

TODAY'S A/C

& REFRIGERATION NEWS

Special AHR Expo Show Issue

Serving the Southeast Region

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



Johnstone Supply Ware Group Grand Openings in Dania Beach & Deerfield Beach (see page 16)



2020 PBACCA Installation Banquet at Benvenuto Restaurant in Boynton Beach (see page 18)



SFACA January Annual Meeting, Board Installation, and Awards (see page B4)



ASHRAE Miami Chapter Technical Presentation "Smoke Control" (see page B8)



Tropic Supply Events in January (see page 22)

AHR Expo's 90th Anniversary The World's Largest HVACR Marketplace Is In Orlando!



Jeff Schlichenmeyer
Publisher

The AHR Expo is the world's premier HVACR event, attracting thousands of attendees from across the globe and with more than 500,000 square feet of exhibit space featuring everything that is new in the industry. The Show, to be held February 3-5, 2020 at the Orange County Convention Center in Orlando, Florida, is the industry's annual opportunity to network with professionals from all roles within HVACR and to view the latest innovations, products and technologies. This year marks 90 years since the Show hosted its first gathering in 1930, bringing together HVACR professionals from all sectors of the industry.

"This is the event for HVACR professionals to meet together under one roof for networking, exchanging ideas and to preview what's ahead in the industry," said Mark Stevens, AHR Expo Show Manager. "Professionals from all areas of HVACR have an exclusive opportunity to gain real insight into what's coming in the next year and what's being planned for the future of the industry. HVACR is at the center of big change

on a global scale and is a topic of discussion in many external industries as well—it's an exciting time for the industry and the Show floor is a great place to experience the inspiration."

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

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

There is a full schedule of sessions for the 2020 Education Program, including more than 200 free seminars, new product and technology presentations, professional certifications and continuing education courses.

perience, visitors should search the directory of exhibitors to view product categories and more in-depth information on exhibiting companies.

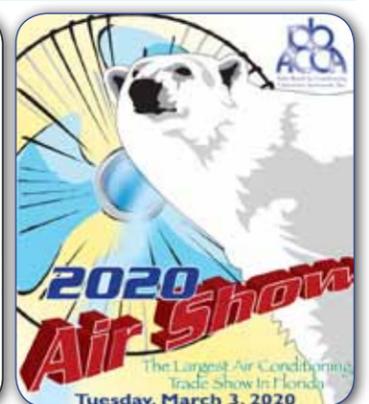
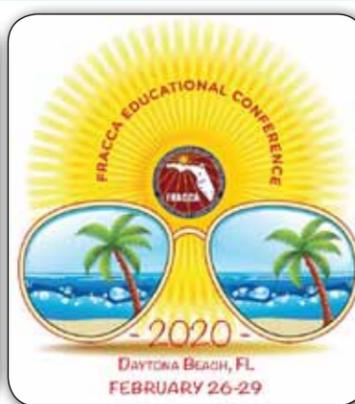


INFICON Celebrates 50 Years of Advancing Innovation

East Syracuse, New York, USA — January 6, 2020: INFICON is celebrating its 50TH anniversary as a developer and manufacturer of world-class instruments for gas analysis, measurement and control. Since 1969, INFICON has been part of the worldwide high-technology community and a leading provider of innovative instrumentation that provides proven answers to demanding customer requirements.

"INFICON's journey over the past 50 years is founded on a deep desire to develop the solutions our customers need to be successful," said Lukas Winkler, President and CEO. "Whether maximizing processes, ensuring safety, or assuring quality, INFICON products have been at the forefront of innovation and continue to raise the bar on what technology can be asked to do."

In 1969, INFICON introduced the first solid state halogen leak detector for quality assurance on the production line. Since then, INFICON has succeeded as a leader in gas analysis, measurement and control for the semiconductor, vacuum coating, security, energy, air conditioning / heating / refrigeration, automotive, public utility, petrochemical, research and development, and other global and diverse markets. To address these many markets, the company's product portfolio includes residual gas analyzers and gas analysis systems; thin film deposition controllers, monitors and accessories; intelligent manufacturing software; chemical identification systems; leak detectors, and vacuum gauges. Celebrations were held throughout the INFICON worldwide organization in the final months of 2019.



