

TODAY'S A/C

& REFRIGERATION NEWS

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SFACA Hosts The Power of Right Pricing Workshop at York in Pompano (see page B6)



Gemair Holds The hilmar "Fastest Hands Competition" in Pompano Beach (see page 22)



PBACCA 28th Annual High-E-Fish-Sea XXVIII Fishing Tournament (see page B12)



Tropic Supply Hosts National HVAC Technician Day at all Resource Centers (see pages B10-B11)



RefriAmerica at (MACC) Miami Airport Convention Center (see page B14)

Summer of 2019 Refrigerant Industry Update

Article by Will Gresham, Executive Vice President of Dynatemp Refrigerants



Jeff Schlichenmeyer
Publisher

Tariffs, trade wars, anti-dumping, Kigali, international regulations, and climate change. These are just a few of the factors affecting the current refrigerant industry to some extent. Note that none of them include weather, which has traditionally been the driving force behind refrigerant demand and price volatility. Over the last several years, we have seen each of these factors impact refrigerants in various ways, and to varying degrees. In looking ahead to Summer '19, we will look at each of these factors and their potential impacts. Please note that these are opinions, and should be taken into consideration as such.

As we move past the halfway point of the Administration's first term, we have seen the focus shift

to trade and international sanctions lately. For the refrigerant industry, this has meant increased prices on steel cylinders imported from China, as well as the looming threat of tariffs on the remaining products produced in China and imported to the US, including component refrigerants. Put together with the current anti-dumping duties already in place for packaged HFC's from China, there is potential for a major disruption in the market this year. Component refrigerants (R125, R32, etc) that were originally excluded from the previous round of anti-dumping duties are now on the list of potentially tariffed products if the trade war with China continues to escalate.

As you know, the vast majority of the global supply of HFC's originates in China. This would result in increased cost of refrigerant(s) from the PRC, whether imported in bulk to be packaged in the US, or brought in already packaged. As we have seen in the past, China is willing to manipulate the yuan to mitigate some of the effects of the tariffs, but a 25% proposed tariff would likely be too great to offset.

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Report Finds Florida Fails To Regulate Utility Monopolies

State's Lack of Oversight Leaves Ratepayers Unprotected

ST. PETERSBURG, Fla. – A state-wide small business alliance called the MEP Coalition for Fair Competition today released a report entitled "Florida's Failure to Regulate" which found that the Florida Public Service Commission, the State Legislature, the Attorney General and all those charged with the protection of consumers have failed to provide reasonable regulatory oversight and restrictions on the expansion of utility monopolies. This leaves consumers, rate payers, small businesses and local communities at risk while utilities leverage their monopoly status and use ratepayer funds to subsidize expansion into new unregulated industries.

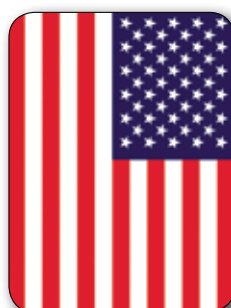
Over the past twenty years, many utilities across the U.S. have attempted to leverage their monopoly power, access to customer data and ratepayer funded infrastructure to subsidize easy entry into electrical, heating, air conditioning, plumbing and other industries. In response, many states have enacted laws to regulate so-called Utility Affiliate Transactions, preventing regulated utilities from using ratepayer funded resources to subsidize nonregulated subsidiaries. By contrast, Florida has yet to implement even the most basic regulatory protections.

The MEP Coalition stated that this is likely due to the massive political spending, lobbying and donations by the utilities. In fact, Integrity Florida reported that Florida's four largest energy companies contributed more than \$43 million to state level candidates, political parties and political committees in the 2014 and 2016 election cycles.

The coalition's review of 13 states chosen randomly illustrates the type of restrictions used across the country to prohibit misuse of ratepayer funds and prevent subsidization. These regulations address the sharing of customer data, joint marketing, sharing of personnel and corporate infrastructure and much more in order to shield ratepayers, local businesses and entire industries from insurmountable and unfair competition.

"This report demonstrates that Florida has fallen behind other states when it comes to regulating these utility monopolies," said Skip Farinhas, President of South Florida Air Conditioning Contractors Association which is a member of the coalition. "We can't allow aggressive lobbying and political spending to prevent our elected officials from doing the right thing to protect consumers, ratepayers and small businesses."

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Last month I wrote about Law #1 – Live, eat, and breathe net profit per hour. This week I cover Law #2. Discover true cost

Understand all of your costs. By tracking all of your costs you can make decisions about whether the costs are acceptable or whether they should be cut. There are four types of cost: Direct, Indirect, Tangible, and Intangible

Direct costs are those costs you incur because you sold something. If you don't sell, you don't incur these costs. Direct costs usually include labor used to produce jobs, equipment, materials, commissions and SPIFFs, warranty, freight, subcontractors, union dues, and permits.

Labor cost can be tricky. Only the job labor goes in direct cost. Vacations, holidays, meeting time, and other unapplied time is an overhead expense. You can't bill for this time. Yet, you pay the employees for it. Some contractors put payroll taxes for the field employees in direct cost. It doesn't matter where you put it.

Commissions are always included in direct cost. No sale. No commission. If you pay a sales person a salary plus commission, that salary goes in overhead.

Indirect costs (i.e. overhead) are all of the costs you incur to stay in business. These include rent, utilities, office salaries, etc. Look at the overhead cost list on your profit and loss statement to see all of them.

Tangible costs are costs that you can see. These are the costs that you write checks for. They include the direct and indirect costs for your business.

Intangible costs are the most dangerous types of costs because they are "hidden" and can dramatically affect your profitability. One of the typical in-

tangible costs is sales cost. Owners accept a lot of intangible sales cost. If your sales person's closing ratio is 25%, he is "burning" 3 out of 4 leads. How much do those leads cost? Is burning 3 out of 4 acceptable?

Lead cost includes all marketing and advertising, including referrals, web costs, social media costs, and traditional advertising costs such as radio, television, and newspaper. Track the number of leads generated from these types of media. It's as simple as asking, "How did you hear about us?" when a new customer calls or "What prompted you to call us today?" for a customer in your data base. Most software packages can track this for you. It's as simple as putting in the data.

Look at sales closing rate from a profitability perspective. Assume your average sale is \$10,000, your desired net profit per hour is \$100, and it takes 2 men 8 hours to install a residential system. That generates \$1,600 net profit for each job (16 hours times \$100 per hour). If your sales person is given 500 leads a year (10 leads a week for 50 weeks), his closing ratio increases from 125 closed jobs to 250 closed jobs. This generates an additional \$200,000 in profit (\$1,600 times an additional 125 jobs). What amount of intangible lead cost are you willing to accept?

The other major intangible costs are warranty and call back expenses. Even if you expense a small percentage of material cost for every job and put it on the balance sheet as accrued warranty expenses to cover the inevitable warranty costs, the amount on your balance sheet is not your true warranty cost.

When a warranty call or call back occurs, the technician's time and part cost is usually transferred to the service department to cover that cost.

However, most contractors only cover the direct cost. Some cover the overhead cost per hour too. None that I know will let the service department get a profit on warranty expense. As a result, the department loses the amount of profit they could have generated for a "real" service call.

When you bill a manufacturer, they give you a labor rate which never covers all of your intangible costs. The most expensive is lost revenue opportunity cost. Not only do you have expense of paying for the technician's time, truck and overhead expenses, you cannot generate revenue during that call. If a technician takes two hours to perform that warranty call, that is two hours that he cannot generate revenue. If your average service ticket revenue is \$250, then you've lost the ability to generate \$500. Add the lost opportunity cost to the warranty expense.

The most expensive call backs are stupid mistakes – leaving a disconnect off, not putting a panel back on a unit, etc. How many are you willing to accept before firing that employee? Track all of your costs, tangible and intangible.

Get Your FREE Leak Policy Letter

Three years ago I wrote a leak policy letter for a contractor who was having huge refrigerant warranty leak issues. When we implemented the letter and trained the techs how to use it, warranty leak repairs went to zero – that's right – zero. I give this letter to every contractor who wants it – FREE. No strings. No hoops to jump through. No guarantees of the same results.

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Hardcast Launches New Contractor Reward Program

Hardcast has launched a contractor reward program that gives the opportunity to earn points for valuable gifts everything they use the Hardcast family of products. The Hardcast family includes all Carlisle HVAC, DynAir, Hardcast and Nexus brands. The program is located at www.hardcastrewards.com and is a mobile friendly site that acts like an app without having to download anything from the app store. Simply bookmark the location www.hardcastrewards.com. The program



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HARDI Distributors Report 1.9 Percent Revenue Decline in May

COLUMBUS, Ohio, June 27, 2019– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing average sales growth by HARDI distributor members declined by 1.9 percent in May 2019. The average annualized sales growth for the 12 months through May 2019 is 9.8 percent. “Given the challenges this month, I think a sales dip of only 2% is quite an achievement,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Most regions had very difficult sales comparisons versus May of 2018 that was much warmer than normal in many regions, and there was excessive precipitation this May across the Central and Southwest regions.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is unusually low for this time of year. “DSO usually increases this time of year as cooling season gets rolling,” said Loftus. “May was cooler than normal in the Northeast, Central and Western regions. Then all the rain in the Central and Southwest regions interfered with activities. June will likely be closer to normal and so will the DSO.” “The annual growth rate was in double-digit territory from October 2018 through April 2019, but that will be difficult to preserve through the second half of the year,” said Loftus. Job growth is slowing, residential permits peaked last summer and are down 2%, existing home sales are down by nearly 4%, the latest Conference Board’s June Consumer Confidence Index experienced the largest one month decline since 2015, and the ABI is struggling to stay in the expansion territory above 50. “An unusually warm summer can stimulate enough demand to offset any easing of the pace of economic growth,” said Loftus. HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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AHR EXPO Now Accepting 2020 Innovation Awards Submissions



WESTPORT, Conn., June 24, 2019 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) announces its call for entries for the 2020 Innovation Awards Competition. The annual competition honors the most innovative and original products, systems and

technologies showcased at each year's AHR Expo. Exhibitors are encouraged to submit new or upgraded products for consideration through August 6, 2019.

The Innovation Awards debuted in 2003 to highlight the HVACR industry's efforts to push boundaries with innovative solutions for new and existing challenges. The awards point attention to products, systems and technologies that disrupt the industry and set the bar for future momentum.

Winners will be selected from each of the following products categories: building automation; cooling; green building; heating; indoor air quality; plumbing; refrigeration; software; tools and instruments; and ventilation. Winners are evaluated and selected by a panel of third-party judges representing ASHRAE. Companies demonstrating true innovative design, creativity, application, value and market impact will be deemed winners in their respective category.

The Innovation Awards also recognize an overall Product of the Year, selected from the pool of winners from all categories. The winner of this award is selected based on their exceptional level of leadership in HVACR innovation.

"The Innovation Awards aim to recognize companies within the HVACR industry that demonstrate leadership through design, construction and execution of products and technologies that propel the industry," said Mark Stevens, manager of AHR Expo. "Each year's submissions give us a true indication of just how much progress is made from year to year, and we look forward to highlighting those that are taking the lead with innovation." Winners in each of the product categories, as well as the winner of the overall Product of the Year Award, will be recognized in a ceremony during the 2020 Show on Tuesday, February 4, 2020. Additionally, winners receive acknowledgment in print and online features about the Innovation Awards in major industry publications and on the AHR Expo website.

Exhibitors at the 2020 AHR Expo are eligible for the Innovation Awards and may submit one product in each category. Submitted products will not be considered if they have previously won an award. To be considered, products must be exhibited at the 2020 Show and must be available for sale by the end of February 2020. Completed entry forms along with a \$100 entry fee must be submitted online at ahrexpo.com by Tuesday, August 13, 2020.

Entry fees for the Innovation Awards (approximately \$20,000) are donated each year to a charitable organization serving the local community where the Show is held. The donation is generally used to provide HVACR repairs or upgrades.

