

TODAY'S A/C

& REFRIGERATION NEWS

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Gemaire Distributors Celebrates their 50th Anniversary (see pages B8-B9)



ACCA/CF 1st Annual Golf Tournament at Twin Rivers Golf Club in Oveido (see pages C6-C7)



AirGuide - Leone Green Golf Tournament at Wellington National Golf Club (see pages 18-19)



Ferguson HVAC Hosts Grand Opening Celebrations In Orlando and West Palm Beach (see page B4)



Tropic Supply Hosts Open House and Training Events In Daytona Beach (see page 16)

AHRI, Alliance Member Companies Urge Congress to Act on HFCs



Jeff Schlichenmeyer
Publisher

Arlington, Va. — In a letter sent to the leadership of the House Energy and Commerce Committee and the Senate Environment and Public Works Committee, 32 members of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Alliance for Responsible Atmospheric Policy, urging support for proposed federal legislation to establish a national structure for the phase-down of hydrofluorocarbon (HFC) refrigerants. Noting that, “U.S. companies that produce and use fluorocarbons have been preparing for a transition from HFCs for more than a decade, investing billions in R&D to be the first to bring to market next generation fluorocarbon products and equipment,” the letter expresses concern that while “American companies have led the world in fluorocarbon technology

development for decades...that leadership – and the advantages it confers to the U.S. economy – is jeopardized by the lack of a federal policy for HFCs. The letter warns that inaction on the part of federal policy makers would result in “foreign competitors...poised to fill the technology void and displace American companies in a global fluorocarbon market expected to reach \$1 trillion in size.” “Federal legislation phasing-down HFCs represents a chance to put America first, and to keep American workers at the forefront of this important global industry,” the letter states, noting that, “A recent industry economic study showed that a new federal standard for the phase-down of HFCs would create 33,000 new U.S. manufacturing jobs, add \$12.5 billion per year to the U.S. economy, and expand U.S. exports in this sector by 25 percent. Failure to do so will cost U.S. businesses and jobs.” The House and Senate are considering introduction of legislation to phase-down the use of HFCs, which are potent greenhouse gases.

Gemaire Distributors Celebrates 50 Years In Business

From October thru December, Gemaire Distributors is celebrating their 50th Anniversary around the state of Florida. Gemaire Distributors has been a trusted distributor partner for HVAC contractors since 1969. Starting with the investment of three individuals and the help of their partner, Rheem Manufacturing, Gemaire has grown from a small distributorship to what Gemaire is today - North America's largest Rheem Distributor, with over 800 employees in 90+ locations from coast to coast. Today's AC had the privilege to reach out to three early influential organizers and visionaries of Gemaire. Ken Perkins, one of the original founders of Gemaire shared some early history.

Five air-conditioning manufacturers were called with the premise that we could do a superior marketing and sales of their products, in the South Florida market than their present distributor. This was greeted with a very nice thank you for your interest, but we are happy with present representatives. Within the next two months, all five made the

journey to Boca Raton for discussions. American Standard had the most complete line of equipment, but their status quo plans placed them second. Rheem had a job shop manufacturing facility in Kalamazoo, Mi., with a very limited line. Their parent co. City Investing was building a 600,000 sq. ft. manufacturing facility in Ft. Smith, AK. They were the winners. The new state of the art plant opened in September 1970, with a new line of condensing units and gas furnaces. The three Gemaire partners: Manuel Leon, Quince Carvel and Ken Perkins joined all Rheem distributors journey to Fort Smith to view their future. The metal processing equipment, sub assembly lines and unit production lines put a smile on every face, when they thought of their future. One major item was missing...Air Handling Units. Manuel and I went to Dallas to meet with Electric Products, an electric furnace manufacturer. We explained the problem and I sketched the unit requirements. They suggested further discussion over lunch.



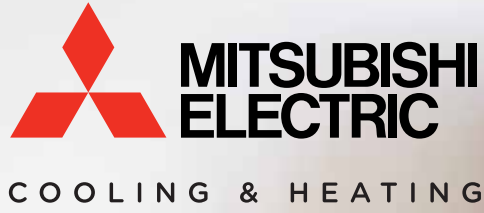
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The Three Scariest Financial Mistakes

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

#1 Running Out of Cash - No cash...you are out of business. You're done. You can't pay payroll, your rent, or any other bills.

Running out of cash could be sudden.

This happens when a major customer goes bankrupt or pays you late and you were counting on that money to pay bills and payroll. For those of you who do large residential or commercial jobs, make sure you get paid or stop work. It's hard to stop work. However, why would you do more work if you haven't been paid for the work you have done?

Running out of cash could be a slow death.

This happens when you don't have enough work in slower times and you haven't saved money to cover those times. This happens when an employee is stealing a little bit from you every week or every month. This happens when you don't price properly.

What can you do about it? Here are 5 ways to help prevent running out of cash:

1. Be your own bank. Set up a savings account where you have your operations account where you can transfer money to the savings account. Save 1% of every check that comes in the door. Transfer the money when you make the deposit.

This is very easy to do. It is very easy NOT to do. Over the years this tiny amount adds up to a lot of dollars. Dollars that could cover payroll or another surprise expense in a pinch.

2. Residential contractors - Put your maintenance money that you receive in advance in a savings account or, if you are on monthly recurring billing, have that money deposited into a savings account rather than your normal operating checking account.

3. Commercial contractors - watch your accounts receivable. If an invoice is supposed to be paid in 30 days, then on the 31st day when you haven't received a check, a friendly phone call should be made.

4. Residential contractors - COD for service and replacement jobs.

5. Weekly cash flow report - track incoming and outgoing dollars every week. Then predict cash in-flows and outgoes for the following week.

#2 Improper pricing - Can you lose a nickel for each dollar you bring in the door and not realize it until it is almost too late? Yes. Here's how:

Contractor starts a business and grows it to \$2 million in revenue. He never pays attention to his financial statements. He operates only by looking at the cash in his bank account. If he has enough money to pay payroll and take his discounts on his bills, he is happy.

The company hits \$2 million in revenues and growth stops. Now cash seems tight. Sometimes it is hard to pay payroll and taking discounts is not always possible. He fears that something is really wrong since this has never happened before.

I did a pricing evaluation of this company and discovered that it was losing a nickel for every dollar they brought in the door for 12 years. Slow death had the owner not called me or another person to help.

How do you do this? 1. Not taking real overhead dollars into account when pricing (Pricing by net profit per hour is the safest way to price since percentages don't matter) 2. Not tracking productivity. 3. Not tracking material costs and shrinkage.

Happy end to the story: The company raised its prices with almost ZERO complaints and tightened up its procedures. To price service properly:

Start at the bottom of your profit and loss statement. Determine the net profit per hour you desire. Then add your overhead cost per hour. Then add your direct costs. This is the price to the customer assuming that you could bill 100% of a field employee's time. Divide by your productivity factor. This is the

price to your maintenance customers. Then if your agreements give a 10% discount, divide by 0.9 for the non-maintenance price.

#3 Ignoring your balance sheet can put you out of business without you knowing it.

Most company owners focus solely on their profit and loss statement - assuming they look at a financial statement at all! They don't understand a balance sheet and ignore it.

Your balance sheet tells you much more than your profit and loss statement. It actually tells you how profitable your company is. And you thought that your P&L did that.

How does your balance sheet tell you about profitability? Using your current ratio which is current assets divided by current liabilities. (Current assets are things that are cash or turned into cash within a year. Usually it is cash, accounts receivable, inventory, and prepaid expenses. Current liabilities are things that have to be paid within a year. Usually it is accounts payable, taxes payable, deferred maintenance revenue, and current portion of long term debt.)

Increasing current ratio, most of the time, means increasing profitability. Decreasing current ratio, most of the time, means decreasing profitability.

Your balance sheet also tells you if: 1. You are headed towards running out of cash 2. You are headed for a collection problem 3. You are taking on too much debt 4. You are taking on too much inventory ...and much more.

Your balance sheet is your weather vane. It gives you the warning signs of impending problems so that you can take care of them before they become major crises. Pay attention to it. If you want more information on how to understand your balance sheet, get my #1 best selling book, *The Courage to be Profitable*.

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Microf Launches SpectrumAC, Redefining The Way Contractors Offer Financing Options To Homeowners

Atlanta, GA, October 15, 2019— Microf, LLC, a leading provider of lease-to-own products for the residential heating, ventilation and air conditioning (HVAC) industry, announced today that it has launched SpectrumAC, a single platform for financing and lease purchase options for homeowners. The SpectrumAC solution allows homeowners to complete a single application and obtain an immediate approval decision for a menu of financing and lease-to-own payment options.

“We invested in and built the SpectrumAC platform to address the many challenges we’ve heard from HVAC contractors over many years.”, said Microf’s Chief Revenue Officer, Paul Citarella. The platform provides fast approval decisions for HVAC and other home services using a single mobile application. The user interface is simple and supports a seamless homeowner and contractor experience. The platform is secure and agile enough to quickly connect with other contractor-centric software providers through easy and fast API’s, allowing for integration with tools contractors use every day, like CRM or proposal software.

As an early user of SpectrumAC, AAA Heating and Air of Lexington, SC immediately saw benefits to this new platform. “Spectrum AC’s technology is easy to use and homeowner friendly. My sales techs can quickly get a homeowner pre-approved for financing or lease-purchase options based of their current credit standing. SpectrumAC is the financing platform I have been waiting for since I started this company” said Roy Finley.

“While the technology is the foundation, the SpectrumAC platform also has great products designed with the contractor and consumer in mind.”, said Microf’s CMO, Jessie Barrack. There are unique product options for homeowners with credit scores of 700+, 630, or even 560’s and below. The products are built with various cost and no cost options to the contractor. The SpectrumAC platform facilitates significantly higher overall approval rates and fast funding enabling contractors to close more sales at a higher average contract price quickly and easily.

The Spectrum platform solves several problems that are present in the HVAC and home improvement financing industry. Contractors no longer must use multiple finance partners and application processes to get the approvals they need. They can also significantly increase their profitability by closing more sales at higher margins and with lower financing buy down cost. Homeowners also benefit with more approvals, monthly payment options, and a single credit check. The platform represents a true breakthrough in financial offerings to the industry.

SpectrumAC was officially launched in September with a small group of early adopter contractors across the US and is now available to all contractors that are looking for a better way to provide their customers with monthly payment solutions.

Andy Taylor Joins Leone Green & Associates



Andy Taylor

Leone Green and Associates is pleased to announce that Andy Taylor has joined our Manufacturers Representative Agency.

Beginning his HVAC career with Trane and Mitsubishi in Sales and Sales Management positions, Andy adds 2 decades of experience to our team. Andy spent the last 6 years as the owner of his own Rep Agency, ACT Agents.

Andy is based in South Florida and will continue to build on the success of our agency in that market. Leone Green and Associates was founded in 1981 and represents top manufacturers in the Southeast and export markets. We invite our Vendor and Distributor partners to welcome Andy via email, ataylor@leonegreen.com or cell, 561-402-9205.

New Drain Pan Plug Tool! Work Smarter, Not Harder



Multi Plug Remover is a new revolutionary tool that is being introduced into the HVAC market. It was invented by Marco A. Guillen and co invented by Anayadira Guillen. It is fully patented and protected.

This tool came about when Marco A. Guillen was delayed for hours in a job site trying to remove the drain pan plugs from the air handlers drain pan with nearly every tool he can possibly try with, and almost damaged the coil. With frustration, he bought an aluminum sheet from home depot and created a prototype himself that would sufficiently fit into the drain pan plugs to remove them with minimal effort. He used the prototype for a year and months until Anayadira Guillen decided to take his prototype and vision into reality. We are looking for HVAC Wholesale Distribution. Please call 305-632-3165 for more information and where to purchase this product. Also see product ad in this issue.



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YORK® Donates 100th HVAC System In Mortgage-Free Building Homes For Heroes Home

MILWAUKEE – (October 29, 2019) – Johnson Controls has announced YORK®, Ducted Systems leadership, Badger Metals, Inc., and Dave Jones, Inc., along with Building Homes for Heroes held a Welcome Home ceremony in Madison, Wis., for U.S. Marine Corps Sergeant Erick Hoefakker and his family. During his years of service, Sergeant Hoefakker suffered several injuries that continue to afflict him to this day. His new home, provided by Building Homes for Heroes, has been modified to address his specific injuries to keep both Sergeant Hoefakker and his family comfortable and safe.

To support Sergeant Hoefakker, Johnson Controls donated a YORK heating and cooling system with a Wi-Fi® capable YORK touch-screen thermostat to better assist him with adjusting his home's temperature without the need to get up. Badger Metals, Inc., donated the HVAC system and Dave Jones Inc., donated the installation services for the veteran's new home.

Justin Patrick, vice president and general manager of residential systems, Johnson Controls, addressed the family and attendees on behalf of YORK to recognize the company's partnership with Build-

ing Homes for Heroes and to honor Sergeant Hoefakker and his family.

"This is the 100th home in which Johnson Controls has participated, and it is our privilege to provide systems that will keep the Hoefakker family safe and comfortable," said Patrick. "'Purpose led' is



The 100th donation went to U.S. Marine Corps Sergeant Erick Hoefakker and his family

one of our core values at Johnson Controls, and this partnership exemplifies why we want to be purposeful in making a difference in the lives of the men and

women who sacrifice for our county."

Representatives from Badger Metals Inc. and David Jones Inc., YORK distributors and contractors, attended the ceremony to recognize Sergeant Hoefakker.

"It is our privilege to recognize Sergeant Hoefakker for his sacrifice to our country," said Holly Kellesvig, COO of Dave Jones, Inc. "One of our core values is "Giving Back" and because of Sergeant Hoefakker's honor and bravery, we have provided him with exceptional equipment to ensure his family has a safe and comfortable home."

Building Homes for Heroes is a national organization that recognizes those who serve in the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and donate them, mortgage-free, to injured veterans nationwide. Building Homes for Heroes invites anyone wishing to volunteer or donate to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org. To learn more about Building Homes for Heroes, visit buildinghomesforheroes.org.