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Connect the Dots Differently - What Aren't You Seeing?

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

I have to admit it...I don't always see what I am looking at. A colleague and I were having a conversation about marketing. During the course of the conversation he asked about my training progress for my latest marathon. He commented that one of the things that plumbing and HVAC contractors should take advantage of is putting flyers in race bags. I just looked at him.

Of course, that makes total sense. Runners are into clean water and clean air. I know, I'm one of them. What better way to very inexpensively promote these products to a group who definitely can use them? And I promise you, in all of the small and large races that I have run and all of the race bags that I have received, I've NEVER seen a flyer from a plumbing or air conditioning company.

What I am proposing is not for the major races like the popular marathons. These are the local races in your communities that need support. Your message will be read by people who live in areas that you want to target. You'll be different and I promise (at least until this article is published) your competition won't be in the same place you are.

Most local races have a hard time raising money. Most smaller races don't get the sponsors and support they need. For a few hundred dollars or maybe less, which would be gratefully received, you probably can get the race bags stuffed with your message...and maybe even your company's name on the race T-shirt as a sponsor. Your advertising cost at most would be \$1 or \$2 per recipient.

Since your flyer would be new and novel to the runners, they would actually stop and read it. They have an interest in staying healthy so your message would be received well and you'll probably get some telephone calls.

What does this have to do with marketing? There

are people along the sides of the course cheering you on. Why not wear running gear with your company's logo and information on it? You'll be seen by the runners and by spectators in your community. Questions will get asked. You'll be perceived as doing something good for your community, especially if you are running for a cause such as literacy or children.

If you want to go to extremes, have your business cards with you and pass them out to people who ask. However, most runners don't have anything to put your business card in. It's better to put information in their race bag and tell them to look for it after the race.

Sponsors of local races usually get mentioned in publicity for the event. The race co-ordinators often mention the sponsors as part of the benefits of becoming a race sponsor. You often get your company's name mentioned on radio, in print, and on television. Your company will be associated with doing something good for the community. Potential customers who won't normally go to the race will get exposure to your company's name...all for the cost of a few hundred dollars.

The question is, what non-work activities are you involved in that can potentially help your business? I've been a runner for many years and I would have never thought about sponsoring a race and putting information in race bags. The opportunity was staring me in the face and I never saw it.

What marketing opportunities do you have in front of you that you aren't seeing? Look closely and act on them!

Next: What would it take to have perfect vision about the events in 2020? None of us has a crystal ball to clearly see the future. However, there are three questions that will help you have a more per-

fect vision this year.

Here are the three questions:

1. What do you want to do?

In Contractor Cents a few weeks ago I suggested that you write down what you want. It is the first step in the procedure to get what you want. So, what do you want for 2020?

2. Why do you want it?

You need a really good why to have a good chance of reaching your what. During the holidays I had a conversation with a son, who took over his mother's business this year after his father passed away. His mother inherited the business but had never worked in the business.

Like his mother, the son has no HVAC experience, only sales experience in a totally different industry. The business is in rough shape since for the last two years of his father's life no one really cared. They were paid a lot without regard for profitability. The accountant wanted his mother to put more money in. I suggested that she didn't do it because the employees didn't want to change (they fought changes that were necessary for three months) and she might be "throwing good money after bad."

I told him that he could sell the assets or if he was willing to make the hard decisions, try to salvage the business. However, he needed a really good reason, a really good "Why" to carry him through the tough times ahead. What is your "Why" for what you want to do? Without a good reason you probably won't make the effort to do it.

3. How are you going to do it?

What are the steps you are going to take to get your "what" accomplished? For financial goals, a budget is the first step. Make sure that you review the actual results against projected results and take appropriate actions based on the results.

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Johnstone Supply Ware Group Acquires Two Additional Locations In Florida

The Ware Group/ Johnstone Supply, headquartered in Jacksonville, FL, has purchased two Johnstone Supply stores on the Treasure Coast of Florida from Timothy Pearce. The Ware Group now owns 23 Johnstone Supply branches in Florida and 4 Johnstone Supply branches in South Carolina.