For more information about the 2020 AHR Expo or the Innovation Awards Competition, please visit ahrexpo.com. Specific questions regarding Innovation Awards submissions can be emailed to kpires@iecshows.com.

Jim "Jimbo" Cross Retires from Gemaire Ft Myers after 16 Years of Service

On June 20th, Gemaire Distributors in Ft Myers held a celebration in honor of Jim "Jimbo" Cross for 16 years of service. Randy Ross grilled up some real tasty Pork Ribs and Chicken. Included for lunch was Potato Salad, Baked Beans, and a special cake for Jimbo. Contractors came by to thank Jimbo and wish him a great retirement!



Mark Rambo, Anthony Bernatz, Bill Swenson, Jairo Freitas, Jim "Jimbo" Cross, Lindsey Foss, Carlos Leisa, Ebell Reid, Randy Ross

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



U.S. shipments of central air conditioners and air-source heat pumps totaled 743,068 units in April 2019, up 1.4 percent

from 732,858 units shipped in April 2018. U.S. shipments of air conditioners decreased 0.1 percent, to 488,907 units, down from 489,558 units shipped in April 2018. U.S. shipments of air-source heat pumps increased 4.5 percent, to 254,161 units, up from 243,300 units shipped in April 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.7 percent, to 2,604,077, up from 2,559,978 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners increased 0.7 percent, to 1,602,941 units, up from 1,591,978 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 3.4 percent, to 1,001,136, up from 968,000 units shipped during the same period in 2018.

Summer of 2019 Refrigerant Industry Update

Continued from cover story

As the ripple effects of the US backing out of the 2016 Paris Agreement are still becoming clear, what has become clear is the intent of the rest of the world (184 States, plus the EU have signed on, with over 70 countries ratifying Kigali already). While the HFC phaseout schedule outlined in Kigali is more gradual than the HCFC phasedown schedule, the global desire for climate change regulation is growing. In fact, for the second year in a row, the 2019 HARDI Congressional Fly-In focused on HFC regulations and the entire industry's support of the measure. From OEM's to wholesale distributors, the vast majority of US businesses approve of, and are lobbying for, the ratification of Kigali.

In the meantime, the California Air Resources Board (CARB) has proposed legislation that would take the HFC phasedown from Kigali, and add more aggressive targets in order to meet climate change targets. A coalition of other states have joined forces with California, which would make implementation a messy affair, to say the least. Without clear Federal guidelines, a patchwork of regulations governing acceptable refrigerants and equipment will paralyze the industry. In addition to meeting global climate change goals, the Kigali Amendment (and

CARB regulations) have been projected to have a net positive effect on the overall economy and jobs market of over \$10B and 33,000, respectively. It will be important to monitor the movement of legislation, and the potential ratification of Kigali as the season wears on.

Finally, on to weather and climate. While two very different things, both obviously have an effect on the refrigerant industry. Firstly, weather. In the short term, predictive models from NOAA and the National Weather Service show increased chances for hotter-than-normal temperatures and normal to less-than-normal rainfall across much of the perimeter of the country this summer. While it looks like a continuation of the wet Spring for the Midwest, the rest of the country could experience a hot, dry summer. Generally, we would expect this to lead to a rise in refrigerant prices as demand ramps up.

As this relates to climate change, we can see clear trends in the overall average temperatures rising across the globe. While environmentalists have been sounding the alarm for years, what we're witnessing now is a confluence of industry and activism that is driving major changes across the globe. In the medium-long term, these concerns are going

to create rifts between countries/economies that have embraced reform, and those that have not. Low-GWP alternatives to current refrigerants will become more and more popular, as will natural refrigerants, which boast 0 GWP. Standards and regulations are coming into focus for mildly flammable (A2L) and flammable (R600, R290, etc.) refrigerants. As global pressure to make a change mounts, medium-term replacements are going to experience a surge in popularity until extremely low GWP refrigerants are widely available.

Over the last decade, we have seen accelerated change in the refrigerant landscape and markets. This volatile market and unclear future will continue until many of the above issues are resolved. Do your part today by becoming involved in decision-making and policy proposals. Ask your refrigerant distributor about their plans for reclamation and alternative refrigerants. Talk to OEM's about equipment changes and plan for the future. The status quo is not holding anymore, and if you want to thrive in these uncertain times, learn as much as you can and make your voice heard. As always, for more information or to ask questions, please let us know at info@dyna-tempintl.com.

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Trade Talk:

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



Unbeatable Customer Service

In today's world, everybody is in a hurry. We want it and we want it now! Guess what. So does your customer.

But what Is Customer Service? Customer service is the process of ensuring customer satisfaction with a product or service. In our business customer service takes place the moment they call you. Customer service can take the form of in-person interaction, a phone call, self-service systems, or by other means.

Customer service is an important part of maintaining ongoing client relationships. That is key to continuing revenue. For this reason, many companies have worked hard to increase their customer satisfaction levels. Although many people may work behind the scenes at a company, it is primarily your people who interacts directly with customers that form customers' perceptions of the company.

Most successful businesses recognize the importance of providing outstanding customer service. Courteous and empathetic interaction with a trained customer service representative can mean the difference between losing or retaining a customer.

Customer service should be a one-stop endeavor for the consumer. Customers expect single source service. Your customers don't want to be transferred to every unit of your business to have their problems solved. They want to be able to do business with you with the slightest amount of discomfort. You must be easy to do business with.

What does your customer see when they do business with you? A big part of what customers think about you comes from what they see and be-

lieve. Personal Selling Power noticed the following difference in two candy stores. Although two competing candy stores had the same prices, neighborhood kids preferred one store to the other.

When asked why, they said, "Because the person in the good store always gives us more candy. The girl in the other store takes candy away." True? Not really. In the good store the owner would always make sure to put a small amount of candy on the scale and then keep adding to it.

In the bad store, the owner would pile a heap- ing amount of candy on the scale, and then take it off until it hit the right weight. The same amount of candy was sold, but perception is everything.



One of the most important things your customers want from you is a guarantee that your product or service will work. So, move heaven and earth to make sure it does. Instead of offering a money back guarantee, a service business can provide a guarantee to solve the customer's problem.

Work On Everything The Customer Experiences!

The customer experience isn't just receiving the service or buying the goods. It's about all the other little bits and pieces in-between. Such as the man-

ner of the receptionist, the attitude of other staff, the ease of doing business, the smile or lack of it on the face of your management team.

One of the problems with modern businesses is that the systems we use to save time and money are often devised for the company's benefit and not the customers. To become a great service organization, you must believe in customer service from the bottom of your soul. It must be part of the way you work.

If there is one thing people hate about poor service, it's getting treated differently from others. It makes them feel inferior and second-class. You should roll out the red carpet for everyone, but particularly those who don't expect it. I tell my employees, if we roll out the red carpet for a billionaire, they won't even notice. If we roll it out for millionaires, they expect it. If we roll it out for thousands, they appreciate it. And, if we roll out the red carpet for hundreds, they'll tell everyone they know.

The business creed of the service industry should be like that of the old Quakers who ran successful businesses. They made money because they offered honest products and treated people decently, worked hard, spent honestly, saved honestly, gave honest value for money, and put back more than they took out.

Today's service business isn't just about fixing a broken air conditioner. It's about relationships.

Until next time.
Tommy Castellano

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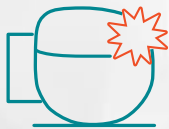
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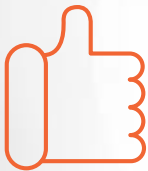
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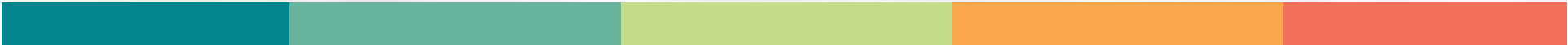
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SFACA June Program Meeting “The Power of Right Pricing”

The SFACA May Program Meeting was held on June 5, 2019 at 6:00pm at the Sheraton Suites in Plantation. The topic for the meeting was “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. You have to keep up. You have to stay on top of it, and you need to know what your competitors are doing.

Matt Michel came back to provide more details and get you on the “right” track. Are We Guilty of Uber Pricing in the Tune-Up Season? Is your competitor low-balling your price? Matt Michel of Service Na-

tion provided important guidelines to get you back on the “right” track.

SFACA hosted “The Power of Right Pricing.” workshop the next morning at the York Pompano Beach Branch. All attendees received a complimentary copy of Matt’s best selling book “The Power of Positive Pricing”. Please look at page B6 in this issue for a recap of the event.



Nelson Hernandez of Jascko,
Gonzalo Azpurua of Refri-Xpertise,
Gorman Rasmussen of Jascko



Anthony Pascucci, George Wallace, Eric Bonde,
and James Schaefer of York Source 1



Jeff Campen of Pyke Mechanical,
Bob Volin of Air Design Concepts,
John Marinello of Pyke Mechanical

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Skip Farinhas, Pres SFACA, Ed Lawton of Enterprise,
Gregg D'Attilio of Art Plumbing & AC, Kelly Dexter,
VP SFACA, Catherine Williams of Enterprise



Skip Farinhas, Pres SFACA gives an
update of the MEP Coalition



Billy Collins of HVAC Protector spoke to
the members about extended warranties



There was a great turnout for the SFACA
June Program Meeting with Matt Michel
and “The Power of Right Pricing”



Guest Speaker Matt Michel looks at pricing
in a way to build the bottom-line by
building top-line growth!

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Division of American Radionic Co., Inc., Palm Coast, FL
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Title: The “Law of Unintended Consequences” – How A Service Part Can “Kill” The Compressor

Products Affected:
• Air Conditioning and Refrigeration Compressors

- Topic(s):
- When the motor-run capacitor fails, the capacitance of the Hard-Start Kit is still connected to the compressor.
 - With the Hard-Start Kit still connected, this will allow the compressor to start and run without the motor-run capacitor.
 - The compressor was **not** designed to run without the motor-run capacitor, and it **will** overheat and lead to compressor failure.

[NOTE * It’s estimated that between 2 to 3 million motor-run capacitors fail each year in Air Conditioning and Refrigeration Systems]

Summary:
There are times when the attempt to do something positive can result in something unexpected or unforeseen. The annual increase in the number of Hard-Start Kits being added to air conditioners is a perfect example. Hard-Start Kits are being installed by contractors for a variety of reasons, such as extending the life of an old compressor, reducing starting amperage, and lowering the load on the utilities.

Utilizing a failed “open” motor-run capacitor as the basis for our “Destructive-Analysis” experiments (in conjunction with the Advanced Technology College of Daytona State College), led directly to the failure of a number of our “test” compressors. That is, once started, a compressor WILL run without a motor-run capacitor. Compressors were never meant to operate without a motor-run capacitor*. The problem will occur because the Hard-Start Kit will briefly replace the failed motor-run capacitor; thereby allowing the compressor to re-start. In our experiments, we’ve seen the compressor quickly overheat, with surface temperatures reaching as high as 101°C (Centigrade) or 213.8°F (Fahrenheit) and refrigerant pressures as high as 700psi. While the compressor’s own internal protective devices attempt to protect the compressor, the REPEATED restarts are what destroys it.



NEW
Compressor Protector Terminal
(CPT™)

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Past and current designs have the wires from the Hard-Start Kit connected to the same motor-run capacitor terminals that are wired to the compressor. In these designs, the capacitor terminals are acting like “terminal blocks”. With the large “boost” of capacitance from the Hard-Start Kit, compressor failure WILL occur after an extended time running without the motor-run capacitor, accompanied by the repeated “hammering” the motor takes from “high-boost” over-capacitance starts.

AmRad Engineering has the solution to this issue, the NEW Patent-Pending Motor-Run Capacitor with Compressor Protector Terminal (CPT™)! The new design for our Turbo series capacitors has a separate terminal specifically for use with any Hard-Start Kit. This terminal is connected internally to the common terminal and will COMPLETELY separate the Hard-Start Kit from the compressor upon a motor-run capacitor failure. **This will save the compressor because the Hard-Start Kit is no longer in the circuit to allow the compressor to restart.**

The New Terminal design works with ALL Hard-Start Kits, including popular 3-wire Hard-Start Kits. All Turbo200® series capacitors will be available with compressor protection technology and have the Compressor Protector Terminal (CPT™)! All AmRad motor-run capacitors will be available with this CPT™ terminal later.

