

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region



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



Tropic Supply Events during the Month of August (see page 20)



SFACA August Inspector Panel Meeting in Plantation (see page B10)



York Source1 Hosts Hurricanes vs Gators Customer Event at Camper World Orlando (see page 12)



DS3 - A Better Way To Hang Flexduct (see page 16)

## HARDI Distributors Report 14.9% Revenue Growth in July



Jeff Schlichenmeyer  
Publisher

COLUMBUS, Ohio, August 30, 2019— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 14.9 percent during July 2019. The average annualized sales growth for the 12 months through July 2019 is 8.7 percent.

“It is nice to see mid-teens growth after two soft months,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Distributors were busy during July of 2018, so it was not an easy comparison. Demand this month got a boost from 10% to 20% more cooling degree days in four of our seven regions, and an extra billing day versus last year.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now 44.6 days. “The DSO is about equal to this time last year,” said Loftus. “There is no hint of fiscal stress in the marketplace with this metric.”

“The duration of our economic expansion is

historic, but economic cycles are not extinct,” said Loftus. “The inverted yield curve and other indicators have inspired the Fed to change course with their tightening program. That stimulus takes time, so with more difficult comparisons ahead we expect the TRENDS annual growth rate will remain under pressure.”

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

HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. 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.

## Interstate Restoration Targets Dorian Impact Zone

FORT WORTH, Texas (Aug. 29, 2019) – Interstate Restoration is getting ahead of the storm with various preparations that will help commercial clients recover as quickly as possible from property damage inflicted by Hurricane Dorian in Florida and other eastern coastal areas.

As of early today, meteorologists were projecting a wide span of possible landfall areas up and down the Florida coast and even into Georgia; and Interstate Restoration was moving assets toward that zone.

“We’re proactively moving personnel, equipment, and resources into that theater,” said Billy Short, vice-president of national operations for Interstate. “We’re currently using our local Orlando office as a storage facility for supplies that are in striking distance of the storm’s cone.”

Some of the important items in Orlando include power, extraction and drying equipment.

The last significant storm to hit Florida’s Atlantic Coast was the Category 4 Hurricane Irma in September 2017, and Interstate has used its experience from that event and others to fine-tune current preparations. For the 2017 storm, Interstate had moved 150 people into ready-position even before the winds arrived. It is typical for Interstate to line up housing for

workers and to contact vendors and trade groups well ahead of the storm. Interstate responded to five multi-million dollar projects in 2017 that were directly or indirectly related to Hurricane Irma.

One of the leading disaster recovery companies in North America, Interstate Restoration has built a reputation for strategic proactiveness and a keen sense of urgency that Florida clients are now seeing. Interstate forges partnerships with clients long before disaster strikes, then moves quickly and efficiently to help those clients resume their business activities as soon as possible.

Founded in 1998 and based in Fort Worth, Texas, Interstate Restoration LLC is one of the largest emergency restoration and reconstruction service providers for commercial enterprises in North America. Interstate Restoration is a wholly owned subsidiary of FirstService Corp. In 2016, Interstate acquired FirstOnSite Restoration, the leading independent Canadian disaster restoration services provider. With approximately 1,400 employees, Interstate Restoration and FirstOnSite assist property owners and businesses in recovering from fire, flood, natural and human-caused disasters. For more information on Interstate Restoration, visit [InterstateRestoration.com](http://InterstateRestoration.com), call (800) 622-6433 or on Twitter, @InterstateRest.



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# Beware of Your Banker

**Ruth King's Contractors Cents**



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

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

Last week a bank decided that the loan for one of its customers was getting riskier. The bank froze the company's account without warning. Yes, the bank can do that.

A company was late on a loan payment so the bank automatically deducted the loan amount from their checking account. Yes, the bank can do that.

Despite that the line of credit was current and the terms of the loan were in compliance, the bank called the loan because lending policies had changed. It almost put the company out of business. Yes, the bank can do that.

Read the fine print when you borrow money from a bank. YOUR BANKER IS NOT YOUR FRIEND.

Sure, bankers say anything to get you to put money in their bank and to take out loans. That's how they make money. The policies of the bank can change with new management or new owners. The bank can change its mind about your loans and call them. The bank can deduct loan payments from your account.

Even if you have a so called "friend" who is your banker, he or she reports to someone and doesn't make the final call. But, you say, my friend is the president of the bank. Maybe. But there are board of director decisions, lending committee decisions, and rules that the president of the bank has to follow.

So, how do you protect yourself?

Always, always, always have two or more banks that you work with (I have three). Put your payroll account in one bank. Put your operating account in another bank. And, put your maintenance agreement savings account in a third bank. This is the best way to protect your business and your cash.

Next Topic: Build a Business that Rocks

Recently I attended a workshop hosted by the publisher of my book, The Courage to be Profitable.

Jim Howard presented a session on building a business that ROCKS. I found Jim's presentation to be a useful reminder of how to build a profitable, sustainable business:

R: What is your reason for being in business? Why are you doing this? The key question, according to Jim, is what does your customer get out of it? Your reasons have to be big enough for your customer and you to care.

O: What is your offer? What are you providing them that they want or need? Their wants may be different than their needs. Many of us get what we want rather than what we need. People buy on wants and justify the need later.

C: Communicate. How do you tell them about your offerings? What pain are you going to fix? You must control perception. According to Jim, you can't build it and they will come as they did in the movie, The Field of Dreams. You have to build it and tell them they need it.

K: Keep them. How do you keep them? My answer: recurring revenue – maintenance plans and build loyalty each and year. You are loyal to them and they become loyal to you when they trust you. Maintenance plans build the trust. That's how you build a business that ROCKS!

Finally: Your Customers Have CMS

Have any of these happened to you?

Scenario #1: A client called with an issue with one of the company's customers. The person who signed the contract was replaced by other people months into the project. The decisions that were made by this person were never written down anywhere – either by the person or my client.

Now the new team is questioning the work, questioning the price, and it is turning into a major headache. If it's not written, it didn't happen.

Scenario #2: How many times have your technicians said, "I told Mrs. Customer about it" when

a customer calls complaining that her system is not working a month after your technician was out there? The question you should ask, "Did you write it down?" If the answer is no, then it didn't happen.

Scenario #3: Your sales person talked about extended warranties during the sales presentation. The customer at that time decided not to invest in the extended warranty. Her system breaks down four years after installation and she said that she had an extended warranty. You can find no record of it nor a record that she invested in one.

Make sure she signs a spot on the proposal – and yes, signs, not a check off, that she is accepting or declining the extended warranty.

Customers have CMS – convenient memory syndrome. They do NOT remember what your technician told them. They have forgotten the minute he

is out the door or you are off the telephone. It MUST be in writing.

"We told you about it" doesn't work. You will lose that argument every time. You can't prove that you said it.

Writing what you told a customer: 1) Protects you when there is a management change. 2) Protects you when a problem arises that the technician told the customer might happen. 3) Protects you from major headaches and expensive warranty costs.

Make sure EVERYTHING that you speak with a customer about is written. If it isn't, they can conveniently forget about it. When a problem arises it's your fault because they think you never told them about it.

Customers have CMS – the only thing that cures it is written conversations!

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## RGF Announces Kelly Kendrick as New Marketing Director



**Kelly Kendrick**

RGF is pleased to announce Kelly Kendrick as the new Marketing Director. Kelly has been working in and around RGF for nearly 4 years. With more than 15 years of business and consumer marketing experience, she is passionate about creating new ways of promoting RGF's ground-breaking technologies and innovative business strategies and manufacturing processes.

"Once again we are poised for record breaking growth in 2019 and we need to maximize our marketing to make this happen." Ron Fink, RGF President/CEO

Kelly can be contacted by emailing Kelly.Kendrick@rgf.com.

## New Articulation Agreement Establishes Pathway For Advanced Placement Opportunities

Representatives from the United Association and HVAC Excellence met to sign a new articulation agreement. The agreement establishes a transitional pathway for advanced placement to students enrolled in HVACR educational programs accredited by HVAC Excellence to the United Associations Department of Labor approved apprenticeship program.

An articulation agreement documents the transfer policies from one institution of learning to another for advanced placement. The process provides the tools to compare the content offered at an HVAC Excellence accredited program,

and those offered that the nearly 350 United Association apprenticeship training centers.

When students graduate from a HVACR educational program, they may enroll in an apprenticeship program, to further their career opportunities. However, credits earned while in school often do not transfer to an apprenticeship program, results in a person retaking classes. Through this articulation agreement, students applying to the United Association apprenticeship program may be granted, up to one year of training credit and start their training in the second year of the apprenticeship program.



**Steven H. Allen, LEED AP (Retired - Director, Sustainable Technologies for UA, Accreditation Specialist for HVAC Excellence), Howard Weiss (Executive VP of HVAC Excellence), James Pavesic (Director of Education and Training for UA), Laura Ceja (National Outreach and Recruitment Coordinator for the United Association)**

The articulation agreement helps United Association Locals in their efforts to recruit the next generation of service technicians. Recruiting graduates of these HVAC Excellence accredited programs eliminates high attrition rates because graduates have demonstrated their commitment to the industry and they already possess critical fundamentals knowledge and task abilities.

By attending a program that has established articulation agreements, a student can benefit from earning credit for what they have already learned, and advanced placement into the apprenticeship program. In the case of this agreement, HVACR graduates may qualify for advanced placement with prominent employers which include Johnson Controls Inc., Carrier Commercial Service, Siemens Industry, Inc., EMCOR, McKinstry and other employer members of the Mechanical Service Contractors of America (MSCA).

Students can quickly locate accredited programs by visiting [escogroup.org](http://escogroup.org) and clicking on the accreditation link. Here they will find a list of HVACR educational programs that have been granted accreditation by HVAC Excellence, and are eligible to participate in the articulation agreement.

For additional information on the articulation agreement, or programmatic accreditation, contact HVAC Excellence at 800 394-5268.

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## RGF Environmental Group Wins Coveted Dealer Design Award for Element Air Tower Air Purification System for Cannabis Grow Facilities

RIVIERA BEACH, FLA. AUGUST 06, 2019 RGF Environmental Group, Inc. wins its 10th Dealer Design Award at the annual Dealer Design Awards competition. The Element Air Tower air purification unit brought home a Silver award in the Indoor Air Quality category. These sought-after awards are selected by an independent panel of experts who consider specific elements of design which contribute to effectiveness, ease of use and maintenance, reliability and competitive difference.

The Element Air Tower was developed and refined by RGF Environmental Group's R&D Division engineers with consideration and input from leaders in the cannabis grow industry over a two-year period. The unit addresses the problems of airborne and surface bacteria, mold and yeast common to can-



nabis grow facilities. Utilizing proprietary PHI and REME technologies the unit oxidizes contaminants reducing microbes and odors by up to 99%. This is the only product on the market that can make this claim without the use of chemicals or other dangerous compounds. The unit features variable treatment capacities that allow for adjustment during the different growth stages of cannabis plants and is designed to emit zero visible light, allowing it to run 24/7.

It is available in an easy to transport, free standing floor unit or a wall mount unit that minimally impacts available grow floor space.

"RGF's success in the rapidly growing cannabis sector is a testament to the versatility and pioneering innovation of our product design." Mat Charles, VP of National Air Division.

## Hardcast Introduces Super Tack TRAVEL-TACK

Hardcast is pleased to announce the addition of Super Tack TRAVEL-TACK™ to its aerosol adhesive product line. With an enhanced, highly aggressive formula, Super Tack

TRAVEL-TACK is the ideal product for your most challenging projects.