The locations included in the purchase are Fort Pierce, located at 702 Farmers Market Road, and Stuart, located at 1501 SE Decker Ave. This is a great addition to the Ware Group family of Johnstone Supply stores. They bring a strong reputation of excellent customer service to the Treasure Coast Florida marketplace.

The Ware Group is totally committed to the success of the licensed HVAC/R contractor, focusing on great people, deep inventory, great facilities, leading edge technology, fast and efficient processes. Their goal is to save the contractor time and help him make money, every day, all day.

The Ware family has been in the HVAC/R wholesale distribution business in Florida since the 1960's and has been part of the Johnstone Supply HVAC/R buying Co-op since 1981. They are the largest member of the Johnstone Supply Co-op, a \$1.9 billion revenue national HVAC/R buying group with over 400 stores in the US.

RGF Introduces the First Whole Home In-Duct UV LED Air Purification System

Port of Palm Beach, Florida (January 3, 2020) – RGF® Environmental Group introduces the HALO-LED™, the industry's first UV LED in-duct, whole home air purification system that is both mercury free and zero ozone compliant. In addition, the HALO-LED™ is certified to meet the performance standards as required by the California Air Resources Board (CARB). This superior unit proactively treats every cubic inch of air-conditioned space, thereby reducing airborne and surface microbials, bacteria, viruses, mold, smoke and VOCs.

Leveraging bi-polar ionization the HALO-LED™ provides the added benefit of reducing airborne allergens, dust and particulates. The new patent pending technology utilizes an exclusive hybrid hydrophilic zinc enhanced washable ceramic catalyst and is powered by a proprietary low energy, ultra-long-life, LED array. By combining REME-LED™ UV technology along with RGF's proven PHI-CELL® and REME® technologies, the HALO-LED™ provides revolutionary indoor air purification.



RGF® has been researching and developing UV LED based treatment systems for over 10 years. This technology has advanced to a point where feasible UV LED output power, service life and useable wavelengths have coincided to enable this next generation of products. RGF tested several UV LED array geometries and wavelengths with specific catalytic designs to achieve the best results. Driving currents were optimized to provide the longest possible diode life and the highest possible efficacy. RGF® is now integrating this new LED technology into our existing and future products.

"The disruption and transformation to the lighting industry that visible LED's have had, is exactly what UV LED's will be doing to the IAQ industry very soon" states Walter Ellis, Executive Vice President.

The HALO-LED™ is manufactured at RGF's vertically integrated, environmentally friendly ISO 9001 certified facility and it is available through RGF's existing HVAC distribution channels. For more information on the HALO-LED™ visit www.rgf.com.

Ruth King's Contractors Cents (continued from page 3)

For non-financial goals, still write out a plan of how you think you will do it. Can you do it alone? Do you need help from others? If so, what's in it for them to help you achieve the goal?

Take 15 minutes to review it at the end of each month. Schedule the 15 minutes in your Outlook or other calendar now. It will send you reminders until you actually do it...or delete the meeting after it is done.

To have a really good chance at perfect vision for 2020, make sure your "what" is backed up with a great "why" and "how." If you don't reach the "what" you'll know why and can make corrections for 2021. I wish you a prosperous and perfect 2020.

Come See Me At: AHR Expo - Orlando - February 3-5, 2020 (I'm speaking Tuesday morning from 11 AM to 12 Noon). Attendance for the trade show is free and so are the talks. www.ahrexpo.com

FRACCA - February 25-27, 2020. Continuing Ed for Florida Contractors available for attending my talks. Contact Paula Huband paula.huband@fraccaair.com

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 460,002 units in November 2019, up 2.1 percent from 450,399 units shipped in November 2018. U.S. shipments of air conditioners decreased 2.4 percent, to 267,994 units, down from 274,586 units shipped in November 2018. U.S. shipments of airsource heat pumps increased 9.2 percent, to 192,008 units, up from 175,813 units shipped in November 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.4 percent, to 7,960,827, up from 7,848,276 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 1 percent, to 5,056,087 units, down from 5,107,440 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 6 percent, to 2,904,740, up from 2,740,836 units shipped during the same period in 2018.



