

TODAY'S A/C

& REFRIGERATION NEWS

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Goodman Distribution Grand Opening Celebration In North Miami (see page 16)



Gemaire Distributors Tradesmonth Counter Days in Florida (see pages B8-B9)



ACCA/CF & Blacks Supply Host Duct Board Fabrication and Demo in Orlando (see page 10)



Women In HVACR 16th Annual Conference in Boston (see page B10)

Gemaire Distributors Delivers Aid To Bahamas



Jeff Schlichenmeyer
Publisher

In the wake of Hurricane Dorian, Gemaire joined forces with two of the local communities where it operates to provide immediate aid to neighbors in the Northern Bahamas. "The devastation is unprecedented; we will partner with the local communities and use our branches as collection centers to support our neighbors during these difficult times" said Zac Linde (President, Gemaire Distributors) during the launch of the "Bahamas Aid" operation. Partnering with the City of Doral in Dade County, Gemaire setup collection points at its headquarter offices in Deerfield Beach and at every branch in Dade, Broward and Palm Beach counties; sister companies CIAC and Boreal also joined the efforts. Employees and customers donated a full truckload of relief items including food, water, diapers, batteries, first-aid kits and other necessary supplies. The goods were delivered to the collection point set by the City of Doral at FIU. "It is comforting to see how

the South Florida community has come together to provide much needed support to our neighbors in the Bahamas" said Alex Amigorena, who lived in the Bahamas as a toddler, and was in charge of the "Bahamas Aid" operation at Gemaire.

Further North, in Broward County, Gemaire supported Banyan Air Service's efforts and sponsored a relief flight from Fort Lauderdale Executive airport to the Grand Bahama International Airport in Freeport. The flight carried 1,500 lbs of aid which included community water filters, food and supplies donated by various local organizations including "Mujeres Latinas en Acción". Dr. Gerard Wasselle, who generously provided his Cessna Citation N204CA for the mission, was born and raised in Fort Lauderdale; after spending 30 years in Alaska, with his dental practice and flying a multitude of airplanes, he recently relocated back to his home town where he is planning to establish his dental office.



Banyan Air Service provided the logistics, fuel at a special cost and waived the ramp fees, while Gemaire paid for the fuel. Dr. Wasselle and Alex Amigorena were the pilot and co-pilot and Joaquin Amigorena helped to load and unload the aircraft.

RectorSeal Introduces GulfClean Coil Cleaner and Salt Reducer Application for Coastal HVAC Units

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, introduced GulfClean™ the only Modine® CIS Coatings approved two-step coil cleaner and salt reducer application for protecting coastal area residential and commercial HVAC equipment and their factory-applied coil coatings.

GulfClean was developed by RectorSeal through the specifications of a partnership with Modine CIS Coatings—division of Modine Mfg., Racine, Wis. Modine CIS Coatings now authorizes and mandates GulfClean applications every six-months to coastal area units treated with its ElectroFin® E-Coat and Insitu® Spray Applied Coating to maintain the coatings' five-year warranty. The two-step process is also safe

cently-introduced GulfCoat™, an HVAC protective coil coating sold in 12-ounce aerosol cans for contractors to field or shop-apply.

GulfClean's Step-1 Coil Cleaner and Step-2 Salt Reducer are available in one-gallon (3.76-liters) containers from most HVAC/R wholesale distributors and manufactured by RectorSeal at its Houston-based chemical plant for quality control. Each step requires less than 10 minutes to apply and rinse.

GulfClean Coil Cleaner is an environmentally-friendly, biodegradable, non-acid and non-caustic foaming cleaner that attacks dirt and salt, but is safe for evaporator, condenser and refrigeration coil metals and coatings, as well as the service technician applying it. The straw-colored solution is typically diluted



with one to three parts water (depending on coil soiling), applied with a hand pump-up sprayer and rinsed with water.

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Growth Is Painful

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I had a conversation with a contractor whose business is profitable and has been profitable for years. His company is in one of the perfect areas for contracting companies, i.e. a size that is profitable and can stay profitable without huge increases in overhead or personnel to stay stable. Yet, the owner felt "stuck" at his size because the company isn't growing and hasn't grown significantly for years. He has it in his head that he wants to grow to over \$10 million. It's his "magic" revenue number. Why?

Ask any contractor who has grown their business to the \$3, \$4, \$5, \$10 million mark or higher what it was like during the growth phase. It is PAINFUL. You must have a really good reason to grow and go through the pain; especially when you are in the dark days of less profitability, trying to find good managers, hiring one that didn't work out, a long time employee quits, trying to do everything yourself... need I go on?

One of the contractors I took through the growth process lost every employee, field and office, except one, within a year. They are in a rural area with not a lot of access to a great work force. We found and replaced them all. Yes, it was painful. Yes, they have a phenomenal culture and company now. Could you handle that?

Can you grow? Absolutely, yes. I've helped many contractors grow profitably. You need a great "why" to make it happen.

The media and Wall Street track year over year increase in sales. They focus on sales rather than on profitability. They have subtly trained our culture with the thought that you have to grow and become a huge company. You don't. You have to be profitable. You only have to grow at the rate of inflation each year so that you stay profitable.

What did I tell the smaller, profitable contractor who I spoke with?

First, visit a company in the \$10+ million size. See what their facility is like. See what their overhead is like. Find out how they've grown. As long as you are not in a competitive area, many contractors are happy to share.

Second, determine why you want to grow. If your why is big enough, then you will be willing to put up with the pain during the growth phase.

Third, make sure you have enough cash to grow. As a rule, you need 10% of your projected growth in cash. If you want to grow an additional \$1 million in revenue, you need \$100,000 in cash. Where is it going to come from?

And probably the most important thing, if you decide that you don't want to become a mega-million dollar company, that is PERFECTLY OK. You just need to change your mindset from "I'm stuck" to "I'm happy growing at the rate of inflation each year." Are you willing to put up with the pain of growth?

Next Topic: Are You Afraid of Firing Your Employees?

Company Owner #1 was really liked by his employees. His employees should like him. Employees had no controls over how much work they accomplished and how they spent their time. No one checked time cards or what employees were really accomplishing. There were no repercussions when employees "didn't follow the rules." The owner was afraid that his employees would leave and he couldn't replace them.

The business owned the owner. He was working really long hours, had cash flow problems, and a lot of stress! He never took the time to study his financial statements and know the numbers. He was struggling and could never seem to get ahead.

Company Owner #2 was also really liked by his employees. According to his employees, the com-

pany was "a great place to work." The company had goals, rules, profit sharing, and many perks. They had job descriptions and the company managed by those job descriptions. They knew the rules and abided by them. They also knew the consequences, which were enforced, when they didn't abide by the rules. The owner was not afraid to lose an employee.

Everyone in the company knew how he or she affected the company's bottom line - which they shared in. The owner and managers reviewed financial statements each month and knew their numbers.

Both company owners were well liked - but for different reasons.

Company #2 attracted productive employees who enjoyed sharing in the profits. Company #1 attracted non-productive employees who wanted to do as little as possible and still collect a paycheck. They

knew they wouldn't lose their jobs for not following the rules.

And, by the way, Company #2 was profitable. Company #1 was not. Company #2 demonstrates that you don't have to be mean to be in the black!

So what do you do if you are like Company #1? First, realize that anyone "could be hit by a truck" today. Then what? You'd live with it and find a way around it.

The interesting thing that I am seeing is that the companies who are building create cultures have employees who brag about how good their jobs are. These employees find new employees for the company. Some of the companies I work with have no problems finding technicians because of the cultures they have built. They ARE company #2. You can be too.

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RGF Aggressively Expands into the Healthcare Sector

Port of Palm Beach, Florida – RGF Environmental Group’s new RGF-BioControls® division has propelled the company into the hospital and healthcare air purification markets with a full range of FDA 510k compliant air filtration products, including the MICROCON® MAP a high capacity mobile HEPA air scrubber designed to remove infectious airborne pathogens in hospital and healthcare environments.

RGF-BioControls products are available through RGF’s existing HVAC distribution channels and offer flexible use in various environments and applications. Technical and sales support is offered directly from RGF or through any one of our dedicated sales rep organizations.

Tony Julian, Vice President of Business Development



opment stated: “The addition of BioControls HEPA based filtration products to RGF’s leading indoor air quality product line is a natural step in further diversifying our product line. The Microcon products have a great reputation in the healthcare space and the market for reliable infection control technologies is rapidly increasing.”

RGF manufactures over 500 environmental products and has a 34+ year history of providing the world with the safest air, water and food without the use of chemicals. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 7.5 acres, with 106,000 square feet of manufacturing, warehouse and office facilities. For information about RGF-BioControls products please visit www.rgf.com/rgf-biocontrols

Unico Introduces New Supply Duct Connection System

ST. LOUIS – September 2019 – The Unico System has revolutionized the connection system for its flexible supply tubing, reducing the steps and time involved in the installation of its products.

The longtime leader in small-duct high velocity (SDHV) central heating and cooling, The Unico System, uses flexible tubing in either 2-inch (51mm) or 2.5-inch (64mm) inner diameter configurations to deliver conditioned air to various rooms within a structure. The flexibility and small size of the supply tubing, main ducting (one-third that of conventional HVAC systems), and compact, modular nature of its air handling units make it the preferred method of heating and cooling for structures with tight spaces. Due to its ability to fit into buildings without altering the character and integrity of the space, The Unico System is the HVAC choice for preservationists and owners of traditional, historically significant homes and modern custom-designed homes that require

efficient comfort that doesn’t detract from the original design.

In addition to its small size and minimal impact on aesthetics, the energy efficiency and superior comfort available with The Unico System has also made it the preferred method for heating and cooling high-performance and low-load homes, including structures that have achieved LEED, Net-Zero, or Zero Energy Ready status.