York Source 1 Adds Two New Account Managers

Melvin Taylor joins York Factory Direct after spending 6 years with Grainger as an Account Manager (Government Accounts). Prior to join Grainger, Melvin spent 13 years in the United States Marine Corps. Melvin will be responsible for Metro Jacksonville and southern Georgia.



Melvin Taylor

awarded account manager of the year. Prior to starting his career as an account manager, Anthony was drafted and played within the Cleveland Indians organization as a pitcher. His territory consists of Vero Beach through Stuart.



Anthony Marini

Anthony Marini joins York Factory Direct as an Account Manager after spending the last 4 years as an account manager with Southern Eagle Distribution where he was

accessories provider for Johnson Controls' YORK residential and light commercial HVAC systems.

We are very excited to add these two impressive account manager's to our growing staff! York Source 1 is the factory-authorized service parts and residential

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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.

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Trade Talk:

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



What Is The Secret Of Success In Life?

Yes, another month has gone by and I'm sitting here at the computer thinking, "What do I share with the readers today?"

Have you ever tried doing this watching Television? It is virtually impossible to concentrate on writing an article while watching a movie. But, I have to admit I sometimes get hooked on a movie and put off writing an article. Then, there're times I think, "Nobody is going to read it anyway." But every once in a while, I run into a contractor who recognizes me and talks to me about one of the articles. I think that is what makes it worthwhile.

So, I'm watching an oldie. "CITY SLICKERS." I come to the part where Jack Palace is talking to Billy Crystal and he says to Crystal, "the secret to life is this. (And he holds up one finger.)" Crystal says, "Your finger?" Jack says, "One thing!" Crystal asks, "What's the one thing?" Jack says, "That's what you've got to find out."

Brilliant! Here I thought I am going to find out the one big secret to LIFE only to be told it's only one thing and I have to find out what it is! I think if I was paying at the movies, I'd ask for my money back.

What Is Secret Of Success In Life?

It is not immediately obvious what it means to be successful in life. The term is used generally to describe a professional success, that is, a signal achievement at work, indicated in part, but only in part, by having made a lot of money. ... Or simply making more money than everybody else.

And we're all in a hurry. The pace of life has increased and rushing through our days—through our lives—has now become the norm. We want everything now; happiness now, success now, health now, love now. Not surprisingly, this is the way we approach our goals and life changes as well. Patience is hard to come by: we expect results now, and if we haven't reached our goal yet, it must be because we're not working hard enough or fast enough or we're lazy and undisciplined.

Learning To Take Baby Steps.

This may be the simplest, yet the most effective strategy we can use, as consistency, and learning to

build on small victories are the keys to success. The happiest and most successful people will tell you that they have achieved their level of life and work success by taking small steps, and making one positive choice after another.

Maybe we would be better off with mini victories. What is a mini victory? A mini victory is a realistic, quickly-achievable, smaller portion of a larger objective. This bite-size goal will vary depending upon our specific intention, time frame, and motivation. The reason this strategy works is because we are able to see tangible progress, rather quickly, so we feel a sense of accomplishment and are encouraged to move on to our next mini goal, using the small successes as stepping-stones to larger change.

We all want to be more organized, but when we attempt to organize or de-clutter our entire home or office all at once we usually get overwhelmed and don't finish the project. Instead, when we try to organize one area at a time, change one messy habit, or develop one productive routine, we have better success. Tackle one project, and then add in another change when the first one is well established.

Most of us want career success, but it usually comes one rung up the ladder at a time. 1) Take one course at a time. 2) Achieve one certification. 3) Improve one skill. 4) Make a few new contacts at each event, conference, or gathering and slowly build your list of business contacts.

It's better to cultivate good relationships with a small network of contacts, and then gradually expand that network. Maybe Jack is right. The one thing at a time strategy is useful in almost every area of life, and when trying to achieve nearly any goal. Just work towards one mini-victory at time and make sure you celebrate each achievement in some small way—a little success goes a long way in propelling us to the finish line. Have a very Happy Thanksgiving. From my family to yours.

Until next time. Tommy Castellano

PS: Time to start thinking about next year's budget. Are you going to do your yearly review?

GLO Seal™ - The Perfect 2-in-1 Solution Premium Dye and Sealant for Leak Detection



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With one quick installation, GLO Seal™ pinpoints the exact location of all leak and micro-leak areas. AC&R leaks from the inside will be sealed, and the maintenance of condensers, O-rings, and hoses will be sustained. GLO Seal™ is perfect for preventing further issues and ensuring all leaks will be found, making it a robust find-and-fix solution for AC&R systems. This 2-in-1 benefit can add years to older, out-of-warranty systems.

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RGF Opens Doors to Palm Beach State College Students to Celebrate National Manufacturing Day

Riviera Beach Florida (October 4, 2019)- RGF Environmental Group Inc., the leader in environmental solutions for air, food and water, opened the doors of its manufacturing facility to 70 local students and their instructors from Palm Beach State College (PBSC) to celebrate National Manufacturing Day. National Manufacturing Day (MFG Day) took place on October 4th this year, and is an initiative created by the National Association of Manufacturers to inspire the next generation of manufacturers. This day provides an opportunity for facilities across North America to show their communities what they do, highlight the economic importance of manufac-

turing, and draw attention to manufacturing careers. Tony Julian, VP of Business Development, spoke about the past, present, and future of RGF, how a vertical manufacturing plant functions, the working relationship between vocational positions and engineers, safety, admin, IT, and sales/marketing team, and how to position themselves to acquire a job within this industry once they graduate the program.

Students and instructors were led through RGF's manufacturing facility by RGF engineers, sales leads, and plant supervisors, further illustrating the importance of interconnectivity between employees. Stopping at critical areas within the facility high-

lighted the company's approach to vertical manufacturing. The tour showcased research and development labs, prototyping techniques, electrical panel assembly, quality control, welding and automation machinery.

First held in 2012 and organized by the Fabricators & Manufacturers Association International, this day gives manufacturers the opportunity to address the skills gaps they face, connect with future generations, take charge of the public image of manufacturing and ensure the ongoing prosperity of the industry as a whole. For more information, go to www.rgf.com



Palm Beach State College and RGF coming together for a group photo on National Manufacturing Day!



RGF employees allowed students get up close and personal with the REME HALO new product assembly



Part of the Manufacturing Day tour included a visit to Engineering Services to see a demonstration on electrical panel assembly



RGF's Lambgreenie has speeds up to 100 mph, a 2 hour run time and a fully integrated computer system



Palm Beach State College students visited RGF's Electro Mechanical Museum which contains rare antiquities by world-renowned inventors



PBSC students were able to see and learn the importance of 3D printing in relation to product development



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Over the years, Gemaire has also grown from being primarily an HVAC equipment Distributor to a full-service supplier of HVAC related products, parts and supplies. Other lines of business include Duct Free, Commercial and Water Heaters with regional distribution for multiple brands of HVAC equipment including Mitsubishi, American Standard, Fujitsu, Tempstar and Gree.

An industry leader in technology and innovation, Gemaire partners with HVAC Contractors to provide product, technology and marketing support to help them grow their businesses. Gemaire customers also have access to a complete suite of HVAC business solutions developed by Watsco Ventures.

1969

Gemaire Distributors is founded in Boca Raton by Quincy Carvel II, Carl Sherr and Manuel Leon as a distributor of Rheem HVAC products with 4 employees. In 1970, Ken Perkins purchases Carl Sherr's interest in Gemaire.

1974

With 10 employees, Gemaire's first additional branch opens in Miami. Growth and expansion continues throughout the late 1970s and by 1979 Gemaire has locations in Deerfield Beach, Miami, Orlando, St. Petersburg, and Jacksonville, FL.

1982

The partners sell Gemaire to Nortek and Ken Perkins remains President.

Through acquisitions and expansion, locations open in Pensacola, Fort Walton, Panama City, Tallahassee and Mobile, AL.

1989

Watsco, Inc. and Rheem Manufacturing acquired Gemaire from Nortek.

1995

In March Gemaire purchases H. B. Adams Distributors, Inc. adding more Branches in Florida. Watsco, Inc. becomes 100% owner of Gemaire by buying Rheem Manufacturing's share of the business.



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925 East Industrial Cr, Unit 5
Cape Coral, FL 33909

Clearwater (727) 446-5067
1750 N Belcher Road
Clearwater, FL 33765

Daytona Beach . . . (386) 274-1113
831 Bill France Blvd. #160
Daytona Beach, FL 32117

Fort Myers (239) 337-1310
11975 Amedicus Lane
Fort Myers, FL 33907

Ft. Walton Bch . . . (850) 862-2100
821 B Navy Street
Ft. Walton Bch, FL 32548

Hollywood (954) 963-1883
3201 SW 22nd Street # 3265
Hollywood, FL 33023

▲ OPEN HOUSE
Nov 20 10:00am - 2:00pm

Jacksonville (904) 733-2415
2899 Powers Avenue, #2
Jacksonville, FL 32207

▲ OPEN HOUSE
Nov 1 3:00pm - 7:00pm

Kendall (305) 254-3959
13840 SW 119th Avenue
Miami, FL 33186

Kissimmee (407) 738-4700
939 Armstrong Blvd.
Kissimmee, FL 34741

Lakeland (863) 666-8507
2950 Maine Avenue
Lakeland, FL 33801

Marathon (786) 831-4495
11060 Overseas Highway
Marathon, FL 33050

Melbourne (321) 722-1200
465 Distribution Drive
Melbourne, FL 32904

Miami (305) 592-2915
2031 NW 79th Avenue
Doral, FL 33122

▲ OPEN HOUSE
Nov 21 10:00am - 2:00pm

Mobile 251) 660-1460
4720 Rangeline Road
Mobile, AL 36619

Murdock (941) 255-1788
18230 Paulson Drive
Murdock, FL 33954

▲ OPEN HOUSE
Nov 21 11:00am - 1:00pm

Naples (239) 594-7433
6134 Taylor Road
Naples, FL 34109

New Port Richey . . (727) 849-9181
6514 Orchid Lake Road
New Port Richey, FL 34653

Ocala (352) 629-7117
1600 NE 8th Rd.
Ocala, FL 34470

▲ OPEN HOUSE
Nov 15 11:00am - 1:00pm

Orlando (407) 648-0888
4141 N John Young Parkway
Orlando, FL 32804

Panama City (850) 769-1130
2470 Industrial Drive
Panama City, FL 32405

▲ OPEN HOUSE
Dec 4 11:00am - 1:00pm

Pensacola (850) 477-8075
202 East Stumpfield Road
Pensacola, FL 32503

▲ OPEN HOUSE
Nov 15 11:00am - 1:00pm

Pompano (954) 917-4160
1708 Park Central Blvd. North
Pompano Beach, FL 33064

▲ OPEN HOUSE
Dec 12 10:00am - 2:00pm

Port St. Lucie (772) 340-5505
659 N.W Enterprise Drive
Port St. Lucie, FL 34986

Riviera Beach . . . (561) 842-6311
3735 Prospect Ave
Riviera Beach, FL 33404

Sarasota (941) 312-2366
7245 16 Street East, Suite 101
Sarasota, FL 34243

▲ OPEN HOUSE
Nov 19 11:00am - 1:00pm

Sebring (863) 382-3800
4310 Commercial Drive
Sebring, FL 33870

St. Petersburg . . . (727) 522-3133
3250 44th Avenue North
St. Petersburg, FL 33714

Tamarac (754) 222-5093
6001 Hiatus Road, Suite 1
Tamarac, FL 33321

Tampa East (813) 621-0891
6610 E Adamo Dr
Tampa, FL 33619

Tampa West (813) 887-3737
5101 Tampa West Blvd.
Tampa, FL 33634

Valdosta (229) 241-9184
4530 Val North Drive
Valdosta, GA 31602

2000

Gemair enters the new millennium with a new president (Steve Combs) and consolidates operations with Air Systems Distributors. The new decade will bring many new mergers and acquisitions.

2003

Acquisitions of Central Air Conditioning, Air Conditioning Equipment, Belleville Supply and Comfort Supply, Inc. add 8 locations in North Carolina, 3 in Virginia and 21 in Texas and Louisiana.

2008

Late this year Gemair adds Heating & Cooling Supply with over 20 locations in California, Arizona and Nevada.

2014

Gemair.com is an innovative Ecommerce platform and a one-stop resource for HVAC contractors. The following years see investments in cutting edge technology.

2019

Gemair Distributors has become one of the largest HVAC distributors in the United States. Gemair is a subsidiary of Watsco, Inc. – the largest independent distributor of heating, air conditioning, and refrigeration equipment, parts and supplies in the industry.



50th ANNIVERSARY IN 2019

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Performance Pointers

by David Richardson



The Rule of One Degree

It's that time of year when thermostats are switched to heating in the evening and cooling in the afternoon as we try to maintain comfort in our homes and offices. Unfortunately, some of our lives look like this back and forth thermostat war. If you've ever felt like you take one step forward and one step back, you know what I'm talking about.

Every day we make decisions that can move us forward or backwards. If these decisions are inconsistent, it's like turning a thermostat back and forth, one degree at a time and we get stuck in the same spot.

It might not seem like a lot at the time, but each small decision we make builds on one another and will have a huge impact on the direction we take. Ultimately, we decide how to adjust our thermostats in life. If we move it up one degree at a time, we move forward. If we move it down one degree at a time, we move backwards. Finally, if we move it back and forth, we stay in the same place with no progress. That's the rule of one degree.

Water and the One Degree Rule

Consider what happens to water as the temperature changes. If you take a pot of water at room temperature and place it in the freezer, its temperature will drop below 32° F and the water will turn solid – there is no movement.

Once you remove the frozen water from the freezer, and place it on the counter, it begins to warm up. A slow increase in temperature from 32° to 33° F starts the transformation from ice to water where it can move. At this point, latent heat (hidden capacity) begins to play a role. It only takes 144 Btus (British thermal units) to convert ice to water.

