.S. launch of the Plug N' Cool, a complete cooling solution for the food retail chain, supermarket and convenience store segments.

With its simplified installation process, the Plug N' Cool is designed as a drop-in solution for reach-in refrigerators. Its innovative sealed and modular concept improves the experience for customers and OEMs, and even consumers, by increasing the flexibility of the store's architecture.

The "plug and play" refrigeration option simplifies the installation process with a 70 percent faster install time and eliminates the need for a separate machine room, which in turn is a gain in retail space. This allows cooling system engineers to have faster time to market. The modular concept design also grants a new

level of flexibility for grocery store layout and easier maintenance.

The Plug N' Cool is available for both cold and frozen, vertical applications. It uses R-290 natural refrigerant and complies with U.S. standards. It was specifically designed with top efficiency components. End users need not worry about leakage. Because it is self-contained, the Plug N' Cool has negligible leaking rates and allows end-users to operate in-line with GreenChill™, an Environmental Protection Agency partnership with food retailers that aims to reduce refrigerant emissions and decrease the impact on the ozone layer and climate change.

Supermarket case study confirms better food preservation and cooling capacity with lower energy consumption, gains in internal space

In a case study of Mig Atacarejo Group, a family-owned supermarket chain with seven stores and four distribution centers in Brazil, the supermarket chain made the switch to the Embraco Plug N' Cool and has been reaping positive results both with its bottom line and in increased customer satisfaction. One of the noticeable key impacts during the case study was the reduction in the supermarket's electricity bill. With the Plug N' Cool, energy consumption fell from 38.4 kw/h to 34.5 kw/h, even with a 25 percent larger display area. This represents a 32 percent decrease in energy consumption per m2. It's estimated that in five years, the reduction in energy expenses and system maintenance should be around 22 percent in total.

"When you install an energy efficient solution like this, it impacts the environment less. It can also be reflected in the consumers' perception, generating better business results," said Josue Cesar Miguel, partner of the Mig Atacarejo Group. The improvement on food preservation inside the displays was another important point perceived by the supermarket. "We are now using this self-contained refrigeration system, and doors. So, we have seen a significant increase in the quality of the cold inside the cabinet," he adds.

Available in two versions

The water cooled condenser doesn't emit heat into the environment. It's ideal for supermarkets and other establishments with chiller or water cooling towers. The air cooled condenser has conventional condensation and is ideal for professional kitchens, convenience stores and small markets.

If a store remodel or energy saving plan is in your future, consider the space savings and energy savings afforded by the Embraco Plug N' Cool.

*John Prall serves as a Technical Support Engineer at Embraco North America. His responsibilities include providing engineering technical support for commercial and aftermarket customers, including assisting customers in selection and application of hermetic compressors. He also trains customers on compressor technology and market trends through customer visits, trade show presentations and webinar activities.*





# SFACA 2019 Annual Golf Tournament at Parkland Golf & Country Club May 23, 2019



The most popular hole was the RGF ladies and their "Best Shot Tent"

This year's golf tournament was on Thursday, May 23, 2019 at The Parkland Golf & Country Club. The 7118-yard course was in tip top condition. More than 100 golfers participated in the tournament. RGF Environmental was the Title Sponsor for the tournament.

Registration began at 11:30AM with a Shotgun start at 1PM. The weather was warm and sunny. Beverages were available on the course thanks to Tropic Supply and Honeywell. The golf cart sponsor was York Source 1. Longest drive sponsors were Refricenter and Trane SF. Closest to the Pin was Baker Distributing and Hubbard Radio. After the tournament, a gourmet buffet was sponsored by Carrier Enterprises and Goodman Distribution. Many great prizes, raffle, and awards followed after dinner.