Installation is simple. With the orange colored Compressor Protector Terminal (CPT™) clearly marked and ready to install with any Hard-Start Kit/BOOSTER System. Simply attach one wire from the Hard-Start Kit to the CPT™, the other wire to the “Herm”.

Jonathan Charles
Sales, Marketing and New Product Development
1-800-445-6033 • JCCharles@americanradionic.com

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** Although the Turbo[®] series of capacitors have an extremely low failure rate (.0001%), the CPT[™] terminal is being introduced initially on these parts. In the future, all AmRad motor-run capacitors will incorporate the CPT[™] terminal.



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Performance Pointers

by David Richardson



Central Return Grilles and Intermittent Comfort Problems

Each summer, homeowners call HVAC contractors to solve comfort problems they're tired of living with. Typical complaints are uncomfortable rooms, increased humidity, uncontrollable dust, and odd smells. These problems are frustrating for contractors because they are random and difficult to recreate.

Many systems where these complaints occur have central return grilles. The grilles are usually located in the ceiling, sidewall, or floor in an open area. These installations also have extensive supply duct systems with supply registers in each room. Let's look at why this typical installation often contributes to elusive comfort problems and how you can solve them.

One CFM In = One CFM Out

Airflow is measured in cfm (cubic feet per minute). To visualize cfm, consider a 12 x 12 x 12 cardboard shipping box. This represents approximately one cfm of air. On a properly operating HVAC system, for every cfm that goes into the central return grille, the same amount of air should come out of the supply registers.

Let's say you have a three-ton system operating in cooling mode. If you assume 400 cfm per ton, the blower should move 1200 cfm ($400 \times 3 = 1200$). This means you should have 1200 cfm of air pulled into the central return and 1200 cfm of air total blowing out of the supply registers.

If the HVAC system is perfectly sealed and all interior doors are open, the system has balanced airflow into and out of the home. However, what happens when you close an interior door? How does that affect airflow to the central return grille?

Interior Doors Are Dampers

Interior doors act like manual dampers in a duct system. They control airflow movement through a home when their position changes from open to closed. Door position directly affects how air moves from supply registers back to the central return grille.

The area where the central return is located de-

pressurizes (pulls a vacuum) when an interior door is closed. In the summer, depressurization causes elevated indoor humidity levels and dust as moist and dusty air pulls inside and mixes with conditioned air. This can overwhelm the system to a point where it cannot remove enough moisture from the home. Any dust pulled in will often bypass the air filter and settle in the home.

On the supply air side, rooms with closed interior doors pressurizes the space (blow out). The supply airflow pathway to the central return is blocked off when the door is closed. Supply airflow to each room will also decrease when a door is shut. If you have intermittent comfort problems, complaints, and a central return, look for this interaction.

A Real World Example

I recently held a private training class where students measured supply register airflow in a problematic bedroom. As we talked to the homeowner, we discovered the comfort problem in this room only happened in the evening. We took airflow measurements using a balancing hood with the bedroom door open and then closed to see how door position would affect supply airflow.

Supply register airflow was 171 cfm with the door open. That reading was close to the airflow amount needed based on our calculations. Next, we closed the door and took another supply airflow reading. To everyone's surprise, supply airflow dropped to 143 cfm – almost 30 cfm less. The light bulbs came on for the class because the influence of door position became visible with an air balancing hood.

Air Balance Issues

Similar issues can appear in systems with a supply and return in each room if airflow is out of balance. This problem won't show up when the interior door is open but will once the door closes. The closed door isolates the room from the rest of the home.

When return airflow out of the room is greater,

negative room pressure occurs. More return air is pulled from the room than supplied to it. Increased humidity and excessive dust are common complaints when this situation exists.

When supply airflow into the room is greater, positive room pressure will occur. More supply air is delivered into the room than returned. Conditioned air is pushed outside the home when this wasteful situation happens.

Solving Pressure and Airflow Imbalances

Contrary to popular belief, interior doors undercut an inch won't solve this airflow issue. In some situations, the door undercut must be the size of a bathroom stall door to work correctly.

Another option is to use jumper ducts and transfer grilles with central returns. The jumper duct connects problem rooms to the central return area to relieve room pressure when a door is closed. Building leakage can also act as an unintentional jumper duct, so inspect the room first for can lights and attic access panels.

The best repair for this situation is ducted supplies and returns to each room. Both ducts need dampers to control room airflow. This repair assures balanced airflow and pressure with a closed door. In many homes, it isn't a viable option, so do the best you can with what you have.

In the end it's about airflow control. Unless your solution involves airflow and pressure measurement, you're guessing whether the repair worked or not.

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

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

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HVACR Industry Leaders Unite to Support Education



Technological advances are being made at an alarmingly rate in the HVACR industry. This makes it increasingly difficult to start, maintain and sustain a world class HVACR educational program.

A coalition of industry leading organizations established the HVACR Education Resource Network (HERN) to ensure HVACR educational programs have the resources necessary to meet the needs of the ever-changing HVACR industry. These organizations include: American Technical Publishers, Appion, Cengage, Contemporary Controls, Coscia Communications, Daikin North America, DDC Support Services, ESCO Institute, Fieldpiece Instruments, Fujitsu General America Inc., Goodheart-Wilcox Publishers, HVAC Excellence, Hampden Engineering, Green Mechanical Council, Inficon, Microtek, Mastercool, Ritchie Engineering, Spectronics, Techsource Tools, Test Products International, Thermostat Recycling Corporation, Tru-Tech Tools, and Vocademic Solutions.

Working together, this collaborative of industry leading organizations focuses on improving the overall quality of HVACR education, by assisting instructors, administrators, and industry trainers in obtaining the equipment, tools, trainers, curriculum, credentialing, and other necessary resources to build world class HVACR training programs. HERN assembles industry stakeholders that provide the necessary resources (tools, equipment, credentials, curriculum, software, furnishings and more) to meet each HVACR program's goal and mission. This network can provide schools and other industry training programs with diverse brands of equipment, tools, curriculum, etc., covering various technologies, to prepare students for success in the HVACR industry and meet each HVACR program's unique goals and mission.

Whether you're looking to establish a program, take yours to the next level, or interested in becoming an associate member of H.E.R.N., visit escogroup.org and click the H.E.R.N. link.

Ritchie Introduces The YJII™ Vacuum Pump

Compact, lightweight and affordable pump for servicing small refrigeration and A/C systems

BLOOMINGTON, MN (June 14, 2019) – using the YJII. With a one-year warranty, this Ritchie Engineering Company, Inc., the leader in vacuum pump provides quality performance at an affordable price. The YJII two-stage, 5 cfm vacuum pump (93266) can reach ultimate vacuum of 25 microns, ensuring system evacuation. Other key features are: thermal protection, 1/4" and 3/8" SAE flare inlet connections, 3/4" garden hose exhaust and an oversized oil drain.

Designed for the service technician looking for an entry-level vacuum pump, the YJII™ is a compact, lightweight, portable and affordable pump for servicing small systems. Contractors can rely on the YELLOW JACKET® quality reputation when



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Parker’s Virtual Engineer to Replace Sporlan Selection Program

The legacy Sporlan Selection Program was originally created to do distributor calculations for internal use. Over the years, its use expanded to include many Sporlan products and it became the industry standard tool for selecting products in HVAC/R applications.

WASHINGTON, MO, June 26, 2019 – Sporlan Division of Parker Hannifin Corporation, the global leader in motion and control technologies, today announced the launch of Virtual Engineer, a new web-based product selection tool that allows the sizing and selection of Sporlan products. Virtual Engineer brings the full feature set of Sporlan’s legacy program into a modern, adaptable platform.

This version of Virtual Engineer highlights 17 areas:

- Distributors
- Expansion Valves
- Solenoid Valves – Discharge, Suction, Liquid
- Catch-Alls® – Liquid, Suction
- Suction Filters

- Discharge Bypass Valves
- Evaporator Pressure Regulators
- Discharge MTW Valves
- Head Pressure Control Valves
- Differential Pressure Regulators
- Temperature Responsive Valves
- 3 Way Hot Gas Defrost Valves
- Condenser Split Solenoid Valves
- 3-Way Heat Reclaim Valves
- Secondary Coolant Valves
- Liquid, Discharge and Suction Line Sizing
- Flash Gas Bypass and Gas Cooler Valves

With the use of a basic template, all product areas are represented on the Dashboard when the user

first creates a system. The user is then guided from part to part and is prompted to enter specific information and then open the Sizing and Configuration tools for each product. This feature is particularly valuable in systems such as cooling loops in which the optimal sizing and selection path is not intuitive. First-time users can now complete sizing and selection with minimal assistance.

Virtual Engineer allows refrigerant and product updates to become available as they are released. The web-based aspect of it ensures users are working with the latest version of the program. The HTML5 interface makes it scalable to the screen size being used. NIST Refrprop 10.0 is used for the refrigerant properties.

Popular system features from the previous program such as line sizing and thermodynamic reports have been carried over to Virtual Engineer. Thermodynamic reports have been expanded to include Pressure-Enthalpy, Pressure-Temperature, and Enthalpy-Temperature graphs. “We are excited about several new tools in the Virtual Engineer package, including the ability to size electric valves and mechanical valves in the same tool allowing for side by side loading analysis. The new software also allows for sizing of a wider range of electric valves including the Modulating 3-Way Valves, electric head pressure control valves and Transcritical CO2 products,” commented Dustin Searcy, division marketing manager, Sporlan Division. “This tools builds on Parker Sporlan’s commitment to support the HVACR industry and provide new, innovative tools that help users get the job done right.” he added.

Virtual Engineer can be accessed at <http://solutions.parker.com/sporlanvirtualengineer>.

Many OEMs and consulting firms utilize the automation functions of the legacy Sporlan Selection Program. An installation package has been created to allow these same automation functions to work with Virtual Engineer. Call function names and inputs remain the same. Please contact svdtechsupport@parker.com for more information.



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GOODMAN DISTRIBUTION, INC.

Goodman Distribution Hosts Dealer Days In Pompano Beach June 6th, 2019



Goodman Distribution Pompano Beach
Matt Jacovino, Noel Gonzalez, Darrel Baker,
Gary Smith, Elliot Chavez Jr., Jay Johnson

On June 6, from 11am-2pm, All Goodman Distribution locations around the state of Florida hosted their Dealer Days events. Many local contractors attended these events consisting of a mini trade show with select manufacturers and representatives showing their new products available from Goodman Distribution and some tasty lunch selections too!

ProStat thermostats, including Wi-Fi enabled thermostats were included FREE with the purchase of select Goodman Condensing Units.

Goodman Dealers are completely comfortable with Goodman brand products that will keep their customers satisfied and enhance their own reputation.



Brenda Williams of Coldstream
Air Conditioning with Johanne Bueno
of J. Nichols & Associates



Johanne Bueno of J. Nichols & Associates
giving a product demonstration



Everyone enjoyed taking a break
for lunch with some Pizza Hut pies!



Jibani Clemente and Connor Doyle
of Delta-T Air Conditioning with
Johanne Bueno of J. Nichols & Associates



Noel Gonzalez of Goodman Distribution
speaks with Jibani Clemente of
Delta-T Air Conditioning (center)



Noel Gonzalez of Goodman Distribution,
Doug Lico Action Electric & Air,
Johanne Bueno of J. Nichols & Associates



The counter was busy during
the Dealer Day event!