While there is still one degree of change, the momentum is just getting started. This is one reason so many give up on New Year's resolutions. When people don't see results as quickly as they think they should, they stop. They don't give the rule of one degree enough time to work.

As the pot of water continues sitting in room tem-

perature air, it slowly warms up. But, if you put that pot of water on a stove top, and fire up the burner, the process accelerates. As the temperature continues increasing from 33° to 211° F, it takes only 180 additional Btus from this point to move water towards the boiling point.

Change is hard and it happens slowly, so it's important to keep adding one degree at a time. It takes an increase of 179° F to convert ice to water that begins to boil and then again change state.

When the temperature increases from 211° to 212° F, a tremendous amount of energy is released all at once and the boiling water converts to steam. This is the same type of action that occurs when you achieve a breakthrough or success because you consistently added one degree to what you were doing.

All that latent heat is converted at once as though it came out of nowhere. The entire time this reaction was slowly building through the consistent application of energy. When water boils at atmospheric conditions, 970 Btus of heat is released all at once as a change of state occurs.

Beware of Complacency

It takes the constant addition of one degree to reach the boiling point and maintain it. Complacency is a big danger once you reach this point. It's easy to think you've arrived and now you can take it easy. I've been a victim of this thinking. I removed heat from the water because I adjusted my thermostat in the wrong direction. The temperature started to drop, and I had to start over again. My momentum was lost and had to be regained to get back to the boiling point.

"Weak desires bring weak results, just as a small amount of fire makes a small amount of heat." – Napoleon Hill

All of us change as a direct result of the daily decisions we make and the habits they eventually become. Positive change doesn't take place overnight -- it's the result of hard work and repetition. As you start, things might not happen as quickly as you want them to. Add-

ing one degree often takes us out of our comfort zone but allows us to do things we normally wouldn't. Getting up an extra hour early or turning off the television may be needed.

Where to Start

Define your boiling point, your 212° F. Unlike water, each of us has different targets to aim for. For one person it might be to quit smoking or eat better, while for another it may be to become a better technician or company owner.

Once you define the boiling points in your life, outline what you want to achieve and put it in writing, in front of your face, so you see it every single day. If you really want to crank up the heat, give your boiling point a deadline date. If you don't define them, they'll be defined for you by someone or something else.

There's no thermometer to let you know how close you're getting to your 212° F. You never know when you'll move from 211° to 212° F. A major breakthrough could be around the corner and you can miss it unless you continue to add one degree.

Is it easy? No. Change is hard regardless of what anyone tells you. If it were easy, everyone would already be doing it. Make a pact with yourself to start adding one degree today from wherever you are. The trick is to start, just one degree at a time. Don't try to add 100° F all at once, you'll burn out.

This isn't a one-time event. Just as an HVAC system cycles over and over again, you'll have to apply the rule of one degree to various phases of your life as you grow, and your conditions change. Put yourself in control of the decisions you make and start to benefit from the rule of one degree each day.

David Richardson serves the HVAC industry as a curriculum developer and trainer at National Comfort Institute, Inc. (NCI). If you're an HVAC contractor or technician interested in learning how to add one degree, contact me at davidr@ncihvac.com. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads.

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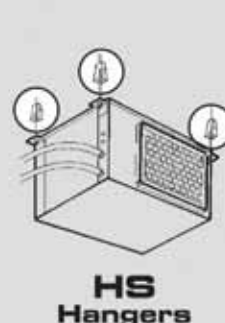


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Message from FRACCA President Rick Sims



One of the things I've always enjoyed about our trade is that it's continuously advancing with new technological innovations. Most often we think of manufacturer led innovations that advance methods, materials or components to bring benefits to consumers. I was recently introduced to a new Florida grown innovation that does this by updating the inspections process for AC equipment replacements using tech we all have. While attending the October meeting of MACCA (Manasota Air Conditioning Contractors Association) I was introduced to the new video inspection program offered by Manatee County Development Services that uses technology to better facilitate AC changeout inspections. I was very impressed. Congratulations to MACCA for sticking with this idea for so long and now finally seeing it really happen. Congratulations to Manatee County for your outstanding innovation.

Basically, it works like this; a completed AC equipment replacement is recorded in high def video using a mobile device. There are very specific guidelines explaining exactly what the contents will show (and not show). The video is uploaded to the Manatee County inspections portal where it is reviewed inhouse for compliance and approved digitally without need for a conventional on-site inspection. The program is voluntary; contractors or owners who want a conventional inspection can still get one. It is specifically for like-for-like AC equipment replacements.

Think of all the direct and indirect benefits. Scheduling of inspections is basically eliminated as are arranging and coordinating physical access for the inspector. It eliminates any inconveniences posed to the owner to facilitate the inspection. These are some of the primary things that building departments and contractors must devote resources to manage daily that simply go away with this new program. In SWFL, 35% of all permits are for AC equipment replacements; there is no other permit type with this high level of demand. Anytime a municipality can so drastically improve the efficiency of its highest volume service, it's a big deal. The elimination of travel to provide inspection services is a fast lane to slashing the cost of providing these services and erases a great deal of carbon footprint from operations.

This is a very smart use of today's technology. Everybody can take HD video these days and uploading it to Manatee County has been made as easy as posting to social websites. Municipal technology is often behind the times and clunky; it's great to see one take a leap ahead like this.

Many building departments already casually use still images to supplement plans, communicate or maybe even to make verifications of compliance. These are often just mail attachments and may come with file size limitations. This new program is set up for simple upload directly from the mobile device directly into the inspections portal. HD video can be reliably transmitted without file size issues. Manatee County can review the video to determine compliance without coordination with contractors or owners. They never even have to leave the building; the video is GPS and time stamped proving time and location recorded. Real time GPS and time data make it more than just a video; it's a data augmented recording. There are specific guidelines that protect the integrity of code compliance and the privacy of those whose property is recorded. Owners must agree that video content will become public record or may opt out. Thanks to all those MACCA members who worked so patiently for this. We will see you at the 2020 FRACCA Education Conference.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 779,923 units in August 2019, up 5.1 percent from 742,171 units shipped in August 2018. U.S. shipments of air conditioners increased 1 percent, to 499,252 units, up from 494,177 units shipped in August 2018. U.S. shipments of air-source heat pumps increased 13.2 percent, to 280,671 units, up from 247,994 units shipped in August 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.2 percent, to 6,370,742, up from 6,294,977 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 1.2 percent, to 4,092,014 units, down from 4,141,428 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 5.8 percent, to 2,278,728, up from 2,153,549 units shipped during the same period in 2018.

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Fort Lauderdale, Florida 33309
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Fax: 954-358-1312



Tropic Supply Hosts Open House and Training Events in Daytona Beach October 23rd, 2019



Ralph Ramirez, Simon Stolbach, Eric Barnett, Heather Anusbigian, Eric Shymanski, Jeff Rumler, Eric Stier, Scott Liner, Chuck Del Vecchio

Tropic Supply hosted an Open House and Training Events at their Daytona Beach Resource Center on October 23rd from 10am - 1pm. There were supplier demonstrations before and after the Open House.

Over 30 vendors were on site for a Supplier Trade Show. They gave product demonstrations, answered questions, and showcased their latest technology.

Taco's Land Food Truck was on site preparing tasty Tacos, Burritos, and Quesadillas hot off the grill with rice and refried beans.

All contractors who attended the Open House each received a \$25 Gift Card. There were also many great Raffle Prizes awarded!



Tropic Supply Daytona Beach Counter
Jeff Rumler, Debbie Carroll, Eric Stier, Eric Shymanski, Steve Quinn, Steve Arnold



Ken Addis of Allied, Tom McGuire of Flair Air Conditioning, and Glenn Paetow of Allied



Jody Long of Nu-Calgon, Phillip Kikly of Jacob Heating & Air, Carlos Martinez of Nu-Calgon, Mark Hunter and John Kuharcik of Jacob Heating & Air



Everyone enjoyed the Taco's Land Food Truck with a nice assortment of tacos, burritos, and quesadillas hot off the grill



Mike Makranski and Tom Wright of Tecumseh held a product training session before the open house started



Chris Koontz and Charles Applegate of Koontz AC won a \$50 Gift Card, Ralph Ramirez and Nicole Parrish of Tropic Supply presented the prize



Ben Fink of the Metal Shop, Kelly Buehler, Brian Kerrick, and Bill Buehler All American Air and Electric, Ralph Ramirez with Tropic Supply



Josh and Jacob Osterhout of Gator Air, Jessie Barrack of Microf, James Grenier and Pete Martinez of Air Nation AC



John Marott and Leland Wilbert of Comfort Service with Andrea Kirkpatrick and Michael Cupp of Cain Sales



Over 30 vendors were on site for a Supplier Trade Show, giving product demonstrations, answering questions, and displaying their latest technology



Terry Taunton of Samsung gave a product training on ductless systems



Gary Prine of Reeves Sales, John Gkuharcik, Phillip Kikly, and Mark Hunter of Jacob Heating & Air, Patty Hamilton of Intermatic



Hector Prada of Global The Source with Jerry Brittingham of Jerry Brittingham Air Conditioning



Keith Holland of Leone Green, Todd Sutherland of Tropic Supply, Kevin Paradysz of Heart Heating and Air, Bobby Burnett of Tropic Supply



Heather Anusbigian of Tropic Supply, Linda and Bob Every, Sharon Duncan of Bobs Air Conditioning, Chuck Del Vecchio of Tropic Supply



Gil Ledoux of PED Associates draws a large crowd by giving a demonstration on brazing and repairing aluminum coils

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



AIRGUIDE **LEONE GREEN & Associates, Inc.**

9th Annual AirGuide and Leone Green Golf Tournament

October 18th, 2019



This year's tournament returns to the Wellington National Golf Club. Hats off to the sponsors and everyone who put this together. Registration began at 9AM. A Box Lunch and Goodie Bag were presented to all the golfers. A Shotgun start began the four person scramble at 11AM sharp. The fairways and greens were perfect!

The Hole in One Prize was \$10,000 in cash on hole #16 which no one took home the money! After the 18th hole everyone was welcomed to a cocktail reception and delicious buffet which included grilled Steaks and burgers. Then the Awards were presented. There was 1st, 2nd, and 3rd place prizes for the lowest scores.

Winner of the closest to the pin was Barry Lee and Eddie Delgado. The Longest drives for was Rafael Castillo and Wyatt Swartz. Special thanks to everyone who donated and the additional dollar for dollar match by AirGuide and Leone Green raising over \$43,000 for Hurricane Relief to the Bahamas!



Mark Dagnan, Sean Burnett, Wendi Miller, and Doug Marty



Ed Delgado, Dougie Marty, Brian McEntee, and Randy Gardner



Danny Marty, Danny Navarette, and Nacho Lezica



Barry Lee, Will Becerra, Maurice Hugh, and Mark Thomas



Tim Shelly, Dave Oriatti, Doug Gully, and Abe Loosbrock



Don Said, Chip Kirkland, Wyatt Swartz, and Brad Niehaus



Josh Beer, Mark Holloway, Brett Winer, and Chris Shmid



John Brescia, John Micallef, Fred Perfetto, and Steve Scantlebury



Jeremy Mann, Jenny Honn, Trevor Dehmlow, and Charley Ford



Brian Nichols, Andy Saez, Andy Taylor, and Jerry Cattelane



Robert Cavanagh, Craig Fialkowski, Carl Smith, and Mark Plaxen



Bud Sjogren, Sam Roti, Marshall Gunder, and Ken Connell



Eric Bonde, Anthony Marini, Bobby Pickney, and Anthony Pascucci



Bob Blades, Bill Obrien, Steve Rush, and Mike Plathe



Omar Figueroa, Bill Fowler, Scott Russell, and Dan Jeffs



AirGuide & Leone Green Golf Tournament Winners Circle



3rd place with a 60 - Todd Dahlstrom, Chris Dekker, Gene Pressman, and David McClymont



2nd place with a 60 - Rick Whitt, Payne McEntee, Joe Gaudet, and Wally Jakubik



1st place with a 59 - Danny Navarette, Danny Marty, and Nacho Lezica



Rene Alvarez, Mel Vaelez, Dave Sansone, and Joe Muley



Matt Butterworth, Dan Phillips, Thomas Cooley, and Damon Holditch



Chris Craft, Pam Porzio, Bob Zappolo, and Dustin Wickham



Doug Lindstrom, Keith Martin, Jeff Lindstrom, and Mike West



Bill Tripp, J.P. Simonson, Chris Jones, and Keith Holland



Neal Crawford, Kristin Finneran, Dave Eidson, and Bobby Cupp



Jose Hernandez, Niel Arteaga, Christian Hernandez, and Alfred Alvarez



Javier Isasi, Johnny Matute, Randy Hernandez, and Art Alba



Tyler Rush, Robert Allen, Craig Cantrell, and Chris Erickson



Matt Roth, Chris Ferrelli, Mark Holland, and Mark Kirby



Joe Lilly, John Mertins, Kenny Laycock, Dennis Duff, and Roger Dufort



Mike Lloyd, Bill Swenson, Rafael Castillo, and Zac Linde



After the tournament, golfers enjoyed a delicious buffet including steaks and burgers on the grill



Doug Marty spoke about the Hurricane Relief for the Bahamas



A great day of golf, food, fun, and friends!

Fresh Air That Doesn't Discriminate: Introducing Broan-Nutone's DC Line

Broan® Launches Most Flexible, Most Efficient Exhaust Fan Platform on The Market



HARTFORD, Wis. (October 2019) – As the dangerous health effects of indoor air pollution continue to make news, many homeowners have been left searching for whole-house ventilation solutions with no avail. Broan-NuTone®, a leading manufacturer of indoor air quality solutions that keep kitchens cleaner, bathrooms fresher, and the whole house healthier, came up with an answer.

Broan is proud to introduce their DC Series; the most flexible and efficient exhaust fan platform on the market.