Super Tack TRAVEL-TACK is a self-contained, highly aggressive, instant tacking, portable spray system engineered to deliver a low-pressure web spray. This eliminates adhesive vaporization and overspray, allowing you to get the most coverage from



each cylinder. Super Tack TRAVEL-TACK is ideal for bonding a wide variety of insulation to galvanized metal substrates, and its portability, limited equipment clean-up, and low equipment cost make this product ideal for field or shop use.

If it can't be glued with Super Tack TRAVEL-TACK, then it just can't be glued! Super Tack TRAVEL-TACK is sold in #40 Cylinders.

If you have any questions, or for more information, please contact your local manufacturer's representative, visit our website, or call 877-495-4822.

## Pipe Prop Achieves ICC-ES Certification



Pipe Prop, manufactured by JMB Industries of Fort Worth, Texas, was approved for Directory Listing of ICC-ES 4429 by the International Code Council (ICC). Pipe Prop has been tested and is in compliance with International Building Code (IBC), International Plumbing Code (IPC), Los Angeles Department of Building and Safety

(LADBS), California Building Code (CBC) as well as the Florida Building Code (FBC) for building and plumbing.

Pipe Prop earned this prestigious evaluation through years of extensive testing and proven performance under the most severe weather conditions. Pipe Prop had previously been recognized as the only pipe support with two NOA's (Notice of Acceptance) by Miami-Dade as well as IAPMO UPC certified.

"The ICC-ES evaluation reinforces the Pipe Prop has once again been proven to be the best choice for Architects, Mechanical Contractors, Municipalities and Roofing Consultants" said Jim Brown, inventor of Pipe Prop and owner of JMB Industries, LLC.

This certification includes the APS-1, APS-2 and the US-PP models.

For more information, reviews, product certifications, specifications, test results and to locate a distributor near you, please visit [www.pipeprop.com](http://www.pipeprop.com) or call our corporate office at 1-888-590-0120.



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## Trade Talk:

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



### A New Best Practice for Starting and Staying in Business

A common denominator in all of the “how-to” guides I’ve read on starting a business is that of writing a plan. Ironically, this “start a business” best practice is also the best approach to staying in business. Does your business have a plan?

The most common complaint I hear from business owners is, “I’m having trouble growing my business.” My typical response is, “Why do you think your current plan isn’t working?” The typical answer is, “What plan?” I conclude with, “You just identified your problem!” Many of the businesses I meet with, regardless of how long they have been in business, do not have a documented strategic plan to direct their actions and resources. Businesses that have a plan know where to focus and rarely grapple with business decisions. It is a sequential approach developed called M.O.S.T. (Mission, Objectives, Strategies and Tactics). Once you have a mission, the planning process involves three steps.

#### Step 1:

Develop objectives that articulate accomplishments toward advancing your mission. A well-crafted objective is specific, measurable, realistic and assigned. Example: Increase sales revenue in the Service Dept. 10% to \$1,000,000.00 by December 31, 2017, assigned: Service Manager/Business Owner.

#### Step 2:

Create strategies that define a specific path or initiative designed to accomplish an objective. A well-crafted strategy defines a course of action to take as all or part of achieving an objective. Example: Establish a sales force to increase sales.

Step 3: Establish tactics to coordinate activities for each strategy. Tactics cover all actions, from

group projects to individual tasks, necessary to effectively implement a strategy. They define “who” does “what” by “when” and are based on your available human and financial resources.

Each level of planning—objectives, strategies and tactics—are aligned to the planning level above it, and strategies support an objective, and tactics support a strategy. One objective will be supported by one or more strategies, and each strategy will be supported by several tactics (which represent an action or work plan).

It doesn’t matter whether you are starting a new business or trying to grow an existing business, nor does it matter the size or sector of your business; strategic planning is a best practice that should not be overlooked.

Because of the flexible nature of plans, limit the number of objectives you want to accomplish, and keep to a short set of strategies for each. Otherwise, you may end up with too many actions to deal with...in strategic planning, less is more. You should also align the timing of your plan to your fiscal year to make budgeting easier. Use the M.O.S.T. planning process to make what many experience as an arduous undertaking far simpler.

This best practice will increase the likelihood of your success and longevity.

Staying in business is the objective and sticking to a plan takes discipline. But that is another subject.

Until next time.

Tommy Castellano

### New Cal-Brite® Plus Tougher on Scale



Nu-Calgon has launched a new formulation of Cal-Brite® coil cleaner that is tougher on scale and safer to use.

The new Cal-Brite Plus is a low-pH or acid-based product that foams and brightens, effectively cleaning evaporator coils, air-cooled condensers and other finned cooling and heating coils.

Cal-Brite Plus’ technology provides excellent cleaning performance and a safer alternative to hydrofluoric acid-based products.

The synergy of its acidic-based formulation achieves foaming, brightening and cleaning, but without the dangers that are typical to high concentrations of hydrofluoric acid. Because of its low odor and increased safety, Cal-Brite Plus can be used on indoor and outdoor coils.

Cal-Brite Plus is reformulated to be tougher on scale, it also has improved cleaning capability on oily and greasy soils, as well as a higher hard water tolerance. Cal-Brite Plus is biodegradable and available in one-gallon bottles and 55-gallon drums.

### In Memoriam Kirby Stanley Lykins



Kirby Stanley Lykins, age 66 of Coconut Creek, Florida, formerly of Houston, Texas, passed away on Wednesday, August 21, 2019. Kirby was born in Hollywood, Florida on Saturday, April 11, 1953.

After graduating from Hollywood’s Chaminade High School in 1971, he immediately went into the wholesale HVAC/air conditioning industry and was ultimately a highly respected manufacturers representative in that field in both Florida and Texas. He was preceded in death by his parents: Kirby and Rita Lykins and his sister, Linda Orr.

Kirby is survived by his loving wife of over 30 years, Kimberly Bjork Lykins; 2 sisters: Sandra Delsalle of Pembroke Pines, FL and Karen Conner of Waynesville, NC; brother: Mark Lykins and his wife Patty of Sebastian, FL, 2 brothers-in-law: Thomas Orr of NC, formerly of Hollywood and Jon Bjork and his wife Cha-Cha of Dallas, TX, and nieces and nephews.

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		LBP	MBP
EMI50UER	1/6	522	1211
EMI70UER	1/5+	699	1538
EMX3115U	1/5	756	1546
EMI90UEX	1/4+	947	1926
EMC3121U	1/4	1,002	2,000
EMC3125U	1/4	1177	2374
FFU130UAX	1/3+	1360	2609
FFU160UAX	1/2	1670	3211

### LBP

Model	HP	Capacity (BTU/H) - ASHRAE
NEU2155U	1/2	2586
NEU2168U	3/4	3241
NT2180UV	1	3577
NT2210UV	1 1/4	4514

### MBP

Model	HP	Capacity (BTU/H) - ASHRAE
NEU6214U	3/4	4230
NEU6217U	3/4	5190



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## Brad Niehaus Joins PRO1 Thermostats As Southeastern Sales Director



**Brad Niehaus**

PRO1 continues to grow and mature as an organization and as the company grows, they continually invest in their products, facilities and most importantly, their team. PRO1 Thermostats is pleased to introduce Brad Niehaus as PRO1's newest addition to the team.

Brad has joined PRO1 as their Southeastern Sales Director effective Monday, July 15th 2019 and has been traveling with the sales team and training behind the scenes for the last few weeks.

Brad has worked in HVAC manufacturing and distribution for over 12 years with his most recent role as Area Manager for Mitsubishi Electric Heating & Cooling; a high-end line of ductless HVAC equipment. He also worked for Harshaw-Trane and The Ware Group-Johnstone Supply in sales, marketing and product management roles as well.

Brad is very active in HARDI, having completed the Emerging Leader's Program & served on several HARDI Committees. He has a bachelor's degree in Marketing and is set to finish his MBA this fall.

Brad's industry experience and network of contacts around the country with key OEM's, Wholesalers and Contractors alike will prove to be extremely impactful in PRO1's quest to be the number one contractor Brand in HVAC controls.

PRO1 is truly excited to add him to their already fantastic team. Brad will continue his training over the next 30 days and we will begin transitioning account/rep responsibilities over the next 60 days. Please join PRO1 in welcoming Brad to the PRO1 family!

PRO1 is one of the largest manufacturers of electronics for the Professional Heating and Cooling industry.

## RGF Annual Sales Meeting a Complete Success

Port of Palm Beach, Florida (August 22, 2019) – More than 22 manufacturer representatives from all over the United States, representing seven firms, attended the RGF Environmental Group, Inc. annual sales meeting at RGF's headquarters. The meeting was held in Shark Tank, RGF's on-campus training facility.

RGF's CEO/President, Ron Fink, began the meeting with an introduction celebrating the company's continued record-breaking sales, recent and upcoming corporate acquisitions, and major office space expansion to accommodate RGF's growing team.

New commercial and residential products took center stage with Walter Ellis; RGF's Executive Vice President revealing the revolutionary HALO-LED™, the industry's first LED in-duct, whole-home air purification system that is mercury-free and zero ozone compliant. "The disruption and transformation to the lighting industry that visible LED's have had, is exactly what UV LED's will be doing to the IAQ industry very soon" states Ellis.

Tony Julian, Vice President of Business Development and Larry Fletcher, Commercial Sales Manager also announced expanded product offerings through the new commercial UV division, Lucidium™ and the healthcare division RGF Bio-Controls®, a full line of FDA 510(k) compliant air purification systems designed for use in hospitals and healthcare facilities.

Mat Charles, National Vice President Air Division, presented sales strategies for maintaining

success in a continually changing market dynamic. "Aggressive sales strategies and partnerships are key to our success," says Charles.

Air Division Sales Manager, Lisa Bailey, and Marketing Director, Kelly Kendrick revealed the new marketing campaigns and strategies to kick-off the Fall and Winter campaigns.

The Reps enjoyed a factory tour where they got an inside look at RGF's totally vertical and green facility where all of its products are designed, engineered, manufactured, and assembled. RGF continues to operate the most innovative R&D and manufacturing facility in the industry.

"RGF manufactures many diverse products, and I can tell you that the sales training and product support we have received from RGF is unparalleled with other IAQ companies," says Lonnie Moore, President of Moore Sales Corporation.

After the meeting, the Reps were treated to a cocktail party on the company's newly renovated M/Y Envision, the world's first environmentally friendly mega-yacht, followed by a delicious dinner at the Marina Restaurant. The group also found time to break away for some fun with a morning of golf and a chartered fishing trip.

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.

For more information, go to [www.rgf.com](http://www.rgf.com) or contact RGF Environmental Group at (561) 848-1826 or (800) 842-7771.



## Milwaukee's New Measuring Tapes Standout Among the Rest

MILWAUKEE, WI—This year Milwaukee Tool is taking tape measures to the next level with the introduction of redesigned STUD™ Tape Measures, new Wide Blade Tape Measures, and new Compact Tape Measures. These new tapes will deliver best-in-class blade standout, reaching up to 14 feet, and enhanced durability.

"In 2012, Milwaukee brought innovation to tape measures with key user-specific features: a patented-finger stop design, two-sided printing with blueprint scale, magnetic hooks, and special attention to housing durability with the 5-point reinforced frame. With each new tape measure, we've worked with users to understand their frustrations and maintained our focus on incorporating game-changing innovations," said Caitlyn Kelleher, Product Manager for Milwaukee Tool. "This year marks our biggest year yet—as we introduce a range of new tape measures with leading feature sets, enhanced durability, and best-in-class standout."