Inaugural World Refrigeration Day Celebrates The Energy Savings And Efficiencies In The Refrigeration Industry



ATLANTA
– June 26, 2019 – Around the globe, members in the heating, air conditioning and refrigeration industries will be recognized today for their important work in their respective industries during the first ever World Refrigeration Day—to be celebrated annually on June 26. As a reference in refrigeration, Embraco welcomes this special day of industry trade associations and professional entities coming together to give recognition to the important work and advancements in the industry during the last century alone, including

- adequate preservation of food and beverages
- storage of vaccines
- transport of organs

The nod to World Refrigeration Day arose after British researcher and refrigeration enthusiast Stephen Gill suggested more than a decade ago to establish the date. Supported recently by the UN, the celebration became part of the official international calendar of commemorative recognitions.

“The general public may not notice, but billions of lives are impacted daily around the world by the work of industry leaders who seek to innovate and increase comfort and efficiency with less impact on the environment,” said Kerry O’brate, Embraco’s Aftermarket Senior Manager for North America.

Embraco, a global company that promotes quality of life through innovative cooling solutions, was

founded in the 1970s in southern Brazil. With seven plants, three commercial offices and one global business shared services, the company holds nearly 1,200 patents. With a presence in more than 80 countries, Embraco showcases technologies that advance high performance and energy efficiency, and keep the company ahead of global refrigeration trends.

Embraco annually invests up to four percent of its net revenue in research and development to bring the latest cooling solutions to its broad product portfolio, including the following segments:

- Household: household applications with hermetic compressors for freezers, refrigerators, minibars, water filters and other household products that require refrigeration
- Commercial: wide range of compressors and refrigeration solutions for convenience stores, supermarkets, bars and restaurants, fast food chains as well as medical and scientific applications
- Distribution and Resale: aimed at the aftermarket, providing parts for distributors, retailers and installers

With 47 research laboratories on four continents, Embraco remains ahead of global refrigeration trends such as:

More space – Currently, one of the industry’s greatest challenges is to produce increasingly smaller compressors, which ensures more space inside the refrigerators. It’s about providing lighter and more efficient solutions, which benefits performance, logistics and material optimization.

Natural refrigerants – Research shows that, in the retail food segment, between 30 and 50 percent of the total recorded energy use is consumed by refrigeration. This is one of the largest recorded fixed expenses. Recent data shows that natural refrigerants deliver more efficiency to solutions while reducing their environmental impact. Embraco is one of the market’s pioneers to use these fluids in its solutions.

Reduced energy consumption – Variable speed compressors can ensure energy saving of up to 40 percent compared to a conventional compressor (On-Off), as well as less noise and vibration. In refrigerators, this is known as “Inverter Fullmotion Technology”. Since the late 1980s, Embraco has been one of the pioneers in applying this solution. Available in several models, the latest launch, the FMX model, ensures benefits such as better food preservation due to lower temperature variation along with the ability to operate with voltage fluctuations, which guarantees less risk of damage in the case of energy loss.

High performance – Embraco is a leading manufacturer of compressors that deliver high cooling potential, low power consumption and minimal noise. The combination of the Inverter Fullmotion Technology with the use of natural refrigerants produces unprecedented results in refrigeration solutions. In vertical refrigerators, common in supermarkets, for example, it’s possible to reach desired temperatures within 70 percent of the specified time, recording up to 33 percent energy savings.



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Environmentally Sustainable Refrigeration Critical to Human Health, Business, and Commerce

June 26, 2019 – Washington, D.C. – On today's inaugural World Refrigeration Day, it is important for the industry to understand its role in making sure refrigeration works to minimize potential environmental impacts.

Jordan Smith, executive director of the Global Forum for Advanced Climate Technologies (globalFACT), said all involved in the development, deployment, and use of today's refrigeration technologies must recognize the importance of balancing refrigeration advantages with protecting the environment.

"We should all reflect on our roles and responsibilities as innovators in our field," Smith said.

"Our responsibility is to evolve to make environmentally sustainable refrigeration available for as many people as possible. We need to look at solutions that work for different climates, budgets, and needs. We must be environmentally conscious and mindful of the impact as we look to help usher the industry into the future."

A recent globalFACT podcast, "Refrigerant Realities: Six Things You Need to Know," addressed the challenges the HVAC&R sector is facing around the HFC phasedown, environmental impact, and the options available to users today. It is the latest example of globalFACT's commitment to offering credible information on the latest research and improvements within the industry.

"World Refrigeration Day is an opportunity to consider these issues, but we must focus on them every day as we make critical advancements in order to meet society's needs and expectations," Smith said.

World Refrigeration Day, conceived last year by industry associations worldwide, seeks to raise awareness and understanding among the general public of the significant role the refrigeration, air conditioning, and heat pumps industry and technology play in modern life. globalFACT promotes education, awareness, and policies that support the important role of new-generation, lower-, and reduced-global warming potential (GWP) advanced climate technologies. For more information, please visit globalFACT.org.

AHRI and UN Environment Launch Global Refrigerant Management Training Program

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and UN Environment completed the first round of training sessions for the Refrigerant Driving License (RDL), a global refrigerant management initiative June 24-27 in Kigali, Rwanda. This pilot stage initiates a global program to help Article 5 (developing) countries transition to alternative refrigerants under the Montreal Protocol Kigali Amendment's hydrofluorocarbon (HFC) phasedown schedule.

"AHRI is honored to partner with UN Environment in this important global effort to prepare for the coming refrigerant transition," said AHRI President and CEO Stephen Yurek. "It is especially fitting that the first pilot program is held in Kigali, whose name is associated with the most recent amendment to the Montreal Protocol, which AHRI fully supports."

The RDL sets minimum requirements for the proper and safe handling of refrigerants in air conditioning, heating, and refrigeration equipment. The train-the-trainer session held in Kigali is the first part of a comprehensive program in which a refrigerant management expert (Master Trainer) trains a small number of local trainers on how to administer the RDL program in their country. The local trainers will then train an initial pool of approximately 100 local technicians in the proper and safe handling of refrigerants.

In the coming months, five other countries will participate in the pilot program: Grenada, the Maldives, Sri Lanka, Suriname, and Trinidad & Tobago. AHRI and UN Environment will evaluate the pilot stage and modify the final RDL training program based on feedback from the pilot program.



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Tropic Supply Events in June

Allied Demo Days and Nu-Calgon Demo Days



Brad Cox of Nu-Calgon with
Cory Leone of Airston

Tropic Supply hosted Allied Demo Days and Nu-Calgon Demo Days during June. Glenn Paetow, an Allied Factory Representative, gave a hands-on partial teardown of the Allied air handler and condenser. This was an excellent time to ask technical and product related questions.

Representatives from Nu-Calgon were on site for an in-store demonstration of the Nu-Calgon product line including the NEW Clean Connect Sprayer and three most popular coil cleaners as concentrates. All customers who purchased \$50 or more in Nu-Calgon product during demo day hours received a Free lantern or flexible light.

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



Marco Stangoni of AA American Air with
Glenn Paetow, Allied Factory Representative



Jeremy Soechtig from Nu-Calgon giving an in-store
demonstration of the Nu-Calgon product line



Kevin Zacharias of Tropic Supply
Glenn Paetow, Allied Factory Representative,
Todd Poirier of Tropic Supply



Jeremy Soechtig (back) from Nu-Calgon
demonstrating the new Clean Connect Sprayer at
the Sarasota Tropic Supply Resource Center



Anjanette Ferreira and Rob Mayhew of Tropic Supply,
Glenn Paetow, Allied Factory Representative,
Todd Poirier of Tropic Supply



Brad Cox of Nu-Calgon giving a
product demonstration of the
new Clean Connect Sprayer



Nu-Calgon Demo Day at the
Tropic Supply West Palm Beach
Resource Center

Fujitsu Welcomes Hays Bassett as New Florida Area Sales Manager



Hays Bassett

Hays Bassett joins Fujitsu General America as an Area Sales Manager, where he will be focused on supporting all Fujitsu products in the Florida market.

Hays brings industry experience, including being employed with a Fujitsu manufacturer's rep for four years before

joining the Fujitsu Team.

He is versed in all aspects of Fujitsu sales and support (training, system design, job site visits). He

also has a background in automotive mechanics and driving, specializing in Porsche, and received a degree from the Universal Technical Institute.

Hays currently lives in Florida with his wife, Joanna, and they are expecting a daughter who will be arriving in July. Hays also has a 14 year old son who will be starting high school next year. They also have 2 dogs, both with the name of Roxy. In his free time Hays enjoys anything outdoors, especially time on the water in the Florida sun.

Please join us in welcoming Hays to the team. He can be reached by email at hbassett@fujitsugen.com.

Tropic Supply Selects Raffle Winner for a New JB Industries DV-6E Eliminator Vacuum Pump



The raffle winner for the DV-6E Eliminator Vacuum Pump was Justin Legan of Air Cool Inc. from the Tropic Supply Naples Resource Center.

The raffle was a part of the JB Industries Vacuum Pump Clinics held during the month of May, at all 22 Tropic Supply Resource Centers.

New Quick Seal Repair Patch Designed for a Variety of Applications

St. Louis, MO – Nu-Calgon has launched a new UV light-activated, self-adhesive repair patch designed for use in HVACR, plumbing and a variety of other applications. Called the Quick Seal Repair Patch, the fiberglass-reinforced patch is made of polyester/plastic that bonds to all types of pipes and condensate pans.

Extremely durable, flexible and waterproof, Quick Seal Repair Patch cures when exposed to UV light or sunlight. It can be drilled,



tapped, sanded or painted in less than an hour, and it is resistant to many chemicals, solvents and oils.

Quick Seal Repair Patch comes in three sizes and can be cut to size, resealing any extra material in its original package.

Quick Seal Repair Patch works within temperature ranges of -40°F to 390°F. When curing indoors, Quick Seal Repair Patch should be used with Nu-Calgon's UV Leak Detection Kit, which includes a UV flashlight and safety glasses.



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- 3. THE TROPIC WAY** – We have a “Do the Right Thing” business mantra. **How** we do business is as important as the business we do. Our success lies in our commitment to do the right thing by our customers, suppliers and team members. Our customers are not numbers on a balance sheet, they are members of our family – and are treated as such.
- 4. FREE DELIVERY** – With over 60 of our own trucks and drivers on the road statewide, we can deliver to your shop or jobsite quickly – at no cost to you!
- 5. LOCATION, LOCATION, LOCATION** – We have 22 resource centers statewide, with multiple locations in major metropolitan areas, making it fast and easy to get the Ruud you need.



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Scott Genovesi, Kevin Beatty, Steve Huelsman of McAllister Group, Andy Bergdoll and Alston Mullins of DiversiTech, and Tyler Campbell of McAllister Group



Zac Linde, President of Gemaire with Andy Bergdoll, CEO of DiversiTech



Juan Robles with Joseph Scuotto of Scuotto's Pizza Café grilling up some delicious Italian Sausage and Peppers



Marcelo Sonoda of Omega Boost Corp competing to win in the hilmar "Fastest Hands Challenge"



A representative from hilmar prepares materials for the competition



Joseph Scuotto of Scuotto's Pizza Café has a long line of hungry contractors waiting for grilled sausage, peppers and onions!



Gemaire Distributors Held Several hilmar's Fastest Hands Events in Florida

Do you have the Fastest Hands in Florida? hilmar, in partnership with Watsco Corp. hosted a Series of Hands-On Skills Competition called Fastest Hands Challenge in Florida.

During the month of June throughout the Florida market, the Gemaire Team traveled to several Gemaire branches holding this pretty cool and competitive activity, to test the contractors ability to perform certain tasks using hilmar tools.

At the end of the series, hilmar will award the top three contractors/technicians who scored the highest points. The Grand Prize includes a selection of hilmar tools \$1,500.00, and First Prize is a \$1,000.00 selection of hilmar tools and Second Prize is a \$500.00 selection of hilmar tools.

hilmar®, a leading brand of the DiversiTech family and a manufacturer of innovative tools for heating, ventilating, air conditioning and refrigeration (HVACR) technicians is proud to say the "Fastest Hands Challenge is now in its fourth year. Participants are timed on their ability to complete swaging and other common HVAC/R repair and installation tasks using a variety of innovative hilmar tools.