True to Its Name: Flexible DC Motor Allows Right-Sizing Ventilation For Any Size Room: Flex DC is truly flexible to any installation challenge; and gives the user more control over how they want to install the fan than almost any product on the market. The available Snap-Fit flange kit allows users to choose to install the housing with or without a flange. Grille channels allow for faster grille installations and the vertical alignment tabs have been moved to the corner of the housing so users can space the fan from the joist perfectly for drywall, all without opening up holes for air to escape.

Up to the Test: Meets Rigorous Codes and Standards:

Flexible to any building tightness limit this line is 50% more airtight than standard ventilation. The EZDuct connector creates an airtight seal from inside the fan, ensuring that the warm humid air it removes from the room does not leak out into the attic or crawl space. The TrueSeal damper technology reduces backdraft by over 50% when compared to standard fans. This means air from outside won't work its way back into the home, resulting in a savings of 1 full HERs point when using these DC fans.

The Unsung Hero: Sone Level Less Than 1.0 At All CFM Speeds.

Flex DC is also compliant with ASHRAE 62.2 requirements. Operating at less than 1.0 sone at all

operating points, this fan can meet whole home mechanical ventilation requirements. The ability to select between 50-80-110 CFM ensures that no matter how difficult the duct run is, Flex DC has the power to meet performance requirements. At 3X Energy Star requirements, power consumption will not be an issue.

QTDC: Best-in-Class CFM to Sound Ratio:

The QT series, with their best-in-class CFM to sound ratios has been given an upgrade with the DC motor. The QTDC™ draws even less power with the same CFM and sound performance - up to 150 CFM and less than .7 sones. It also includes the selectable CFM feature found in our Flex DC fan, which allows installers to select from 50, 80, or 110 CFM. The QTDC™ series fans run at 110, or 150 CFM and range from .3 sones at 110 CFM and .7 sones at 150 CFM. That makes QTDC™ ideal for master baths, other higher-end home applications or in any space where customers are looking for efficient, near-silent operation.

QTDC™ is available in unlighted and lighted configurations that ensure the right fan for the right room. The high-power, dual LEDs on the lighted models deliver superior intensity, with dimmable LED that can be adjusted to light up the entire room or simply provide a soft night light. Those energy efficient LEDs are designed for long life – up to 10,000 hours each – and without the heat emitted from traditional incandescent lamps.

go to page B10

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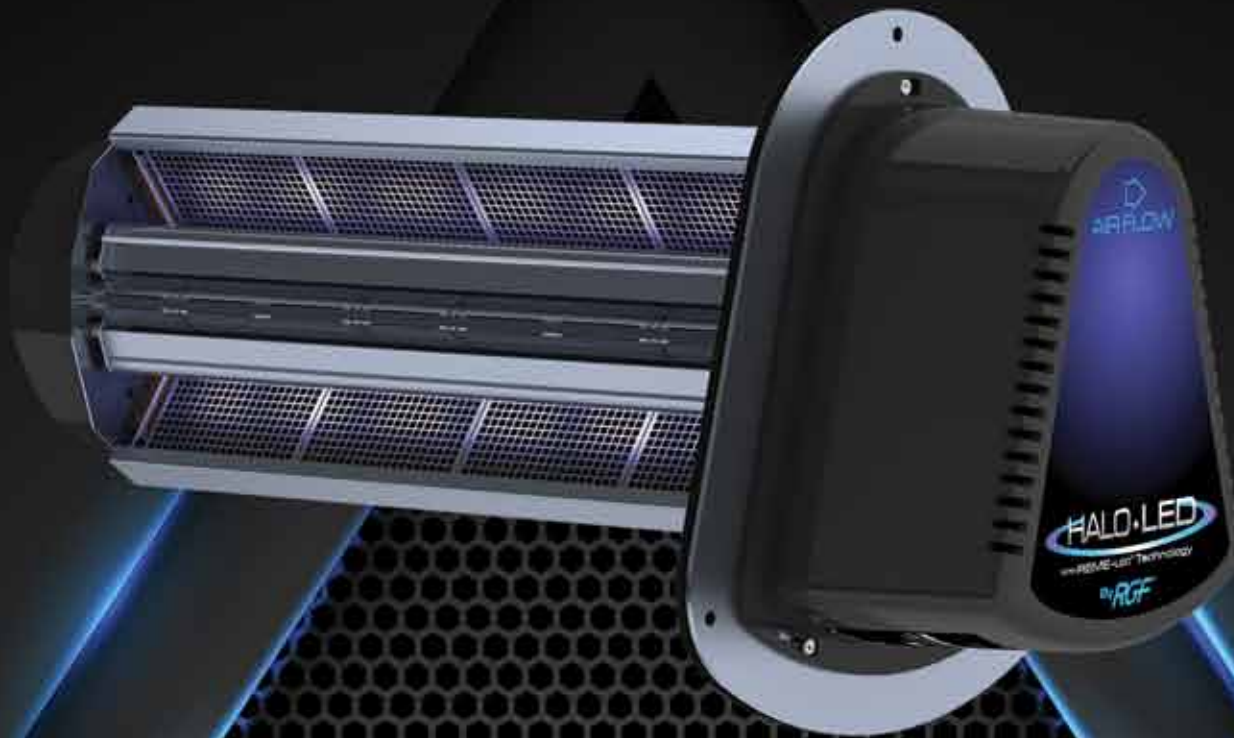
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#IM4IAQ

PRODUCTS, ASSEMBLIES, SYSTEMS, BUILDINGS WHY DO YOU "LIKE" CERTAIN PRODUCTS?

article by
Andrew C. Ask, P.E.



Do you like open or closed cell foam insulation? Along with VRF and Ductless, those have been my most Frequently Asked Questions since around 2000. That and "What's for lunch?"

I'm known for "liking" certain things: foam insulation and sealed attics, water source heat pumps, suspenders, Cleveland Browns, and a political faith that will remain un-named. But what we put into our buildings should not be about liking or disliking.

Wrong question. The starting point should always be, "What problem am I trying to solve?" Don't you remember when your teacher passed out the test she would always say "Be sure to carefully read the question?" Exactly what was it you needed to write for a correct answer? In history class I usually didn't know so I would write "War of 1812" and that worked some of the time.

So where am I headed with this? Well, I'm not sure myself, but I will eventually tie this into the **Andy Ask Building Science Seminar come March 25, 26-2020 in Bonita Springs.**

The open vs. closed cell foam thing started in the 1990's when Icynene introduced low density, open cell SPF into our market. The competitive response was predictable. Companies that made closed cell, a product available since the 1930's, said theirs was best. Companies that made only fuzzy insulation fought the very concept of foam.

We could have avoided this debate had we started with the question instead of the answer: How can I seal attics against moisture intrusion? We knew about caulk, tape, grout, mooshy stuff in general; all of which are labor intensive: you have to both find the air leaks and go to them to plug them. The new answer in the mid-1990's was spray foam for air leaks. As luck would have it, SPF also provided insulation and you could leave out the fuzzy stuff.

From that starting point the rational discussion on open cell—cheap, permeable, thick—vs. closed cell—

expensive, (mostly) impermeable, thin—would have followed. The debate is less heated now that all the manufactures offer both. We now know that open and closed cell foam can be combined in composite walls, along with their fuzzy distant cousins fiberglass, cellulose, and rock wool.

The roof or wall isn't just insulation or two-by-fours. It's an assembly of siding or shingles, framing, sheathing, layers—water, moisture, radiation, thermal—insulation, drywall, and paint. Assemblies have components and the components need to be compatible. Put enough assemblies together and you eventually arrive at a building system.

Are any of you old enough to remember LP's for music? Long ago, in an ancient time called the 1950's and before smart phones, you'd buy a turntable, amplifier, speakers and some other stuff to create a stereo music system. If the individual components weren't compatible—something called impedance invariably would not match—that "other stuff" in the form of pre-amps, transformers, cables, and various jacks tied these assemblies together into a working system.

We used to ask, chilled water or DX? Now we also ask VRF, Ductless, or mini-split? The question should have been, "what is the correct system for air conditioning this building?" And does that system provide ventilation with Outdoor Air, humidity control, and filtration, in addition to a comfortable temperature? Opinion: Ductless might be a component, not the whole system until you meet all of these requirements.

What has any of this to do with Building Science? Manufacturers break their task down into good engineering, good parts, and good assembly. Engineering, in turn, can be described as breaking difficult tasks down into smaller and smaller tasks that we do understand, and then putting them all back together. That's pretty much what building scientists (or are we building science engineers?) do. And we try to be good at it.

We take a complex building apart, figuratively

speaking, separating out its component parts into systems, assemblies, and sub-assemblies that are made from materials we understand and products available in the marketplace. We need to know if they are compatible—chemically, expansion and contraction? Does one attack the other? We assemble them in a way to prevent heat and moisture from harming either the components or the building and its occupants.

How do we "know" this stuff works? We don't. But we try to know when we don't know and then use our curiosity to find out more. We do testing, which can be no more complicated than putting two dissimilar materials together with adhesive or mechanically, put them out in the rain or sun for a while and see what happens. Mechanical tests might involve measuring pressure, flow, and temperatures. I like to call this research. But a close friend who is a real scientist tells be I'm just "demonstrating." OK, I'll go with that. But if our "demonstrations" work, we do two things: cautiously incorporate the innovation into our day-to-day work; and share the results with real scientists who can test them through real research.

I don't think we self-styled building scientists are any smarter than our brethren. But we are more curious, and we experiment or lab-test our ideas to see if they work. Our "lab" could be our garage, shop, or your house. You can try this at home. Try leaving out or adding some parts to your system. Put them together in a different order. Ask yourself why there are always a few pieces left on the floor when you install something? If you want to convince someone else, measure results, collect data, and share that information.

Join us at the **BSS March 25th and 26th** in Bonita Springs. You'll like our seminar.

Until next month then...stay tuned.

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

Gemaire Distributors Celebrates 50 Years In Business

Continued from cover story



That was the longest drive to lunch in my life, but the steak was worth it. The real reason for the 2.5 hour lunch was obvious when we returned. They had built the

PTR-9 model of our future A.H.U. which minor adjustment were made and units ordered. Two weeks later the first truck load arrived in Boca Raton.

Sales boomed: Gemaire received Rheem's Lions Den award denoting the Distributor of the year for the next three years. In 1975, Gemaire's territory for Rheem distribution was extended through north Florida. Construction began our 48,000 sq. ft. main office in Deerfield Beach. Branches were opened in St. Petersburg & Orlando and in August, the building construction market crashed, and lasted three years. Gemaire's sales shrank 50%.

Gemaire added new sales to Latin America and the booming Middle East. Gemaire contracted and built the Lake Maracaibo Army base and also built a 120 double wide mobile home community for Aramco in Saudi Arabia.

Air Conditioning sales remained our prime focus; suppling 25 20 ton system for converting a tractor plant to a shopping center in Sao Paulo, Brazil. George Ezzell, Gemaire's first employee supervised the project.

As the building construction industry came back to life, we began opening branches throughout Florida. Into the 80's, with business ever increasing Manuel decided to retire. He soon convinced Quincy to do the same. Gemaire became part of Nortek, a

New York Stock Exchange Co. Sales increased with great market potential and the increase in SEER's. In mid 1988 Nortek decided to concentrate on their basic business, which was manufacturing. Gemaire was for sale. Thru the summer a number of interested companies came to appraise Gemaire's potential. In August two aggressive business men Albert Nahmad and Ron Newman came to evaluate Gemaire. A letter of intent to purchase was signed. On December 31, 1988 the future of Gemaire & Watsco was determined.

Past President Steve Combs shared that the time period from 2000 through 2010 was a time of growth and expansion for Gemaire Distributors. We purchased Air Systems, a American Standard Distributor in Florida and Belleville Supply, a Rheem Distributor in Virginia. We also rolled in other Watsco Companies under Gemaire. Central Air Conditioning (C.A.C), a Rheem Distributor in North Carolina, Comfort Supply a Rheem Distributor in Texas, Heating & Cooling Supply, a Rheem Distributor in California, Arizona and Nevada, Heat Incorporated, a York Distributor in New Hampshire, Comfort Products a Carrier Distributor in Nebraska, Iowa, South & North Dakota. We also opened new locations in Florida, Georgia, Mississippi, Louisiana, Colorado and South Carolina.

We expected and encouraged sales growth from our Territory Managers, Regional Managers, Branch Managers, Counters Sales People and E-Commerce. Our Territory Managers were the backbone of our sales growth supporting customers and acquiring new customers. Our back office group at the corporate office and our branches were very instrumental

in our sales and profit growth.

All this could not have been accomplished without our knowledgeable, dedicated and growth oriented associates, supporting vendor partners and our wonderful customers who supported us for years.

Wendy Cox, who directed the Gemaire Marketing efforts for 40 years shared this. As I left my interview in the small office in Boca Raton in January of 1975 with Quincy Carvel, Ken Perkins and Manuel Leon the Gemaire partners, little did I realize that I would be fortunate enough to become a part of the amazing Gemaire success story 40 years on! I recall the early years with just three locations in Boca, Orlando and Miami and then the move to the Deerfield distribution center where the growth began to soar. There are so many wonderful stories of success and accomplishments Gemaire achieved over the years that I was lucky enough to witness and be a part of.

I learned so much from these three owners who all had amazing business savvy and acumen - but more importantly all showed compassion, loyalty and appreciation for their Gemaire family of employees. I loved my time at Gemaire and hold many, many thanks to Ken, Quincy and Manuel.

Today's AC thanks Ken, Steve, and Wendy for sharing some of the early history of Gemaire!

Gemaire's goal is to increase the speed, convenience and efficiency with which they serve their customers while reaching new sales channels. With a strong commitment to customer service and the best talent in the industry, Gemaire continues to set the standard for excellence and performance in the HVAC community.