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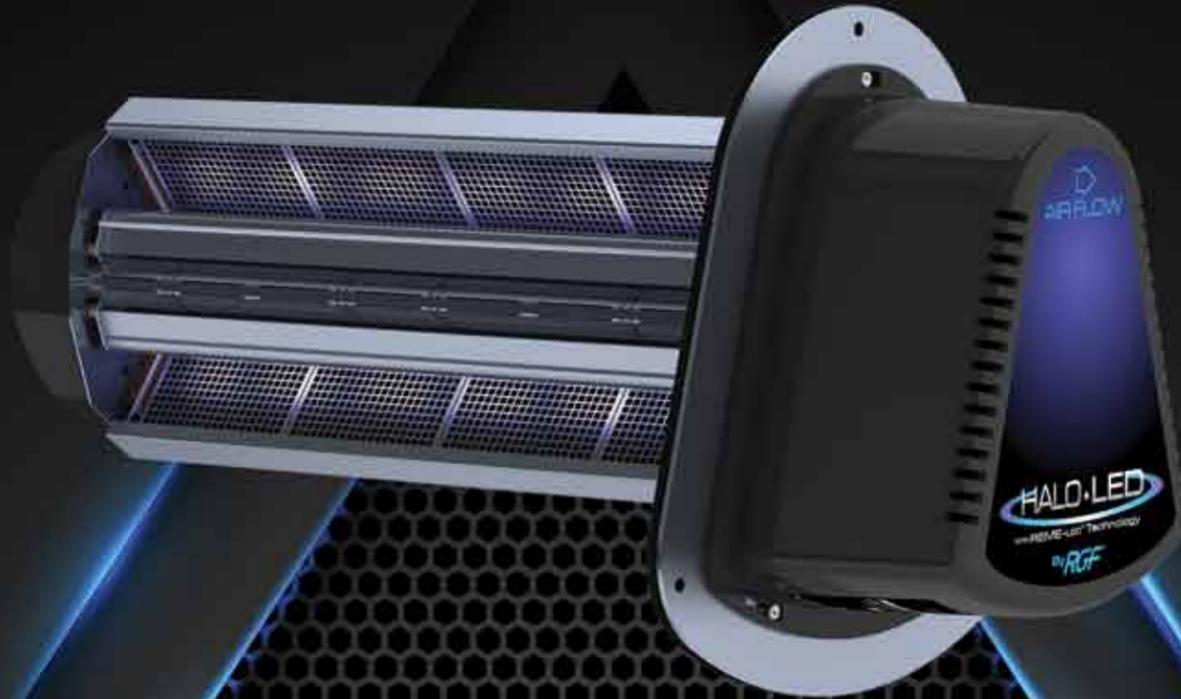
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York® Relaunches 3–12.5 Ton Commercial Rooftop Units With Enhanced Features

MILWAUKEE – (January 23, 2020) – The YORK® brand of Johnson Controls has relaunched two series of 3–12.5 ton commercial rooftop units that provide a wide offering of performance-focused comfort solutions for commercial environments. The YORK Direct Fit and YORK Predator have been relaunched as YORK Sun Core and YORK Sun Pro, respectively.

With this relaunch, both platforms now feature a new three-stage cooling option. Upgrading the airflow strategy from constant volume to three-stage cooling with IntelliSpeed™ control can offer up to a 3.4 IEER (26%) increase on comparable models. The ultra-high efficiency Pro rooftop units are the highest efficiency dual circuit model on the market, offering up to 21 IEER. Both platforms have models to meet Department of Energy (DOE) 2023, ASHRAE 2016 and IECC 2015 requirements.

Core units are economically designed for new construction and direct replacement applications to minimize the need for transition curbs, while the Pro units offer a premium cabinet with maintenance-friendly standard features for service professionals.