"This competition is always a great way for HVAC/R technicians to get a hands-on experience working with our newest product innovations and have some fun," said DiversiTech Brand Director Andrea Halpin.

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



Alston Mullins of DiversiTech, Keith Keller and Zac Linde of Gemaire, and Andy Bergdoll of DiversiTech



This is where the contractors tried out their skills to complete a task in the fastest time using hilmar tools



Eladio Christian, Arcadio Ferrer, David Vargas, Gary Jorgensen, Juan Robles, Vonte Cumbie and Matt Kearns of Gemaire Pompano Beach



Tyler Campbell of The McAllister Group with "Fastest Hands" participants Patrick Rose and David Emilem of Universal Air & Heat



Scuotto's Pizza Café prepared a real nice Italian Buffet at Gemaire Pompano



Rafael Castillo and Juan Robles of Gemaire Distributors



Tyler Campbell of The McAllister Group shows a "Fastest Hands" participant how to use one of the hilmar tools



Aaron Claude Miller of Gemaire with Tyler Campbell of The McAllister Group

ALGORITHM

OR IS IT THE “SEQUENCE OF OPERATION?”

al•go•rithm, noun. A step-by-step procedure for solving a problem.

article by
Andrew C. Ask, P.E.



Words have always been a big part of my life. Ask anyone who has every got me started in a bar room, or, heaven forbid, been seated next to me at dinner. Words come and go. We don't often use “chastity” or “on-a-handshake” in conversation anymore. We are more likely to say *network* (as a verb), *pickup* (answer the phone), *get buy in on the verticals* (I have no idea), and *can* instead of *may*.

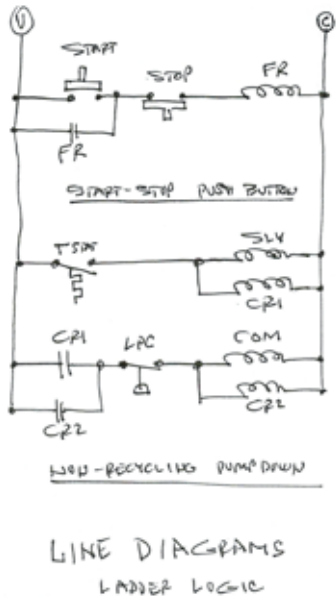
ALGORITHM is a word we used in college—kept getting it confused with logarithm working with slide rules—that I rarely used since; until now when it keeps coming up in the same breath with artificial intelligence, data science, and the internet-of-things. No, I'm not too sure what any of those things mean, including algorithm. It may have a lot to do with how HVAC systems function; or don't.

This is all about logic. For those of us who couldn't spell alleygorythym, they taught us to use line diagrams. If you know “ladder logic” you were probably born before 1950.

Back in the day...engineers designed HVAC systems from the ground up—ran loads; calculated CFM and R.E. (tons); selected compressors, coils, and fans; specified RPM, HP, drives, motor starters, and thermal overloads; then wrapped them all around a sheet metal enclosure called an Air Handling Unit with Outside Air and Return Air dampers at the inlet. We were good at sizing all this stuff and showing how to bolt it together in a drawing.

But we didn't know much about how the individual pieces worked together. Companies named Honeywell, Johnson, Powers, and Barber-Colman had sales engineers who took care of that. They would write a *SEQUENCE OF OPERATION*, a verbal description of how and when the fan, dampers, valves, pumps, compressors would start, run, stop, and go off on various safety devices. For a handsome sum, these talented people would then install an Automatic Temperature Control (ATC) System as a sub-contractor, I could go back to sleep, go on to the next project, and not worry too much about how my design worked.

So the Sequence of Operation is really the algorithm—the step-by-step problem solving procedure-- that tells the HVAC system how it's supposed to operate. ATC people are very good at not only creating algorithms (they call them Sequence of Operation) but designing and installing controls to make it happen. The problem with this arrangement is the engineer may have designed something that doesn't work; because he didn't create an algorithm. ATC solution: still more controls.



Yes, the blind are leading the blind. Someone needs to ask the consulting engineer WHAT WERE YOU THINKING?

Building HVAC and controls from scratch is now in the distant past. If you know words like receiver-controller, 8-13 psig, or pneumatic-electric switch you had better be playing golf and living in a condo in Florida. Both the system and its controls are now pre-engineered, unitary, and burned-in at the factory. More words.

For those of us who are algorithmically challenged, help is on the way. If I understand (or at least

believe) what I am reading, in the very near future neither me nor the ATC guy will worry much about control algorithms. Both of us will throw our pieces and parts into a computer. The computer will use artificial intelligence (AI) to figure out not only how to bolt and wire everything together; but also create the control algorithm. Based upon its experience with thousands of systems, the computer will write the Sequence of Operation.

Instead of tedious engineering, I can just watch Fox News. Cool. Nothing can go wrong. No worries. Maybe we should worry a little bit; provide the computer with some adult supervision.

The AI computer will be using Data Science, more words I might not understand but I think that's how Target knows to give me a coupon for Depends instead of condoms when I check out. Let's explore another way that Data Science will change HVAC: how we calculate cooling loads. (I'm digressing. This has nothing to do with algorithms.)

We will “tell” the computer everything it needs to know about a building: dimensions, orientation, glass, insulation, lighting, number of people, what it is used for...the same information we input to our load calculation program. We may not even have to do that if the “computer” has a Google Earth photo and can talk to the power company. Instead of grinding out this $U \cdot A \cdot \Delta T$ thing, it will look at thousands of similar buildings, find the ones where the AC works well, and then suggest to us that we copy those systems.

If Data Science can make modeling—running load calculations—go away and more accurately match buildings to AC equipment performance; I'm all for it.

Algorithms created by AI and Data Science will be a *paradigm shift*—still more new words that mean A Big Deal, a Game Changer. With that, I'm at a loss for words. Until next month then...stay tuned.

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

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DATE

Mon., June 3
Tues., June 4
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Wed., June 5
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Thurs., June 6
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Thurs., June 20
Tues., June 25*

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

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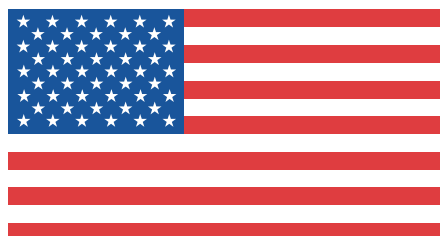
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CoolAir Air Conditioning of Ft Myers Installed Seven Fresh-Aire UV Mini LED IAQ Units to Keep their Ductless Systems Clean



The CoolAir Air Conditioning & Heating Team came together for a group photo

Mark Pruskauer, owner of CoolAir Air Conditioning & Heating in Ft Myers needed to find a solution to keep his seven ductless mini-split units clean. Chad House of Fresh Aire UV suggested that he try the Mini UV LED product. Mark purchased the units and had two of his technicians do the installations. The installs were fast and easy.

Mini UV LED is the first of its kind low-profile germicidal LED light system for mini-split AC systems and similar limited space applications. The LED light strip in Mini UV LED is designed to sterilize surfaces while having no impact on plastic materials and the UV LED spectrum is safe for eyes.



David Diaz, Mark Pruskauer, and Steven Krzyzanowski of CoolAir Air Conditioning & Heating



David Diaz of CoolAir disassembles the mini-split unit to clean the dirty blower wheel, evaporator coil, and other removable parts



David took all the removable parts outside to be cleaned. The blower wheel was certainly the part needing the most attention



The ductless mini-split parts were all cleaned and dried off in the sun



David Diaz and Steven Krzyzanowski of CoolAir reinstalled all the cleaned mini-split parts and prepared to install the Mini UV LED



The Fresh-Aire Mini UV LED disinfects the mini-split blower (highly prone to mold growth) and improves indoor air quality



David Diaz said "One unit finished, which was so easy to install, leaving only six more to go."

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MINI UV LED

Disinfecting LED Light Strip for Mini-Split AC Systems

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- Improves Indoor Air Quality

* Independent laboratory test result, refer to spec sheet



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How UV-C can Reduce Energy, Maintenance Costs and Improve IAQ

On Tuesday, June 11th, at 12pm ASHRAE Miami chapter met at the Brazaviva Steakhouse, 7910 NW 25th St, Doral, FL 33122.

The technical presentation was about "How UV-C Can Reduce Energy, Maintenance Costs, and Improve IAQ" by Lorrie Todd, Southern Regional Manager for UV Resources.

This presentation briefly described what UV-C technology was and how it's produced. Lorrie touched on how UV-C has been used for nearly 100 years to destroy microorganisms on surface and in the air. She also illustrated how UV-C is currently used to provide a "Green," non-chemical method of stripping dirt and grime from coil and drain pan

surfaces without residue. Suggestions were made on how to take advantage of this increased performance to save energy.

Please keep checking for future ASHRAE Miami Meeting Topics & Locations. Visit their website www.ashraemiami.com/meeting-topics-locations/ for more information.



Victoria Garcia-Maximo, Carolina Vidal, Fang Lui, Chengxian Lian, Tulia Rios, Vanessa Herran, and Esmail Ghasemisahebi



Alfredo Sotolongo and Christian Guzman of Protec, Inc.



Mario Bermudez and Maria Pineda of ADVANCOAT - Corrosion Specialists



John Marinello and Chris Marinello of PYKE Mechanical



The ASHRAE Miami June meeting had a great attendance



Felipe Osorno of Osorno Group Corp with Antonio Bravo of Cors Aire



ASHRAE members enjoyed 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 Lorrie Todd of UV Resources spoke about how UV-C can reduce energy

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SFACA Hosts “The Power of Right Pricing” Workshop at York Source 1 in Pompano Beach



Matt Michel, CEO of Service Nation, Eric Bonde, Anthony Pascucci, George Wallage, and James Schaefer of York Source 1

On June 6, from 8:00am-11:30am, SFACA hosted “The Power of Right Pricing” Workshop at the York Source 1 Pompano Beach Branch located at 1280 NW 22nd St., Pompano Beach, FL.

SFACA offered this workshop for contractors who believe the low ball competition in South Florida cannot be beat. Speaker and author, Matt Michel presented pricing in a way to strategically build the bottom-line by building top-line growth.

This workshop provided tools to think about your pricing strategies to be profitable and successful. Matt Michel, CEO of Service Nation shared important guidelines to get you on the “right” track.



Because of the Internet, the world is changing all around us. You have to keep up and know what your competitors are doing at all times



Matt Michel, CEO of Service Roundtable and Service Nation, showed how a small change in price or overhead can make a huge difference in your bottom-line



Irving Hernandez, Stephanie Marcial, and Esteban Mendez of Pride Air Conditioning



Matt Michel discussed how to establish service agreement prices in the workshop



One segment of the workshop was devoted to pricing installations and project work



Zach Fraley, Stephen Farinhas and Skip Farinhas of GMC Air Conditioning Service



Matt Michel revealed how to present your prices and discount with integrity

Message from FRACCA President Rick Sims



FRACCA protects the interests of Florida HVAC contractors, their customers, employees and associates. Florida has processes and frameworks in place for various boards and agencies through which we work to do this. We know the

rules and protocols and prepare ourselves accordingly. As a result, Florida HVAC contractors have basic assurances and representation with the various authorities who control the outcomes. Things are not always easy, but generally all the rules are known, and the playing field has been even.

That's where unfair utility competition is different. Florida lacks the basic safeguards needed to prevent abuses by regulated utilities that most other states have. Florida is more vulnerable to predatory expansion of regulated utility monopolies using ratepayer funded resources and their protected status to disrupt unregulated businesses than is the case in other states.

In a report published by the MEP Coalition of Mechanical, Electrical and Plumbing contractors entitled “Florida's Failure to Regulate” we can compare Florida with other states. The details of each of fourteen other states fair competition laws are included and compared to Florida. The study looks at specific areas of unfair practices such as cross-employment between regulated and unregulated businesses, sharing of ratepayer funded resources and use of logos.

The report compares Florida with California, Missouri, Texas, Connecticut, Maine, Arkansas, New Hampshire, Rhode Island, New Jersey, Michigan, Illinois, North Carolina, Maryland and Massachusetts.