Consisting of lock-and-release tabs making it easier and faster to assemble, Twist-Fit couplings are attached to lengths of sound attenuator or standard supply tubing by threading the base of the coupling into the inner core of the tubing. The internal insulation and outer mylar jacket of the supply tubing are then tucked into the rim of the Twist-Fit and the connection is secured with UL-181B foil tape. Matching Twist-Fit couplings are attached to the desired plenum take-offs, terminating outlets, or additional lengths of supply tubing. To make a connection, the installer simply lines up the tabs to their corresponding slots and twists clockwise until a click is heard. At least one Twist-Fit connector must have a gasket to prevent leakage. At this time, Twist-Fit connectors are only available for 2-inch inner diameter take-offs, supply tubing, and outlets.

The Unico Twist-Fit System™ connectors will be available starting October 1, 2019 and will replace all existing 2-inch coupling methods for Unico System supply duct components.

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Understanding and Applying HVAC Sensors

On Tuesday September 10th from 12-2pm, ASHRAE Miami Chapter held a member meeting at THE GLOBE, a new venue: 377 Alhambra Cir, Coral Gables, FL 33134.

The topic for the Technical Presentation was Understanding and Applying HVAC Sensors by Victor Orozco. Victor has twenty two years of suc-

cessful experience in project management, strategic account planning and leadership.

This one-hour PDH course features a basic overview of HVAC sensors and their application in common systems. Topics covered include; types of sensors, sensor technologies, installation practices, and specifying sensors. At the end of the course,

participants should have a better understanding of how to select and specify sensors.

We have a new ASHRAE Year, and we are glad to invite you to our next meeting on October 8th. The topic for our Technical Presentation is Solar Thermal HVAC/R by Juan Carlos Gutierrez and it will be held again at our new venue The Globe.



Tulia Rios, ASHRAE Miami past President, Victor Orozco of Belimo Air Control, and Victoria Garcia-Massimo new President of ASHRAE Miami



Astrid Millan and Juan Carlos Gonzales of Dunham Busch



Carlos Hermida donating his books to some students of FIU



Raajesh Kumar Murugesan, Matthew Lujan and Jacob Arana of BR+A Consulting Engineers



Cesar Herran of Wolfberg Alvarez & Partners, Luis Rinzeville from AccuAir - Bard and Melissan Herran of FIU



Dan Rogers of Flow control technology, Victor Orozco of Belimo Air Control and Tony Capefany of Cors-Air



Luis Belo of Aeroform explaining the benefits of their product line



ASHRAE members enjoyed a nice lunch while listening to Victor Orozco of Belimo Air Control



Victor Orozco of Belimo Air Control spoke about HVAC Sensors



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Trade Talk:

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



Staying in Tune with your Business

Many people do not stay on top of their air conditioning maintenance schedule. They put off getting their coils cleaned, do not pay attention to their filters or reluctant to take the time to have their refrigerant levels checked. The rationale is often: "if it ain't broke, don't fix it." They prefer ignorant bliss hoping that their air conditioning system will get them through the summer.

A lot of contractors feel the same way about facing the realities of business. They know business is "seasonal" or taxes aren't going to go down or interest rates are going up. They know that the building codes and efficiency levels can change at any time. They know they are getting old and need to plan for succession. Yet instead of facing these realities, they wait and see what happens. They put off making any plans, decisions, or changes.

Running any business involves a series of constant challenges, frequent setbacks and frustrating surprises. The longer an owner operates his business with complacency, the harder it will be to change when he or she starts thinking about "getting out."

In today's contracting business, owners can't afford to take a "wait and see" attitude towards their company. If you aren't actively working at growing the business, it's probably shrinking. If you aren't focused on developing new talent, you may well find yourself with a company that's basically worthless.

Failing to move forward doesn't mean you stay in the same place. It means you actually lose ground. This is because even when your revenues remain generally flat, your cost of doing business continues to climb. Rising costs may not particularly be noticeable, but each year inflation carves away at your profitability.

In addition, revenues from your customer base really don't remain flat. There is always some degree of natural loss of business as clients die, move to other places, or give in to your competitors more aggressive sales efforts. Client relationships are like their roman-

tic counterparts: If you don't make your clients feel special, and wanted, someone down the street will.

There's another factor many contractor business owners don't realize. When you stop working at growing your business, both your clients and employees can sense it. If they feel you are no longer enthusiastic, they'll lose their enthusiasm for working with you. Suppliers also know when you're not growing. They may be loyal to you, but their real loyalty is to your doing business with them and the income you produce for them.

Like most contractors, you probably take great pride in what you've been able to accomplish. But keep in mind that none of us lives forever. Sharing our successes with current or future employees can actually be very rewarding. By making it possible for trusted employees to create their own success wealth, you can actually strengthen your business and enhance their loyalty to you.

Have you ever heard business owners complain that their employees just don't understand what's involved in owning a business? An effective way for them to learn is for you to teach them what you go through. Something funny happens when an employee begins to notice the relationship between the work he or she performs and the financial results it creates. They see that working just a little harder pays off, and working a lot harder and smarter pays off handsomely.

Contractors who take the "wait and see" approach risk losing control of their future. Whether you are 30 or 50, you should develop a time horizon and a plan to ensure that your investment of hard work and other resources will provide the greatest return when the time comes. You may not be able to take it easy for quite some time, but you'll face far less stress along the way.

I am also inviting you to join the FACCPA family of contractors. Call Lisa Tamargo and get brought up to date on the successes we are having as members.

Until next time
Tommy Castellano

Industry Competitors Unite

Competition can be quite fierce in the HVACR industry. However, nearly one hundred companies that often compete with one another for sales, are coming together to help improve education and the way we prepare our future HVACR technicians. Amana, Calfeffi, Chemours, Daikin, Danfoss, Emerson, Fujitsu, Goodman, Honeywell, LG, Mitsubishi, Parker, Regal, and Sporlan are just a few examples of the companies that are uniting to help improve the technical competency of HVACR technicians.

How? They will all be working together to educate the HVACR instructors in our industry during the National HVACR Educators and Trainers Conference, hosted by HVAC Excellence.

One very real challenge facing the industry is that HVACR instructors must teach technologies that they themselves never encountered when they were in the field. To help instructors keep their programs current and aligned with what the industry requires from successful field technicians, nearly 100 organizations will be participating to conduct sixty-plus training sessions, and an industry exposition, March 23-25, 2020 at the South Point Hotel in Las Vegas, Nevada.

While the conference is called the National HVACR Educators and Trainers Conference, it is open to anyone in the industry interested in hearing directly from industry leading manufacturers and subject matter experts, about the latest in HVACR technologies and instructional techniques.

For a complete list of sessions, presenters, exhibiting companies and the schedule, visit escogroup.org.

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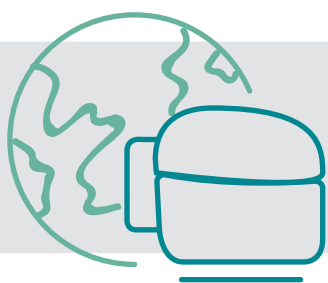
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ACCA/CF and Black's Supply Host Air Duct Fabrication & Demonstrations

On September 17th ACCA/CF and Blacks Supply hosted a training class on air duct board fabrication at the Longwood Training Center from 5:45 pm - 8:00 pm. There were around 30 local contractors who attended. The training class included health and safety procedures along with the UL 181 requirements for this product.

Dave Hilliard of Blacks Supply who has over 30 years experience in duct fabrication, gave demon-

strations of proper hand grooving techniques using specific hand tools along with the fabrication of a 90 degree elbow and an offset transition.

Dave discussed several fiber-glass duct system materials and focused on performance and design standards to ensure superior air tight duct fabrication. Dave elaborated on the importance of fabricating fiber glass ducts according to industry and code-approved standards with special emphasis on

local code compliance and closure systems by using the NAIMA Fibrous Glass Duct Construction Manual.

At the conclusion of the class, Dave blew up one of the fabricated enclosed plenums he made showing how fast it will leak and loses integrity when not assembled properly. Fabricating air-tight fiber glass duct systems takes skill and craftsmanship. Thanks Dave for sharing your skills with the industry!



Bruce Fortenberry and Dave Hilliard of Blacks Supply fabricate ductwork for the class



Jason Black, Dave Hilliard, and Bruce Fortenberry of Blacks Supply with Kenneth Zalk of ACCA/CF



Dave Hilliard informed the group to use only foil tape listed and labeled under UL 181A, Part I (P) for pressure-sensitive tape closures



Dave Hilliard of Blacks Supply measures the finished height on his duct transition



Dave Hilliard spoke about always referring to the NAIMA Fibrous Glass Duct Construction Manual for information on correct procedures



Dave Hilliard tested the structural integrity of the fiber glass duct board enclosure by pumping air into the duct until flaws in the duct became evident



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Performance Pointers

by David Richardson



Supply Register Importance

Supply register performance is rarely considered in many installations. The lowest cost option is often used, but is this the best choice? After all, the only purpose of a supply register is to cover the rough supply openings from the duct system, right? Let's see if there's more to supply registers and what they affect.

A Higher Purpose

Supply registers serve an important purpose when it comes to air delivery. If you're running into comfort issues, look hard at the type and style of registers you currently use on your installations and replacements. If you see magnetic scoops on any supply registers, it's a safe bet your customers have issues.

A well-placed supply register delivering 100 cfm (cubic feet per minute) of airflow can easily condition 1,000 to 2,000 cubic feet of room air. The principle behind this is that higher velocity supply air from the register mixes with room air and sets these two airstreams into motion. This is referred to as air entrainment.

As air from the duct system leaves a register, it is compressed and forced through the vanes or register louvers. This action causes an effect like placing your thumb over the end of a water hose; it increases velocity. When this action doesn't occur properly, the air in the room isn't set into motion as it should be.

Know the Zones

There are two zones in any conditioned room needed for proper air mixing.

1. The Air Mixing Zone, which is typically an area located two feet in from each wall, and the ceiling of a room.
2. The Occupied Zone, which is the area lo-

cated inside the Air Mixing Zone. It begins about two feet inside each wall and the ceiling extending down to the floor of the room.