The Golf Pro at Parkland Country Club gave the golfers some rules and instructions



Christian Hernandez, Neil Arteaga, Rich Petrocene, and Jose Hernandez for Refricenter



Irving Hernandez, Ray Bunyan, and Howard Pearl for Pride Air Conditioning



Matthew Ullrich, Tom Geiselman, Mike Mulleave, Jim Mullins, and Mike Bretz for Advance Work Vans



Brad Cox, Rich Murton, Chuck Schmiedel, and Rich Smolen for Nu-Calgon



Ramon Delgado, Bill Bramblet, Pierre Poirier, and Robert Herd for Johnstone Supply Ware Group



Shane Munson, Robert King, Erik Johns, and Mike Lloyd for Honeywell Home Resideo



Bob Spann, Saad Ahmad, Steve Gaddy, and Ray Messier for Goodman Distribution



Tom Miller, Cliff Boady, John Alcutt, and Dave Montanis for Goodman Distribution



Paul Yates, Eric Advonilc, Lenny Vigliotti, and Tedd Jaguszyn for Goodman Distribution



Nick Vosburgh, Chuck Walsh, and Tyler Rush for Fresh-Aire UV



Greg Goldston, John Flathe, Zach Fraley, and Stephen Farinhas for GMC Air Conditioning



John Brescia, Fred Perfetto, John Micallef, and Ron Ellish for Cousins Air Inc.



Ed Lawton, Ben Lisiewski, and Kenny Tyson for Enterprise Fleet Management



Steve Ruud, Tim Aman, Joe Wehrle, and Gary Giancarli for Carrier Enterprise



Gary Reeves, Tim Alexander, Kavin Ward, and Albert Barcia for Carrier Enterprise





**SFACA 2019 Annual Golf Tournament - Parkland Golf & Country Club - May 23, 2019**

# SFACA Golf Tournament Winners Circle



2nd Place Team with 56: Chuck Schmiedel, Brad Cox, Rich Smolen, and Rich Murton, for Nu-Calgon



1st Place Team with 54: John Alcutt, Tom Miller, Cliff Boady, and Dave Montanis for Goodman Distribution



Brian Birchenough, Mike Bianco, Brian Lippard, and Tom Griswold for Carrier Enterprise



Alfredo Andrial, Rubén Alvarez, Frank Quesada and Claudio Rubiera for Brown and Brown of Florida



Craig Sanscrainte, Doug Lindstrom, Dougie Marty, and Danny Marty for Lindstrom AC



Chris Erickson, Ed Abreu, Tony Ruggier, and Erico Sampaio for Baker Distributing



Mike Mastrianni, Ryan Kaye, Mike Guerreri, and Laurent Robinson for WTVJ Channel 6



Jim Schaefer, Chris Donofrio, Eric Bonde, Lester Davis, and Jason Stone of York Source1



Rick Urdaneta and Vince Clibito for Weston Nissan with the RGF ladies



Ryan Clapp, Adam Rousseau, Joel Rodriquez, and John Weber for Trane South Florida



Randy Castricone, Roger DuFort, Mike Pienkowski, and Blake Zanzig for Trane South Florida



Steve Myers, Greg Riordan, Austin Myers, and Mike Curry of Steve Myers Insurance



Tim Donovan, John Morrill, Chris Freitas, and Alex Sibilly for Sprint



Sean Wahl, Robert Allen, Kalib Guettler, and John Yun for RGF Environmental Group



The buffet prepared by the Parkland Country Club Chef was really delicious!



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## HVACR Education Teaching the Unknown

*How can HVACR instructors prepare students and technicians for the unknown? This is a challenge facing HVACR instructors today.*



Technological advances in the HVACR industry are moving at an alarmingly rate of change, requiring HVACR instructors to continually adapt to keep the training they offer aligned with what the industry now requires from successful field technicians.

One very real challenge facing the industry is that HVACR instructors must now teach technologies that they themselves never encountered when they were in the field. To assist HVACR instructors in meeting the challenges associated with incorporating emerging technologies and teaching techniques in their classrooms, while assisting them gain confidence teaching the basics, HVAC Excellence hosts the National HVACR Educators and Trainers Conference.

This annual event provides a forum where HVACR instructors from community colleges, trade schools, apprenticeship programs, wholesalers, utilities and industry trainers, can gather to become more effective instructors. In addition, the conference exposition allows instructors to meet face to face with manufacturers, associations, publishers who can help them transform their programs.