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- Supco Set - (1) IDVM510, (1) IDVM550 & (1) VG640TL (Combined Value of \$650)
- (1) Port-A-Torch from Harris Products Group
- (1) Yellow Jacket 60325 Deluxe Ratchet Hand Bender
- Refrigeration Technologies Gift Basket Valued at \$200
- (1) R407C Plus from Certified Refrigerants
- (1) iPad Mini courtesy of Precision Aluminum Products
- (1) Cooper & Hunter Portable A/C Unit
- (1) JB Industries DS-20000S Digital Scale
- PRO 1 Technologies Thermostat Set - (2) T701i Straight Cool Non-Programmable wi-fi stats, (1) T855i Programmable wifi stat
- Diversitech Set - (1) Flashlight, (1) Floodlight, (2) Flex Inject Sealants, (1) Boost Juice Performance Enhancer
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- Rectorseal Set - (1) Mighty Bracket, (1) Desolv Cleaning Kit, (1) Mini White Aspen Pump and (1) Rectorseal Line Set
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Leone Green Entertains Golf Sponsors Poolside at the Airport Hilton Palm Beach



Danny Navarette, Dave Sansone, Doug Marty, Dave Schopp, Dougie Marty, and Frank Leone

On Thursday evening October 17th, Frank Leone of Leone Green and Associates, hosted an evening of food, relaxation, and excellent company poolside at the Airport Hilton in Palm Beach.

Many of the manufacturers that Leone Green represents came in from various cities to sponsor and participate in the AirGuide Leone Green Golf Tournament at the Wellington National Golf Club the next day.

It was good to see everyone again, and also meet some new faces. Thank you Frank for a nice evening. Everyone had a great time!



Bob Williams of Leone Green, Pam Porzio, Bob Zappolo, and Kristin Finneran of Mason Industries, Dan Jeffs and Omar Figueroa of Trane



Bill Swenson of Gemaire, Ken Connell of Watsco, and Wyatt Swartz of Baker Distributing



Chip Kirkland of Atco, Frank Leone of Leone Green, Bill Tripp of Avery Dennison, Mark Holland of Leone Green, Doug McElwain of Lloyd Industries



Bill Obrien, Bud Sjogren of DiversiTech, Doug Marty of AirGuide, Aturo Alba Jr. of Arco Supply



Bobby Pickney of JCI - York, Dave Sansone of Sansone AC, Anthony Pascucci of JCI - York



Dan Jeffs of Tampa Bay Trane, Bill Fowler and Scott Russell of Ultravation, Omar Figueroa of Tampa Bay Trane



Sean Ince of Pro1, John Lane and Robert Burnette of Glasfloss, Shawna Roti



Steve Rush of Watsco, Frank Leone of Leone Green, Bill Obrien



Bob Williams of Leone Green, Justin Kiger and Brian Nichols of Fantech



Chris Craft of North FL HVAC Supply, Keith Holland of Leone Green, Dustin Wickham of North FL HVAC Supply



Damon Holditch, Dave Sansone of Sansone AC, Jeremy Mann and Joe Muley of Carrier Enterprise



Phil Rivas of Fantech and Chuck Eddy of Superior Radiant Products



Elisa and Chris Erickson, Mike Plathe, and Wyatt Swartz of Baker Distributing



(L to R) Robert Burnette, Brian Nichols, John Lane, Michael Tiger, Byron Cortez, Keith Holland, Bill Fowler, Brian Hartman, Chris Ferrelli, Tim Shelly, Matt Butterworth, Mark Kirby, Brad Niehaus, Bob Zappolo, Bill Tripp, Phil Rivas, Golden Stephenson, Scott Russell, Sam Roti, Justin Kiger, Mark Holland, Pam Porzio, Thomas Coley, Bob Williams, Kristin Finneran, Chip Kirkland, Doug Gully, Doug McElwain, Frank Leone, Jenny Honn, Trevor Dehmlow, Doug Marty, Andy Taylor, Bobby Cupp, Sean Ince, Greg Billups, David Eidson, and Dave Schopp...Missing in picture - Bud Sjogren and Dave Oriatti and Kyle Kotrba and Chuck Eddy



Ferguson HVAC Celebrates Orlando and West Palm Beach Grand Openings

October 22nd and 24th, 2019

On Tuesday October 22nd and Thursday October 24th, Ferguson HVAC held their Grand Opening Celebrations at their Orlando and West Palm Beach locations from 11am to 2pm.

4 Rivers Smokehouse was on site in Orlando serving the most delicious BBQ Pork, Chicken, Baked Beans, and Cole Slaw, with plenty of cold beverages! In West Palm Beach the F. Fin Taco Truck was serv-

ing up a large selection of tacos made to order. Along with the great food were some great drawings for door prizes like a Yeti Tundra Cooler. A few select vendors were in attendance displaying and demonstrating their new products available at Ferguson HVAC.

Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment including the Ruud and Fujitsu brands.

HVAC contractors across the country rely Ferguson for the best unitary and ductless equipment brands, and for a wide-range of HVAC products including accessories, controls, air distribution supplies, service and repair parts.

Their highly trained associates are experts on the products they carry and also offer training, consultation and technical support.



The Ferguson HVAC Open House Team in Orlando!



Jeff Hollar, Courtney Whitaker, Hannah Eaker, and Nat Hanley of Ferguson HVAC



Everyone enjoyed the BBQ Chicken, Pork, and great side dishes from 4 Rivers Smokehouse!



Courtney King and Linda Morales of Ferguson HVAC with Michael Cupp of Cain Sales



Allan Simpson of Efficient Air Conditioning, Jim Jacobs of The Metal Shop, Evan Combs of Ferguson HVAC



Nat Hanley of Ferguson HVAC, Randy and Nathan Black of First Company, Art Ludwig of Armstrong Heating & Air



Ronnie Hamburger of Ferguson HVAC, Eric Bernstein, Lauren Rusati, Pat Fatu of Air Works, Hays Bassett of Fujitsu



Sal Hamidi of Target Sales, Tom Joshi of Tropical Air, George Francis of Embrace AC, David Isenbarger of Rectorseal, Dan Moody of Target Sales



Steve Masters of US Motors (left) giving a product demonstration to Ferguson HVAC customers



Everyone enjoyed the lunch selection of Tacos from the F. Fin Taco Truck



Patrick O'Toole and Nick Johnson of Ferguson HVAC, Donald Taylor of Taylor Made Air Conditioning, Jeremy Barnes of Ferguson HVAC



Don O'Bryon and Holly Gabriel of Preferred Air Conditioning & Mechanical, Johanne Bueno of J. Nichols & Associates



Martin White of John C. Cassidy Air Conditioning with Ryan Reynolds of EV Dunbar



Scott Behanna of Ron McLaughlin & Associates with Perry Williams and Randy Rawn of First Call Air Conditioning



The Ferguson HVAC Open House Team in West Palm Beach!

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Integrating NATE is a great way to set the bar for excellence within your organization. Not sure where to start? Check out the following tips:

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



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“THE DUCT-FREE ZONE”

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



Do you need to “design” a mini split system? Homeowners seem to have a perception of mini splits which over simplify their application and installation. Truth be told, mini splits often find themselves bunched together with window units and free-standing portable AC units in the collective mindset of the buying public.

This perception is unfortunate, inaccurate and frankly, not healthy for HVAC industry. I have two curriculums that I conduct for the GREE inverter mini split product...one being, design & installation and the other, troubleshooting.

Design & installation...yeah, you heard me “DESIGN.” It is not simply slapping an evaporator on a wall and attaching it to an outdoor unit in the closest possible proximity. Installers must first be system designers to insure a system that meets the needs and expectations of the homeowner and at the same time performs to its fullest potential.

A professional installation starts with a proper heat gain / heat loss calculation...the industry standard being the ACCA Manual J for residential applications. I spoke to this earlier this year in the February, 2019 edition of this column. A professional installation continues beyond the sizing calculation with a proper system design.

Where is the best placement for the evaporator? The outdoor unit? How to best run the lineset, condensate drain tubing and power / communication cable between the indoor and outdoor unit? These concerns are just that, concerns that must be addressed BEFORE holes are drilled through walls.

I always promote the evaporator be placed on an outside wall for no other reason than ease of installation. This monthly column of mine is directed at the HVACR trade...NOT to homeowners, so I’m speaking to my trade brothers and sisters here. It is in OUR best interest to install the wall mounted mini split indoor unit on an outside wall for ease of lineset, condensate drain and electrical cable run...9 times out of

10 with single zone systems, your outdoor unit will be just on the other side of the outside wall where you are installing the evaporator and that makes our job as installers a whole lot easier. ...and there is nothing wrong with trying to make your job easier!

9 times out of 10, I’m going to center the evaporator on the outside wall onto which it is being installed for no other reason than esthetics...it looks better when it is symmetrical.

The 10th time is when I’m trying to effect more than one room with a single evaporator...this is a very common and very acceptable design alternative. There are any number of reasons why I might use one evaporator to service more than one room...open floor plan, difficulty in installing a second evaporator and the most common reason, simple economics!

In my design & installation curriculum, I speak to the need to be able to accommodate all of our customers, not just the ones with an excess of disposable income, but also those who are on a tight budget. Utilizing one indoor unit to service more than one room, where applicable, can be a significant cost savings and that’s makes sense for everyone!

I don’t want to imply that mounting the evaporator on an interior wall is a no, no or in some way a poor design...clearly there are applications where an interior wall is the best location but when we do this, additional accommodations must be made for condensate removal (pump), not to mention, lineset and electrical cable routing.

I always stress that as designers and installers, we must make sure the homeowner is onboard with our design and understands it, i.e. they can’t put a bookcase in front of the evaporator if you are trying to have the throw of air from that single indoor unit effect more than one room. The homeowner can’t do something that impedes that flow of air after you leave, compromising your system design.

I always make a point to mention in my training events that I’m not there to disparage conventional

ducted, “unitary” type systems...ducted systems should not, and will not disappear. Mini splits are simply an alternative to the conventional ducted system...sometimes a better alternative but not always!

Those of us who have designed and installed ducted, unitary type systems from scratch whether it be new construction or renovation, wouldn’t think of doing so without a proper system design...mini splits should be no different!

Let’s be honest here, the primary reason mini splits have taken this long to take hold here in the United States when the rest of the planet went ductless decades ago is the mini split evaporator. The advent of alternatives to the “high wall mount” evaporator like ceiling cassettes and ducted evaporators create even greater emphasis for the need for proper mini split system design. These evaporators, though more discrete and esthetically more “familiar” in appearance, do have their own unique installation requirements.

Harry Eklof, founder of Harry Eklof & Associates, one of the premier manufacturer’s representative agencies in our industry and one of my most valued mentors both in life and in business had an expression, “perception is reality.” Harry recognized how perception, no matter how inaccurate it may be, is reality to those who don’t know better.

We as HVACR professionals must understand that no matter what the perception the homeowner has of inverter mini splits, we know better and must give mini splits the same respect and consideration that ducted, unitary systems have enjoyed for generations.

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

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Michael Hollis of Cain Sales, Ben Holmes of Gemaire, Gerald Culp of SOS AC Steve Weber of Watsco Ventures



Eric Gandossy of Gemaire with Christopher Mucha and Doug Perera of Air Pro's Air Conditioning



Dave Stokes of B Cool Air Conditioning with Scott Kuschel of Miami Tech



Tyler Campbell, Brian Scahel, and Kevin Beatty of The McAllister Group



Steve Lesniak, Brandon Schinabeck, Val Eguizabal, Dave Pearson, Jacques Leotaud, Rafael Castillo



Erik Johns of Resideo, Bill Gall of Flash and Freeze Air Conditioning Michael Sysak of Resideo



Jason Beaty and Richard De Rita enjoying a nice Italian lunch with Gemaire colleagues



Steve Lesniak, Antoio Lovera, Jason Beaty, Juan Carlos Martinez, Craig Hoffman, Andreas Ponce, Juan Robles, Mark Kiger, Rich De Rita, Dave Spurlock



Chuck Walsh of Fresh Aire UV, Ricky Hemmis of Pembroke Pines AC, Steve Lesniak of Gemaire



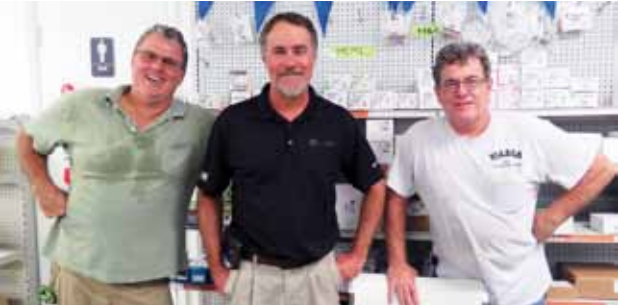
Terry Sullivan of America First AC, Chris Galvin of Bosch, Tyler Campbell of The McAllister Group, Thomas Murphy of Okinus



Frankie Valle of Mitsubishi, Mike Lloyd of Gemaire, Fred Menschel of Air Movement Systems



Eric Johnson, Margaret Nappier, Ernest Galindo, Dave Spurlock, Jesus Sanjuan, Johann Santiago, Duke Effertz



Doug Mazza of Mazza Air Conditioning, Bill Keikas of Heartland Controls, David Mazza of Mazza Air Conditioning



Scott Behanna of Behanna & Associates. Dave Spurlock of Gemaire, Chuck Walsh of Fresh Aire UV, John Zartman of Gemaire



Robert Jetton and Edson Rivera of ER Air Conditioning with Brandon Schinabeck of Gemaire



Everyone enjoyed the BBQ Ribs and Chicken at the Gemaire 50th Anniversary Celebration



The whole Gemaire Team came together for a group photo in Rivera Beach



The Gemaire 50th Anniversary Celebrations were well attended all over the state of Florida!



50th Anniversary

From October thru December, Gemaire Distributors is celebrating their 50th Anniversary around the state of Florida. Many Manufacturers Representatives were on site showing all the newest products available at Gemaire. A nice lunch and refreshments were provided at each Gemaire location. Over the past 50 years, Gemaire has evolved from a small regional distributor in southeast Florida to the largest division of the world's largest HVAC distribution company.