“Our mission to advance the efficiency, comfort and intelligence of buildings inspired us to redefine the Pro and Core rooftop units,” said Eric Newberg, director, Commercial Product Management, Ducted Systems, North America, Building Technologies & Solutions, Johnson Controls. “Further, in an effort to provide greater clarity to our customers, we’ve renamed these rooftop units to better align with our other recent product launches and provide a more intuitive view of the value of each platform. We now offer the Core, Pro, Choice, Select and Premier rooftop platforms that increase in feature set and tonnage, along with other legacy platforms.”

Core and Pro rooftop units are Smart Equipment

enabled. This sophisticated, prepackaged controls platform helps maximize control for greater efficiency, extended equipment life and reduced operating costs. Smart Equipment also provides seamless integration with leading building controls systems, including Verasys. An optional Mobile Access Portal (MAP) gateway with a Wi-Fi® hotspot provides access to commissioning, configuration and maintenance logs using a mobile smart device for fewer trips to the job site or the roof to diagnose issues.

Both platforms have multiple airflow strategies, including constant volume (CV), IntelliSpeed™ single zone variable air volume (SZVAV), continuous reset single zone (CRSZ), and variable air volume (VAV). Additionally, Core and Pro rooftop units offer many options and accessories to perfectly match a building’s needs and make specification as simple as possible.

All commercial rooftop units are backed by industry-leading warranties: standard one-year parts warranty and either a six-month or one-year promotional labor warranty, which

is standard for authorized contractors.

At Johnson Controls, we transform the environments where people live, work, learn and play. From optimizing building performance to improving safety and enhancing comfort, we drive the outcomes that matter most. We deliver our promise in industries such as healthcare, education, data centers and manufacturing. With a global team of 105,000 experts in more than 150 countries and over 130 years of innovation, we are the power behind our customers’ mission. Our leading portfolio of building technology and solutions includes some of the most trusted names in the industry, such as Tyco®, York®, Metasys®, Ruskin®, Titus®, Frick®, Penn®, Sabroe®, Simplex®, Ansul® and Grinnell®. For more information, visit www.johnsoncontrols.com or follow us @johnsoncontrols on Twitter.



AHRI Applauds Introduction of HVACR Jobs Bill

Arlington, Va. — AHRI today expressed strong support for legislation introduced in the House of Representatives by Representatives Paul Tonko (D-NY), Pete Olson (R-TX), Scott Peters (D-CA), and Elise Stefanik (R-NY) that would boost American manufacturing of next-generation refrigerant technologies, promote American technology, and create tens of thousands of new jobs.

The American Innovation and Manufacturing Leadership Act, HR 5544, would bring about a phasedown of a class of refrigerants known as hydrofluorocarbons (HFCs) and allow for a market- and consumer-friendly transition to new and better performing refrigerants and related products and equipment.

The bill is similar to the American Innovation and Manufacturing Act (S.2457), introduced in the Senate on October 30 by Senators John Kennedy (R-LA) and Tom Carper (D-DE), which now has 32 bipartisan co-sponsors. Although the bills differ slightly in structure and organization, both would produce the same Federal regulatory framework to phase down HFCs.

“This bill brings us one step closer to implementing an HFC phasedown and reaping the substantial economic benefits associated with this transition in refrigerant technologies,” said AHRI President and CEO Stephen Yurek. “Both the House and the Senate bills will accomplish our industry’s refrigerant objective while also protecting consumers and providing significant economic and environmental benefits.”

According to a 2018 study by the Interindustry Forecasting at the University of Maryland (INFO-RUM), an HFC phasedown will create 33,000 new manufacturing jobs, increase direct manufacturing output by \$12.5 billion, and increase the U.S. share of the global HVACR export market by 25 percent. The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products.

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Trade Talk:

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



Stay Healthy For Your Business

When you're working to build your contracting business, it's easy to put your own needs aside so you can devote as much time and energy as possible to making your venture succeed. But neglecting your own well-being is just as bad as taking your eye off the numbers or forgetting to follow through with projects.

Even in the midst of running a hectic business, you have to take care of yourself. Though it might seem strange, self-care should be an important business goal. If you allow unhealthy habits to seep into your life, you're probably also letting your productivity slip.