## Uniweld Donates SmarTech Manifold USMAN145 to Atlantic Technical College

Uniweld Products gives back to the HVAC industry with a tool donation to Atlantic Technical College in Coconut Creek, FL.

Matt Foster, Uniweld sales executive, and Gil Ledoux, Uniweld Sales Rep, visited Brian Youngblood's classroom to deliver a new USMAN145 SmarTech Digital Manifold. This donation gives the students the opportunity to get hands on experience with new technology in the industry.

The SmarTech Digital Manifold gives precise, accurate system readings and displays them in real time in the free downloadable SmarTech app. The

app is packed with features to make it easy for the students to service an AC system and get it running at peak performance.

Uniweld recognizes the importance of educating new technicians entering the field and strives to stock classrooms with the tools needed to prepare the students for any situation in the field. Matt Foster expresses that on behalf of Uniweld it is a pleasure to provide the next generation with the latest HVAC tools and looks forward to continued partnerships with trade schools to keep their classrooms up to date in this ever changing industry.



**Gil LeDoux and Matt Foster visited Atlantic Technical College and donated a SmarTech Digital Manifold to Brian Youngblood's classroom**



**Matt Foster of Uniweld presents Brian Youngblood of Atlantic Technical College a SmarTech Digital Manifold from Uniweld**

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## York Source1 Hosts Hurricanes vs Gators Customer Event at Camping World Orlando

The Gators vs Miami hit the gridiron at the 2019 Camping World Kickoff on Saturday evening August 24, at 7pm in Camping World Stadium in Orlando.

York Source 1 hosted the Canes vs Gators customer event which included a tailgate party before the game. Customer's from entire Florida region



At the start of the Canes vs Gators game, four Navy fighter jets did a fly over during the recital of the National Anthem

attended. Companies included Total Comfort, Air One, Merrill's Heating & Air Conditioning, Kurt's AC, & A-1 Heat & Air. Plenty of refreshments, grilled burgers and hot dogs were enjoyed by everyone who attended.

This match up, marks the beginning of the 150th season of college football. The Gators and

Hurricanes have a long history dating back to their first meeting in 1938 in Gainesville. This was a very close game. The Gators won with a final score: UF 24 and UM 20.

As the YORK® factory direct distributor, Source 1 stocks all major brands parts and supplies to get the job done right and right away!



With a seating capacity of 65,000, Canes and Gators fans packed the Camping World Stadium



York Source 1 provided a tailgate party before the game, complete with refreshments, burgers, hot dogs, and more



Rye and Shaunna Purdy From Kurts AC and Mark Jacobs from York taking a selfie



Eric Bonde, Bobby Pickney, and Mark Jacobs hamming it up at the York Source 1 tailgating tent



Anthony and Jackson Pascucci enjoying time together



York Source 1 customers had a great time tailgating before the big game



The University of Central Florida gets noticed at the Canes vs Gators game!



Lee Cherry, Jackson Pascucci, Eric Bonde, Larry Green, and Bobby Pickney

## Field Controls Launches New Website



Field Controls, LLC is excited to announce the launch of its new website: [fieldcontrols.com](http://fieldcontrols.com).

"We are excited to launch the new [fieldcontrols.com](http://fieldcontrols.com)," says Patrick Holleran, President of Field Controls. "The design of the new website allows easy access to all of our product types and provides a quick search for all documentation supporting those products, including installation manuals, wiring diagrams, brochures and guides. We also have more media in the form of videos, blog posts and podcasts that provide a deeper dive into subjects important to Consumers, HVAC Contractors, Plumbing Contractors, Home Builders, and others in our industry. I invite you to also view one of our latest videos, 'We are Field Controls.' Scroll down the home page and click on it."

OEMs, Wholesalers, and Distributors now have fast, easy access to orders and inventory. Simply log into the Distributor or OEM portal to check availability of inventory or status of an order.

Field Controls is focused on the movement of air inside the home. At Field Controls we consider every home a system and every central HVAC system as an opportunity to deliver CLEAN, PURE, and FRESH air.

## Fresh-Aire UV® Introduces APCO-X to its APCO Air Treatment Product Line for HVAC Systems

Jupiter, Fla.--Fresh-Aire UV®, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, has added the APCO-X to its APCO product line of combination ultraviolet (UV) technology and activated carbon media catalyst air treatment for HVAC systems.

The APCO-X continues the performance tradition of the original APCO, which won the AHR Innovation Award's IAQ category in 2011 and is currently the HVAC industry's most advanced combination UV/activated carbon media air treatment system. It's UL 2998-validated as zero-ozone producing. APCO-X offers many enhancements including a longer (three-year) UV lamp lifecycle for cutting-edge, airstream, evaporator coil, drain pan and interior air handling unit (AHU) disinfection. APCO-X also features a redesigned V-Twin Cell Matrix incorporating lifetime ceramic cells infused with Fresh-Aire UV's new proprietary Carbon Catalyst for enhanced IAQ performance and a 65-percent increase in adsorption surface area compared to the original APCO system. The substrate's catalyst agent treatment also prevents potential microbial growth. Like the original APCO system, APCO-X comes with a lifetime warranty.

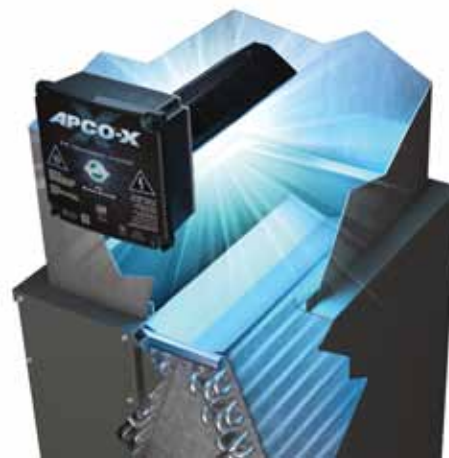
Other improvements include a multi-directional polycarbonate housing and an LED status display for operational status and notifications. APCO-X is a direct drop-in replacement for original APCO owners who want to upgrade to longer UV lamp life, better performance and increased VOC adsorption capabilities. APCO-X is available as a plenum installation with a second remote three-year lamp for additional coil disinfection. Voltage options include 24 to 32V low voltage or a 110 to 277V line voltage with automatic voltage selection to match building services.

Other APCO-X features include:

- Newly designed ballast and UVC lamp configuration;
- Lifetime warranty and 3-year UV lamp life;
- Rotatable polycarbonate housing with thumbscrews;
- Consumer oriented packaging

ing helps contractors educate consumers about the benefits of UV disinfection and VOC elimination

The APCO-X will be available at most HVAC wholesale distributors in the second quarter of 2019. For more information on the Fresh-Aire UV products, please visit [www.freshaireuv.com](http://www.freshaireuv.com); call 800-741-1195; or email: [sales@freshaireuv.com](mailto:sales@freshaireuv.com).



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 Offer valid 9/1/2019 - 12/31/2019. Redemptions must be postmarked by 1/31/2020.

# Performance Pointers

by David Richardson



## Multistage Cooling Equipment Humidity Problems and Duct Leakage

Multistage cooling equipment has become a popular choice for HVAC contractors who promote high efficiency systems. Unfortunately, intermittent humidity problems appear in many of these new installations that didn't exist with the old equipment.

Homes that were once comfortable now feel muggy and uncomfortable. Why would humidity problems appear with new cooling equipment? Is it possible that pre-existing conditions could contribute to this problem? Let's look at one of the main causes of this problem and how you can be sure it doesn't plague your installations.

### Duct System Leakage

The main source of these new humidity problems is often tied to duct system leakage. If the duct system is in an attic or crawlspace, the air handling equipment may interact with these areas.

In cooling mode, return duct leakage can pull moist air into the return duct system. The added humidity may overload the HVAC equipment's latent heat (moisture removal) capacity.

When this occurs, there is no room left for moisture removal from the conditioned air inside the living space. You'll end up with clammy and muggy conditioned inside the living space. Customers also notice that they smell "stale air" when this condition exists.

Supply side duct leakage increases outside air infiltration into the living space. Humid outside air moves into the building and mixes with inside ambient air. When this occurs, it raises the building's relative humidity and the amount of moisture the cooling equipment must remove.

### Longer Equipment Run Time

Duct leakage also leads to longer equipment run times. When the equipment runs longer, duct leakage occurs for an extended period. This means the system has more humid air added to it than the single stage equipment with shorter run times.

Look at the specifications for most multistage cooling equipment. The first stage latent capacity isn't that high for many equipment matchups. There isn't much room for any extra moisture removal.

Older equipment often had higher latent heat capacities and could handle the excess moisture added by duct leakage. Are you beginning to see why you might have humidity issues on a job that before was fine?

### Variable Speed Fans in the "On" Position

One of the benefits of multistage equipment is that they have variable speed fans. Many contractors tell their customers to place the fan in the "on" position. The fan running at 50% of its programmed airflow is intended to provide even temperatures and improve air filtration.

There is a side effect to this action that impacts humidity in a home. When the fan runs non-stop, duct leakage is also continuous. If the outdoor unit is off, any moisture on the indoor coil circulates back into the airstream. It's a vicious cycle where the equipment adds moisture back into the air and then must remove it again.

### The Solution

The first step is to check your control and thermostat settings. The problem might be as simple as

incorrect fan airflow or the thermostat set to "fan-on" position. Adjust the fan speed to within +/- 10% of the outdoor units required airflow and set the fan switch on the thermostat to auto. This might be the only adjustment needed to solve the problem.

Next, limit duct leakage to unconditioned areas as much as possible. Don't start sealing a leaky duct system without first measuring total external static pressure (TESP). This test helps you determine if the duct system can handle the mastic. If TESP is excessive, you'll need to increase duct capacity before you seal it. Sealing an undersized duct system will increase TESP and lead to additional system problems.

Last, measure duct system airflow delivered into building. This is the where the rubber meets the road and the true test that your duct system delivers the proper amount of air.

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

*If you're an HVAC contractor or technician interested in learning more about performance testing, contact him at davidr@ncihvac.com or call 800-633-7058.*

*NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*

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## ASHRAE Announces 2019 Student Design Competition and Applied Engineering Challenge Winners

ATLANTA (August 9, 2019) – The 2019 ASHRAE Student Design Competition and Applied Engineering Challenge winners have been announced. The competition recognizes outstanding student design projects, encourages undergraduate students to apply their knowledge of practical design of energy-efficient HVAC systems and promote teamwork. Forty two teams competed and 26 were judged at Society level.

This year's Design Competition focused on a new small hospital in Budapest, Hungary. The project involved building a new four-story 70,000 square feet (6,503 square meter) medical, clinical, surgical and office building in Budapest.

Teams competed in one of the three categories: HVAC Design Calculations, HVAC System Selection, Integrated Sustainable Building Design (ISBD)

First place in the HVAC Design Calculations category was awarded to Beshoy Badr, George Mounir, John Victor, Kerollos Samir, Paula Wanis and Samaa Khaled of Ain Shams University, Cairo, Egypt. Faculty advisors are Dr. Ashraf Kotb and Dr. Hany Elsayed.

Placing first in the HVAC System Selection category were Mitch Mallett-Hiatt, Colin Miller and Samuel Underwood of University of Nebraska, Lincoln, Neb. David Yuill, Ph.D. served as the team's faculty mentor and Rick Hiatt, P.E. was their industry mentor.