Jason Beaty of Gemaire, Rick Farrow of Cain Sales, and Michael Viscuso of Gemaire



Timothy Russ of Cool House Air Technology with David Waugh of Target Sales



Michael Viscuso, April Murphy, Desiree Ludwig, Kevin Lambert, Margarita Pagan, Keith Merchant



Tim Wood of Cool House Air Technology with Randy Ross of Gemaire who grilled some delicious chicken and brisket



John Grindle of Rheem with JD Thompson, Barry Pollard, Ernie Alicia of Cool Zone Air Conditioning



Margarita Pagan of Gemaire, Frankie Valle of Mitsubishi, April Murphy of Gemaire

50th Anniversary Celebration

Our relationship goes far beyond selling, we want you to trust us with not only your HVAC needs, but your company's needs and growth...we are your true Partner in Business!

Gemaire completed 50 years of successful existence in this economy and ever-changing market, and the credit goes to customers like you who have stood by us in every test of time. Let's plan together the next fifty years of success!



Richard De Rita, Jason Beaty, and Antioio Lovera of Gemaire Distributors



Erik Johns of Resideo with Louie Abdin of Cool Tech AC



Keith Thompson and Kerry Thompson of AC Keith with Steve Weber of Watsco Ventures



Chuck Walsh of Fresh Aire UV with Miguel Cruzado of Gentle Beach Air



All Gemaire locations provided a delicious lunch for their 50th Anniversary Celebration



Michael Sysak of Resideo with Tom Ragonese of Abba Air



Rich De Rita of Gemaire with Troy Rodenbo of CBC Electronics



Many Manufacturers Representatives were on site showing all the newest products available at Gemaire



Carlos Martinez of Nu-Calgon with Nataly Gauthier and Jeff Gauthier of Sub Zero Cooling and Heating



Rick Farrow of Cain Sales with Mike Henry and Mark Evans of Speedy Air Conditioning



Crystal Cruzado of Gentle Beach Air with Chip Harden of Okinus



Hungry contractors enjoyed the tasty lunch at Gemaire Port St. Lucie!



Mark Fabrizio, Billy Pasciotti, Staci Matway, Rich Allen, Hai Truongh, Junner Cleveland, and Juan Flores



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Robur Appoints Natasha Carter as Sales Representative in Florida



Natasha Carter

Robur, a leading manufacturer of Gas Absorption Chillers has appointed Natasha Carter as sales representative for Florida, effective June 1st, 2019.

Natasha, President of Robert Nash & Associates, LLC, started out in the HVAC Industry focusing on the technical aspect of high-velocity systems before establishing Robert Nash & Associates, LLC. She brings over 12 years of HVAC experience and a passion for

helping contractors differentiate themselves by offering high-quality innovative solutions while using the industries' most reliable products.

Bert Warner, Robert Corporation-National Sales

Manager, "We are thrilled to have Natasha Carter with Robert Nash & Associates as our Manufacturer's Representative for Florida. Natasha brings knowledge, passion and enthusiasm to the market that fully compliments the innovative technology of Robur. We are excited about the opportunities that come with having such a strong representative partner."

"I look forward to working with Robur, a company I respect very much and whose products can solve many crucial problems we have with cooling and dehumidification in the Florida market. With this amazing technology, Florida contractors can achieve optimal cooling and dehumidification for projects from five tons to 100 tons with the least energy consumption of any heat pump in production. With Robur's ability to cool the space while providing domestic hot water, we see unlimited possibilities in our market." Natasha stated.

Contact Natasha at rnaflorida@gmail.com or by calling 727.557.8276.

Fresh Air That Doesn't Discriminate: Introducing Broan-Nutone's DC Line

(Continued from page 20)



LoProDC: Low Profile Fan with Quiet Operation and Self-Regulating Speed:

The powerful and quiet Broan DC motor in LoPro DC delivers big-fan production, with speeds adjustable from 50, 80, to 100 CFM. It's that quiet operation and low-profile design that make LoPro DC the ideal choice for multi-family applications or any other place where larger, conventional fans simply don't fit.

The low-profile, galvanized steel housing is designed to fit perfectly into 2-by-4 stud cavities in walls, which opens up the installation landscape. And its shorter housing provides unmatched flexibility in retrofits and even new construction, where space in overhead floor or ceiling joints is tight.

The DC motor also delivers ultra-quiet operation in LoPro DC, as low as .3 sones at 50 CFM. At 80 CFM, LoPro DC also runs as quiet as a whisper at .6 sones. Even at a top speed of 100 CFM, the LoPro DC checks in at a quiet 1.2 sones.

What truly sets apart the LoPro DC is its on-board intelligence that self regulates the fan speed to deliver constant CFM, no matter the static pressure.

Here's how it works. The built-in processor continually monitors the fan wheel speed and the flow of electrical current. When the processor senses resistance, it tells the motor to work harder to maintain the selected CFM. It all happens automatically and unnoticed by the homeowners. What they will notice, however, is the consistent quality of the air in their home. For more information, visit <http://www.broan.com/>.

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Tropic Supply Events in October

Breast Cancer Awareness Month - Samsung Demo Days Aluminum Coil Repair - NATE Training & Testing



Gil Ledoux of PED Associates demonstrated the use of different alloys, including Uniweld P4KD9 and Harris Aluminum Rod

Glasfloss and Tropic Supply made a \$6,000 donation to Susan G. Komen to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment. Customers entered a selfie contest to win prizes. At Samsung Demo Day, customers learned about Tropic Supply's newest line of Mini-Splits. Gil Ledoux of PED Associates gave an informative coil repair class featuring a live demonstration on how to repair aluminum coils using various flame tools, like the HT44 Mapp Torch and MTW-1 Oxyacetylene Torch. The training also included the use of different alloys, including Uniweld P4KD9 and Harris Aluminum Rod. A NATE training and testing day took place too. For more information on future events, visit the Tropic Supply website www.tropicsupply.com/eventscaendar.



Samsung Demo Day at the Sunrise Resource Center



Tropic Supply Corporate Office in Sunrise all wore their Pink shirts for Breast Cancer Awareness



Gil Ledoux of PED Associates conducted a class on how to repair aluminum coils using various flame tools



Breast Cancer Awareness Selfie Contest Winner for week #1 was Jorge Lobaton of Air Ref at the Delray Beach Resource Center



Samsung Demo Day at the Ft. Lauderdale South Resource Center



Selfie Contest Winner for week #3 was Orrett of Kingdom Aire Solutions at the Port Charlotte Resource Center



Gil Ledoux of PED Associates packed the house for the aluminum coil repair training



St. Petersburg Resource Center looking good in Pink!



Samsung Demo Day at the Ft. Lauderdale North Resource Center



Evan Mears of Air Murphy was the Refrigeration Technology Raffle winner - 2 \$100 Gift Cards



Anjanette Ferreira of Tropic Supply, Terry Taunton of Samsung, Dion Bussy of Edd Helms, and Stephen Wrihtenberry of Samsung



NATE test review and NATE testing session with Jim Roberts at the Ft. Myers Resource Center



Selfie Contest Winner for week #2 was Hasan from Jerusalem Air at the Ft Lauderdale Resource Center



Terry Taunton and Stephen Wrihtenberry of Samsung with John Sitra of Sitra For Service



Port Charlotte Resource Center Team supporting Breast Cancer Awareness!



Dennis Purcell of Florida Mechanical, Anjanette Ferreira of Tropic Supply, Terry Taunton and Stephen Wrihtenberry of Samsung



TRANE Supply

Tampa Bay Trane Hosts Oktoberfest and Product Showcase October 24th, 2019



Tampa Bay Trane Oktoberfest and Product Showcase Sales Team!

On October 24th, from 10:30am-7pm, Tampa Bay Trane hosted an Oktoberfest and Product Showcase for all their local contractors. A delicious buffet was served which included bratwurst, sauerkraut, chicken tenders, roasted potatoes, pretzels, chocolate cake and ice cream.

Over 30 products were on display with several manufacturers representatives inside the showroom displaying their products. There were plenty of great door prizes, raffles and product specials.

Trane Supply is not your typical OEM house. They carry a full line of products for any commercial, industrial or residential job you may have!



The registration table was busy the entire day!



Steven Welsy of Quantum with Kyle Riefler, Rynell Gentry, and Grady Wright of The City of Bellaire



Julio Lugones with Jesus Falcon of Commercial Florida, Gilbert Brito of Hillsborough County and Josh Wand of Tampa Bay Trane



Daniel Sutyak and Tyler Cannon of Tampa Bay Trane with Sal Castelli and Alex Ross of Colwell Engineering



The Tampa Bay Trane Oktoberfest and Product Showcase had an excellent turnout



Evan Keen of Air Solutions of Tampa Bay, John Galloway of PED Associates, Curtis Keel of Air Solutions of Tampa Bay



A delicious buffet was served which included bratwurst, sauerkraut, chicken tenders, roasted potatoes, pretzels, chocolate cake and ice cream



Chat Scarboro, Chris Ortega, Travis Duvall and James Lovelace of Hill York with Rob Hamilton of Hamilton & Associates



Rebecca Bornowski, Jennifer Keith, and Ashely Binder of Tampa Bay Trane



John Bastian and Charlie Olds of Total Building Solutions, Brian Saltzman of Honeywell and Bret Dicksting of Hill York



Dalton Blount of Suzie and Sons, Kristin Finneran of Mason Industries and Bob Williams of Leone Green



Everyone enjoyed the nice Oktoberfest theme lunch!



Speaker Jeff Wiseman giving a presentation about indoor agriculture



Paul Ventrone of Caldeco with David Waugh of Target Sales and C. James Valentine of VA Veterans Hospital



More of The Tampa Bay Trane Team who makes it all happen!



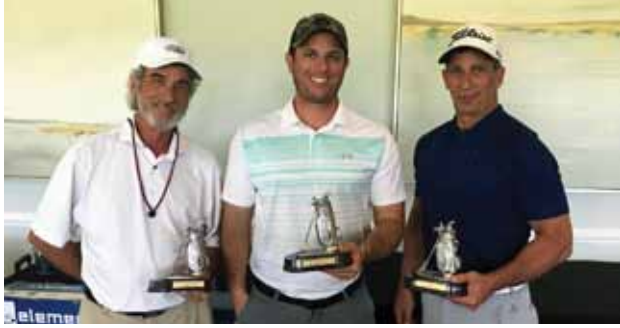
Scott Kuschel of Miami Tech and Steve Schwesky of Spectrum Mechanical

SWACCA 2019 Annual Golf Tournament

It was a beautiful sunny day for the SWACCA golfers gathered at the Spring Run Golf Club in Bonita Springs. SWACCA held its annual golf tournament on October 5 with plenty of fun, food, drink and prizes thanks to its generous sponsors: Tropic Supply/Ruud – Title Sponsor; York and Dain – Breakfast Sponsors; Trane Supply – Lunch Sponsor; Carrier Enterprise and Enterprise Fleet Management - Golf Cart Sponsors; Pelican Bay

Duct Cleaning - Beverage Cart Sponsor; Goodman – Trophy Sponsor; Conditioned Air – Hole in One Contest Sponsor; Arzel Zoning and Advanced Air & Refrigeration – Closest to Pin and Longest Drive Sponsors.

Trophy winners were Romeo A/C – 1st Place; Spruce R&R Service – 2nd Place; longest drive - David Garratt and Natasha Carter; and closest to pin – Larry Rachel and Cindy Babcock.



1st Place Winners – Romeo AC Team



2nd Place Winners – Spruce R&R Service Team

MEP Coalition - The Electricians are Ready to Fight!!

Mike Holt, the Electrical News Source, published an “Important Alert for All Florida Electrical Contractors” and messages of support and encouragement have been pouring in from electricians across the state.... “I’ve started to see FPL selling electrical services in my area and they price it like a loss leader. They don’t need to make money.”

“Keep up the fight, MEP Coalition!” “I went to the website and watched the videos and read the materials. I did not realize what the utilities are trying to do. We have to stop this.”

“I found out about this when a customer called and told me I could not match their [FPL] prices.”

More than 80 contractors contacted us in the last 24 hours wanting to know what they can do and how they can help.

Raising awareness, raising our voices and raising concern that elected officials who continue to represent the interests of monopoly utilities over those of citizens are in danger of losing their offices may well be the only way to force legislators and regulators to do their jobs. – Jaime DiDomenico

SWACCA Completes Charity Project in Record Time



The Southwest Florida Military Museum and Foundation in Cape Coral were in dire need of a new HVAC system and additional repair. Within two weeks of the Southwest Florida Air Conditioning Contractors Association (SWACCA) finding out about the Museum’s circumstances, new equipment was installed and repair/maintenance completed. All at no cost to the Museum.

The SWACCA Board led by President Tim Dupre, Conditioned Air, pulled together contractors and suppliers to donate time and equipment. Board member Jim Roberts with TWC took on the challenge to manage the project. On September 25, it all came together and up went the new equipment while others assisted with repair and maintenance of existing units.

The following contractors and suppliers generously donated to the project: Ellsworth Heating and Cooling – a 3 ton package unit and labor for installation; Speedy Air Conditioning and Eagle Crane – crane lift; TWC Services and Certified Refrigerant Services – refrigerant and other required materials; Tropic Supply/Copeland – compressor; Conditioned Air, A&A Xtreme Air, TriCounty Apprenticeship Program – labor; Johnson’s Air Conditioning – materials.

The SWACCA Board has plans to continue supporting the Veterans Museum by providing on-going maintenance. They want to ensure the Veterans who are served by the Foundation have a facility where they can meet in comfort, as well as the museum displays are preserved.