Running a company often requires long hours and hard work. Unfortunately, this can lead to the perfect storm of feeling overwhelmed, stressed and isolated. You may feel so busy and focused on work that you don't even realize that these feelings are taking a toll on your mental health. It's important that you stay connected to your feelings and do regular mental health check-ins. One of the most important hacks for dealing with exhaustion is to simply avoid allowing yourself to become exhausted. The best way to do that, and keep up with everything else on your list, is to set an intentional routine that works for you -- and then stick with it.

There may be times while running a business when you don't know whether to laugh or cry.

Finding ways to laugh makes us happier and healthier, allowing us to feel more relaxed and rejuvenated. We can find humor in all sorts of things, whether at the ridiculousness of a situation, finding amusing things to read or watch, or simply hanging out with people who see the funny side of any situation. Make it a goal to have at least one good chuckle every day.

No matter how busy you get, don't allow your-

self to become isolated. Make time for friends, family, partners and children -- all the people who matter to you.

Developing and nurturing these bonds is an important element of emotional, mental and physical health. It's not always about the amount of time you spend socializing; rather, it's about the quality of the time spent with those you love. Make an effort to put your cell phone and other digital devices away. Strive to be in the moment, engage others and build genuine connections.

Regular exercise is an important part of a healthy lifestyle. Being active can mean having regular workout sessions in the gym or playing a sport, or it can simply mean incorporating more movement and activity into your day. Getting your body in motion on a regular basis can help you improve your health, lower your blood pressure, boost your mood and deal with stress, anxiety and depression.

We should all aim to get at least 30 minutes of physical activity a day. However, you don't need to do it all at once. It can also be broken up throughout your day, such as walking or riding a bike instead of driving, taking the stairs when possible, or even taking a break to get up from your desk and do stretches, lunges or other calisthenics throughout your day.

No matter how much you have learned, no matter how much education you amass or how many experiences you live through, you should always continue to develop and grow your mind. Your mind is your most important resource -- your thoughts and actions stem from the inner workings of your mind.

By understanding and developing your mind, you can direct your behavior the way you want it. And if you hope to build a successful company, you should be striving to build and train your mind by

constantly challenging yourself to learn new things.

Contractors are among the worst offenders when it comes to being workaholics who don't get enough rest. Many never take time off because they believe it will negatively impact their ability to stay ahead or become successful. If we make excuses that we have too much work, how can we possibly make time for a full night's sleep or take time to recharge?

These excuses keep us from getting the rest we need and operating at our best. Make sure you recognize when you need rest. Giving your body and mind enough sleep and down time to feel rejuvenated and recharged will allow you to be more productive and focused during working hours.

When we're feeling rushed and stressed, it can be all too easy to grab fast food or mindlessly snack on junk food instead of planning meals or finding healthy snacks. But when our bodies are poorly fed, stress takes an even greater toll on our health and makes it harder for our bodies and brains to function optimally. Eating healthy is a basic way to support both your body and mind when you're feeling under pressure.

Nobody loves taking time out of a busy day to go to a doctor's appointment, but getting a regular physical is an important part of staying healthy and catching any medical issues before they become a bigger problem. You may be doing everything on this list, but that still doesn't negate the need to see a doctor.

Your health is just as important as the planning and budgeting your business. You have to take care of yourself.

Until next time

Tommy Castellano

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Rheem's EcoNet Zoning System Wins Second Consecutive 2020 IoT Breakthrough Award

IoT Breakthrough, a leading market intelligence organization that recognizes the top companies, technologies and products in the global Internet-of-Things (IoT) market, today announced that Rheem®, a leading global water heating and HVAC manufacturer, has been selected as the winner of the "Smart Heating and Cooling Product of the Year" award for its EcoNet® Zoning System for the second consecutive year.

The EcoNet® Zoning System is redefining residential HVAC with independent and flexible comfort control of up to six separate zones. Designed to optimize the performance of Rheem smart air equipment, the new Zoning System and EcoNet Smart Thermostat include intelligent and flexible management features important to both homeowners and contractors. The system's proprietary communication protocol streamlines installation and service, while providing homeowners with an intelligent energy management system that delivers unparalleled performance, advanced comfort control, and maximum efficiency.