Knowing these two different zones exist is a key factor in understanding effective air mixing and room ventilation. The general idea is to deliver supply air into the Air Mixing Zone and select supply registers that keep air velocity to a minimum in the Occupied Zone. When air mixing fails to occur properly in these zones, comfort problems prevail.

Throw and Spread

Supply register throw and spread are also large factors that come into play in the importance of supply registers and how well they distribute air in a room.

Throw is the distance from the register that air will travel at a corresponding velocity. Many manufacturers use 50 fpm (feet per minute) as the velocity measurement to determine throw distance. A good register will have a throw rating that is a minimum of 75% of the room distance you're trying to condition. Example: let's say you're using a ceiling supply register and the room your conditioning is 10' tall. You would need a register with a minimum throw of 7.5' ($10 \times .75 = 7.5$) to properly mix the room air.

Spread is the maximum width the airstream will travel at a corresponding velocity. One factor determining the amount of spread from a register is the angle of the vanes in the register.

Typical vane angles are 0°, 22° and 45°. The smaller the vane angle of the supply register, the farther air will throw. As the registers spread increases, throw will decrease.

Isothermal Conditions

Supply registers are tested and rated under

isothermal conditions. What that means is the air temperature coming from the register is identical to the ambient air temperature of the test room. For testing purposes, 70° ambient air is often used. Be aware that throw and spread of the supply register will change as supply air temperature changes.

In cooling mode, you can expect a 30% reduction in throw and spread in certain applications due to the heavier weight of cooler air. In heating mode, you can expect a 30% increase due to the lighter weight of heated air.

Plan Ahead

If the above characteristics have not been planned for, you might find yourself experiencing issues such as large temperature variations in a room, air that seems stagnant, or drafts caused by excessive air movement.

There is a lot more that can be said on this topic, but I wanted to hit the main points and raise your awareness. Check the specifications on the registers you're using, a small upgrade may correct an uncomfortable room.

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 supply register selection, contact me at davidr@ncihvac.com or call 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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South Florida Air Conditioning Contractors Association PRESENTS

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Message from FRACCA President Rick Sims



When you pull a permit for an air conditioning system replacement in an existing building, do you select the "Prescriptive" or "Work Area" as your method of compliance? It's completely up to you. The code says

that the method of compliance is chosen by the permit applicant; if you are the one pulling the permit; that's you. It's important to know because the code requirements for the new materials to be used as part of your replacement depend upon the decision you make.

If you pull the replacement permit using the "prescriptive" compliance method, the code allows you to use "like materials". These are new materials that are the equivalent of the existing materials but not necessarily up to the current code requirements. Generally, things like duct or piping insulation r-value or insulation protection. The existing materials may not be up to the current energy code but can be replaced with like materials anyway (if permit applicant selected the prescriptive compliance method).

Let's say that you aren't the one pulling the permit. Perhaps you are a subcontractor providing replacement HVAC components for a general contractor doing a renovation in an existing building. The general contractor asks you what r-value the new ducts are required to have. You can't tell him the correct answer until you know what method of compliance he selected on his permit application. If he used the prescriptive compliance method, then like materials can be used. If he used the work area compliance method then the new materials may need to meet current code requirements.

Perhaps a code official tells you that all of your new materials must meet the current codes. The only way he can make that determination is if he knows which compliance method you selected when you pulled the permit. If the prescriptive compliance method was selected (by you) then "like materials" can be used as replacement components of the building.

Maybe the code official tells you that your project is a "level one" or "level two" altera-

tion. In order to say that, he would have to know that you had selected the "work area" method of compliance when you pulled the permit. There are no levels at all with the prescriptive method. Under the prescriptive method, none of the levels referred to in the section for the work area method are applicable and the code specifically says that the methods cannot be combined.

Most permit application forms that I have seen have lots of questions on them, but there is nothing about my selection of compliance method. Some municipalities even have a special permit application form specifically for AC change-outs. But even on those I don't see a place on them for me to indicate my compliance method selection. I find this strange because it's impossible to interpret the code without knowing which method the applicant the

AHRI Releases July, 2019 U.S. Heating, Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 909,164 units in July 2019, up 2 percent from 891,190 units shipped in July 2018. U.S. shipments of air conditioners increased 2.7 percent, to 613,974 units, up from 597,786 units shipped in July 2018. U.S. shipments of air-source heat pumps increased .6 percent, to 295,190 units, up from 293,404 units shipped in July 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased .7 percent, to 5,590,819, up from 5,552,806 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 1.5 percent, to 3,592,762 units, down from 3,647,251 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 4.9 percent, to 1,998,057, up from 1,905,555 units shipped during the same period in 2018.



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GOODMAN DISTRIBUTION, INC.

Goodman Distribution Celebrates North Miami Grand Opening September 10th, 2019



The new Goodman Distribution location in North Miami is at 1638 NW 215th St, Miami Gardens, FL 33056. Now Bigger to Serve you Better!



The counter was very busy all day with 10% off their entire order!

On September 10th, from 10am-2pm, the Goodman Distribution's newest location in North Miami celebrated their Grand Opening!

Many local contractors attended this event consisting of a local food truck - Food Dude Fresh Jerk Grill and a mini trade show with some select manufacturers and representatives showing their new products available from Goodman Distribution.

A tasty lunch of Jerk Chicken, Jerk Pork, and Shrimp Rice Bowls were each cooked to order and satisfied many hungry contractors.

The new North Miami location has easy access from the Florida Turnpike with 30,000 sqft of warehouse big enough to stock light commercial equipment, and also a larger showroom. A new high tech training room is available to keep customers up to speed on all the latest technology.

Kevin Pomeroy, Regional Manager for Goodman stated, "We are excited to have this new larger facility to serve Miami-Dade and Broward in a bigger capacity to better to meet the increased product demands."

Since 1982, Goodman is focused on helping millions and millions of homeowners achieve reliable, high-quality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A.



Goodman Distribution North Miami
Andre Wilkerson, Jose Sanabia,
Jose Garcia, Omar Hinds



Everyone enjoyed the Jerk Chicken, Jerk Pork, and Shrimp Bowls from The Food Dude Fresh Jerk Grill Food Truck parked at Goodman



Oscar Bidela and Jorge Hernandez of Air Temp Services, enjoying some jerk for lunch at the grand opening



Junior Gonzalez of Comfort 2 Air Conditioning, Ruben Falcon of Goodman Distribution, Brad Carson of Target Sales



Fidel Martinez of Emerson with Luis Echarte, AC & Refrigeration Technician



Carlos Aldana of Goodman Distribution, Humberto Oliva and Ruben Garcia of Dashing Air Conditioning



Richard Falero and Sandra Alvarez of Daily Air Conditioning, Elliot Chevere of Goodman Distribution



Osvial Alfonso of Jackoda Air Conditioning with Omar Hinds of Goodman Distribution



Jose Lopez of Goodman Distribution enjoyed taking a break with the neighbors next door



Blanco Glauber of First Response Air Conditioning, Carlos Aldana of Goodman Distribution, and Eli Castro of First Response Air Conditioning



Matt Phillips of Goodman Distribution looking at Dust Free IAQ products with Brad Carson of Target Sales



Jeremy Riley, Vernon Marquis, and Darin Johnson of Fusion AC & Appliances, with Fidel Martinez of Emerson



The Goodman Distribution North Miami Team: Eric Bristol, Andre Wilkerson, Kevin Pomeroy, Joseph Lilly, Bruno Cabrera, Humberto Fontana, Jose Garcia, Rick Madrigal, Brad Gillman, Bridget Tuma, Elliot Chevere, Gary Missi, Omar Hinds, Matt Phillips, Ramon Perez, Mike Hall, Peter Moreno, Richard Gil

HARDI Releases Short Film Version of Documentary, Hot Commodity

COLUMBUS, Ohio, September 25, 2019— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released the Short Film version of their HVAC Workforce Recruitment Initiative Documentary, Hot Commodity. A tool to help increase awareness of the HVAC industry and its career opportunities.

When completed, Hot Commodity will be a full-length film, with the primary intent of reaching an audience of high school and college students, who visit streaming platforms to learn about things that they may be unfamiliar with and who are trying to find the right career path.

HARDI plans to cut the film into shorter pieces that can be used to target different audiences. This is where the recently released short film comes to play.

"We wanted to give our members something tangible to use for recruitment. Something to show young individuals entering the workforce the opportunities available to them within the HVAC industry," said Director of Marketing and Sales Chris DeBoer. "Members can utilize this film on their website, at career fairs, or on their social media pages to showcase the industry and the careers it offers."

The film was first introduced at HARDI's 2018 Annual Conference. While the film was scheduled to debut soon after the conference, after taking into account member feedback, HARDI decided to add more individuals to the film, including contractors, to get a full picture of the HVAC industry.

The full documentary is scheduled to be released late Fall 2019. To learn more about the project, or if you would like to get involved, contact Chris DeBoer at cdeboer@hardinet.org. To view the short film and to learn more about HARDI's workforce recruitment initiative visit: <https://hardinet.org/workforce-recruitment-initiative/>.

HARDI is the single voice of wholesale distribution within the HVACR industry.

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Bruno Cabrera Named Territory Sales Manager for Goodman Distribution



Bruno Cabrera

Bruno Cabrera has taken the leadership role as Territory Sales Manager for Goodman Distribution in the South Florida Miami-Dade region. He will be responsible for increasing market share and new business acquisitions.

Born in Lima Peru, he lived in the Miami area from 1993-2016 and graduated with an Associates in Political Science from Miami Dade College in 2009.

Bruno spent the past three years living in Las Vegas where he worked for Goodman as a Territory Sales Manager. Bruno started in the HVAC industry seven years ago working for Gemaire Distributors.

Please welcome Bruno in his new role. He can be reached by phone at 305-594-1104 or you can email at bruno.cabrera@goodmanmfg.com.