Receiving first place in Integrated Sustainable Building Design category was Greeshma Bindu-Nandakumar, Vijay Chithambaram, Hope Tique Organista and Joshua Vasudevan of Loughborough University, Leicestershire, United Kingdom. Faculty advisor is Dr. Mahroo Eftekhari.

In the 2019 Setty Family Foundation Applied Engineering Challenge, students were challenged to design a self-sustaining community that included essential amenities (utilities, police, fire protection, schools, healthcare, housing, etc.). Designs were required to accommodate a community of 5,000 people on the island of Vieques, Puerto Rico.

Samuel Bean, Alexander Sparks, Jacob Scarpino and Sarah Mayer from the University of New Hampshire, Durham, N.H., received first place. Nils Carlson was the team's sponsor and Anthony Puntin, Martin Wosnik and

Christopher White served as advisors.

The projects will be recognized during the 2020 ASHRAE Winter Conference, Feb. 1-5 in Orlando, Fla. The Winter Conference is held in conjunction with the ASHRAE co-sponsored AHR Expo, which will be Feb. 3-5 at the Orange County Convention Center.

For a full list of Student Design Competition winners (First, Second, Third and Rising Star), please visit the Competitions page on ashrae.org.

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields. For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on LinkedIn, Facebook, Twitter and YouTube.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,071,932 units in June 2019, down 4.3 percent from 1,120,459 units shipped in June 2018. U.S. shipments of air conditioners decreased 8.6 percent, to 716,424 units, down from 783,705 units shipped in June 2018. U.S. shipments of air-source heat pumps increased 5.6 percent, to 355,508 units, up from 336,754 units shipped in June 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased .6 percent, to 4,681,655, up from 4,654,900 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 2.3 percent, to 2,978,788 units, down from 3,049,440 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 6.1 percent, to 1,702,867, up from 1,605,460 units shipped during the same period in 2018.

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# DS3 – A Better Way to Hang Flex Duct

**No Sagging! No Kinking! Just Better Airflow!**



Oakhurst, CA - DS3-LLC has launched the newest innovative product for suspending flex duct ever.

The Duct Saddle Strapping System is a concave, rigid flex duct support which works with any type of strapping to quickly and easily install flexible ducting. The one-size-fits-all design fits all duct sizes. DS3 allows for fast and easy installation with no tools required. For the builder and/or contractor, who wants to provide the best possible efficiency, installing a new system or retrofitting an old saggy system is now much more cost-effective. Lower material and labor costs allow the contractor to get the job done for less.

The concave shape of the saddles allows 93% more surface contact area with round, flexible ducting compared to strapping alone. No more "strap strangle." The Duct Saddles Strapping System provides continuous and efficient airflow through the HVAC system with reduced static pressure resulting in higher efficiency and extended system life. Compressors and blower motors love Duct Saddles because they don't have to work as hard, they live a long happy life.

David McIntosh, the inventor of Duct Saddles says the product was born out of pure frustration with the primitive and inefficient way ducts have always been installed, with strapping alone. At the time, in California, metal strapping was the only code compliant option. "You had to put your drill driver between your knees, fish out a little screw, hold the duct and the strapping up with one hand and try to get the screw started in the metal strapping with the other hand. It was a nightmare!" "Most

of the time you had to get a couple fingers onto the screw so it wouldn't slip off the drill bit. So you're holding 3 things with one hand, in a 140 degree attic, with sweat pouring down your face, breathing out of a particulate mask. If the screw falls out of the drill bit, you have to start over. It was absolutely miserable." The concept for Duct Saddles was conceived. As concept after concept was refined and perfected, the goal was to have a product that could be used to install new systems quicker and easier with a patented "No-Thread-Through" strap channel. Other saddles require the installer to thread the strap through the saddle, which adds another frustrating item to deal with. Not with DS3. You can strap it normally and add the saddle after the strap is fully attached. The strap channel also gives the ability to retrofit old saggy systems using the existing strapping. The final result is a great time saving accessory in all applications.



The most common response by professionals in the industry is "Why didn't I think of that?" Filling a need to make flex duct installs faster while improving airflow the DS3 ductsaddles have already gained recognition and acceptance from key players in the competitive Texas/Oklahoma/Louisiana market.

The National Comfort Institute states the average duct system is only about 57% efficient. Well, that's 43% inefficient! How would you like to waste 43% of your electric bill every month? That's exactly what is probably happening in your customer's attics right now. Over time, that's a pile of money!

What if, for about \$50 in materials and an hour or two of labor, you could easily remove the restrictions in your customer's duct system and your customer would get the comfort and energy efficiency their system should provide? This easy upsell can make the service contractor a serious new revenue stream from the service calls they are already going on. Also, the reduced stress on the HVAC unit, because of the better airflow, makes it work less, reduce breakdowns and make it last much longer. As you know, low airflow is the #1 cause of compressor failure. Also, low airflow is one of the leading causes of blower motor failure.

With the understanding of efficiency and taking the time to consult the customer, the contractor is thought of as the leading authority in HVAC efficiency in his market. Great reviews and referrals are soon to add up and increase your bottom line. A whole new procedure, the Energy Efficiency Duct Upgrade can be offered with each service call. DS3 offers a complete sales strategy

Condensation problems are a thing of the past with Duct Saddles. The weight of the duct is distributed over a larger area to reduce compression of the insulation jacket which eliminates condensation due to strap contact.

Duct Saddles work with any strapping you choose to use. The polyweb strap won't bunch up and restrict the airflow like it does, over time without a saddle.

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The DBPR Mobile app is free to download and is available on the iTunes and Google Play app stores.

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

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

## ASHRAE Learning Institute Announces Fall Online Course Series

ATLANTA (August 8, 2019) – ASHRAE Learning Institute (ALI) has opened registration for its 2019 Fall Online Instructor-led Course Series. Courses will begin September 10 and conclude on November 13, with 12 three-hour courses and new one-hour courses scheduled.

"ASHRAE Learning Institute fall online courses provide professional development through in-depth information that is timely, practical and targeted," said Darryl K. Boyce, 2019-20 ASHRAE President. "These courses provide engineers in consulting practices, facility management and other building professionals with instruction on applying ASHRAE standards and employing new technologies essential for advanced building performance."

For the first time, a one-hour course, will be offered.

A Brief Look at IgCC and Standard 189.1 provides an overview of the technical content contained in the 2018 International Green Construction Code® (2018 IgCC®). The IgCC provides the minimum requirements for the siting, design, construction and plans for operations of a high-performance green building.

Additional one-hour courses will be added to the schedule throughout the series. New courses include:

- Guideline 36: Best in Class HVAC Control Sequences, Sept. 24
- How Smart, Efficient, Sustainable Systems Lead to Improved Resilience, Oct. 2
- Laboratory Exhaust Stacks: Safe and Energy Efficient Design, Oct. 10

- A Brief Look at IgCC and Standard 189.1, Oct. 15

The remaining course offerings are as follows:

- Avoiding IAQ Problems, Sept. 10
- Combining Heat and Power: Creating Efficiency through Design & Operations, Sept. 17
- Humidity Control II: Real-World Problems and Solutions IAQ Practices, Oct. 8
- Laboratory Design: The Basics and Beyond, Oct. 22
- Thermal Energy Storage Systems for Air Conditioning, Oct. 24
- Designing and Operating High-Performing Healthcare HVAC Systems, Oct. 29
- Latest in High-Performance Dedicated Outdoor Air Systems (DOAS), Oct. 31
- Design of Affordable and Efficient Ground Source Heat Pump Systems, Nov. 6
- Commissioning Process and Standard 202, Nov. 13

For more information and to register, please visit [ashrae.org/onlinecourses](http://ashrae.org/onlinecourses).

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields. As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

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# Tropic Supply Events in August

## Refrigeration Technologies and Russell Demo Days and Regal - Evergreen VS Demo Days



Joe Shukys of BTU Reps shows Dave Feller of Excell Refrigeration how to reduce installation and troubleshooting time

Tropic Supply hosted Refrigeration Technologies, Russell, and Regal Evergreen VS Demo Days during the month of August.

BTU Reps demonstrated the latest coil designs and the proper chemicals to use and why. Joe Shukys showed how to reduce installation and troubleshooting time with the Russell EcoNet Evaporator Control and Remote Command Center.

Ken Darin from Regal Beloit demonstrated how Evergreen VS can replace all variable speed ECM indoor blower motors, and save time and money by completing calls the same day, including after-hours calls, and reduce time on calls using parts on your truck.

For more information on future events, visit the Tropic Supply website [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).



Ken Darin of Regal Motors shows Edwardo Hernandez of Cooling Spacialists the two different configurations of VS for 16-pin and 4-pin applications



The Refrigeration Technology and Russell Demo Day at Tropic Supply in Sunrise



Ken Darin of Regal shows Randy Poulette of Randy Poulette AC how to install both the Evergreen VS and user interface for 16-pin applications



Jake Kuhn, Spencer Balda, and Troy Debowsky of AC Technologies, watch Joe Shukys of BTU Reps demonstrate products from Refrigeration Technologies



Ken Darin of Regal shows Aaron Cole (right) of Coles Cooling & Heating the Evergreen VS plug and play replacement motor



Jason James of 24/7 AC, Mike Pastorello of Refrigeration Technologies, Kyle Hoy of 24/7 AC, and Joe Shukys of BTU Reps



Ken Darin of Regal Motors shows of Chis Wheeler of Air Advisors how the Evergreen VS is a plug and play replacement in 4-pin applications



Joe Shukys of BTU Reps speaks with Todd Williams of All Temperature Service about Refrigeration Technologies products



Ken Darin of Regal Motors with Craig Coleman of All Year Cooling



The Refrigeration Technology and Russell Demo Day at Tropic Supply in North Ft. Lauderdale



Sam Dornbusch of BTU Reps with MacDonald Tull of Climatch Mechanical at Tropic Supply Tallahassee



Joe Shukys of BTU Reps demonstrating the latest Russell products at the Tropic Supply East Tampa location



The Refrigeration Technology and Russell Demo Day at Tropic Supply in Jacksonville



Mercedes and Anthony of Southern Grocers looking at Russell products at Tropic Supply East Tampa



Ken Darin of Regal Motors shows the Evergreen VS plug and play replacement motor at Tropic Supply in Sarasota



The Refrigeration Technology and Russell Demo Day at Tropic Supply North Miami



# 5

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- 3. THE TROPIC WAY** – We have a “Do the Right Thing” business mantra. **How** we do business is as important as the business we do. Our success lies in our commitment to do the right thing by our customers, suppliers and team members. Our customers are not numbers on a balance sheet, they are members of our family – and are treated as such.
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- 5. LOCATION, LOCATION, LOCATION** – We have 22 resource centers statewide, with multiple locations in major metropolitan areas, making it fast and easy to get the Ruud you need.



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# LEW HARRIMAN SUMS UP HUMIDITY SECRET GUIDE TO HUMIDITY CONTROL and MOLD AVOIDANCE

article by Andrew C. Ask, P.E.



Humidity is hard to understand, first of all because it's, well, hard. It's also hard to explain in ordinary language as anyone who has heard me speak knows. So it's worth repeating and reviewing once in a while. I just returned from Building Science Summer Camp in Boston where Lew Harriman did just that and I want to share some of what he said.

For those of you who do not know Lew, He is Director of Research at Mason-Grant Consulting in Portsmouth, NH. To learn more check out their website, <http://www.masongrant.com/>. He presents regularly to building science and IAQ groups. He has written several books for ASHRAE. And working with others in ASHRAE, he helped \*define "health-relevant dampness;" which is right there with explaining to a small child how high is up? Lew is a little more equal than some of us in the profession.