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AFTER



SFACA October Program Meeting

What You Need to Know About Cyber Security

The SFACA October Program Meeting was held on October 2nd at 6 p.m. at the Sheraton Suites in Plantation. This Program Meeting was about "What You Need to Know About Cyber Security." Roberto Valdez, one of the guest speakers who specializes in cyber security and automation services, spoke about defending against cyber threats such as phishing and ransomware. The second speaker

Fausto Alvarez is an executive vice president for Brown and Brown Insurance in Miami, FL. Fausto helps clients with their insurance needs in the entire state of Florida. Fausto discussed how cyber threats like ransomware is insurable.

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

This Program Meeting will consist of a great motivational training session with Trauma trained and certified, Dr. Tony Ewart.

Having synergy requires possessing the right Behavior, Outlook and Attitude (BOA). During this training session Tony will help you develop these attributes. SFACA's November General Meeting is intended for your entire team!



Anthony Pascucci and James Schaefer of York Source 1 with Gregg D'Attilio of Art Plumbing AC & Electric



Gunther Huszar of Brown & Brown, Doug Scroggin and Sean Van Ad Services Fausto Alvarez of Brown & Brown



Hector Santiago, Isaac Abraham, Juan Arboleda, Ariel Rivas of A&R Supply



Irving Hernandez, Stephanie Marcial, and Thomas De Felice of Pride Air Conditioning



Skip Farhinas of SFACA discusses the upcoming events



The SFACA Program Meeting on Cyber Security was informative and well attended



Anthony Pascucci of York Source 1 catching up on some industry news



Roberto Valdez, CISM, CISA, CPA, spoke to the SFACA members about Cyber Security and Ransomware



Fausto Alvarez of Brown & Brown spoke about insurance for your company in the event of computer hijacking

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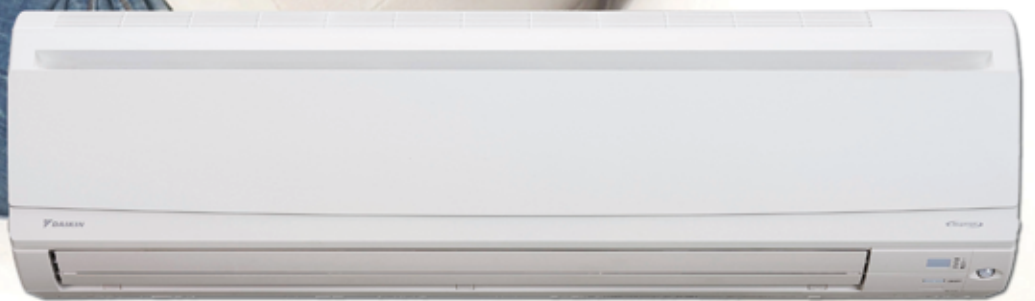
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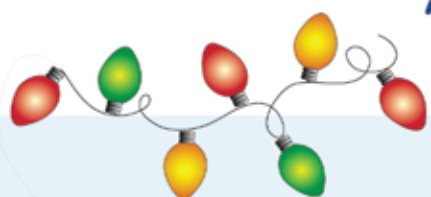
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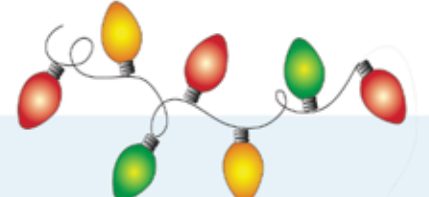
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to all our customers, employees and their families for all your support in 2019.



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Oldach Hosts Ducane Dealers Program 2019 with Allied Red Carpet Event

Oldach is committed to support their valued customers with quality products and complete support of the manufacturers they represent. Their goal is to inspire confidence in every purchase their customers make.

This year, Oldach reinforced their incentives programs and created the Ducane Dealer Program. Some of the program benefits are product seminars, personalized promotional items, vehicle wraps, leads referral program, exclusive events, among many more.

For the first time, they took a group of eleven Ducane Dealers on a three day trip to visit Allied Air

Enterprises factory in South Carolina, as part of the Allied Red Carpet Event. On Wednesday, September 25, our Ducane Dealers meet at Oldach Orlando store early in the morning to enjoy breakfast before departing to SC. Each dealer received a bag with a Ducane t-shirt, cap, clipboard, pen & beer mug.

On Thursday, September 26, the entire group wore the Ducane Dealer Program 2019 official polo shirt. First stop was at Allied Air Enterprises Columbia Office, SC. Here our dealers participated in three Ducane products presentations. Each presentation was given by Allied personnel; the first presentation

was about Ducane Cooling, given by Jeff Jasuta; the second was Cooling Teardown, by Haney Roman and the last presentation was a Marketing Overview, by Clary Kinloch.

Second stop of the day, was at Allied Factory visit, Orangeburg, SC. During this visit, the dealers had the opportunity to see first-hand the quality that goes into every Allied Air products.

The day ended with a dinner at Cowboys and a team activity, golf night. Everyone had a great time playing golf with Allied personnel that joined the group.



Each Ducane dealer received a goodie bag complete with a Ducane t-shirt, cap, clipboard, pen & beer mug.



Oldach Staff and Ducane Dealers come together for a group picture after a nice breakfast



Oldach Staff and Ducane Dealers getting ready to travel to the Allied Enterprises factory in South Carolina



The Oldach Tour arrived at Allied Enterprises office in Columbia, South Carolina



The group participated in a Ducane product overview



The first group presentation was about Ducane Cooling, given by Jeff Jasuta of Allied



Haney Roman conducted a hands-on product teardown where dealers see exactly what differentiates Allied Air from its competition



Oldach dealers spoke with experts on Allied's Research and Development Team



The last presentation was a Marketing Overview by Clary Kinloch



The Second stop of the day, was at the Allied Manufacturing facility in Orangeburg, South Carolina



Oldach dealers had the opportunity to see first-hand the quality that goes into every Allied Air product



One of the Oldach group was able to load copper tubing into an air conditioning coil

HARDI Distributors Report 11.9% Percent Revenue Growth in September

COLUMBUS, Ohio, November 1, 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 11.9% percent during September 2019.

The average annualized sales growth for the 12 months through September 2019 is 7.4 percent. “Sales growth for the month near 12% looks good when realize it is being compared against a strong prior year when temperatures across much of the country were above normal in each of our seven economic regions,”

said HARDI Market Research & Benchmarking Analyst Brian Loftus. “September 2019 had the benefit of an extra billing day to boost the sales growth comparison.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now 46.5 days. “That is up from this summer, but consistent with annual seasonality,” said Loftus. “46.5 is comparable to last year at this time.”

“The economy continues to do very well,” said Loftus. “The annual sales growth easing back into more normal high single-digit territory reflects the dif-

ficult comparison against the accommodating weather pattern last year, and the industry PPI easing from the 6.2% peak annual rate of increase achieved in April to 3.8% through September.” The October jobs report includes significant increases to the August and September estimates. 108 consecutive months, nine years, of job gains has pushed the national unemployment rate last experienced in 1969.

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty.



MEP Workshop - Grow Your Business Help Fight Unfair Competition

On Tuesday October 29, from 12:00 -5:00 p.m. SFACA hosted a MEP Workshop at Lakeside Terrace in Boca Raton. Refreshments and lunch were provided. The Workshop started with a Mini Trade Show. Several local distributors and manufacturers were interacting

Skip Farinhas of SFACA opened the workshop with a MEP Coalition update. Skip spoke about why FPL and some well-connected politicians are not pleased to see us working together. Skip strongly

recommend that everyone join us in this fight. All plumbing, electrical, HVAC and solar trades should rally and participate in these efforts.

Matt Michel, Vicki and John LaPlant were the guest speakers for the MEP Workshop. SFACA members who attended this event learned the difference between being a manager and a leader. Matt revealed that both managers and leaders are necessary in a company and sometimes must be encompassed by the same person but they are two different roles.

There was a segment on Relentless Recruiting, which revealed why you can't grow your business if you can't find, hire and keep the right people.

Another segment of the workshop focused on branding. Unless you build a brand for your business, you operate as a commodity and commodities sell for the lowest price. The guest speakers focused on the history of branding, and how to make your business stand out. A lot of valuable information was shared and discussed!



Angela Solland and Ashley Coppotelli of RGF Environmental with Gonzalo Azpurua of Refri-Xpertise



Marco Guillen and Marco Guillen Jr. of AC Penguin Corporation



Skip Farinhas of SFACA, Gunther Huszar and Alfredo Andrial of Brown & Brown Insurance



Nicole Parrish and Robert Mayhew of Tropic Supply



John Noble, Matt Phillips, Kenny Laycock, Kevin Pomeroy, Joe Lilly and Jamie Englert of Goodman Distribution



Sam Gravatt of Fresh Aire UV with James Schaefer and Robert Faby of York Source 1



“Love Those Guys” from Lindstrom Air Conditioning with Joe Lamaruggine of Refricenter (right)



Tyler Campbell of The McAllister Group, Kevin Maggs and Ed Abreau of Baker Distributing, Kevin Beatty of The McAllister Group



Courtney Whitaker and Nick Johnson of Ferguson HVAC



Howard Pearl of Pride Air Conditioning spoke about the MEP Coalition



Matt Michel, Vicki and John LaPlant were the guest speakers for the MEP Workshop



There was an excellent turnout for the MEP Workshop

HARDI Launches HARDI Hub, A Video Portal for Educational and Industry Content

COLUMBUS, Ohio, October 28, 2019— HARDI has launched HARDI Hub, a new interactive video portal for educational and HVACR industry content.

HARDI Hub features eight channels that highlight themes individuals in the HVACR industry utilize for successful business operations. Each channel features educational videos that allow the viewer to learn something new or to get an update about something that affects their business.

The videos on the portal fall into one of three categories, including Conference All Year Long, Thought Leadership, and original HARDI Content. Conference All Year Long features full-length sessions from HARDI's conferences, allowing those who could not attend to be a part of the action, or for

attendees to revisit a session they enjoyed. Thought Leadership videos invite industry experts, who specialize in specific topics, to provide quick pieces of knowledge in an interview, webinar, or lecture format. HARDI original content turns valued HARDI reports and data into shorter, digestible videos like TRENDS in 2 Minutes, featuring Benchmarking Analyst, Brian Loftus.

Videos are organized into eight different channels, including HVAC Employment, HVAC Government Affairs, HVAC Market Intelligence, HVAC Marketing, HVAC Networking and Events, HVAC News, HVAC Operations, and HVAC Sales.

HARDI has encouraged viewers to subscribe to the channels they are interested in to receive alerts

when new videos are published. HARDI Hub will feature content that is available to the public as well as gated, “members only” content.

The release of HARDI Hub was accompanied by an Annual Conference preview featuring HARDI CEO, Talbot Gee. In this interview, Gee discusses the new State of the Channel address that will be given each year at HARDI's conference.

HARDI will be releasing regular content weekly and began the channel with preloaded content, including the short version of Hot Commodity, the workforce recruitment documentary.

For more information about HARDI Hub, contact Emily Frost at efrost@hardinet.org or visit <https://videos.hardinet.org/home>.

AHR Expo Announces 2020 Innovation Award Winners

WESTPORT, Conn., October 10, 2019 –AHR Expo Show Management today announced the winners of the 2020 AHR Expo Innovation Awards competition. Hosted annually by the AHR Expo, products in 10 industry categories are recognized for their innovative contribution to HVACR. The winning products, technologies and systems from each award category will be formally recognized during the 2020 AHR Expo, Feb. 3-5 at the Orange County Convention Center in Orlando, Fl. Additionally, one of the category winners will be recognized as the most inventive and original product and will receive the 2020 Product of the Year Award. The ceremony is open to all Show attendees and is slated for Tuesday, February 4 at 1:00 pm EST.

Winners are carefully reviewed and selected by a panel of third-party ASHRAE member judges who evaluate award entries based on their innovative design, creativity, application, value and potential market impact.

"We had more entries submitted for the 2020 Innovation Awards than we've ever had," said Mark Stevens, AHR Expo Show Manager. "This speaks volumes to the advancement and outstanding innovation happening within the HVACR industry at the moment. As in previous years, the technologies vying for a category award more than exceeded our expectations. We look forward to seeing these inventive solutions in action on the Show floor in Orlando and to honor our winners in a special ceremony."

2020 AHR Expo Innovation Award Winners and finalists selected within the categories of building automation, cooling, green building, heating, indoor air quality, plumbing, refrigeration, software, tools and instruments, and ventilation are:

BUILDING AUTOMATION

Winner: Delta Controls Inc. - O3 Sensor Hub 2.0 Innovation: The O3 Sensor Hub 2.0 combines seven different sensors to provide the most accurate

view of an interior space available on the market.

COOLING

Winner: Danfoss - Danfoss Interlaced Micro Channel Heat Exchanger (iMCHE) Innovation: The Danfoss Interlaced Micro Channel Heat Exchanger (iMCHE) integrates multiple circuits into a single oil.

GREEN BUILDING

Winner: Danfoss - Danfoss Turbocor® TG490 Compressor Innovation: The Danfoss Turbocor® TG490 Compressor is designed for air- or water-cooled chiller applications. The oil-free, variable-speed, magnetic bearing centrifugal compressor is optimized for use with HFO-1234ze.

HEATING

Winner: York® For Your Home - YORK® LX Series TL9E Ultra-Low NOx Gas Furnace Innovation: The York® LX Series TL9E Ultra-Low NOx Gas Furnace is an environmentally responsible gas furnace that reduces greenhouse and smog-producing gasses by up to 65% compared to standard lowNOx furnaces. The furnace is ENERGY STAR® rated and reduces fuel costs by as much as 20% when connected to select YORK® home comfort systems.

INDOOR AIR QUALITY

Winner: Fresh-Aire UV - Purity Low Profile LED 1" Polarized Filter / LED Disinfection System Innovation: The Purity Low Profile LED 1" Polarized Filter/LED Disinfection System (PLPLED) by Fresh-Aire UV is the first 3-stage 1" polarized HVAC filtration system to incorporate Mini-LED technology. The PLP-LED offers high-efficiency filtration that captures 97% of particles down to 0.3 microns in size.