These states have specifically outlawed or otherwise regulated sharing of rate-payer data, joint marketing, cross-employment and shared use of infrastructure and logo.

FRACCA agrees with MEP Coalition that the protections against predatory utility competition in other states provide an excellent example of how to best protect Floridians. Take time to read the examples of proposed measures for Florida based upon the experience of other states.

Each Florida HVAC contractor should be prepared to explain to others what it is that we want. What specifically do you want Florida to do about it? The answer is that we want Florida to implement the same safeguards against regulated utility abuses that are in place in other states. We are not trying to reinvent anything. The fact that other states have these measures in place further legitimizes our proposals with lawmakers.

As you read the report, think of how much it would benefit us to have even one of these rules in place in Florida. What if the Florida regulated utility was not allowed to share their rate-payer funded infrastructure or logo with their unregulated contracting businesses? That alone would move things a lot further toward a fair marketplace.

Thanks to the MEP Coalition and all the FRACCA volunteers for your support and donations to fight predatory utilities. I can assure you that investing in fair competition for Florida means that your dollars are working toward viable things that can be accomplished. Read the MEP coalition report and see for yourself what it is that FRACCA is proposing for Florida.

ASHRAE Celebrates World Refrigeration Day

ATLANTA (June 26, 2019) – ASHRAE is celebrating the important role refrigeration and air conditioning play globally across many aspects of modern life on World Refrigeration Day, June 26.

World Refrigeration Day was established in 2018 to serve as a means of raising awareness and understanding to the general public of the significant role that refrigeration and refrigerants play in modern life and society.

“ASHRAE has been pioneering refrigeration research and advancing the development of refrigeration technologies for close to 125 years,” said Darryl K. Boyce, P.Eng., 2019-20 ASHRAE President. “We are proud to support World Refrigeration Day and look forward to working with partnering organizations to celebrate the important contributions that refrigeration makes toward our daily well-being around the world.”

Industry associations and societies from the United States, Africa, Australia, China, Colombia, India, Pakistan, the Philippines, Thailand, the Middle East and across Europe will participate in a series of activities to support this day. Governmental officials have also joined in recognizing the event, including issuing letters and statements of commendation.

At its annual conference, during which World Refrigeration Day takes place, ASHRAE will have signs available for use in photo ops using the hashtag #refrigerants4Life. In cooperation with OzonAction of the United Nations Environment Programme (UNEP), ASHRAE will also offer a ‘Refrigerants for Life’ pocket guide, posters and stickers along with information from supporting organizations.

Information on activities and resources available for download can be found on ASHRAE's refrigeration webpage, ashrae.org/refrigeration.

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"THE DUCT-FREE ZONE"

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



What is the definition of "critical charge"? The American Society of Heating, Refrigeration and Air Conditioning Engineers ASHRAE, defines critical charge as follows: "Refrigerant quantity required by a system to maximize performance when a capillary or fixed restriction expansion device is used."

The inverter mini split world has been using the term critical charge in describing the critical nature of the charge in their systems but if we look at the literal definition of critical charge, it is an inaccurate use of the term...I have been guilty of this myself. Most inverter mini splits utilize an Electronic Expansion Valve EEV as the refrigerant metering device. The EEV by its anatomy is NOT a "fixed restriction expansion device" like a traditional capillary tube or Thermostatic Expansion Valve TXV.

The following comes from an article written by John Tomczyk, a professor of HVACR at Ferris State University and published in the August 2, 2004 issue of The ACHR News: "EEVs control the flow of refrigerant entering a direct expansion evaporator. They do this in response to signals sent to them by an electronic controller. A small motor is used to open and close the valve port. The motor is called a step or stepper motor. Step motors do not rotate continuously. They are controlled by an electronic controller and rotate a fraction of a revolution for each signal sent to them by the electronic controller. The step motor is driven by a gear train, which positions a pin in a port in which refrigerant flows." In my GREE mini split troubleshooting training, I dissect a GREE EEV and can actually operate it while holding it in my hand with a simple magnet for demonstration purposes. A GREE EEV has a total of 480 "steps" from totally open to totally closed...and yes, a GREE EEV does give you 100% shut-off. So, by the strict interpretation of the ASHRAE definition of critical charge and the nature of the anatomy and function of an EEV, the term critical charge does not apply to most inverter mini splits...so what do we call it?

Well, here is my proposal...Non-Fixed Orifice Critical Charge NFOCC. Please, don't try to make an acronym out of NFOCC! Are we splitting hairs here?

Maybe...but this misuse of the term critical charge was brought to my attention in a mini split class I conducted in Canada some years back and I had to admit to the faux pas. The mistake is that we have been using critical charge as a noun and we should have been using it as an adjective.

Another area where the literal definition of critical charge does not apply to some inverter mini splits, i.e. GREE, is the fact that it is NOT necessary for an installer to remove refrigerant should he or she not run a lineset equal to the factory pre-charge of refrigerant. Where a receiver or second accumulator is

present in these systems, any unused refrigerant will be stored in the receiver or accumulator. In smaller GREE systems that do not have a second accumulator; unused refrigerant will be stored in the single, purposely oversized accumulator. If the charge was truly defined as critical charge, refrigerant would need to be removed in this scenario.

This all said...the charge in inverter mini splits is...here I go again...CRITICAL, but now I am using the word critical as an adjective. These systems can be a hot mess (pun intended) when the charge is not correct. I have experienced this first hand...you can convince yourself that the problem is in a control board (either indoor unit or outdoor or both) and in fact your problem is being under charged.

In my August, 2018 edition of this column, I spoke about not putting all your trust in the onboard diagnostic systems that many inverter mini split systems offer. I stress to always "put a gauge on it" to prove or disprove what the diagnostics are telling you.

I express this same sentiment in every mini split troubleshooting training event that I conduct and recently an attendee challenged me about putting a manifold gauge set on an inverter mini split. He said that "other manufacturers don't want you to put manifold gauges on their mini splits because you will lose too much refrigerant in the hoses and manifold." He used the term, "critical charge" when describing the charge of an inverter mini split.

I know there are inverter mini split manufacturers out there who indeed discourage the use of tradi-

tional manifold gauges and I have always been baffled by this. Inverter or not...mini split or unitary...basic diagnostics in all refrigeration systems are rooted in temperature and pressure. The concern about loss of refrigerant in the process is an exaggeration at best and just not based in fact at worst.

Let me digress for a moment...

I have done a lot of work with water source heat pumps over the years...very popular in low - midrise buildings here in New York and the surrounding area. A 9,000 BTUH water source heat pump can contain just 18.6 ounces of refrigerant...that's it! The use of a traditional manifold gauge set and hoses is mechanical suicide because the loss of any refrigerant in a system that contains just 18.6 ounces will have a distinct, negative effect.

Gauge manufacturers like Appion, have developed digital "stub" gauges, (no hoses and no manifold) just for use in systems such as Water Source Heat Pumps WSHP.

In contrast, a 9,000 BTUH GREE SAPPHIRE model SAP09HP230V1A contains a minimum of 45.9 ounces, or 2.87 pounds of R410A refrigerant when used with the minimum 10' lineset, but could have as much as 50.7 ounces, or 3.17 pounds when the maximum lineset length of 49' is reached.

Any theoretical loss of refrigerant as a result of utilizing a traditional manifold gauge set and hoses in this scenario will be negligible, and if you are still concerned, the use of digital "stub" gauges on inverter mini splits would negate any concern.

So, in conclusion, remembering your anniversary is CRITICAL. Remembering Valentine's Day is CRITICAL. The correct refrigerant charge in an inverter mini split is CRITICAL but it is not critical charge.

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

ASHRAE Wraps Up 2019 Annual Conference

ATLANTA (June 28, 2019) – Sustainable energy, building performance and refrigeration technologies were just some of the topics of great interest as HVAC&R professionals from around the world exchanged knowledge at the 2019 ASHRAE Annual Conference in Kansas City, Mo. More than 1,600 individuals attended this year's conference.

The five-day conference included eight conference tracks, tours, social events and a keynote message from former NASA astronaut and author, Mike Massimino. Technical, standards and standing committee meetings also took place throughout the week to further the development of resources and direct the future of the built environment.

Darryl K. Boyce, P.Eng., Fellow Life Member ASHRAE took office as the 2019-20 ASHRAE President. His theme for the Society year, "Building for People & Performance. Achieving Operational Excellence," focuses on overcoming the challenges associated with the efficient operation and performance of buildings by leveraging the latest strategies and innovative technologies to ensure operational success for the people living and working within them.

"ASHRAE's leadership will be crucial as we employ new strategies for obtaining optimal operational and performance in buildings," said Boyce. "Meetings like our Annual Conference are the ideal place to develop better methodologies from our lessons learned, share best practices and transfer great designs into effective building operations."

The plenary session featured a presentation

of awards and honors recognizing the outstanding achievements and contributions of members to the Society and the industry. During her State of the Society address, outgoing 2018-19 ASHRAE President Sheila J. Hayter spoke on Society's expanding partnerships through eight recently signed Memoranda of Understanding (MoUs) with key organizations. Additionally, updates were given on ASHRAE's new global headquarters design project.

The conference's technical program addressed trends in integrated building design, big data and the process for achieving zero energy office buildings, among other topics. A seminar highlighting ASHRAE's 2019 Strategic Plan offered a look into the background, implementation and monitoring of initiatives as the Society prepares for the plan's upcoming release.

ASHRAE Learning Institute (ALI) offered two full-day seminars and eight half-day courses. New courses included: Guideline 36: Best in Class HVAC Control Sequences, IgCC and ASHRAE Standard 189.1 Technical Provisions (co-presented with the International Code Council), Effective Presentation for Positive Results, Solar PV and Thermal Systems Analysis and Design, and Laboratory Exhaust Stacks: Safe and Energy-Efficient Design. The new Certified HVAC Designer (CHD) certification exam was also administered during the conference.

The 2020 ASHRAE Winter Conference takes place Feb. 1-5, and the AHR Expo, Feb. 3-5, in Orlando, Fla.

Blevins, Inc. Acquires Tri-State Distributors and All Nine of its Locations

NASHVILLE, Tennessee – June 12, 2019 – Blevins, Inc., a Nashville-based supplier of housing products, announced today the acquisition of 100 percent of Tri-State Distributors and its nine branch locations.

Tri-State will continue to operate its corporate office in Royston, Georgia and all of its nine locations across Georgia, Florida, South Carolina, Alabama and Mississippi. Tri-State will be a division of Blevins, Inc. and will continue operating as Tri-State Distributors.

Tri-State serves the hearth, heating and gas products industries as well as the manufactured housing and residential HVAC industries. Primary product lines include gas grills, fireplace logs and heating products along with HVAC equipment and manufactured housing accessories.

"When Brad Blevins and I began talking about merging our two companies, I came to realize that his ideas about what success means in business are the same as mine," said Tri-State Distributors CEO Steve Williams.

Steve Williams CEO of Tri-State Distributors also added "We both believe in taking good care of customers and employees. The transition has been very smooth, and I have agreed to stay on for a while to help ensure that operations continue to run as they should. Overall, I believe this merger will be a win-win for everyone."



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Gustavo Fernandez of Tropic Supply, Bo Philmore of Excell Refrigeration, and Rob Mayhew of Tropic Supply



Eric Barnett, Rafael Ramirez on the grill, Merissa McMillan, Heather Anusbigan, and Nicole Parrish serving the Sunrise Techs



Carlos Castillo, Domenick Blachucci, Marcelo Capote, and Alex Garnett at Tropic Supply in North Miami



Ryan Akers and Jonathan Simu of EVO Air Conditioning



Ricky Hazbun and his son Sebastian "Sea Bass" of R.H. Mechanical with Carlos Castillo of Tropic Supply in North Miami



Fresh burgers right off the grill are the best to eat!



Guy Rodgers of Naples Air Repairs on grill, with Julio and Johnny from Coldfront HVAC



Tropic Supply looks forward to celebrating HVAC Tech Day on an annual basis!