Interestingly, all of Lew's mold avoidance secrets involve keeping things DRY. He did not say too much about molecular biology, did not recommend spraying any chemicals, nor did he suggest that you have the mold police come out to check.

So, after 40+ years in the business, here is how Lew controls humidity and avoids mold ...in ordinary language:

Build air-tight insulated enclosures with great windows. In buildings all over the world, our largest source of humidity is outdoor air that enters either as infiltration or ventilation. So first, stop the infiltration by constructing air-tight. In hot & humid climates, we absolutely positively cannot allow humid outdoor air to interstitial spaces—the wall and ceiling cavities. Insulation and AC cools the cavities, increasing condensation potential, not to mention the energy wasted by treating infiltration air that sneaks past insulation.

For building air tightness, 3.0ACH50, (the low end of the scale by Florida standards), is pretty good. But don't brag about 3.0 ACH to your friends in New England or in the Passivhaus movement. They want less than 1.0 ACH.)

Dry the ventilation air, using ASHRAE peak dew point design data to size the ventilation dehumidifier. Introduce ventilation air through an ERV or a ventilating dehumidifier. The dehumidifier should be on

whenever the outdoor dew point is above 60 °F. I say "should" because we do not yet have a cost-effective dew point controller. In the meantime, control the dehumidifier with a room dehumidistat set at 50% or below.

For sizing the ventilation dehumidifier, be sure to use the humidity values in the "Dehumidification" column of Chapter 14 of ASHRAE Fundamentals. That column gives you grains of moisture in outdoor air, when the dew point is at its peak, and the dry bulb is only in the moderate range.

Take the example of Page Field in Fort Myers. Our maximum dew point of 78 °F and it occurs when the air is at 83 °F. There's much LESS moisture in the air at the hottest outdoor temperatures. At Page Field the dew point is only 71 °F. DP during AC design conditions of 92F dry bulb. The grain difference at peak dew point is 70—not the wimpy little 50 grain difference at peak dry bulb. I need to do 40% more moisture removal to dry OA at peak dew point than at my AC design conditions. Do you suppose the fact humidity peaks when it's 83 °F. outside and not 92 °F. has anything to do with why air conditioners don't dehumidify?

These numbers are different than what you will find in Manual J.

I've noticed that when we talk about the ASHRAE requirements for ventilating homes, Lew's pretty clear about the need for dehumidifiers. Adding ventilation means adding humidity load. More humidity load means we're going to need dedicated dehumidifiers. Period.

Stop ventilation + exhausts when nobody's in the building. Ventilation is for the health and comfort of occupants. Empty buildings don't need ventilation. So turn off exhaust fans and close outdoor air dampers when no one's home. Traditional ways (20th century) to measure "occupancy" are time clocks, motion detectors, and CO2 detectors. If, unlike me, you have joined the 21st century you could use your cell phone and home automation system to "ring fence" the house, to begin ventilating when you get close to home, or interlock with the garage door opener, or maybe tell the IoT to open the OA damper as soon as you reach into the fridge for a cold one.

Keep unoccupied buildings DRY (not cool) by recirculating and operating the ventilation dehumidifier. This concept is new to me within the last ten years—we've previously discussed how setting the thermostat below 74 °F. and making the A/C run raises, not lowers, the relative humidity. The easiest way I know of to do this in Florida is to let the sun warm up the building with the A/C off. That's what I do during the day while I am away. If you go away longer, say for the summer, you best have a dehumidifier operating (while keeping the OA damper shut).

Setting the thermostat low and letting the AC compressor run while snowbirds are away for the summer is asking for trouble. My personal choice for "safe" AC operation during summer-unoccupied: turn it off at the circuit breaker. Let the dehumidifier fan do the recirculation—see below.

Create a strategy for recirculating air even if the AC is off. Here's what Lew, I, and others came up with on a recent project. Draw return air from the ceilings of closets and from any shower room or bath room that doesn't have a toilet. Connect these return ducts to the inlet of the dehumidifier. Then inject the dry air from the dehumidifier into to the AC supply duct downstream of the cooling coil. With that air path, warm, relatively dry room air is drawn slowly through the closets, keeping all your stored stuff dry and free of mold instead of cool, damp and nasty.

The four bullet points of Lew's "Secret Guide to Humidity Control and Mold Avoidance" are worth repeating one more time:

- Build air-tight insulated enclosures with great windows.
- Dry the ventilation air, using ASHRAE peak dew point design data to size the ventilation dehumidifier.
- Stop ventilation + exhausts when nobody's in the building.
- Keep unoccupied buildings DRY (not cool) by recirculating and operating the ventilation dehumidifier.

*Until next month then...stay tuned. \* Limiting Indoor Mold and Dampness in Buildings, ASHRAE, ... Andy Ask is a Cape Coral HVAC Engineer and Consultant to Ultra Aire Dehumidifiers in Madison, WI.*



## STOP OVERCOOLING. START DRYING.

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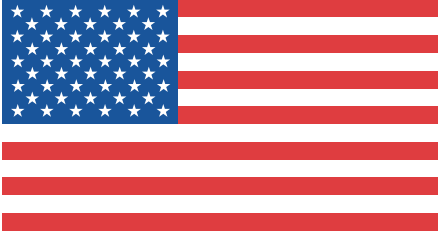
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## Unico Reconfigures Air Handler for Easier Installation

ST. LOUIS – April 15, 2019 – The Unico System has revamped its workhorse air handler unit, which delivers 1 to 1.5-tons of nominal cooling, to match the modular nature of its larger capacity units.

Formerly a single packaged unit, the new Unico System M1218 air handler is now a separate module, making the already small unit even more adaptable for easy installation in tight spaces.

The M1218 air-handler unit consists of various modules that are easily latched together. The modules can be arranged in vertical-up-flow, vertical-counter-flow and horizontal-flow configurations. They can be combined as heating-only, cooling-only, or heating and cooling.

“We made this change after receiving feedback from our Unico Preferred Contractors,” said Unico, Inc. president Phil Coerper. “The reconfiguration of the M1218 is just the latest step in our efforts to make Unico System installation as easy and hassle-free as possible for professional installers. Single packaged units are still an option with the Unico Vertical Air Handler Unit (V-AHU) series for installers needing combined units for closet installations and small mechanical area projects.”

The M1218 redesign joins other contractor-centric programs recently launched by Unico, including a UniConcierge dedicated internal team for assisting HVAC contractors, and the Text-A-Tech (314-222-2487) feature to provide technicians in the

field with real-time answers and installation advice via their smartphones.

Additionally, Unico engineers have added a second, double vapor barrier to Unico supply ducts and sound attenuating tubing, with insulation factors of R6 and R8, to help contractors comply with ever tighter insulation codes.

Says customer service manager Brian Intagliata, “My family started Unico as HVAC contractors, so we are always eager to get their feedback and make the improvements they request.”

“These product changes are in addition to other resources we provide our contractor base, such as our factory, field, and on-line training programs; and our Design Services department, who assist installing contractors by creating duct design layouts and materials lists,” added Intagliata. “The object is to make our installers’ professional lives simpler and more profitable.”

The Unico System is a small-duct central heating and air conditioning system manufactured by Unico, Inc. Ideal for today’s tight custom-built homes, the preservation of historic and traditional homes built before the advent of modern HVAC, and commercial applications – anywhere that space is at a premium and superior, efficient indoor comfort is desired. The Unico System takes less than one-third the space of traditional HVAC systems and provides better comfort and energy efficiency than its conventional counterparts.



## Redesigned RIDGID® Wet/Dry Vacs Deliver Even More Jobsite Convenience

ELYRIA, OHIO – August 12, 2019 – The industry’s most powerful wet/dry vacs are now giving pros more to love: the RIDGID® NXT line of 6, 12, 14 and 16 gallon models recently underwent an ergonomic makeover, with enhanced features designed to make jobsite cleanup even easier.

“Jobsite cleanup is never a fun task for the professional, and it’s one that can often slow down a job. RIDGID wet/dry vacs have always been known for their superior pickup performance; we wanted to see if there were new ways we could make the cleanup process better,” said Sabrina Witkowski, RIDGID Global Marketing Manager. “Working alongside professionals in the field helped us discover some clear ease-of-use innovations that could help tradespeople get on to the next job faster.”

Redesigned features include: A front-to-back top carry handle for more comfortable grab-and-go maneuverability, added comfort-grip side handles for extra ease in lifting, carrying or emptying the vac, a new drum key and side latches that create a tighter lid-to-drum seal to securely keep dirt, dust and debris inside the vac, a larger on/off switch for easier operation with gloved hands, and a built-in cord wrap to more neatly store the cord for transport.

All of the vacs also include a new ultra-flexible locking hose that won’t pull loose and is four times more durable than a standard hose. The 12, 14 and 16 gallon models include an updated utility nozzle that delivers a 77% increase in pickup power.

Each NXT Vac is still backed by Lifetime Warranty and comes with Scroll Noise Reduction®, a patented sound reduction. The QwikLock® Filter Fastening System allows for quick and easy filter installation and removal without tools or fasteners. Visit RIDGID.com or call toll-free: 1-800-4RIDGID.

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## Marketair Wins Bronze HVAC/R Product Design Award for EasyCollar VRF Accessory

Marketair, Edison, N.J., a leading provider of HVAC/R installation and service accessories/tools, won a product design award on July 29 in the 16th annual Dealer Design Awards (DDA) program sponsored by the weekly trade magazine Air Conditioning, Heating and Refrigeration News (The News).

Marketair's EasyCollar, a cosmetic accessory that fits most commercial brands of ductless ceiling cassettes, won a bronze award in "HVAC/R Components and Accessories," one of 13 categories and 79 entries in the DDA competition judged by an independent panel of contractors.

The EasyCollar is a universal one-piece collar molded from glass fiber reinforced plastic. It's designed solely to present a professional finish when residential and commercial ductless cassettes are installed in shallow ceiling spaces and an unsightly portion of the cassette is exposed below the ceiling surface. EasyCollar is self-supporting, installs within minutes, comes in four sizes each with six depth options, and is molded with a Class II fire-resistant resin in a standard almond or custom color.

"We're proud of the research and development our HVAC/r industry manufacturers put into new product innovations; the DDA is our opportunity to recognize their efforts," said Mike Murphy, Group Publisher, The News, which is distributed nationally to more than 33,000 members of the HVAC/R and allied industries.



## Message from FRACCA President Rick Sims



I just returned from the Westford Building Science Symposium (also known as the Building Science Summer Camp). Dr. Joseph Lstiburek and company have been hosting this forum for over 20 years and have changed many things in Florida over that time. You will even see that some of Florida Building Code 2020 modifications were proposed by Dr. Joe so his influence in Florida continues. The move toward foam seal attics was initiated and developed by these scientists. HVAC contractors have witnessed the improvements in construction methods over the past twenty years as a result of their research. This year new research results were presented that relates to attics in Florida. Sealed attic spaces are still recommended for Florida's climate zones but with some new options for methods.

The new research showed positive results for Florida's climate zones by sealing attics but installing batt insulation directly over ceilings (as is done with conventionally vented attics). The results recommend that a dehumidifier be installed in the sealed attic to handle extreme conditions. This is perfect for those who for whatever reasons don't want foam applied to the bottom of their roof deck. Just build a good air barrier to enclose the attic (no vents) insulate the ceiling as you please and install a small DH for the attic. It's that simple; no foam is required and it works well anywhere in Florida.