Acid-Away® from Rectorseal is Great for Burnout

Acid-Away® is a unique patented chemical treatment for use in air conditioning and refrigeration systems that have experienced a burnout, or operating systems that are showing a buildup in acid content. It circulates quickly throughout the system and chemically neutralizes acids that are always left in an air conditioning or refrigeration system after a burnout occurs. Once neutralized, this acid can no longer continue its corrosive attack and cause another burnout.

Acid-Away® may be used in either hermetic or semi-hermetic compressors that operate with standard CFC or HCFC refrigerants using mineral oil and alkybenzene type refrigeration oils. Acid Away® has been tested in a wide variety of compressor sizes, types and brands with a wide range of burnout conditions. For more information on RectorSeal HVAC/R products, visit www.rectorseal.com email: marketing@rectorseal.com; or call 800-231-3345.

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Division of American Radionic Co., Inc., Palm Coast, FL
“Since 1939”

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
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* Available at select wholesalers
** 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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"Since 1939"

RectorSeal Introduces GulfClean Coil Cleaner and Salt Reducer Application for Coastal HVAC Units

(Continued from Cover Story)

GulfClean Salt Reducer is a biodegradable, non-flammable and volatile organic compound (VOC)-free solution that's safe for removing soluble salts, without affecting coating adhesion on evaporator and condenser coils. Manufactured in a blue color to differentiate from the cleaner, the salt reducer is typically diluted in a 50:1 to 100:1 ratio (depending on unit proximity to coasts) and applied with a hand pump-up sprayer and rinsed within 10 minutes.

Other GulfClean features include:

- Step-1 will not chemically attack or corrode coils, surrounding metal, other HVAC equipment components or adjacent roofing materials;
- Applicable to packaged and split-system outdoor unit coils;
- Steps 1 and 2 are available to wholesale distributors in cases of 4 one-gallon containers and have shelf lives of two and three years, respectively.

For additional information on GulfClean, or other RectorSeal coil cleaning and protection products, please visit <https://rectorseal.com/product/gulfclean/> or email marketing@rectorseal.com; or call 800-231-3345. Additional information on Modine Coatings can be found at <https://modinecoatings.com/shop/>.

About RectorSeal: The RectorSeal LLC is a leading manufacturer of chemical and specialty products

designed for professional tradesmen. Steady growth over the years has been maintained through a commitment to providing high quality products and services. With a diversified business strategy, RectorSeal aggressively pursues new and unique technologies to serve the plumbing, heating, air conditioning, electrical and construction industries. RectorSeal is devoted to providing innovative quality products supported by strong customer and technical service. For more information, visit www.rectorseal.com, email: marketing@rectorseal.com or call (800) 231-3345.

About Modine Coatings: Major OEMs recommend ElectroFin® E-Coat & Insitu® Spray Applied Coating as the premier choice for corrosion protection. Only ElectroFin® E-Coat & Insitu® Spray Applied Coating offer a true, completely covered unit backed by a 5-year warranty on materials and workmanship. ElectroFin® E-Coat & Insitu® Spray Applied Coating are classified C5-1 and meet the toughest marine and industrial standards. We are the only company that can provide both e-coat and spray applied coating services together. This system offers equipment owners complete and total protection, reducing maintenance costs, and ensuring that your HVAC&R systems will operate most efficiently over its lifetime. For more information, visit www.modinecoatings.com, email: info@modinecoatings.com; or call (502) 634-9458.

See Everything New in HVACR, Including the Latest Innovations, Products And Technologies, At The 2020 AHR EXPO



WESTPORT, Conn., September 11, 2019 – The AHR Expo is the world's premier HVACR event, attracting thousands of attendees from across

the globe and with more than 500,000 square feet of exhibit space featuring everything that is new in the industry. The Show, to be held February 3-5, 2020 at the Orange County Convention Center in Orlando, Florida, is the industry's annual opportunity to network with professionals from all roles within HVACR and to view the latest innovations, products and technologies. To register, visit the AHR Expo registration website.

"This is the event for HVACR professionals to meet together under one roof for networking, exchanging ideas and to preview what's ahead in the industry," said Mark Stevens, AHR Expo Show Manager. "Professionals from all areas of HVACR have an exclusive opportunity to gain real insight into what's coming in the next year and what's being planned for the future of the industry. HVACR is at the center of big change on a global scale and is a topic of discussion in many external industries as well—it's an exciting time for the industry and the Show floor is a great place to experience the inspiration."

Each year, exhibitors display new solutions serving every facet of HVACR, ranging from highly efficient equipment to sophisticated whole building management systems. Attendees can expect to explore areas of industry growth such as building automation and control technologies, as well as solutions and equipment relating to alternative heating and cooling methods, time-saving tools and instruments, and other innovations that support a more efficient job site.

Attendees can anticipate previewing new-to-market products and a full range of solutions and are encouraged to take advantage of the unique opportunity to interact one-on-one with the professionals developing them. To maximize the Show experience, visitors should search the directory of exhibitors to view product categories and more in-depth information on exhibiting companies. For more information, visit ahrexpo.com and follow @ahrexpo on Twitter.

Fujitsu General Mini-Split Systems Qualify for Energy Star 2019 Most Efficient Listing

Many of Fujitsu General America's Halcyon mini-split system products now qualify for Energy Star Most Efficient certification.

With the addition of the IntesisHome App and Wi-Fi module, developed through collaboration between Fujitsu General and Intesis Software, 36 Halcyon systems qualify. The IntesisHome Cloud application is compatible with all Halcyon models.

"We're pleased to provide IntesisHome for mobile access and control of Fujitsu's Halcyon systems," said Sean Gaines, America's OEM Sales Manager at Intesis. "This qualification, using the newly-developed features of the IntesisHome Cloud application, is a landmark in our relationship with Fujitsu General. It's a great example of the diligent teamwork between Intesis and Fujitsu General engineers."

"Achieving Energy Star Most Efficient certification was extremely important to Fujitsu," said Andy Armstrong, VP of Sales and Marketing at Fujitsu General America. "It's always our goal to provide the installing contractor with the best product, support, training and competitive advantage." For more information, please visit www.FujitsuGeneral.com

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RectorSeal® GulfClean™ Coil Cleaner and Salt Reducer are formulated specifically for Modine ElectroFin® and Insitu® coatings warranty program. Designed to protect equipment exposed to soluble salts, these products are easy to apply in a 2-step process.



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- Quiet Shift™ technology reduces operating sounds when the unit goes into defrost mode for better performance with minimal noise and less maintenance
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- Scroll compressors
- Easy-access panels for convenient maintenance and service
- Dual refrigeration circuits (in 10-20 ton capacity units)
- Single-zone VAV supply fan available for 29% better moisture removal
- Limited warranties: 5-yr on compressor, 1-yr on covered components

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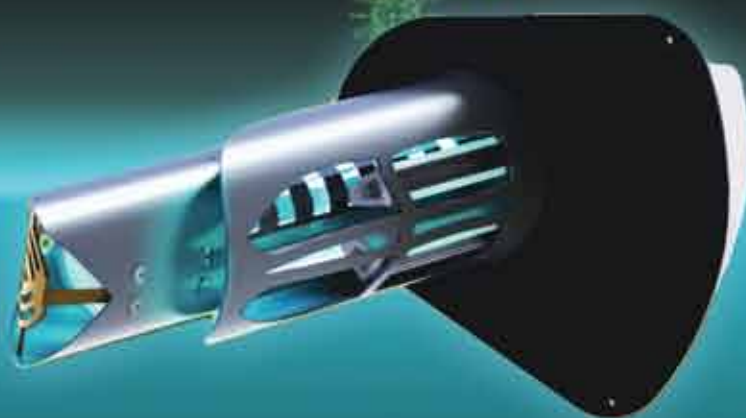
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HUNTING SEASON

GETTING READY FOR WINTER IN FLORIDA

article by
Andrew C. Ask, P.E.



Rick Sims call this time of year Hunting Season. If I were still in Minnesota, I would be getting ready for winter right now. The first snow might already have fallen—can happen in September. Drain the pipes, find out the hard way your snow blower carburetor is fouled. Always the innovator, I had a different way to get ready: buy a plane ticket to Ft. Myers. The other fall ritual, as reliable as Minnesota voting for Democrats, is Hunting Season. (Real) men grew beards which you couldn't shave until you shot a buck. That explains why I haven't shaved my beard in forty years.

Rick calls it hunting season because now is the time to hunt for humidity—and he can smoke it out like a hound dog. Or find out if whatever he sold the homeowner to reduce humidity is working. The only things he tracks down that have horns are dilemmas.

I'm currently on a hunt that begins in the office, with a load calculation. A large urban church is experiencing high humidity and they are concerned about the health of their pipe organ, not to mention the temperament of the music director. The HVAC contractor suspects an oversized HVAC system as a contributing factor. OK, think about it. Allowing for 500 worshippers and their ventilation air, the system is sized correctly at 50 tons. But 10 tons will cool the space except on Sunday morning. Of course it's oversized. The starting point for humidity control in a church is having a separate, small system with no OA for the space—10 tons in this case; and a separate system—40 more tons—that cools and ventilates when people are present.

Begin your hunting expedition with source control—any holes in the building enclosure? OA dampers tight and adjusted? OA closed off when the building is unoccupied?

This particular church has an ERV to pre-treat outdoor air. An ERV in Florida is like 600 lawyers on the floor of the ocean: it's a good start. It actually

adds some humidity by running when the church is unoccupied.

You'd think the worst case for removing moisture is in the middle of summer, during our rainy season. It isn't. First of all, we don't experience maximum dew point at the same time as maximum dry bulb temperature. See last month's column. And, peak heat and humidity doesn't necessarily stress your dehumidification strategy. If an air conditioning system with 2X to 3X as much moisture removal capacity as a dehumidifier is running flat out, it's going to remove plenty of humidity.

By "flat out," I mean flat out for moisture removal: cold coil, proper charge, proper superheat, lowest airflow that will satisfy sensible cooling load without frosting the coil. Assuming the AC is oversized for sensible heat, and it frequently is, I don't see any reason to move more than 320 CFM/ton in our hot-humid climate.