Luis Munoz of LM Associates with Heather Anusbigan of Tropic Supply



What a great day to celebrate HVAC Techs at Tropic Supply in East Tampa



Albert and Mike from Hoff's Air Authority enjoying lunch at Tropic Supply in Port Charlotte



Jorge Ruiz and Walter Castro of Under Control AC, Joe Zvolenski of Tropic Supply, Adam Zayas of Cotto Air Conditioning



Regosa Air Conditioning at Tropic Supply in South Miami



Tom Mincey, Mike Reilly, Jeremy Rivera, Larry Joseph at Tropic Supply in North Ft Lauderdale



Domenick Blachucci, Carlos Castillo of Tropic Supply, and Mayta Miguel from Mike's A/C Services




Robert Burnett, Jeff Faircloth, and Scott Liner on the grill at Tropic Supply in Jacksonville



L&R Fred Gerstemaier & Ron Mendenhall of All American, John Keck, Frank Vazquez, Jason Chesser, and Robert Reynolds of MCBCC, Josh Klemons KIC



Nothing can beat having a nice lunch and getting a great deal on equipment too!



Tropic Supply National HVAC

On June 21st, all 22 Tropic Supply Resource Centers hosted cookouts to recognize HVAC technicians statewide in celebration of National HVAC Tech Day. Hundreds of technicians enjoyed a freshly grilled meal, ice-cold beverages and warm hospitality from the Tropic Team. Often a thankless job, Tropic wanted to take this opportunity to highlight the important role HVAC technicians play in the continued success of this growing industry. A big thank you to all



Everyone congregated around the grill at Tropic Supply in Delray Beach



Troy Veazey and Alex Pumarada of Kwik Kool Air Conditioning



John and Tom of At Last A/C at Tropic Supply in St Petersburg



Scott Munson of Munson's A/C with Frank Barron of Tropic Supply in South Ft Lauderdale



Truman Griffith of Rainforest Cafe with Heather Anusbigian of Tropic Supply



A great time was had by all who attended Tech Day at Tropic Supply in Sunrise



ay Celebrates AC Tech Day!

HVAC technicians for their hard work and dedication to keeping the state of Florida cool and comfortable!

National HVAC Tech Day was established in 2016. Tropic Supply looks forward to celebrating on an annual basis! All techs attending the events were given a chance to win a \$500 Tropic Supply Gift card. Tropic customers could also take advantage of great savings at the Scratch & Dent equipment sale. That sale ran from June 17-21.



Two HVAC Techs enjoying the grilled burgers and hot dogs at Tropic Supply in North Miami



Kathleen Cohen, Joe Zvolenski, David Sears, Rafael Ramirez, Jose Mena, Eric Barnett, Bruce Wheatley, Brigitte Reyes, Heather Anusbigian



Kyle with Ultracool and Matt with St Lucie County Fire Dept at the Tropic Supply Resource Center in Ft Pierce



Guy Rodgers of Naples Air Repairs on the grill with Carlos and Marco of MG Cooling



Tropic Supply Fort Myers ready and waiting for HVAC Techs to arrive



Glenn Paetow of Allied Air Enterprises, Gustavo Fernandez of Tropic Supply, and Rob Mayhew of Tropic Supply on the grill



Larry Joseph, Jeremy Rivera, Jeffrey Nadeau, Eddie Ferraro, Ernie Renzetti at Tropic Supply in North Ft Lauderdale



Nicole Parrish and Merissa McMillan of Tropic Supply with Danny Diaz and Sean Kelly of Ambassador Air Conditioning



Alex Dearmas of Tropic Supply in Cape Coral pulling some Scratch and Dent equipment



Tropic Supply thanks all HVAC technicians for their hard work and dedication to keeping the state of Florida cool and comfortable!



Tony Keane of Port Orange A/C and Jerry Brittingham of Jerry Brittingham A/C & Heat



Jesse and Phil Sandoval from Sandoval's Total Comfort



Scott Dovan, JR Ewing, David Ewing, James Cody Leann Ewing, and James Fenn of Ewing & Ewing Air



Brett Lang, Carolyn and Sebastion Seal with 3rd plc 19.9lb kingfish by Doug Konz on the Smyth Air boat



Mike Meekins, Erik Johns, Andres Ponce, and Dusty Driller caught 3 dolphin on the Honeywell Resideo boat



John Sterling, Mike Johnson and Jim Holman on the Johnstone Ware Group boat caught two Kingfish



Michele Pollak, Kelli Brooker, Marty Davenport (bonita) and John Pollak of CMI Air Conditioning



Winner of the \$100 "RCD" Lady Angler Award with a 19.7lb Kingfish was Leann Ewing of Ewing & Ewing Air



Second Prize of \$750 was awarded to Brian Forand of Steven K Denny AC with his catch of a 21.2lb Kingfish



Kingfish • Dolphin • Wahoo
Tournament - Sailfish Marina
June 29th, 2019

There were rainy skies, rough seas, but still simply... just another day in paradise for the High-E-Fish-in-Sea XXVIII event. The Palm Beach Air Conditioning Contractors Association's 28th annual Kingfish, Wahoo, Dolphin Tournament, was held at the Riviera Beach Marina on June 29th. Special thanks to the Riviera Beach Marina for hosting and Rafiki Tiki catering a successful event. Everyone enjoyed the fish and chicken buffet.

The Tournament was a great deal of fun for those who attended! Twenty boats participated, with over 100 fishermen. More than \$2,000.00 was raised for the Maurice J. Jacobson Scholarship Fund, exceeding our expectations. We are delighted and these earnings will go directly for scholarships to be awarded this year.

PBACCA Steve Sparks, Jim Pickard, Steve Sanders and Jim Carr, served as weigh masters for the tournament this year.

First Prize of \$1000 was awarded to Brandon Haynes of Sea coast Curb with his catch of a 32.4lb Kingfish, but Brandon Langel of Sea Coast Curb gave it back to the scholarship. Second Prize of \$750 was awarded to, Brian Forand of Steven K Denny AC with his catch of a 21.2lb Kingfish. Third Prize of \$500 was awarded to Doug Konz of Smyth AC, with his catch of a 19.9lb. King. Calcutta Prize of \$1100 went to Brian Forand of Steven K Denny AC with 21.2lb Kingfish

Special Thanks to Tropic Supply for the shirts, UniFirst for the hats and Johnstone Supply The Ware Group for great prizes!



The RGF Environmental Group and Sansone AC Fishing Team!



Winner of the Junior Angler Award with a \$150 prize for a 16.7lb Kingfish was David Ewing of Ewing & Ewing Air



First Prize of \$1000 was awarded to Brandon Haynes Sea Coast Curbs with his catch of a 32.4lb Kingfish



John Noble, Allen Conti, and Ed De Jesus caught some nice dolphin on the Goodman Distribution boat



Andrew Smith, Dustin Hoffman, Brian Forand -2nd plc 21.2lb kingfish, Kevin Carter of Steven K Denny AC



Brandon Haynes, First prize 32.4lb kingfish, Brandon Langel, and Jose Ruiz of Seacoast Curbs



Chuck Roussin (big tuna), Sam Bilotti, Dominic and Lucy Manzo, and Chase Calver of Air America



(L&3) James & Kinberly Micolo of Sailfish Mechanical (Ctr&rt) Eric Bonde & Cindy Cabeza of York Source 1



Third Prize of \$500 was awarded to, Doug Konz Smyth AC with his catch of a 19.9lb Kingfish

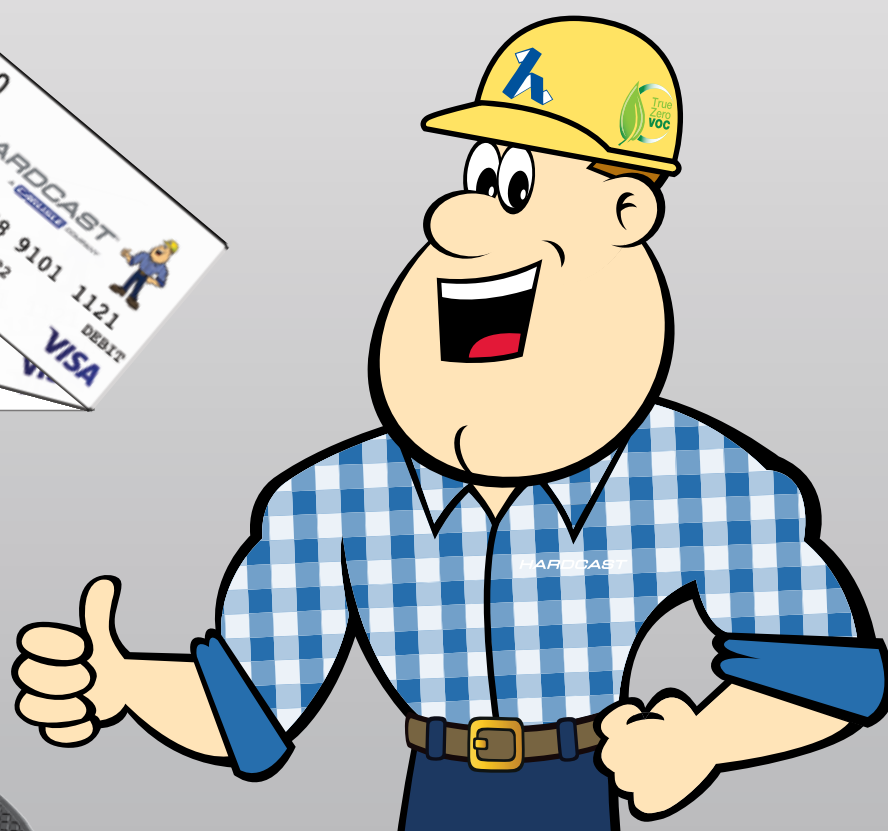


The Calcutta prize of \$1140 was awarded to Brian Forand of Steven K Denny AC

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- Will not crack
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- U.L. 181 Listed





Benjamin Howell of Saez, Julio and Dionys Arriaza of VajoCero, Jaime Bernat and Javier Cepero of Saez, Benjamin Calcano of Stylecrest



Orlando Tercilla, Minotchka Zuloaga, Tony Marimon and Frank Calvo of Refricenter International



Carlos Obella and Leandro Armas of EAir, Jonnell and Harnell Taylor of Mr AC (middle & right), Olga Villares and Jose Iragorry of EAir



The Boreal International booth was one of the busiest booths at the show



Rocio Cedillo of Robertshaw with Felipe Florentino of Economic Electric Motors



Lazaro Castro of CPS Products with Richard Gomperts of Gomperts Cooling



Miami Airport Convention Center June 26-27, 2019

For the first time in their history Refriamericas and Tecnoedificios were held in Miami. On June 26-27, those two conferences covered over 3,500 sq. meters of exhibit space, featuring a pack of novelties, in their 6th and 10th edition, respectively.

Refriamericas brought 2 days full of conferences, technical tours, and a trade show with the participation of the most reputed companies in business. RefriAmérica, organized by ACR Latin America, has been accompanying the HVAC / R industry for 15 years.

"I am so glad that RefriAmérica has finally come to Miami, which is Latin America's capital city. This is an unbeatable venue to bring together several countries from the region, all under one roof. Besides, Miami has a bite of all the things that we, as an Association, would like our contractors, manufacturers, and distributors from all over Latin America to see," said Guitze Messina, the CEO to Mexico's Association for Heating, Air-Conditioning, and Refrigeration Distributors (HARDI), Refriamericas' partner organization.