Nearly 800 attendees from across North America participated in the 2019 conference, to become more effective instructors. Having so many instructors gathered in one place provides an opportunity for manufacturers and subject matter experts to help advance education in the HVACR industry. In doing so, instructors can incorporate new technologies into the classroom, and better prepare technicians, which can lead to reduced warranty claims and callbacks.

Preparation for the 2020 National HVACR Educators and Trainers Conference is now underway. Companies seeking to advance education in the HVACR industry are encouraged to visit [esco-group.org](http://esco-group.org) and click the conference link. This will provide them additional information on the event, conference venue, provide them access to the call for presenter application, and register to exhibit at the conference.

While the conference is nearly a year away, a large number of companies already pre-registered for the 2020 event. Exhibit space having traditionally filled up quickly, interested parties are encouraged sign up early.

Regardless of one's role in the HVACR industry, our success is tied to the success of the instructors in our industry. While continual technological changes can be viewed as an obstacle, it can also be viewed as an opportunity. An opportunity for the industry to meet the challenges we face, by uniting around HVACR education.



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**16th Annual Conference**  
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# The International Code Council Releases Comprehensive Natural Disaster Preparedness Guide

Washington, D.C. – Today the International Code Council released a Natural Disaster Preparedness Guide to help communities plan ahead for hurricane season, which begins on June 1. With severe weather occurrences becoming more frequent, preparation is key to protecting the safety of buildings and communities in storm-prone areas. The guide also provides tips for staying safe during and after a hurricane or severe weather.

The National Oceanic and Atmospheric Administration (NOAA) has forecast that the 2019 Atlantic hurricane season will be near normal, with nine to fifteen named storms, including four to eight hurricanes. Of those, two to four are expected to grow to Category 3 or stronger.

Last year's hurricane season was especially destructive, resulting in more than \$1 billion in estimated damages. Organizations like the Federal Emergency Management Agency (FEMA) and the Code Council are partnering to ensure that home and business owners have the information they need to minimize damage if strong storms hit their regions.

"While we cannot stop natural disasters from happening, we can help ensure that our communities are prepared and ready to respond as needed," said Dr. Daniel Kaniewski, FEMA Deputy Administrator for Resilience. "Hurricanes and storms of all sizes can cause significant damage, but communities can mitigate the resulting human and financial toll by taking action before severe storms."

The Code Council is a member of FEMA's Resilient National Partnership Network, and the two organizations share a commitment to educating the public about how they can make their communities safer, more resilient and better able to withstand damage caused by hurricanes and other natural disasters.

"Advance preparation, including adopting and enforcing up-to-date building codes, is one of the best ways to protect our homes, schools and businesses from severe weather," said Code Council CEO Dominic Sims, CBO. "We are proud to partner with FEMA to share this valuable information to aid in natural disaster preparation."

## RGF Announces AirMation® High Efficiency Air Cleaner for Vehicle Exhaust Removal



Riviera Beach, Florida (April 29, 2019) – RGF® Environmental Group, a leading manufacturer of air, water, and food purification systems announces the AirMation® High Efficiency Air Cleaner for industries prone to vehicle exhaust emissions and other hazardous airborne pollutants that represent a risk to personal health and safety.

The AirMation® provides a safe, healthy workplace without the need for hanging hoses, restricted pathways, or building/vehicle modifications. Installed overhead, the AirMation® is installed independent from existing HVAC ductwork, operates quietly, and is designed for high-volume air flow. An optional indexing pre-filter is available and beneficial in environments where heavy airborne particulate would normally clog more expensive filters in a short time.

Fire and ambulance stations, municipal garages, transportation terminals and parking garages are typical areas subject to increased noxious gases including nitric oxide and carbon monoxide. The air quality is also heavily compromised in manufacturing and maintenance facilities that involve welding, grinding, sanding, painting, and printing.