If your dehumidification strategy does not involve a dehumidifier, the worst case scenario is when the sensible cooling load disappears—if the AC isn't running it can't remove humidity. If it short cycles, water on the cooling coil and in the drain pan will be re-evaporated in an endless loop. You already knew that.

What might not occur to you is that dehumidifiers are refrigeration cycles and do the exact same thing when they short cycle—re-evaporate condensate. If that happens, there is little to do about it. Moisture load varies widely, more than sensible, and there are fewer size models to choose from. If a customer shells out for a dedicated dehumidifier, we're going to be doggone sure it's big enough.

Whatever your dehumidification strategy—none, variable speed, DOAS, dedicated—find out whether it is working in the fall. If you are into instruments, now is the time to remove them from the toy chest. Make sure they are working. Are they calibrated? Before I go out, I always put fresh bat-

teries into my abacus and plug the old K&E slide rule into its charger.

Good hunters look for scat, evidence that game is present. So if you have loggers, log. If you have probes, probe. If you own tipping buckets, count tips of condensate. Instantaneous snapshots don't cut it. Whatever your weapon of choice, leave something at the project for a few days to see what's happening over time. Whatever is happening in the middle of the night might be what you are looking for.

If all we know are coil entering and leaving temperature and humidity conditions, we only have part of the equation—what's the airflow? Only when you relate CFM to the split across the cooling coil will you know how the AC is performing. A True-flow® Flow Meter inserted into the filter rack is the quickest and most accurate way to measure airflow up to 2,000 CFM.

Unfortunately, there is no easy, accurate way to measure dehumidifier airflow in the field. You'll have to work backwards from inlet and outlet conditions, condensate production, power consumption, and then call the factory if you don't like the numbers. A Kill-A-Watt® power meter, \$25 at big box stores, will give you an idea how many watts a dehumidifier is consuming.

I will remind you of two quick tests you can do—imprecise but still grounded in science—to see if the dehumidifier is working: 1) state of the leaving air, and 2) condensate production. On a normal summer day in Florida you should measure 90 °F and 20% rh, or at least a 10 °F rise if the air is dry. If you have no instruments but more time, put a measuring cup under the condensate drain. You should be able to collect 8 ounces in 15 minutes.

So, good hunting, bag your limit of moisture, and, *until next month then...stay tuned.*

Andy Ask is a Cape Coral HVAC Engineer and Building Science Consultant to Ultra Aire Dehumidifiers



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OCT. 23

7:00 am - 10:00 am Supplier Demonstrations
10:00 am - 1:00 pm Supplier Tradeshow and Lunch
1:00 pm - 4:00 pm Supplier Demonstrations

THURSDAY,
OCT. 24

8:00 am - 4:00 pm Ruud Inverter, Econet & Zoning Class
8:00 am - 12:00 pm Allied Teardown & Troubleshooting Class

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- \$250 Tropic Supply Gift Card from Ruud
- Cooper & Hunter Portable A/C Unit
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- TUV-Mini-LED for Mini-Split from FreshAir UV
- QS4LSH Refrigerant Manifold Set from Uniweld
- Honeywell Home Wifi 9000 stat
- Armacell Golf Shirt
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- Plexaire HydroClear 3100 Automated Condensate Drain Cleaner
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Daikin Adopts R-32 For Key HVAC Products In North America To Reduce Greenhouse Gas Emissions And Climate Impacts

Sept. 26, 2019, Washington, D.C. – Daikin companies in North America (Goodman Global Group, Inc.; Daikin North America LLC; Daikin Applied Americas Inc.; Daikin America, Inc.; and Daikin U.S. Corporation) today announced they are developing ducted and ductless residential, light-commercial, and applied products utilizing R-32 refrigerant.

In evaluating alternative, low global-warming-potential (GWP) refrigerants for North America, Daikin—a global technology leader in the heating, ventilation, and air conditioning (HVAC) industry—is focused on reducing greenhouse gas emissions and climate impacts. The company also took a holistic approach to include safety, energy efficiency, and cost-effectiveness. Based on comprehensive evaluation and testing, Daikin concluded R-32 is the ideal low-GWP alternative to R-410A for many key residential, light-commercial, and applied products in North America.

Daikin's choice of R-32 is based on the beneficial attributes of the refrigerant. Compared to R-410A and certain alternative refrigerants, R-32 can mitigate effects of direct refrigerant emissions by reducing the equipment refrigerant charge. Daikin has found that in comparison to R-410A, R-32 has a drastically lower GWP and could reduce refrigerant charge in certain equipment by up to 40 percent. The company has also found that equipment using R-32 can be more energy efficient and compact—thereby consuming fewer manufacturing resources—when compared to equipment using R-410A or certain alternative refrigerants. Daikin believes that R-32—a pure, single component refrigerant available globally from multiple suppliers—is easier to reuse, reclaim, and recycle when compared to other refrigerants that are blends of R-32 and other components. In sum-

mary, Daikin believes R-32 can effectively help to minimize the environmental impact of HVAC equipment.

The choice of R-32 for the North American region is consistent with the wide global acceptance of the refrigerant. In Japan, R-32 is the dominant refrigerant for residential HVAC equipment while in other Asian countries—including China—and in many European countries, the refrigerant has become an increasing popular choice for HVAC equipment. Daikin has estimated that more than 84 million R-32 residential units have been installed by the industry across 70 countries. According to a Japan Air Conditioning, Heating & Refrigeration News, Ltd. (JARN) report, in 2018 alone, over 25 million residential units using R-32 were sold worldwide, accounting for more than 25 percent of total residential units sold in that year. This number is expected to increase in 2019. Furthermore, in the United States, acceptance of the refrigerant has already begun in some HVAC applications: JARN reports that in 2018, almost half of window air conditioning units sold across the U.S. used R-32.

By selecting R-32 for various ducted and ductless residential, light-commercial, and applied products, Daikin is extending its leadership position in North America. The company was the first to introduce R-32 residential air conditioners and heat pumps globally and has, since 2012, sold more than 21 million R-32 residential units worldwide.

To advance the adoption of R-32, Daikin has committed to share its knowledge and expertise. Earlier this year, Daikin announced its patent non-assertion pledge[i] of identified patents to further facilitate the use of the R-32 in HVAC products. Daikin has also provided education and training programs for the

refrigerant—programs that have been supported by many governmental agencies. Daikin's overarching goal is to ensure that North America can benefit from the use of a refrigerant that provides measurable environmental and performance qualities that will advantage the environment and consumers.

"We know that the net effect of air conditioning on the environment is a combination of the refrigerant used and energy consumed," said Daikin Applied Americas' President and CEO Mike Schwartz. "R-32 enables home and building owners to achieve reduced climate impact, superior performance, and operational savings. Daikin is in a unique position as a manufacturer of both HVAC equipment and refrigerants. Our approach has always been to use our expertise to choose the right refrigerant for each application. R-32 is the right low GWP refrigerant choice for many of our residential, light-commercial, and applied products in North America."

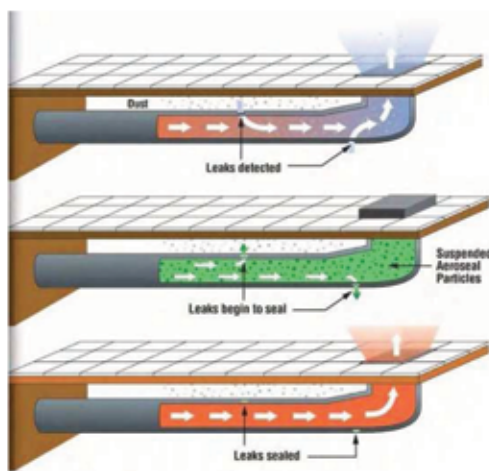
Goodman Global's President and CEO Satoru Akama said, "Daikin's choice of R-32 demonstrates our strong commitment as a U.S. HVAC manufacturer to minimize environmental impacts of our equipment including the reduction of greenhouse gas emissions. R-32 brings many benefits including energy efficiency, resource reduction, and overall environmental mitigation. Based on our global experience, we are confident R-32 is the right choice for HVAC manufacturers, contractors, and consumers."

Daikin's North American production of R-32 products is the latest step in its efforts to advance technologies that reduce environmental impact and provide consumers superior technology. These efforts will take account of the developments in various North American jurisdictions as they enact appropriate regulations, codes, and standards.



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CAC057550 – MRSR802 – MRSA1924

Fresh-Aire UV® Acquires Air Filtration Manufacturer Electro-Breeze Manufacturing



**Chris Willette
and Pierre Audet**

Fresh-Aire UV®, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, acquired commercial/residential HVAC air filtration manufacturer Electro-Breeze Manufacturing, Saint-Sauveur, Quebec, on Sept. 12.

The acquisition positions Fresh-Aire UV to now offer particulate removal, using Electro-Breeze's sub-micron polarized filtration technology, in addition to its industry-leading IAQ product line-up that includes ultraviolet (UV-C) equipment for biological disinfection and activated carbon media catalyst air treatment for volatile organic compound (VOC) elimination. "We now

offer a full-line, turnkey filtration solution for our HVAC distributors and contractors to address any IAQ challenge, whether it's biological, VOCs and now particulates," said Chris Willette, Fresh-Aire UV's president.

The acquisition includes Electro-Breeze's Canadian-based manufacturing and assembly operations for its polarized filtration and other IAQ equipment, all which will be relocated to Fresh-Aire UV's new Jupiter-based filtration division manufacturing plant. Electro-Breeze's products will be rebranded under Fresh-Aire UV or carry the new "Electro-Breeze by Fresh-Aire UV" brand, and be marketed globally. Electro-Breeze President and Founder, Pierre Audet has joined the Fresh-Aire UV team and will oversee the transition and Electro-Breeze's equipment manufacturing operations.

Audet began his career in electrostatic filtration in 1984 with Engineering Dynamic followed by his leadership position as CEO of Cimatec. In 2002 Au-

det founded Electro-Breeze Manufacturing, a leader in sub-micron polarized filtration. Electro-Breeze products have provided air filtration solutions globally for residential and commercial applications, especially in casino, hospitality, healthcare and agricultural markets.