This is very different from what these same scientists told us a few years ago, they had told us to keep the air and thermal barriers at the same location; seal and insulate at the ceiling or foam seal on the bottom of roof deck. New research has

changed that position; you can seal the attic at the outer boundary and still keep the conventional insulation on the ceiling so long as a dehumidifier is installed in the attic. This is a retrofit that can be accomplished without needing to foam the attic. You just have to add a DH unit and seal the attic; you can keep the existing insulation where it is. This can solve existing building envelope and duct condensation issues without requiring a spray foam project.

Florida attics are still recommended to be sealed with closed cell foam. But if open cell foam is to be used it may be necessary to take additional steps. To state it most simply; if you use closed cell foam you do not need any other special provisions. Where open cell foam is used it may be necessary to additionally provide supplemental mechanical dehumidification for the sealed attic space. This would most commonly be a small DH unit controlling conditions in the seal space when needed. Alternatively, a vapor diffusion barrier can be installed at the peak of the roof. This is a ridge vent that is blocked with a vapor diffusion barrier that serves as an air barrier but allows moisture to diffuse through to outdoors. No supplemental DH unit is needed if you use a vapor diffusion vent, but its usefulness is limited to applications where the roof slope and shape are just right. Diffusion venting is not easy to retrofit

(roofer needed) and so it will usually be easier to add a DH unit to the sealed attic than trying to retrofit diffusion venting to an existing roof.

Research (and experience) compels us to avoid venting attics in Florida. In all of these methods the attic is sealed. If not sealed with closed cell foam, a DH unit or diffusion venting may be needed. Regardless of which method is used, the biggest problems we see occur when the attic is not fully sealed. When they tell me "yeah but we foamed it" I say yes but I ask "did you seal it"? Let's let the blower door decide if it's actually sealed. None of these methods works correctly if it isn't really sealed.



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## Trane® Florida Adds Training Center and Expands Service Warehouse at Miramar Park of Commerce

MIRAMAR, Fla. (August 19, 2019) – The Florida division of Trane® Commercial, an Ingersoll Rand® brand and provider of commercial HVAC solutions, is expanding to 30,725 sq. ft. at the Miramar Park of Commerce, the largest locally-owned and operated business park in South Florida.

Trane Florida offers energy-efficient commercial air conditioners, chiller systems, HVAC controls, HVAC parts and supplies and building automation systems that contribute to sustainable building design.

Located in building MPC-20A at 2884 Corporate Way, Trane is expanding by 7,325 sq. ft. in building MPC-8A at 3375 Commerce Parkway to increase the size of its current service warehouse and establish a training center for its latest product, the Mitsubishi Variable Refrigerant Flow (VRF) system.

“Our mission is to serve the HVAC needs of our customers and provide new, exciting product opportunities in the years ahead,” said Trane Florida Vice President and General Manager Fernando D. Lagomasino. “We are fortunate to be in a location that mirrors our company’s growth-oriented business model. We are fulfilling our mission with this addition to our office footprint by having a new training center tailored to the VRF market. We’re expanding our offerings and bringing life to our motto of ‘Reducing the Energy Intensity of the World.’”

Including the new training center, Trane’s location at the Miramar Park of Commerce employs 95 full-time team members and serves as an office, warehouse and showroom. Across the state, Trane Florida operates 18 sales offices and supply locations and employs nearly 500 employees.

“Trane has been a valued tenant of the Park for many years,” said Sunbeam Properties Vice President Maridee Bell, who along with Leasing Associate Lauren Pace, represented the Park in the transaction. “Trane is a well-respected name with a stellar reputation in the industry. We are proud to have them as a tenant.”

## YORK® Sun™ Choice 15-27.5 Ton Rooftop Units Reduce Commercial Building Operating Costs

The newly released YORK® Sun™ Choice rooftop units from Johnson Controls deliver value from project start to finish. The 15-27.5 ton units exceed Department of Energy (DOE) 2018 guidelines by up to 25% and already surpass future DOE 2023 part-load standards by almost 10% to reduced energy consumption and operating costs. A lightweight design and direct replacement footprint offers ease of installation for both new product and retrofit applications to reduce up-front costs.

“Standard-efficiency does not translate to standard performance with YORK,” said, Steve Maddox, vice president commercial engineering, commercial ducted systems, Johnson Controls. “The YORK Sun Choice rooftop units feature IntelliSpeed, an optional four stage fan control model that can deliver up to 15% higher IEER ratings than some competitive ‘high-efficiency’ units. This advancement not only provides optimal occupant comfort, it translates into lower operating costs over the lifetime of the unit.”

A thoughtful design includes independent circuits to help avoid full unit shutdowns and a lead-lag compensator for exceptional reliability. Single-side access to all serviceable items provide ease of service that is further simplified with the support of the new Johnson Controls Commercial Application Support organization that provides expert technical and field support for every aspect of ownership – including installation, replacement and service.

Additional features include:

- Multiple airflow strategies – including constant-volume (CV), IntelliSpeed multi-speed fan control, variable air volume (VAV), and Continuous Reset Single Zone (CRSZ) control to offer flexibility to meet the demands of diverse applications.

- A broad range of outdoor air options including both factory and field installed versions of low-leak damper economizers, constant volume powered exhaust, and modulating powered exhaust.
- A wide range of gas heat options including full modulating gas heat with a 2.85 to 1 turndown ratio and 1% incremental change of heating capacity.
- Smart Equipment enablement with a prepackaged control platform that maximizes control and efficiency while extending equipment life and reducing operating costs. Units seamlessly integrate with leading building controls systems, including Verasys®. An optional Mobile Access Portal (MAP) gateway with Wi-Fi® hotspot provides access to commissioning, configuration and maintenance logs using a mobile smart device.



including Verasys®. An optional Mobile Access Portal (MAP) gateway with Wi-Fi® hotspot provides access to commissioning, configuration and maintenance logs using a mobile smart device.

“The launch of YORK Sun Choice is a part of our greater commitment to the rooftop market,” said Alexander Graf, executive director of sales, YORK independent distribution, Johnson Controls.

“Our team has reimagined rooftop unit performance and dependability. Their innovations are not forced by regulations but instead developed out of a genuine passion for exceeding building performance standards and delighting our customers. It’s a truly exciting time to be in this industry.”

Choice 15-27.5 rooftop units designed, engineered and assembled in the state-of-the-art Johnson Controls Rooftop Center for Excellence in Norman, Oklahoma. Units are supported with factory-backed warranties including a standard 1-year parts warranty, 5-year compressor and electric heat limited warranties, 10-year aluminumized heat exchanger limited warranty and a 15-year stainless steel heat exchanger limited warranty. For more information, visit [YORK.com/sunchoice](http://YORK.com/sunchoice).

## SURGE PROTECTIVE DEVICE

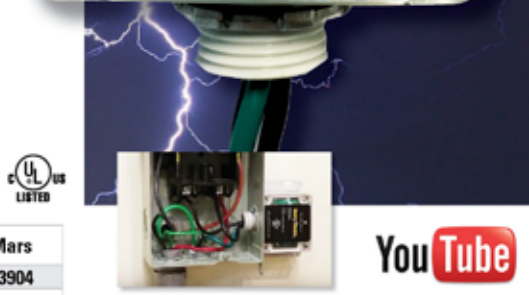
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COMPANY	SmartElectric	Diversitech	SUPCO®	Intermatic®	Intermatic®	ICM®	5-2-1®	Mars	Mars
MODEL NO.	SPD50UL	STXH240S05	LBK10	Defender	AG3000	ICM517	SPD150	83905	83904
Nominal Voltage	120/240 Vac Split-phase 2W+G	120/240 Vac Split-phase	120/240 Vac Split-phase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



<https://www.youtube.com/watch?v=gL44tXiXu8&feature=youtu.be>  
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# “THE DUCT-FREE ZONE”

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



**What does it mean to be a “trainer”?** I’m often asked what it takes to be an effective trainer and I’m not sure there is any one formula. I use to say that as a trainer you need to let your personality come through, be yourself...of course if you are a jerk, that isn’t going to work!

I can only speak about myself when answering that question... I was a lousy student right from the start...by today’s standards, I would probably be labeled “learning disabled,” dyslexic, below average, maybe worse!

I never enjoyed school as young person because I knew I wasn’t at the same level as my peers, and that killed my motivation.

I did feel a cut above the rest however, when I had a wrench in my hand. I was taking things apart at a very early age...my bicycle, the snow-blower, my radio and more. Now, I took things apart real well but I didn’t always put them back together real well...the first time. Sometimes it took me a couple attempts but in time, I would get it back together and working and that gave me satisfaction that I could never achieve from text books in school.

To this day, when GREE sends me a new product, the first thing I do is dissect it, in some cases, destroy it, so I can see exactly how it works...not just how GREE tells me it should work. This has been a great help to me in creating training curriculums for GREE because I need to breakdown the product to its lowest common denominator so that I can understand it, because reading from a manual does nothing for me.

In my GREE mini split troubleshooting curriculum, I show many examples of component dissection and as a result it takes the mystery out of many components that the industry has a bad habit of unjustly condemning...like control boards and Electronic Expansion Valves EEV. The EEV is the perfect example. I always tell attendees that there

is nothing about an EEV that should make your brain hurt! The end game of an EEV is the same as its TXV counterpart...that is to take in high pressure liquid and exit low pressure liquid / vapor. The components of an EEV are similar to that of any electric motor. A motor has a stator that creates a rotating magnetic force that in a motor, spins the shaft. Same thing happens in an EEV...the operating head is the stator and it spins the pin which meters the refrigerant going through the valve. Every time I show the video of me operating an EEV in my hand with a simple magnet, I see a simultaneous illumination of light bulbs going on over the heads of the attendees...it is truly one of those “ah-ha moments.”

Now, did I create that video because I’m some extraordinarily smart guy and I knew it would have the desired effect I just described? Heck no! I created that video because I needed to know how the valve works myself and by taking a Dremel tool to it, I learned what makes the EEV tick and in turn I can now share it with our GREE technicians.

I have been to many training events conducted by engineers employed by product manufacturers. Brilliant engineers who I admire and I can only dream of having a fraction of their knowledge and academic prowess. Unfortunately, many of those classes remain a blur to me today because the instructor could only offer the information in a manner that an engineer would understand, not their audience. These events made for long monotone snooze fest.

Ok, so I have established I’m not the sharpest tack in the box...you got that. Those of you who know me know that I like to have fun; in fact, if I can’t have fun doing something, anything, then I don’t want to do it! I believe we can all have fun and still learn, retain and appreciate the process!

So I come back to where I began, with my an-

swer that as a trainer you need to let your personality come through, you need to be yourself.

I turned 58 years old a few months back and I have become the personification of Popeye...really! Look, I’m going to give all of my female readers a unique look into the male psyche. Men spend the majority of our lives worrying about what others think of us and trying to influence what others think of us...it can be, and often is, all consuming. At the age of 58, I no longer care what you think of me, like Popeye, “I is who I is.”

Now don’t get me wrong, I want to be liked but if you don’t like me, no one is going to die over it...we can all move on.

I am very fortunate to have been recognized as one of the top trainers in the HVAC industry by the ACHR News some years back, but what is more meaningful to me are the survey responses that I get after each and every GREE training event I conduct. The people who have honored me with 4 hours of their time more often than not, want more time with me...WOW! That is my measure of success.