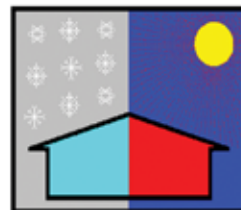
"Vehicle exhaust and airborne gases represent significant occupational health and safety risks to workers through extended exposure," explains RGF's Vice President of Business Development, Tony Julian. "The AirMation removes particulates, contaminants and carcinogens that migrate into a building when vehicles sit idle. With the AirMation units installed overhead, we're able to effectively and continuously clean the air without handling hoses or making expensive modifications to buildings or vehicles."

AirMation® industrial air cleaners utilize a proven progressive filtration system with impregnated activated carbon designed to remove airborne particulate and gaseous pollutants to within regulatory requirements. Independent testing has shown that AirMation® cleans the air to containment levels far below OSHA and NIOSH standards.

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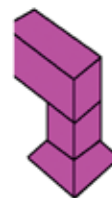
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Early Registrants are eligible for the Captain's Party Prize drawing.

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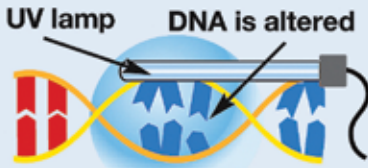
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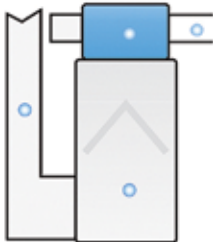
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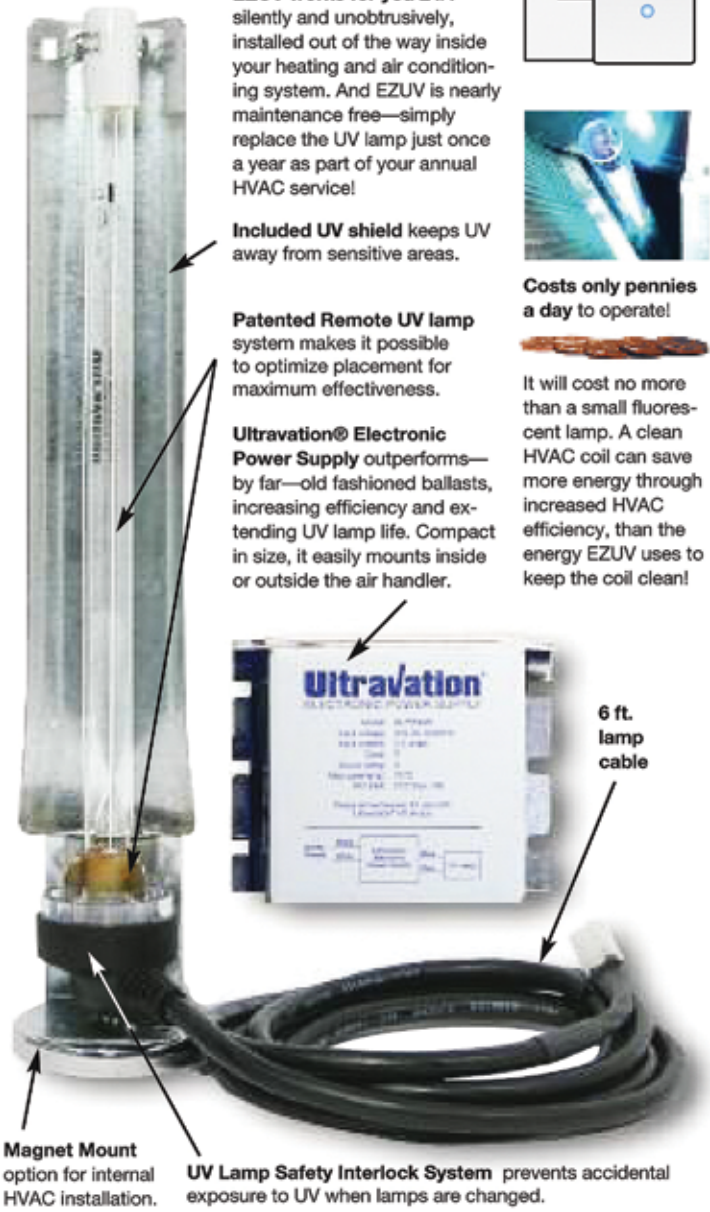
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