Ari Feldman and Juan Canelo of Coldflow with Jesus Pineda of Refriiservicios



Fary Villavicencio and Dougie Marty of Airguide Manufacturing



Ivan Rodriguez, Carmen Garcia of DiversiTech, Christian Beyerlein and Lorena Zampini of Everwell Parts



Richard Apodaca of Uniweld, Marcus and Danielle De Paula of Frigo King, Diego Da Silva of Uniweld



Dan Fisher, Jose Mayaudon of Modine with of Rafael Taveras of YogaPipe



Ashishtripathi Vimco, Paola Castiblanco, Maria Gutierrez, Luis Belo of SAEG, Mike Bravo of Giant Plumbing, Anandram Dindial of Amp Air



Jordan Wingard and Emmanuel Santibanez of Blue Diamond Pumps with Manrique Gutierrez of Strong International



Luis Rangel of Transairomar, Gianluca Ristango of Protec, Gabriel Covete of Armstrong, Oscar Perez, Luis Gonzalez of Protec, Pedro Lapa of EVAC



Pierre Khoury, Alma King, and Dan Kelly of Bacharach

ASHRAE Introduces 2019-2020 President, Officers and Directors

ATLANTA (June 24, 2019) – ASHRAE installed its 2019-2020 president, executive committee officers and directors during its 2019 ASHRAE Annual Conference, June 22-26, in Kansas City, Mo.

ASHRAE's 2019-20 president is Darryl K. Boyce, P.Eng., Fellow Life Member ASHRAE. During his inaugural presidential address, Boyce announced the new Society theme will be "Building for People & Performance. Achieving Operational Excellence." The theme focuses on overcoming the challenges associated with the efficient operation and performance of buildings. He shared insights into leveraging the latest strategies and innovative technologies to ensure operational success for the people living and working within buildings.

"People must succeed within the buildings we create," said Boyce. "ASHRAE is committed to preparing building professionals through learning opportunities, engagement and adopting better practices. These are the steps needed to achieve effective operational performance and operator experience."

Boyce is special advisor to the vice-president (Finance and Administration) at Carleton University in Ottawa, Ontario, Canada.

Elected officers who will serve one-year terms are as follows:

President-Elect: Charles E. Gullledge III, P.E., Member ASHRAE, HBDP, LEED AP, senior mechanical engineer, Environmental Air Systems LLC, High Point, N.C.

Treasurer: Michael CA (Mick) Schwedler, P.E., Fellow ASHRAE, LEED AP, applications engineering manager, Trane, La Crosse, Wis.

Vice President: K. William (Bill) Dean, P.Eng., Life Member ASHRAE, regional site operations manager, National Research Council of Canada, Saskatoon, Saskatchewan, Canada.

Vice President: Malcolm (Dennis) Knight, P.E., Fellow ASHRAE, BEMP, owner, Whole Building Systems, LLC, Mt. Pleasant, S.C.

Vice President: William F. (Bill) McQuade, P.E., Fellow ASHRAE, LEED AP, vice president sector services, Air Conditioning, Heating, & Refrigeration Institute, New Cumberland, Pa.

Vice President: Farooq Mehboob, P.E., Fellow Life Member ASHRAE, principal consultant, S. Mehboob & Company Consulting Engineers, Karachi, Pakistan

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2019-22:

Region IV Director and Regional Chair: Steven (Steve) A. Marek, P.E., Member ASHRAE, design engineer, Steve Marek, P.E., Hanahan, S.C.

Region V Director and Regional Chair: Douglas (Doug) F. Zentz, Member ASHRAE, associate professor and program coordinator, Ferris State University, Big Rapids, Mich.

Region VI Director and Regional Chair: Richard (Rick) D. Hermans, P.E., HFDP, Life Member, retired, director of training and advanced applications, McQuay International, Lino Lakes, Minn.

Region XII Director and Regional Chair: Robin E. Bryant, Member ASHRAE, project manager, B&I Contractors, Inc., Fort Myers, Fla.

Region XIII Director and Regional Chair: Apichit Lumlertpongpana, PhD., P.E., Fellow/Life Member ASHRAE, managing director, I.T.C. Company, Ltd., Saphansoong, Bangkok, Thailand

ASHRAE also introduced its newest Directors-at-Large (DALs):

Kelley P. Cramm, P.E., Member ASHRAE, senior technical leader, Henderson Engineers, Lenexa, Kan.

Jaap Hogeling, P.Eng., MSc., ME., Fellow ASHRAE, manager, ISSO, Lienden, Netherlands

Ashish Rakheja, Member ASHRAE, director/chief operating officer, Aeon, Noida, India

Bosch Thermotechnology Corp. Reveals New Cooling Solutions Lineup for Summer

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.

Multi-Refrigerant DSH Scrolls Give OEMs "Ultimate Flexibility" On Low GWP

Already a popular option for commercial chillers and rooftop systems using R410A, with Intermediate Discharge Valve (IDV) technology to enhance seasonal part-load cooling efficiency, the DSH scroll compressors now support R454B and R452B refrigerants. The option to use new, lower-GWP refrigerants was prompted by the EU's ongoing phase-down of high GWP refrigerants, limiting availability and increasing the price of R410A.

Meanwhile, in countries where refrigerant GWP is already taxed, switching to R454B or R452B will provide savings on the tax value up to 78% and 67% respectively.

The compressors' multi-refrigerant compatibility, along with similar drop-in performance versus R410A, is designed to make refrigerant transition as easy as possible for OEMs without the need to make radical system alterations, thus accelerating time to market, both for cooling and reversible systems altogether.

The changes also enable OEMs to make late line customizations and reduce stock inventories, which increases overall flexibility and ease of stock management.

Matthieu Stoll, Director of A/C Marketing at Danfoss Cooling, said: "Around the world, refrigerant transition is happening at different speeds. By using Danfoss DSH scroll compressors with IDVs, OEMs can now respond to market changes more easily – whether that's new efficiency requirements or the GWP phase down. That's ultimate flexibility. And with a GWP level of 466, R454B in particular can be viewed as a potential long-term solution."

Benefits of the new, enhanced compressor range

include:

- Drop-in multi-refrigerant support for R454B and R452B, offering late line customization and reduced inventory with minimal redesign effort,
- Danfoss IDV technology to enable higher part-load efficiency,
- 10 models from 7.5 to 40 TR and a wide range of manifold options,
- Operating maps to fit a wide range of applications, both reversible and cooling only, including chillers and rooftop units.

R454B and R452B refrigerants are classified as A2L (mildly flammable) and are regulated under EN378 and IEC60335-2-40. OEMs therefore need to take the appropriate compliance measures in certain applications.

For more information – and to see other line components ready for refrigerant transition – visit airconditioning.danfoss.com or Coolselector.danfoss.com.

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AHRI Opposes Fourth Round of Section 301 Tariffs on China

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today submitted comments to the Office of the United States Trade Representative (USTR) in opposition to a fourth round of Section 301 tariffs on Chinese imports. The comments, which were in response to a May 17 Federal Register notice, echoed AHRI's previous opposing comments (Round 1, Round 2, Round 3), re-emphasizing that the tariffs limit member company access to a global supply chain for components, while bringing about the following harmful economic consequences:

Increased costs for manufacturers and expected negative cost impacts on consumers.

A dampening effect on the industry's efforts to make more energy efficient equipment available in the marketplace.

An unintended hampering of industry's ability to address climate change because of higher than necessary demand on the electric grid due to reduced access to energy efficient equipment.

"For many of our members, the uncertainty of the exclusion process combined with the continued threat of tariffs creates a business climate that stymies their ability to continue to create jobs that power the U.S. economy," said AHRI President & CEO Stephen Yurek. "We will continue to interact on behalf of our negatively affected member companies in hopes that the injurious tariff situation is resolved quickly," he added.

AHRI's comments also expressed its disappointment with a lack of a tariff exclusion process in the May 17 Federal Register notice. Although AHRI has indicated its displeasure and dismay at a slow and burdensome the exclusion request process, it nevertheless requested in its comments that the USTR should be sure to make available a process for exclusions if the fourth round of tariffs go into effect.

AHRI members are concerned that since the beginning of the Section 301 exclusion process (including \$34 billion and \$16 billion), the exclusion approval rate for the HVACR and water heating industry is 39.5 percent lower than it is for all industries combined. In fact, only 11 percent (200 unique requests) of the requested AHRI member products and equipment have thus far been granted an exclusion. Of the 1,877 exclusion requests AHRI members have made to the

USTR, 858 still await a decision (in review stages 1-3), with some having been pending for as long as 312 days (since August 8, 2018).

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.



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Carrier and Clayton Home Building Group® Announce Exclusive HVAC Supplier Relationship

INDIANAPOLIS, June 28, 2019 – Beginning this summer, Carrier is launching a national program with Clayton Home Building Group, one of the nation's largest off-site and on-site home builders, to provide SmartComfort by Carrier furnaces for all off-site constructed Clayton Built® homes nationwide. The SmartComfort by Carrier brand products will be exclusive to Clayton in the off-site built housing industry and run on the same technology that is featured across Carrier's portfolio of products. Carrier, a world leader in high-technology heating, air-conditioning and refrigeration solutions, is a part of Carrier, a leading global provider of innovative heating, ventilating and air conditioning (HVAC), refrigeration, fire, security and building automation technologies.

"We're pleased to offer the SmartComfort by Carrier brand to Clayton homeowners," said Mike Ackermann, senior manager, National Accounts, Carrier Residential HVAC. "The off-site built housing segment is new for Carrier and this collaboration will allow us to provide innovative and reliable equipment to meet the unique needs of customers living in manufactured and modular homes."

Clayton Home Building Group started the testing phase of SmartComfort by Carrier in May 2019. The smart, durable design of the SmartComfort units delivers dependable performance and all-year comfort. Consumers will benefit from a dense coil guard for easy maintenance, air filtration and an insulated and sealed unit for energy efficiency and noise reduction.

"This long-term business relationship will allow Carrier to develop products and solutions to meet the needs of one of the most innovative home builders in the industry," said David Meyers, vice president, sales and distribution, Carrier Residential HVAC.

"We are thrilled to work with Carrier to provide our homeowners with innovative, top-of-the-line, heating and cooling solutions for their Clayton Built® home," said Keith Holdbrooks, President of Clayton Home Building Group. "The Clayton and Carrier brands share a common commitment to providing an excellent customer experience and creating high quality, innovative products that make our customers' lives easier."

The official roll out of the program begins this month with plans for all Clayton Built® homes to include SmartComfort products by 2020.

Service Experts Selects ServiceTitan as Software Provider to Drive Enhanced Customer Experience

LOS ANGELES – June 18, 2019 – Service Experts, one of North America's leading home services companies and provider of furnaces, air conditioners, other HVAC rental products and plumbing services, announced today that it has entered into an agreement with home service software provider ServiceTitan.

ServiceTitan, the world's leading all-in-one software provider for home service businesses, offers robust end-to-end solutions from in-office tools for dispatching, call booking and marketing automation to mobile field solutions that equip team members with best-in-class tools that enable enhanced customer experiences.

"Service Experts is committed to providing our customers with five-star service every time we book an appointment, visit a home for service, or install a new piece of equipment," said Ian McKeen, President and COO of Service Experts. "By partnering with ServiceTitan, we're ensuring our team members have the best possible software tools to help deliver an enhanced service experience to our valued customers across the continent."

With nearly 4,000 employees, Service Experts operates in 95 locations across North America, and is staffed with highly qualified and NATE-certified licensed service technicians and equipment installers. Founded in 1996, Service Experts provides a 100% satisfaction guarantee for all service work and product installations.

"We're proud to work with a great brand like Service Experts to improve their customer-centric operation and enhance the employee experience for their technicians and field service staff," said Ara Mahdessian, co-founder and CEO of ServiceTitan. "With more than 700 dedicated employees and growing, ServiceTitan is committed to our mission of improving business operations for our partners while helping every home services employee deliver great customer service supported by our software solutions and tools."

Service Experts Heating and Air Conditioning was founded in 1996 on the basis of providing customers with the best heating and cooling services in the industry. Since its inception, Service Experts has been dedicated to community, providing the top of the line HVAC products and services across North America.

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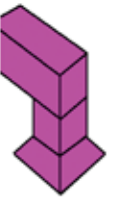
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TODAY'S A/C NEWS

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

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

Jeff Schlichenmeyer, Publisher
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Today's A/C & Refrigeration News

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