So, what’s the point of this article? The point is your time is valuable...VERY valuable! Don’t be afraid to ask who is conducting a training you think you might want to attend. Don’t be afraid to ask what their credentials are and how they relate to the subject of the event. Any self-respecting trainer will be proud of their credentials and glad to share them with you...and if they’re not, well, maybe you need to look elsewhere...and lastly, don’t be afraid to have some fun in EVERYTHING you do!

**ABOUT THE AUTHOR:** Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 38 years in the HVAC 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

## Scent Marketing & Scent Branding: The Next Business Frontier

Scent marketing is not only a very real ‘thing’ but is also an extremely powerful method by which companies are significantly increasing sales. Certainly not something to be sniffed at, intensive scientific research brings authoritative evidence that the subliminal response to strategically created fragrances can massively influence customer behavior. Around the world, savvy businesses of all sizes are taking full advantage of this new frontier of business marketing.

Smell, without a doubt, can evoke powerful emotions. Real estate marketers have long promoted the fragrance of freshly baked bread or ground coffee to tempt potential purchasers. And one only needs to recall how certain smells, such as freshly mown grass, make us feel. If more proof is necessary, then consider how particular aromas have a very real effect on the awakening of sexual desire. The olfactory system plays a fundamental role in stimulating emotions at a nonconscious level. So remarkable are the effects of such scent marketing that companies that fail to take advantage of this powerful strategy are putting themselves at a very real disadvantage.

The concept of smell as a sensory experience works on a subliminal level. Certain fragrances are scientifically proven to influence feelings, emotions, and behavior, and some of the biggest brand names have been utilizing this for many years. For example, Starbucks stores pervade customers with the aroma of freshly ground coffee. And while, of course, they sell this, they also sell food. But customers don’t smell that, they only perceive the fragrance of coffee, thanks to this being pumped into the air.

Another example is that of Cineplex, where the de-

lightful whiff of popcorn is apparent, and who doesn’t associate a good movie with a bucket of this salty or sweet treat? Lowe’s Home Improvement and Appliances pipe the smell of freshly cut timber throughout their locations—a delightful fragrance despite there being no wood cut within their establishments.

Most businesses, small and large, utilize visual and auditory strategies to engage customers. But now game plans are being further extended to include the power of scent. By working with companies that specialize in the science of what is known as “aromachology,” it’s possible to determine a custom-made fragrance to create the vibe a business desires, and subtly influence the actions customers take. This can include how long they linger in the location, emotions felt, and actions the retailer or business wishes them to take.

Unilever employed research consultancy, Millward Brown, to estimate how much the smell of their soap product, Dove, accounted for. The figure came in at a conservative \$63 million dollars per annum, a significant amount of revenue by any standards. Abercrombie & Fitch pump stores with the scent of their signature woody and intense scent that promotes a certain men’s clothing line. And something most people have experienced is the delightful odor of cinnamon that captivates when walking past a Cinnabon store. The American Marketing Association states that the right fragrance can tempt customers to spend up to 44% longer at a business. This is a fact that companies of all sizes simply can’t afford to ignore. And thanks to smell being the strongest of all human senses, certain fragrances are arguably more powerful at evoking emotions, memory, and behav-

iors than even that of sight.

Scent branding is also a dominant method by which companies can increase brand awareness. In the same way that a cleverly thought out logo can become instantly recognizable, so too can a scent. The sense of smell bypasses all cognitive thought processes and connects, not only on an emotional level but also with the memory center of the brain. Done right, introducing a fragrance to a customer will create a connection between a brand and that particular aroma. By taking into account a company’s identity, customer base, purchasing history, target market, and the required marketing message it’s possible to create a unique scent that heightens these values.

One of the most innovative methods of introducing a consistent, safe, pleasant aroma to an area of any size is by HVAC technology. These virtually silent scent diffusers work in conjunction with existing ventilation systems and use a process known as “Cold-Air Diffusion.” Such a process breaks down essential oils into a dry mist of nanoparticles and diffuses them around the required area. With different options available depending on the size of the area to be treated, such a procedure is low maintenance, ecologically friendly, and provides perfectly even scent distribution.

Aroma360 provides scenting solutions to suit all environments, using only the highest quality of essential oils and the greenest of scent diffuser options. They work with businesses to determine the exact fragrance to suit both their goals and target market. In addition, they provide the same technology for homes, allowing domestic space to also benefit from the power of aroma influenced ambiance.



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# SFACA August Program Meeting Annual Inspectors Panel

The SFACA August Program Meeting was held on August 7th at 6 p.m. at the Sheraton Suites in Plantation.

This Program Meeting was the Annual Inspector Panel. This always popular annual forum is designed to encourage dialogue between city and county inspectors and contractors regarding areas of mutual concern and interest.

From wind load tie downs of condensing units, to online permitting and where no permits being pulled, and who is responsible, smoke detectors, many questions were answered at this meeting.

The SFACA September Program Meeting will be held on September 4th at 6:00 p.m. at the Sheraton Suites in Plantation.

This Program Meeting will be the 2019 OSHA

UPDATE. David Wessin, Safety Alliance Training and Drug Testing Center is the guest speaker.

This program will cover: The 5 Biggest Safety Threats to HVAC Contractors, Important Safety Guidelines for NEW HVAC Technicians, Crane Safety, Ladder Safety and OSHA Update.

Don't miss this very informative September program meeting!



Stacey Miller, SFACA Executive Director registers Jay Carrese, Nelson Zayas, and Chris Erickson of Baker Distributing to the annual inspectors meeting



Jaime Bernat of Saez Distributors, Ramon Delgado of Johnstone Ware Group and Alfredo Andrial of Brown & Brown take a selfie



Chuck Del Vecchio, Anjanette Ferreira, and Kevin Zacharias of Tropic Supply



Pedro Bazo of Refricenter, Scott Behanna of Behanna & Associates, Bruce Kaercher of Refricenter



Chris Erickson, Jay Carrese, Ed Abreu, Kevin Maggs, and Nelson Zayas of Baker Distributing



Paul Mynatt of Carrier Enterprise, Joe DiCresce and Jonathan Araujo of HyVac AC, Mel Velez of Carrier Enterprise



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



Gonzalo Azpurua of Refri-Xpertise, Ramon Delgado of Johnstone Ware Group, Jaime Bernat of Saez Distributors



Adam and Iman Solomon of Abraham Air Conditioning, with Mona and Naraine Seecharan of Monar Air Conditioning



Brad Gillman, Joseph Lilly, Jamie Englert, Kenny Laycock, John Noble, Kevin Pomeroy, and Peter Moreno of Goodman Distribution



Skip Farhinas, President of SFACA opens the Annual Inspectors Panel meeting and discusses the upcoming SFACA events



Stacey Miller, SFACA Executive Director, introduces herself to the members



Inspectors: Scott Maxwell, Fred Stoeger, Pete Quintela, Amador Barzaga, Peter Micale, Tony Palacios, Shelia Oliver, Joe Switalski, Rolando Soto



There was an excellent turnout for the SFACA Annual Inspectors Panel



Pete Quintela, Sr. Code Officer - Board & Code Division talks about equipment match ups not listed in AHRI charts



Tony Palacios, Chief Mechanical - Plans Examiner Inspector - Pembroke Pines answers a question about equipment tiedowns from a SFACA member



Sheila Oliver, Code Services - Broward discusses permitting and who is responsible, contractor or homeowner



Rolando Soto, Mechanical Chief Code Compliance Officer Broward Co. discusses wind load requirements for equipment

## ASHRAE Resources Can Help Reduce the Risk of Legionella

ATLANTA (July 31, 2019) – ASHRAE, a non-profit technical society headquartered in Atlanta, has developed resources to help reduce the risk of Legionella, including Standard 188, which provides a comprehensive approach to help prevent the growth and spread of Legionella within building water systems.

“With the recent outbreak of Legionnaires’ disease in Atlanta, we would like to increase awareness of the resources available to help minimize health risks associated with building water systems,” said Darryl K. Boyce, P. Eng, 2019-20 ASHRAE President.

The CDC estimates approximately 6,100 cases of Legionnaires’ disease in the United States each year. Most of those cases result from exposure to Legionella found in building water systems.

ASHRAE has also reached out to the Fulton County Board of Health and the Georgia Department of Public Health to make these government offices aware of ASHRAE resources.

In 2018, ASHRAE published a revised edition of Standard 188, which designers and building operators can use to help establish water management plans specific to the systems in particular buildings, campuses or health care facilities. Guideline 12, Minimizing the Risk of Legionellosis Associated with Building Water Systems, is currently in revision and provides more detailed descriptions of best practices.

“By creating a framework for proactively managing building water systems and reducing the potential for Legionella growth in these systems, following Standard 188 can help building and facility managers prevent many but not all cases of legionellosis,” said Boyce.

The 2018 edition of Standard 188 provides:

- A description of environmental conditions that promote the growth of Legionella, such as water temperature fluctuations, water pressure changes and water stagnation.
- Minimum Legionellosis risk management requirements for buildings and associated potable and non-potable water systems.
- Requirements for Legionellosis control strategies with documentation and clarification of compliance requirements, as well as an update to enforceable, code-intended language to facilitate adoption of the standard for code and regulatory purposes.

## Tecumseh ARGUS Wins Silver in Dealer Design Awards

ANN ARBOR, MICH. (PRWEB) JULY 29, 2019- Tecumseh Products Company, was recognized for excellence in product design in the 16th annual Dealer Design Awards Program sponsored by The Air Conditioning Heating & Refrigeration News magazine. An independent panel of contractors acted as judges in the contest that had 79 entries. The Tecumseh ARGUS condensing unit was recognized with the Silver award in the commercial HVAC category. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries.

Tecumseh’s Director of North America Product Management and Applications Engineering, Kit Fransen states, “Tecumseh is serious when it comes to commercial refrigeration system design. We began the Tecumseh ARGUS product development process by understanding the challenges faced by our customers and addressed them head on. Tecumseh ARGUS features thoughtful design elements relevant to our customers’ daily interactions with systems including removable doors, interior lights,

and QR codes with easy access to wiring diagrams. These new condensing units also exceed the 2020 AWEF requirements and address the growing demands from end users around sustainability and energy savings. Our customers told us that different applications require different configurations and we listened - the Tecumseh ARGUS lineup offers a variety of in stock configurations and custom options ranging from ½ to 6HP, medium and low temperature applications.”

NEWS Publisher Mike Murphy stated, “These awards give us a unique opportunity to recognize the outstanding research and development efforts that go into many of the products serving the HVACR industry and the awards issue gives our readers an opportunity to read about innovative installation and service solutions.”

Winning entries in the Dealer Design Awards were featured in the July 29, 2019 issue of The ACHR News, which is distributed nationally to over 32,000 HVACR contractors, wholesalers, and other industry professionals.

## Airmaster Introduces ECo Mancooler Air Circulators



CLARKLAKE, Mich. – June 2018 – Airmaster, a leading manufacturer of air circulation and ventilation fan solutions, announced its ECo Mancooler air circulator.

The ECo Mancooler is equipped with an EC (electrically commutated) low-speed motor, designed and manufactured exclusively for Airmaster. The EC motor technology features a direct drive configuration that requires no servicing, so the ECo Mancooler is maintenance-free. The ECo Mancooler’s variable speed allows users to set the preferred amount of airflow and adjust from 10 to 100 percent speed. Compared to a permanent split capacitor motor, an EC mo-

tor can be up to twice as efficient, which allows the ECo Mancooler to offer significant energy and cost savings.