PLUMBING

Winner: LG Electronics USA, Inc. - LG Hydro Kit Innovation: LG Electronics USA, Inc. has developed the LG Hydro Kit, an indoor heat exchanger

for LG Variable Refrigerant Flow (VRF) systems capable of transferring heat or cooling energy expelled from the air conditioning process to water, offering further efficiency of LG heat recovery and heat pump systems. REFRIGERATION

Winner: Danfoss (Booth 1501) - Danfoss CO2 Adaptive Liquid Management Solution Innovation: The Danfoss CO2 Adaptive Liquid Management (CALM) solution combines Danfoss' liquid ejector and adaptive liquid control case controller algorithm to fully utilize the evaporator surface in display cases and cold rooms.

SOFTWARE

Winner: Interplay Learning - SkillMill™ Skilled Trades Course Catalog Innovation: The Interplay Learning SkillMill™ Skilled Trades Course Catalog is an online, on-demand training course catalog designed for HVAC professionals to gain work-site skills accessible via mobile phone, computer, tablet, or in virtual reality (VR).

TOOLS & INSTRUMENTS

Winner: Matelex - DNI (détecteur de niveau intelligent/smart level detector) Innovation: Matelex has developed a détecteur de niveau intelligent/smart level detector (DNI) system that measures pressure, temperature and refrigerant levels every 2-3seconds, as well as conducts a complete leak detection cycle every hour.

VENTILATION

Winner: Infinitem Electric - Infinitem Electric, A Breakthrough HVAC Motor Innovation: The Infinitem Electric HVAC motor is significantly smaller, smarter and quieter than traditional electric motors. These benefits equate to an ultra-high-efficiency motor that results in up to 25% lower costs for customers.

For more information regarding the AHR Expo Innovation Awards, visit the awards section on the AHR Expo website.

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ACCA/CF 1st Annual Golf Tournament at Twin Rivers Golf Club in Oviedo October 11th, 2019



The most popular hole was the RGF ladies showing their new products at RGF

The ACCA/CF First Annual Golf Tournament was held on Friday October 11th at Twin Rivers Golf Club in Oviedo FL. The 6600 yard Par 72 championship golf course was in tip top shape. More than 100 golfers participated in the tournament.

Registration began at 7:30AM with a Shotgun start at 8:30am. The weather was warm and sunny. Beverages were available on the course thanks to Blacks Supply, York, and HYTECH 24/7.

After the tournament, a nice lunch buffet, including Hamburgers and hot dogs was sponsored by Daikin. Many great prizes, raffle, and awards followed after dinner. 1st Place Winners were Ziggy Espino, Jimmy Drew, Chad Isenhardt, and Rich Morris of Bowen, Mickette & Britt.



Caroline Hinkle, Emory Cary, Paula Huband, Donna Landers, and Jeanne LaChapelle of ACCACF



Registration was quick and easy for such a great attendance



The Golf Pro at Twin Rivers Golf Club gave the golfers some rules and instructions



Getting ready to start the ACCA/CF 1st Annual Golf Tournament



Jeff Turner, Robert Stanton, Bobby Birnie, and James Szumigala for Coastal Mechanical Services



Brooks Powell, Mark Martin, Ken Zalk, and Brenda Sali for Comprehensive Energy - 3



Ralph Pratt, Kyle McHugh, and Tim Lassiter for New Wave Mechanical



Michael Sims, Russell Wright, Ryan Macnaughton, Phil Reed, and Corey Mitchel for Daikin



Ben Wilde, Mark Lacenere, Bill Wagle, and Robbie Cox for Coastal Mechanical Services



Bob Hentz, Mike Mondul, Curtis Unger, and Jeremy Mann for Carrier Enterprise



Andy Brunkala, Wade Thompson, John Lackey, and Dave Huebstch for Air Tech Central Florida



Dave Hinson, Tom Gieselman, Ron Starks, and Steven Veriato for Advanced Work Vans



Booby Pickney, Todd Walls, Justin Platt, and Blake Trenary for York Source 1



Chris Jenkins and Dan Smith for Trane



Steven Jayko, Brad Line, Emory Cary, and Ben Canning for Trades Masters



Justin Starr, David Evans, Jordan Starr, and Garry Craddock for Starr Mechanical



ACCA/CF 1st Annual Golf Tournament at Twin Rivers Golf Club - October 11th, 2019

The ACCA of Central Florida organization has been active since 1966 with the crucial goal to better the HVACR Industry for its members and their customers. ACCA/CF is committed to the betterment of the HVACR Industry and encourages educational development of those in the Industry.

ACCA/CF is an affiliated chapter of the Florida Refrigeration & Air Conditioning Contractors Association a.k.a.(FRACCA). ACCA/CF strives for improvement in the design, engineering, installation, operation and service of heating, cooling, and refrigeration systems.

ACCA/CF continues to establish a system of instruction and education for those engaged in the HVACR industry.

ACCA/CF will continue to cooperate with other trade associations and groups for the betterment of our industry.



Dan Meehan, Paul Shiver, and Dennis Marczak for Regal Beloit



Daniel Robinson, Mike Blackwell, Bryan Orr, and Hector Dominicci for Mitsubishi



Bob Lafferty and Bill Pierce for Hytech 24/7



AJ Munson, Alex Munson, Matthew Kohn, and Jonathan Taylor for Gary Munson Heating & AC



John Green, Bill Green, Beau Breen, and Jim Davis for Green's Energy Services



Pete Zeiter, Spencer Lim, Natasha Carter-Arzel Zoning and Philip Zeitler for Energy Air



Patrick Kane, Michael Jacobson, Yolanda Pizarro, Brian Goldschein, and Brian Jacobson, of Energy Air



Ziggy Espino, Jimmy Drew, Chad Isenhardt, and Rich Morris for Bowen, Miclette & Britt



Jesus Hernandez, Joe LaPollo, Tim O'Reilly, and Ken Veneziano from Del Air



Mark Swink and Sean Kolentus of Superior Rigging



Everyone enjoyed the nice lunch sponsored by Daikin



Good Golf, Good Food, Good Friends = Great Time



York Source 1 enjoying lunch on the patio after playing 18 holes



1st Place Winners were Ziggy Espino, Jimmy Drew, Chad Isenhardt, and Rich Morris



Michael Sims of Daikin spoke to the members



Russell Wright of Daikin won a Edibles Etc prize presented by Paula Huband of ACCACF



Jeremy Mann of Carrier Enterprise won a REME Halo presented by Angela Solland of RGF Environmental



Paula Huband, Ken Zalk, and Caroline Hinkle of ACCACF



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Building Your Program With Industry Partners

Ask a group of contractors whose job is it to recruit technicians into the HVACR industry. The overwhelming response is "instructors at community and technical colleges". There are numerous problems with this scenario. Most HVACR programs have one full-time instructor, who runs a day program, a night program or, in many cases, both. Many schools hire adjunct instructors who have full-time day jobs and teach classes in the evening. In both scenarios, there is very little, if any, time to go out and recruit. Even if every instructor could free up one full day a week, they would still have the overwhelming task of visiting the 37,000 plus high schools in the United States.

People often complain about how difficult it is to get people into our industry. The schools point to the contractors, while the contractors point right back to the schools. The truth of the matter is that the recruiting of technicians into the HVACR industry is the responsibility of everyone involved in the HVACR industry, including contractors. Contractors can easily get involved in the process by participating in Program Advisory Committee meetings and educating the public about the exciting opportunities in the HVACR industry.

Employers know what they want in an entry-level technician. No one knows more about their business and the type of employees they want than they do. Teachers are not on the front line, they are. Nobody can convey their thoughts and ideas to potential employees better than they can! By visiting some schools, employers can share their HVACR success stories, while debunking many of the myths that surround the trades. For far too long, parents and guidance counselors have been telling students that they need a college degree to become successful in life. Being armed with reliable data will help the truth come out.

It is no secret that HVACR employers have lots to juggle in their busy daily schedules, but those who participate in Program Advisory Committee meetings can see potential technicians in action and evaluate their inherent talent, temperament and work ethic while still in school. Through participation, employers have a front row seat to see if students are a good fit for their organization. In addition, participating in internship or apprenticeship programs provides another opportunity to see their talents in action, prior to employment.

The HVACR industry often struggles to get

the word out about what a great opportunity is awaiting our future technicians. We must find unique and non-traditional ways to recruit new talent. One such example would be having the HVACR program host an event that offers food and fun activities run by the PAC members. Because of the event, potential students are being brought into an HVACR lab where they may have otherwise never had visited. This is a golden opportunity for contractors and other industry partners to sell potential future technicians on the opportunities that await them in the HVACR industry.

Join James Morante of the California Community College System for his presentation on recruiting under-represented demographic groups during the National HVACR Educators and Trainers Conference in March 23-25, 2020.

Lennox International Celebrates Its 10th Annual "Feel The Love Day"



On Oct. 4 thru 6 – Lennox International celebrated its 10th annual Feel The Love Day and donated free furnaces and A/C systems to 300+ homeowners nationwide. The program benefits residents who serve their communities every day – veterans, teachers, firefighters and more – and who need new HVAC systems, a luxury we often forget until the harsh winters are upon us.

In 2018, Lennox, a leading provider of innovative home comfort solutions, launched a new corporate social responsibility program called, Feel The Love. The Feel The Love program, originally launched as Heat

U.P. in 2009, engages Lennox dealers and employees to nominate deserving families in need with access to perfect indoor heating and air, at no cost including installation.

Recipients are selected based on a variety of criteria, including physical, mental, or social disabilities; financial challenges; job loss; military service; and community service. But beyond that, each recipient has one thing in common: they always put others first. Past nominees include community figures such as teachers, firefighters and volunteers; families facing hard times; veterans; senior citizens living in older homes; and people impacted by natural disasters.

On the first weekend in October, Feel The Love Weekend, Lennox dealers from across the country will install new high-efficiency equipment for the selected nominees, exceeding more than 1,000 families helped over the past decade. For more information on the program, visit FeelTheLove.com.

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NAVAC Hires Keith Keller as Southern Regional Sales Manager



Keith Keller

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, has hired Keith Keller for the role of Southern Regional Sales Manager. In this position, Mr. Keller will spearhead sales efforts and play a fundamental role in expanding the company's brand and sales network in a geographic area ripe for further growth.

As NAVAC continues to position itself as a leader in the HVAC/R industry through innovative and effective technician tools, Mr. Keller will foster new opportunities for the company and support sales initiatives from as far west as New Mexico to as far north as Pennsylvania.

Mr. Keller has more than 15 years of experience in the HVAC service industry. Prior to joining NAVAC, he spent nearly a decade advancing through several upwardly mobile positions at Gemaire Distributors, including the last three as a Product Manager. Before that, he held sales roles with Aloha Air Conditioning of Broward County, Florida.

"Keith's extensive experience in the HVAC/R sales landscape, and progressive growth in his previous positions, showcase his expertise and dedication to providing premium solutions for a broad range of industry challenges," said Stephen Rutherford, Director of HVAC Tools Business for NAVAC. "His proven ability to meet and exceed sales goals and promote aspiring brands will be a true asset as NAVAC continues to expand its North American footprint."

Mr. Keller earned an Associates degree from Santa Fe Community College. A father of two, he resides in Fort Lauderdale, FL with his wife, Rachel.

Resideo Unveils New Smart Water Management, Indoor Air Quality Program At Connect 2019

PHOENIX, Oct. 24, 2019 – Resideo Technologies, Inc. today unveiled its AirCycle Indoor Air Quality program and Buoy® Whole Home Water Controller at CONNECT 2019, the company's annual customer conference.

"We're looking forward to bringing together all of our pros for this annual event for networking, learning and to discuss how we can help homeowners make their homes more secure, safe and comfortable," said Mike Nefkens, president and CEO of Resideo. "There's no one better positioned to simplify the connected home than these professionals. Every day they are sitting across the table from homeowners who are frustrated with systems that don't work well together and whose critical appliances – furnaces, water heaters, plumbing – are vulnerable and unprotected. We believe there is a better way."

In the 30th year of the event, Resideo has expanded CONNECT to focus across the four key networks of the home: air, water, energy, in addition to security. CONNECT 2019 attendees can participate in 40 interactive and educational sessions, have strategic discussions with Resideo's leadership team, network on building stronger businesses and to see and learn about the latest smart Home Resideo technologies.

Homeowners' insurance companies pay \$9.1 billion in water damage claims annually, and industry studies estimate that 93% of that could be avoided by using a leak detection device with remote shutoff. The Buoy Whole Home Water Controller can help homeowners track and manage their water, and can automatically shut off the water if it detects a leak. Professionally installed on the main water line, the device contains a sophisticated flow sensor and advanced, machine-learning technology. It can detect even small water flow leaks and alert homeowners through the app when there is unusual water activity.

For the first time, the Controller is available through Resideo's professional channel, offering installers a new revenue stream. The Controller also offers a construction mode feature that helps protect a job site from water damage, without the need for Wi-Fi.

Indoor Air Quality (IAQ) remains one of the biggest business-building opportunities in HVAC, and Resideo's AirCycle Program helps HVAC professionals reframe the IAQ conversation with homeowners using a custom indoor air quality report. The report is based on data delivered by the AirCycle Pro Monitor, a sophisticated diagnostic device that measures six key IAQ indicators in 30 minutes: carbon monoxide, carbon dioxide, particles, humidity, odors and smells, and temperature.

The AirCycle Program helps professionals transform the way they build and nurture their business and relationships with customers. Through training and measurable, meaningful data that simplifies the indoor air quality (IAQ) conversation, technicians are empowered to solve IAQ issues in the home. Pros can learn more by contacting their Resideo sales rep to schedule a training. Additional product and service information available on the Resideo newsroom.

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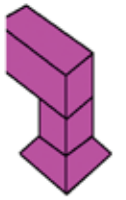
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presents

18th Annual GOLF TOURNAMENT

Atlantis Country Club

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

November 16, 2019

8:00 Shotgun Start

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