"Electro-Breeze is a leader in the high-efficiency filtration and polarized air cleaner market," said Audet. "Our global reach and innovative solutions have made Electro-Breeze a premier filtration manufacturer offering exceptional solutions for those looking for highly effective sub-micron filtration with low static-pressure and odor control. With their extensive distribution network, sales force and in-house engineering, we expect Fresh-Aire UV will continue offering the most innovative, advanced filtration solutions in the future."

For more information on Fresh-Aire UV or its products, please visit www.freshaireuv.com, call 1-(800) 741-1195 or email: sales@freshaireuv.com.

Johnstone Supply Ware Group Dania Beach has Moved To A New Location!



The new Johnstone Supply Dania Beach location is easy access from I-95, I-595, and the Florida Turnpike

The relocation of Johnstone Supply Ware Group Dania Beach location is now completed and they are open for business. The new location is convenient and easy to find with easy access from I-95 and I-595. You can minimize time spent at the store, get in, pick up your products with super fast will call service, and and get back to completing your job!

Their new location is at 3224 SW 30th Avenue, Dania Beach, FL, 33312, and their phone is (954) 921-8070. Call Carlos Borja or any member of his team to help you select the right products you need and get your job finished on time.



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SWACCA Responds to Cape Coral Veteran's Museum A/C Needs

After WINK News in Ft. Myers reported on a story about a local veteran's museum having big problems with their AC units, a concerned citizen contacted the Southwest Air Conditioning Contractors Association (SWACCA). He asked if there was any assistance SWACCA could provide to the Cape Coral Veteran's group, that founded and operates the Southwest Florida Military Museum. SWACCA's Board immediately sprang into action. Within a week a plan was developed, a site inspection was done, and donation pledges of equipment, supplies and labor began coming in. Board member Jim Roberts (TWC Services) has taken the lead on this project with the full backing of the Board. SWACCA President Tim Dupre's (Conditioned Air) message to the Board and SWACCA members is "This is a great opportunity for SWACCA contractors to come together to help the community."

The Veteran's group recently purchased a 32,000 sf building that once housed a grocery store. It was built in the 1960s and the HVAC system was not adequately cooling the building. Only two of the existing 4 rooftop units were operating. In addition to the museum the group also provides support to veterans including daily coffee and donuts and a weekly luncheon for 100 plus at no cost in the same building.

Ralph Santillo, the Veteran's group director, told WINK News the museum is in desperate need of new lighting and air conditioning to not only keep patrons cool but to keep its priceless artifacts in good shape – some of which date back to the Revolutionary War.

SWACCA will be looking to its members, both contractors and suppliers, to provide additional materials in the very near future. Donated to date are the following: Ellsworth Heating and Cooling – a 3 ton package unit and labor for installation; Speed Air Conditioning and Eagle Crane – crane lift; TWC Services – refrigeration and other required materials; Tropic Supply/Copeland – compressor; Conditioned Air, TriCounty Apprenticeship Program – labor.

Others in the HVAC community interested in helping with this project may contact the SWACCA office at 727-209-0890 or check the SWACCA website at www.sw-acca.org for more details and updates on the progress of the project. Monetary donations to help with any miscellaneous expenses for repair and maintenance should be made out to the Patriot Services Group (a 501 c 3 charity) and sent to the SWACCA office. We will bundle the donations and present them to the Museum.

To read more about the museum and their foundation go to the Wink New article at <https://www.winknews.com/2019/08/26/heat-may-destroy-cape-military-museum-artifacts-due-to-budget-crunch/> or the Museum's website at <https://www.veterans-foundation.org/military-museum/>

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- Check with manufacturers to see if they offer compensation for technician testing and training.
- Find a testing organization online.



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"THE DUCT-FREE ZONE"

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



Is evacuation the weak link in the mini split installation? I think so...and I think for many of us, we have never had a good understanding of why we evacuate and how a vacuum pump works. Lets see if we can shed some light on it right now.

Most mini split outdoor units come pre-charged with some amount of refrigerant ...it is segregated in the outdoor unit by the hex-head valves, one on the suction and another at the liquid connection of the outdoor unit. Thus the evacuation in a new installation is limited to the lineset and the evaporator (indoor unit).

The primary purpose of evacuation is to remove any non-condensables and other contaminants from the lineset and evaporator coil which we just installed. Let's not assume we all know what non-condensables are:

Non-condensables are gases that will not condense into a liquid within the operating temperatures of the refrigeration system. Air and nitrogen are the most common non-condensables.

Why are non-condensables bad? Non-condensables occupy condenser coil space that is normally used to condense refrigerants. Because of this wasted condenser space, the proper amount of heat cannot be rejected, causing a rise in condenser temperatures/pressures, higher compression ratios, and system inefficiencies.

How do non-condensables get into the lineset and evaporator coil? Well, there is no way to avoid it. The moment you release the nitrogen the manufacturer charged in the evaporator to test for leaks... and remember nitrogen itself is a non-condensable, and remove the plastic caps from the end of your lineset tubing, letting air into the tubing, you now have an invasion of non-condensables in your system!

Believe it or not, there is a school of thought that evacuation is completely unnecessary. I am using the words "school" and "thought" VERY loosely here!

I had an attendee of one of my GREE mini split design and installation classes tell me that he worked for a fellow that insisted evacuation was a waste of time and that he never evacuated a system and he never had a problem as a result.

The greatest HVAC instructor in the biz is my friend John Barba of Taco Comfort Solutions in Cranston, Rhode Island. John is the reason I am instructor...his enthusiasm is inspiring! John has a great saying when people tell him, "I have never had a problem"...his reply is always, "define problem."

Yeah, the guy who never evacuates may think he is on to something because the un-evacuated system works...it blows cold, but for how long? How cold? How inefficiently?

I was shocked to learn of a mini split product that is marketed specifically to the weekend warrior, the "do-it yourselfer." It is a complete system package including a lineset with something the manufacturer is calling "quick-connect fittings." The installation manual makes NO mention of an evacuation procedure!

I have to believe a majority of these products are installed with the weekend warrior thinking there is no problem, otherwise this company would be out of business but as my friend John Barba would say, "define problem."

If we remember what Mrs. Gillacuddy taught us in 9th grade science class, she said that "everything in nature seeks equilibrium of pressure."

I like to use the example of an automobile tire blowout. Air rushes from inside the tire to the atmosphere where the pressure is lower. This difference in pressure causes the air to seek equilibrium of pressure. Any time there is a greater pressure in one area than in another this differential in pressure exists. When an automobile tire has a slow leak, a greater amount of time is required for the equilibrium to take place.

The need for this differential in pressure emphasizes the importance of a high-vacuum pump, as well as the use of large diameter connecting tubing. The purpose of a vacuum pump is to remove contaminants from inside a closed system, thus reducing the pressure inside the system. In order for the mixture of gases to flow from inside the system to the pump, the pump must create a sufficiently lower pressure inside its cylinder than the one inside the system being evacuated.

Now, a common fault of installers when evacuating, one that I will admit to being guilty of in the past, is not changing the oil in their vacuum pump each and every time they use it. I frankly thought that this requirement in most vacuum pump instruction manuals was simply a ploy to sell more vacuum pump oil. The following comes from the manual of the Yellow Jacket "Bullet" vacuum pump:

"Oil may look clean, but still be contaminated. Looking clean is not enough. One job is more than enough to contaminate oil."

The following is from the Yellow Jacket Buzz Newsletter: "Vacuum pump oil is the versatile ingredient inside the pump that lubricates the pumping apparatus while also collecting moisture and contaminants from evacuated systems.

Simply put, it's what keeps the pump, well... pumping. Because vacuum pumps don't have filters, the oil inside becomes saturated with contaminants, which reduces the pump's efficiency. Once oil is

saturated it can't absorb any more system moisture."

Often, installers and service techs think they are using the right tools to evacuate when in fact they aren't. One example is using your standard manifold gauge set to evacuate. Although most low-side analog gauges show a green shaded area for vacuum readings to 30 in. Hg vac. (500 microns) the fact is that standard manifold gauge sets are not suited for evacuation procedures.

I highly recommend the Yellow Jacket SuperE-vac System! The system includes a 2-valve manifold and two 3/8" vacuum hoses for a fast vacuum. Vacuum valves allow core removal and system isolation. This combination reduces vacuum time by over 50% compared to using a regular 1/4" manifold. Vacuum pumps were intended to create vacuum but vacuum pumps were never intended to hold vacuum. The pump must be segregated from the system once the proper vacuum level has been reached.

So, we should heed the words of Pearl Jam drummer, Matt Cameron and lyricist of the song Evacuation from the Binaural album... "time to take heed and change directions."

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



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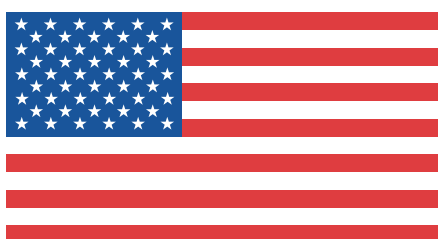
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Jose Perez of Breeze Air Conditioning with Rick Farrow of Cain Sales



Roy Warden, local technician with Johanne Bueno of J. Nichols & Associates



Harry Hollis of Midwest Tools with Frank Grey and Fernando Ruda of Direct Cooling



Axavier Hall and Dwayne Maragh of Coastal Comfort Air Conditioning with Keith Keller of Gemaire



Dave Pearson, Val Eguizabal, Juan Robles, Mark Kyger, Brandon Schinabeck of Gemaire



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Moses Scidy and Xavier Romuel of Interstate Mechanical with Sal Hamidi of Target Sales



Arcadio Ferrer, Eladio Christian, Maryanne Lopez, Juan Robles, Gary Jorgensen, and Anthony Scorzelli of Gemaire



Tom Gibbons of The McAllister Group with George Ezell and Juan Robles of Gemaire



Anthony Scorzelli of Gemaire with Ray Enriquez of AAP Air Conditioning



Tyler Campbell of The McAllister Group, Brad Adcox of Supco, Jose Torres of Jupiter Tequesta, Keith Keller of Gemaire



Sammy Sosa and Jeff Mullholand of Buckeye Air Conditioning with Johanne Bueno of J. Nichols & Associates

GEM DISTR September Is T

Gemaire Distributors hosted Tradesmonth around the state of Florida during the month of September. Many Manufacturers Representatives were on site showing all the newest tools available at Gemaire.