Based on Airmaster’s belt drive 42-inch units, the ECo Mancooler is equipped with a four-blade aluminum propeller, steel hub wheels and locking casters, OSHA-compliant guards, a ten foot cord and baked powder paint finish on unit and guards.

“By eliminating fan shaft, bearings, sheaves and belts, the required maintenance for the direct drive of the ECo Mancooler is zero,” said Keith Simon, senior product development manager at Airmaster. “With variable speed, low noise and significant energy savings, Airmaster’s ECo Mancooler incorporates the most desirable features of our series of Mancoolers into one product.” For more information, visit our website [www.airmasterfan.com](http://www.airmasterfan.com).

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## Nortek Introduces E7, the Manufactured Housing Industry's First 16-Speed, FER-Compliant Electric Furnace



Nortek Global HVAC, the industry leader in manufactured and modular housing HVAC systems, introduces the model E7, the next

generation of its legendary E-Series electric furnaces for the Intertherm®, Miller®, Revolv® and Broan® brands. The E7 is the HVAC industry's first 16-speed model that's compliant with both the Department of Energy's (DOE) new fan energy rating (FER) and HUD standards for manufactured and modular housing.

The E7 features a 1/2-hp. electronically-commutated motor (ECM) fan and a control board that facilitates the 16 speeds. The multiple speeds give HVAC contractors more flexibility for pinpointing homeowners' air comfort, versus the previous E6 and E5 generations' permanent split capacitor (PSC) fan motors and four speeds.

The control board's seven-segment-style readout screen expedites troubleshooting by displaying operational modes of cooling, heating, fan circulation, dehumidification, motor fault, lockout and idle.

The E7 offers unprecedented heat control using DC relays, which operate reliably, quietly and significantly reduce service troubleshooting time, versus older contactor and sequencer technologies.

The new generation is available in a 29-inch high (736-mm) E7EM heat-only base unit, or 60-inch-high (1,524-mm) E7EU upflow and E7ED downflow models, the latter two come with a coil box for field-installing the optional evaporator coil and accompanying filter. All three models offer 10, 12, 15, 17, 20 or 23-kW heating elements. All E7 models have a 20 (w) x 24 (d)-inch (508 x 609-mm) footprint that's identical to earlier E generation models, making them easy drop-in replacement candidates.

Other serviceability features includes a single two-pole DC relay, which expedites circuit testing versus two single-pole relays. Also, instead of just conventional black and red circuit wiring, each circuit is now identified by its respective black, red, yellow or purple wiring for fast traceability and diagnostics.

Aesthetically, the E7 comes with a baked enamel white finish and an appliance-quality access door.

Nortek Global HVAC, which was the industry's first Demand Flow Technology (DFT)-certified company in 1998, manufactures the E7 with the industry's leading turnaround time rate where distributor orders can begin production in just one day. DFT also results in unprecedented quality control assurance for dealers and consumers, because E model products are inspected more than 200 times during the manufacturing process.

Since invented in the 1980s, the E-Series has been the manufactured and modular housing industry's largest selling series of HVAC systems.

For more information about Nortek Global HVAC products visit: [www.nortekhvac.com](http://www.nortekhvac.com).



### 2020 National HVACR Educators & Trainers Conference

March 23-25, 2020 - South Point Hotel - Las Vegas, NV

We would like to invite you to attend the HVAC Excellence, National HVACR Educators and Trainers Conference. This conference provides you a rare chance to participate in an event created specifically for HVACR instructors. The sessions cover a wide array of topics, to help you keep your training current, aligned with industry standards, improve your teaching techniques, and be more effective in preparing others for success in the HVACR industry.

2020 National HVACR Educators and Trainers Conference

If your looking to partner with manufacturers or want to overhaul your curriculum, you will have an opportunity to meet face to face with manufacturers, trade associations, publishers, authors

and other organizations during the conference. In addition, you will be able to meet with other instructors and learn what they are doing to improve recruitment, retention, placement, classroom performance, and student outcomes.

The conference is March 23-25, 2020 at the South Point Hotel in Las Vegas, Nevada. However, your invited to come early for the Council of Air Conditioning and Refrigeration Educators (CARE) workshop event on March 22nd and stay an extra day to attend the Daikin workshop on March 26th.

Looking for more information on the conference, visit the [escogroup.org](http://escogroup.org) and click the conference link. In addition, feel free to contact us at 800-394-5268.

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# Rees Scholarship Foundation Awards \$62,000 to Aid Aspiring HVACR Technicians

Arlington, Va. —The Clifford H. “Ted” Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$62,000 to 36 students, including five military veterans, studying to become technicians in the HVACR and water heating industry.

“We are pleased to award scholarships to these qualified and dedicated students and veterans, and we look forward to welcoming them into the industry,” said AHRI President and CEO Stephen Yurek. “Each year, the Foundation provides aid to these aspiring technicians, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced.”

“Supporting workforce development and employee retention programs are ACCA’s highest priorities and we’re pleased to work with the Rees Scholarship Foundation and AHRI to help contractors recruit and retain skilled workers,” said ACCA President and CEO Barton James. “These scholarship awards also support ACCA’s work with President Trump and his pledge to America’s workers, which is focused on providing educational opportunities to develop a strong workforce. Congratulations to these very deserving young men and women, we look forward to you advancing in our industry and becoming tomorrow’s leaders.”

Here are the recipients from the Southeast:

- Bart Clement, Beville State Community College, Jasper, AL,
- Jonnell Bailey, Georgia Piedmont Technical College, Clarkston, GA.,
- Justin Vazquez, Johnston Community College, Smithfield, NC.,
- Philip Blaylock, Beville State Community College, Jasper, AL.,
- Rickey Gunby Jr., Georgia Piedmont Technical College, Clarkston, GA.,
- Robert Gardner, Sheridan Technical College, Hollywood, FL.,

Since the Rees Scholarship Foundation was founded in 2003, it has awarded more than \$850,000 in scholarships to more than 500 deserving students and instructors.

## 2019 Bryant True Hero



Charlie’s Tropic Heating & Air Conditioning is proud to announce Lillie Bailey as the winner of the 2019 Bryant True Heroes award. In partnership with Bryant Heating & Cooling & Johnstone Supply, Charlie’s Tropic Heating & AC will be installing a brand-new HVAC system & Ductwork for her free of charge. As the first Bryant authorized

dealer in the Jacksonville Beach area, the team at Charlie’s Tropic Heating & AC is pleased to install a new Bryant product for someone so deserving within the local community. After receiving multiple nominations for Lillie, it’s no surprise that she’s receiving the coveted designation as this year’s True Hero.

Lillie Bailey is 73 years old, but you wouldn’t know it if you saw all that she does. She is a caregiver and wouldn’t have it any other way. Every day she takes care of a 54-year-old man with Down syndrome and her granddaughter who has Cerebral palsy. As many know, caring for someone with any kind of disability can be tough; however, that’s not the case for Lillie. While some days are harder than others, Lillie perseveres knowing that the work she does has a real purpose. She lives her life with a passion for helping others and it seems to come naturally to her. Acting as a caregiver can have its ups and downs, but Lillie sees right through them and powers forward to do as much good as possible.

While Lillie works every day helping others, her heating and air conditioning setup isn’t helping her. Currently, her home is being cooled with a single window AC unit and being warmed with a small space heater. This isn’t an ideal situation for anyone, but especially for someone so deserving of the best. With this in mind, some of those closest to her felt she would make a great nominee for the Bryant True Hero award. They were right.

The Bryant True Hero Award is a way to thank people who go out of their way to help others and positively impact their communities. Not often recognized for their efforts, Bryant True Heroes are real people who are making a difference in their communities every day without stopping for a moment to receive recognition for their actions. “We are so thankful our partnership with the Jumbo Shrimp helped us find Lillie.” Said General Manager Amy O’Grady. “She is such a great example of a True Hero, putting her own needs second to others. She has never had Air Conditioning in her home, and we are honored to be the company that gets to change that for her.”

It’s evident that from the stories shared about Lillie that she will continue to live out the rest of her life as a True Hero.

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September 2019  
Volume 31 / Number 2  
Today's A/C & Refrigeration News  
is published monthly,  
(12 times a year)  
by Today's A/C & Refrigeration News  
P.O. BOX 451821,  
Ft Lauderdale, FL 32170  
Ph: 954-674-1580 / FAX 866-320-2773  
E-mail: jeff@todays-ac.com  
Application to mail at periodicals postage  
rates is pending at Longwood, FL  
and additional mailing offices.

POSTMASTER:  
Send address changes to  
Today's A/C & Refrigeration News  
P.O. Box 451821,  
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Today's A/C & Refrigeration News

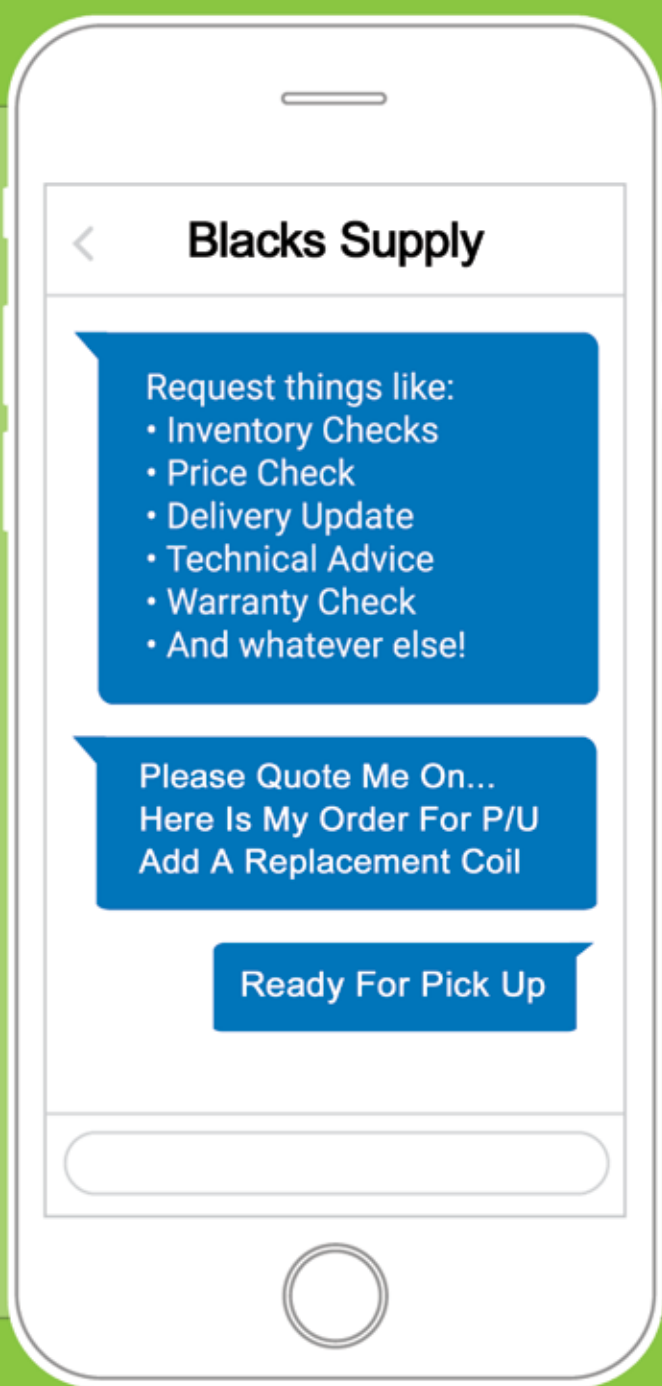
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