During the Tradesmonth events, a 10% discount was available to all Gemaire customers who attended. A nice lunch and refreshments were provided at each Gemaire Tradesmonth event. Over the past 50 years, Gemaire has evolved from a small regional distribu-

KLEIN
TOOLS



DEWALT



All Gemaire locations provided a delicious lunch for Tradesmonth attendees



Shawn Marby, Sonja Munoz, Juan Oliva, Dan Ramirez, Arian Santana, Effriam Navia, Scott Lee, William Ramirez, Giovanni Acosta, Miquel Maltez



Andrew Burns of Ultimate Cooling, Scott Lee of Gemaire, and Nick Vosburgh of Voss



Tyler Campbell of The McAllister Group, Marvin Jay of I Love AC, and Travis Gregory of DeWalt



Ryan Adilla of Air Pros, Tom Gibbons of The McAllister Group, and Barrington Buchanan of Air Pros



Richard De Rita of Gemaire, Anthony Scuotto of Air Around The Clock, and Rafael Castillo of Gemaire



Ted Jimenez and Julio Cabrera of Cabrera Air Conditioning with Gil Ledoux of PED Associates



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Thomas Trevino of AAA Able Air Conditioning with Rick Farrow of Cain Sales



Raul Sabbah of Delta Temp with Brad Carson of Target Sales



Frank Rey of Direct Cooling, Tom Gibbons of The McAllister Group, and Fernando Rada of Direct Cooling



Clay Bettancourt of ConServe with Johanne Bueno of J. Nichols & Associates



Kemel Smith, Ben Holmes, Eric Gandossy, Leon Pearce, and Richard De Rita of Gemaire



Tyler Campbell of The McAllister Group, Ben Holmes of Gemaire, and Gary Lucchese of Reliable Services



Richard De Rita of Gemaire, Dan Lue of Neighbors Air Conditioning, and Nick Vosburgh of Voss



Mike Barrickman of All Services Air Conditioning with Gil Ledoux of PED Associates



Eric Gandossy of Gemaire is grilling up burgers and hot dogs for a hungry crowd!



Fredrich Lee of AC Associates with Gil Ledoux of PED Associates



Tyler Campbell of The McAllister Group with Dillon Hudson of South Florida Ducts



Johanne Bueno of J. Nichols & Associates with Don Barclay of Aire Discount and Rashad Gary of Airmatic Air Conditioning



16th Annual WHVACR Conference Boston Aloft Seaport District Hotel September 25th - 27th, 2019



Special Thanks To Lance Lackey of Air Conditioning Today for taking the great photos

The 16th Annual Conference was hosted at the Aloft Boston Seaport District Hotel. The theme was “Connect. Cultivate. Grow.” It was a sold out conference and the biggest attendance ever ... over 200 in WHVACR!

WHVACR members were able to reconnect with old friends and network with other women leaders in the HVACR industry. All attendees were invited to a wine and cheese welcome reception in the Aloft Hotel at the restaurant, W XYZ B. The

welcome reception took place the evening before the conference.

The selection of conference speakers was excellent. Roseann Sdioa was the opening speaker who spoke about her experience at the Boston Marathon, where two bombs exploded and Roseann was just steps from the second blast.

Dr. Lois P. Frankel, President of Corporate Coaching International, and bestselling author, was the keynote speaker who spoke about career

and leadership development for women. The WHVACR Formal Awards Banquet was Thursday evening with a performance by comedian Carolyn Plummer.

The final activities on Friday were a Boston Trolley Tour and a Whale Watching Tour!

Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. Join Today!



Jackie Tutko and Joanne Hunt of The Metal Shop, with Patti Ellingson of Cooper-Atkins enjoying the start of the conference



Julie Decker, of Atco Rubber Products and Past President of WHVACR with Lindsay Soltan of Hardcast



Marjorie McAllister of CPS, Laurelyn Arriaga of Goodman, Mary Lagroue of HR Mechanical, and Gina Stefanik of Goodman



WHVACR VP Karen DeSousa presented the Technician Panel: Shelby Tschohl, Sarah Perez, and Melissa Yarb



There were over two hundred who attended the WHVACR conference in Boston!



Emily Saving, Exec VP of HARDI presented trends, indicators, policy, economics and labor market, leading us to believe we are at unique moment in time



Mary Jo Gentry, Past WHVACR President receives crystal gavel award from Danielle Putnam, WHVACR President and Jennifer Bryan of WHVACR



Marjorie McAllister received a 5 year sponsorship award for CPS from Danielle Putnam, WHVACR President and Jennifer Bryan



Kristin Gallup received a 5 year sponsorship award for York from Danielle Putnam, WHVACR President and Jennifer Bryan



Neal Reeves and Kerri Embry received a 5 year sponsorship award for Packard from Danielle Putnam, WHVACR President and Jennifer Bryan



Andrea Halpin and Carmen Garcia received a 10 year sponsorship award for DiversiTech from Danielle Putnam, WHVACR President and Jennifer Bryan



Gurminder Sidhu received The Distinguished Industry Partner award for NATE from Danielle Putnam, WHVACR President and Jennifer Bryan



WHVACR Group Photo: The 16th Annual Conference was hosted at the Aloft Boston Seaport District Hotel. The theme was “Connect. Cultivate. Grow.” It was a SOLD OUT conference and the biggest attendance so far in WHVACR!



SAMSUNG



EVENT DETAILS: Learn About Tropic Supply's Newest Line of Mini-Splits from SAMSUNG:

- Novus - provides a quality and economical solution for cooling a single room or zone. (115V)
- Smart Pearl - Samsung's most efficient and "smart" system - featuring built-in wifi, self-diagnostics and an error monitoring system.
- Wind-Free - exclusive cooling technology that provides users with a cool indoor climate without the discomfort of direct cold airflow.
- Multi-zone systems offer multiple indoor unit and control options.
- VRF technology available for both single-phase and 3-phase applications.

Who Should Attend:
Owners, Decision Makers, Installers and Technicians

DEMO DAYS

LOCATION

T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162
T-03 South Miami Resource Center - 10776A SW 190th Street, Miami, FL 33157
T-04 South Ft. Lauderdale Resource Center - 3200 SE 6th Ave., Ft. Lauderdale, FL 33316
T-07 Mid Miami Resource Center - 3770 NW 21st Street, Miami, FL 33142
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104
T-20 Sunrise Resource Center - 1001 Sawgrass Corporate Parkway, Sunrise, FL 33323
T-02 North Ft. Lauderdale Resource Center - 4321 NE 12th Terr., Oakland Park, FL 33334
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912
T-09 Delray Beach Resource Center - 1203 Poinsettia Drive, Delray Beach, FL 33444
T-05 West Palm Beach Resource Center - 1880 Old Okeechobee Road, West Palm Beach, FL 33409
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954
T-06 Fort Pierce Resource Center - 903 South Market Ave., Fort Pierce, FL 34982
T-14 Sarasota Resource Center - 7533 Claxstrauss Drive, Sarasota, FL 34240
T-16 West Tampa Resource Center - 7735 Anderson Road, Tampa, FL 33634
T-17 Orlando Resource Center - 4528 36th Street, Orlando, FL 32811
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619
T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216
T-21 Tallahassee Resource Center - 110-B Hamilton Park Drive, Tallahassee, FL 32304
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114

DATE

TIME

Mon., Oct. 7 7:30 am - 11:30 am
Mon., Oct. 7 7:30 am - 11:30 am
Mon., Oct. 7 1:00 pm - 5:00 pm
Mon., Oct. 7 1:00 pm - 5:00 pm
Tues., Oct. 8 8:00 am - 12:00 pm
Tues., Oct. 8 7:30 am - 11:30 am
Tues., Oct. 8 1:00 pm - 5:00 pm
Wed., Oct. 9 7:30 am - 11:30 am
Wed., Oct. 9 7:30 am - 11:30 am
Wed., Oct. 9 1:00 pm - 5:00 pm
Wed., Oct. 9 1:00 pm - 5:00 pm
Thurs., Oct. 10 7:30 am - 11:30 am
Thurs., Oct. 10 8:00 am - 12:00 pm
Thurs., Oct. 10 1:00 pm - 5:00 pm
Fri., Oct. 11 8:00 am - 12:00 pm
Fri., Oct. 11 8:00 am - 12:00 pm
Tues., Oct. 15 7:30 am - 11:30 am
Tues., Oct. 15 8:00 am - 12:00 pm
Tues., Oct. 15 1:00 pm - 5:00 pm
Wed., Oct. 16 8:00 am - 12:00 pm
Wed., Oct. 16 8:00 am - 12:00 pm
Wed. Oct. 23 8:00 am - 12:00 pm

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Ft. Lauderdale S. (T-4): (954) 522.2874
Ft. Myers (T-8): (239) 278.1117
Ft. Pierce (T-6): (772) 465.4707
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West Palm Beach (T-5): (561) 684.3997

Flat Rate Pricing Experts Profit Rhino and Callahan Roach Join Forces

BINGHAMTON, N.Y. – Sept. 26, 2019 – Today the industry leaders in residential flat rate pricing, Profit Rhino and Callahan Roach, announced that they have begun operating both companies under the Profit Rhino brand. The combined businesses, now known as Profit Rhino powered by Callahan Roach, will offer best-in-class mobile sales technology, industry research, education and the industry's top price book content to create the most powerful flat rate platform and selling tools in the industry. Combined, Profit Rhino and Callahan Roach will jointly serve over 30,000 field technicians in the residential HVAC, plumbing, electrical and pool and spa industries across the U.S. and Canada.

The combining of Profit Rhino and Callahan Roach comes at a pivotal point in the field services industry, when contractors are increasingly adopting new technology to drive operational efficiency and profitability while improving the customer experience. Contractors will benefit from Profit Rhino's mobile sales tool, flat rate platform and industry best practices, along with content supported by 30 years of experience and empirical data from Callahan Roach.

Profit Rhino powered by Callahan Roach will continue to be part of the EverCommerce portfolio of companies. Profit Rhino founder and president Jose Moreira has been named president of the combined companies and will work alongside the Callahan Roach team to bring the two companies together, operating under one brand.

"We are absolutely thrilled to welcome the entire Callahan Roach team into the Rhino family," said Moreira. "There's so much opportunity to leverage the amazing content and industry knowledge Callahan Roach has curated over the last 30 years and build on our combined products and services. We will offer customers — current and future — the best technology, content and training to help them grow and succeed."

Founded in 1989, Callahan Roach, was the first company to introduce the concept of flat rate pricing to contractors in the HVAC industry. They have since expanded into plumbing, electrical, pool, spa, and propane and fuel oil service industries and are known for publishing the most extensive and up-to-date flat rate guides in the industry.

"We're extremely proud of how far we've come

over the last 30 years and how we've been able to contribute to the growth and success of our customers, partners, service techs, manufacturers and distributors who continue to trust us with their businesses," said Jeremy Lowe, CTO of Callahan Roach. "We're also excited about what the future holds, in addition to joining Jose and the Profit Rhino team as we continue providing the industry with the most up-to-date parts pricing and accurate labor times for many years to come."

Current customers of both Profit Rhino and Callahan Roach will experience no disruption to their current offerings and services and should expect to see new product features and enhancements coming from the newly formed team this fall.

For more information visit <https://profit-rhino.com>.






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RectorSeal Introduces LineShot Tool for Clearing Blocked HVAC/R Condensate Lines



RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, introduces LineShot™, the HVAC industry's only CO2 pressurized condensate line flushing tool

designed specifically for Safe-T-Switch®, All-Access™ and other brands of access cleanout fittings on air conditioning systems.

LineShot is a 5-1/2-inch-long (140-mm), lightweight hand-held reusable tool that dispenses a 250-psi (17.2-bar) pressurized burst from a recyclable CO2 cartridge (sold separately) to flush debris from blocked condensate drain lines. The ergonomic handle-shaped body features a non-slip, thumb-activated trigger that fires a steady air stream once the red safety lever is released.

Lineshot is designed as an easy, time-saving so-

lution that, in most applications, circumvents more labor-intensive blockage clearing techniques, such as rodding or condensate drain line disassembly.

Connection is fast and easy with a 14-inch-long (355-mm) flexible PVC hose featuring 5/16-inch (8-mm) brass female fittings that connect the tool to cleanout models that have a built-in Schrader valve. LineShot also accommodates other cleanout brands, such as the Safe-T-Switch SS1, via an included conical rubber adaptor, which has an embedded Schrader valve for connecting to the hose/fitting. The tapered design allows service techs to hold the adaptor onto any 3/8 to 3/4-inch (9.5 to 19-mm) condensate pipe access openings for a tight, maximum pressurization and leak-proof seal.

For additional information on LineShot, please visit www.rectorseal.com/lineshot; or for other RectorSeal HVAC/R products, visit www.rectorseal.com email: marketing@rectorseal.com; or call 800-231-3345.

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Honeywell And KE2 Therm Announce Agreement Aimed To Deliver Lower Refrigeration Energy Costs For Grocery Stores

ATLANTA – Sept. 23, 2019 -- Honeywell (NYSE: HON), a global leader in connected buildings, announced today it will have selling rights to KE2 Therm Solutions, including industry-leading smart controllers for the refrigeration industry, in the grocery vertical. The combined expertise of Honeywell, the inventor of the retail multi-site energy management industry, and KE2 Therm will help grocers, convenience stores and restaurants lower energy costs, reduce spoilage and meet regulatory guidelines.

According to the U.S. Department of Energy, grocery stores are responsible for approximately nine percent of the total energy consumed by commercial buildings[1] in the United States, of which more than 50 percent is from refrigeration.[2]

With the agreement, KE2 Therm will also sell Honeywell Multisite technologies including its Novar building controls systems, E-MON electrical meters, and Manning refrigerant leak detection sensors.

"Honeywell is the only building automation manufacturer that provides full-service energy management support to the retail industry so owners can focus on other critical parts of their operations," said Matt Call, general manager, Honeywell Multisite. "By combining our enterprise-level capabilities with KE2 Therm's smart edge level controls, we will deliver bottom line savings any grocer, retailer or restaurant chain using refrigeration."

"KE2 Therm is specified by a wide range of end users, consultants and major OEM manufacturers of evaporators, and walk-in freezers and coolers," said Patrick Holdmeyer, president and CEO of KE2 Therm. "Top U.S. and global restaurant and supermarket chains recognize the benefits of KE2 Therm controls and specify them for both new install and retrofit applications. We are excited to work with Honeywell to serve an even larger customer base."

Honeywell Multisite, formerly known as Novar, is a leader in retail multi-site energy management and provides building management systems for many of the world's largest retailers and supermarket chains. Honeywell Multisite offers full-service building management including design, engineering, programming, software and hardware production, delivery and installation, and 24/7 centralized monitoring, control and reporting. For more information, visit www.honeywell.com or www.ke2therm.com.

The Fight Against Utility Expansions Heads to the Capitol



The MEP Coalition has been meeting with state legislators for the last few months and had a full day of meetings in Tallahassee last week with eleven legislators including both Senators, Representatives, Democrats and Republicans. Some

knew about our issues with regulated utility monopolies subsidizing entry into the plumbing, electrical and A/C industries but many did not.

We have multiple legislators willing to sponsor and support legislation to prohibit utility subsidizations because they understand the need to protect ratepayers and local businesses from unfair competition. This is a tough fight against an industry that has over 100 lobbyists and spends tens of millions on political donations.

When presented with the facts and hearing firsthand the impacts this is having on our members, it becomes clear that utility expansions have crossed the line. We were able to present each legislator with materials demonstrating that other states across the country have already dealt with this issue by regulating or prohibiting regulated utilities from subsidizing unregulated businesses. We explained to each that we do not oppose competition. We oppose unfair competition.

Special thanks to the MEP Coalition members that spent the day going from office to office making our case and representing us all.



Patrick Fox, James Edens, Patrick Barineau, Jaime DiDomenico, Carr'e Welsh, Doug Lindstrom and Clayton Osteen meeting with Representative Tommy Gregory.

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19th Annual GOLF TOURNAMENT

Atlantis Country Club

Atlantis, Fla. (Corner of Lantana Rd. & Congress Ave.)

November 9, 2019

8:00 Shotgun Start

- Continental Breakfast will be served before tee off (7:00 a.m. check in)
- Refreshments provided on the course
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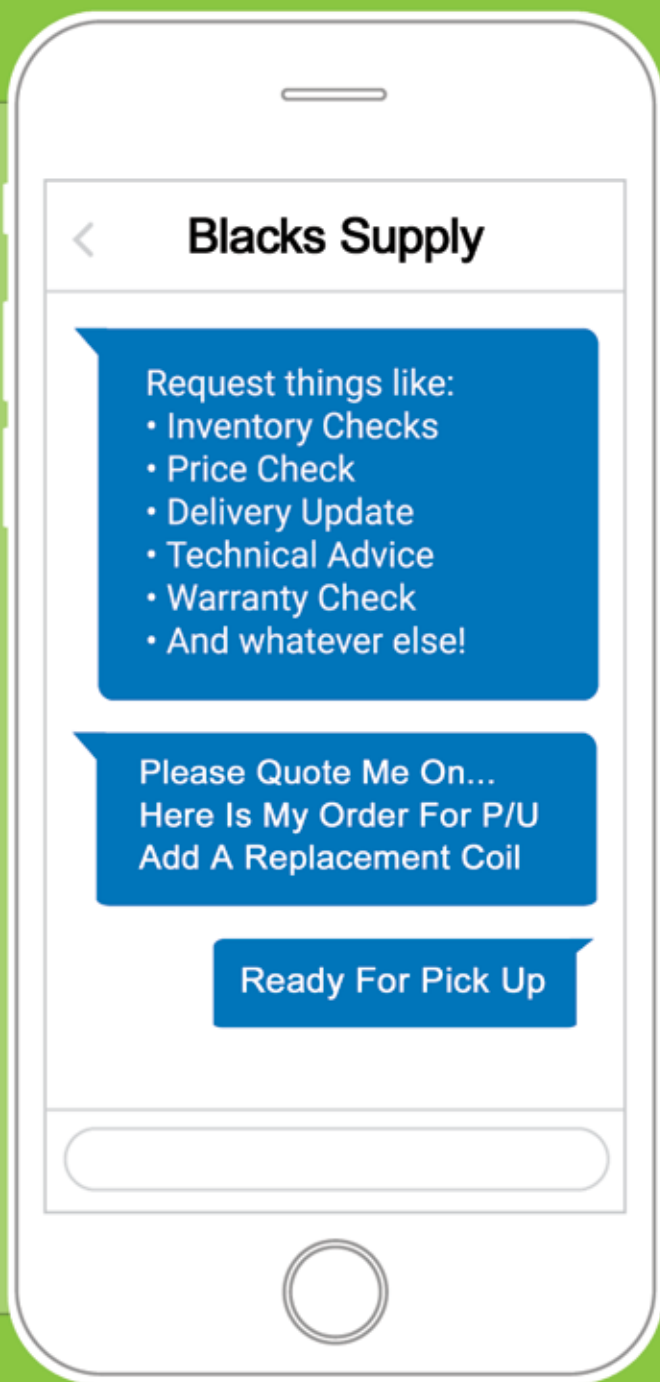
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