"The EcoNet® Zoning System goes well-beyond standard smart thermostat features, allowing users to add EcoNet Zoning System controls and dampers to enjoy customized comfort throughout your home," said Chris Day, Vice President of Product Strategy and Engineering, Rheem. "Rheem is committed to setting the industry standard in engineering products that not only meet and exceed consumer expectations, but remain contractor friendly in terms of installation and service. We are extremely thankful and proud to be winning this award for the second year in a row. This fact validates our continued drive and commitment to innovate in this space."

The mission of the IoT Breakthrough Awards program is to recognize the innovators, leaders and visionaries from around the globe in a range of IoT categories, including Industrial and Enterprise IoT, Smart City technology, Connected Home and Home Automation, Connected Car, and many more. This year's program attracted more than 3,700 nominations from companies all over the world.

At AHR Expo, NAVAC to Showcase Lighter, More Efficient Recovery Unit

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, will showcase a next-generation recovery unit at AHR Expo 2020, February 3-5 in Orlando. Among other products on display at NAVAC's Booth 5380 will be the NRDD Recovery Unit, whose twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery.

Exemplifying NAVAC's overall mission of making technicians' jobs simpler and more efficient, the NRDD Recovery Unit features a brushless DC motor that allows it to provide substantial power in a compact size and weight of just 25 pounds. This DC technology also provides better starting performance under low voltage conditions. Another benefit of NAVAC's NRDD Recovery Unit is its ease of use. Its large, LCD display is backlit for clearly visible, highly intuitive operation, and its modern, sleek appearance give its user the show-worthy confidence of high-precision manufacturing.

NAVAC also will debut the NRDC4M Recovery Unit which, as the world's first DC inverter 4-cylinder recovery unit, is the fastest and most powerful machine of its kind on the market. Operating up to 40% faster than 2-cylinder units, the NRDC4M utilizes an efficient brushless DC motor and ultra-effective condenser with an oversized microchannel coil and three cooling fans. Featuring dual oil-free compressors, the unit is suitable for all commonly used refrigerants. The NRDC4M recovery unit is ideal for large tonnage commercial and industrial HVAC systems.

Also at AHR Expo, NAVAC will highlight its trailblazing BreakFree Series™ of cordless HVAC tools. The lineup includes the world's highest capacity cordless vacuum pump: the recently released model NP4DLM, which can achieve a flow rate of 4 cubic

feet per minute (cfm). The trifecta of solutions in the BreakFree Series includes:

- The NP2DLM Cordless Vacuum Pump is a compact, lightweight unit suitable for residential HVAC systems up to 5 tons with high-speed evacuation hoses. Weighing just 8.4 lbs. including battery, with dimensions of only 9.2"×3.5"×7.5", NAVAC's cordless vacuum pump is convenient to carry for technicians and ideal for applications where power supply access is an issue. The dual-stage rotary vane pump can reach an ultimate vacuum level down to 23 microns, and its lithium-ion battery can operate up to one full hour. The unit has an air flow capacity of 2 cfm, and features a shut-off valve for system isolation.

- the NEF6Li Cordless Power Flare yields accurate, hassle-free flares in a fraction of the time compared to traditional flaring methods. Equipped with a high-performance, large-capacity rechargeable lithium battery, NAVAC's new automatic flaring solution makes flaring faster and far simpler without sacrificing accuracy or consistency. Designed to perform reliably in harsh environments, the NEF6Li Cordless Power Flare also offers variable speed control and quick-connect functionality. It comes in a sturdy blow-molded case with four tube holders, six commonly-sized flare dies, two batteries, a charger, a premium tubing cutter and a deburring tool.

- The aforementioned NP4DLM Cordless Vacuum Pump features a high-performance lithium battery capable of up to one hour of continuous running time. At a scant 15.4 pounds, the unit is exceedingly efficient and, for technicians, easy to carry and store. The NP4DLM's twin cylinder operation provides high vacuum down to 15 micron. A check valve prevents backflow; other highlights include an isolation valve, a lifting hook and a gas ballast for better moisture handling. Its inlet port fits flares of 1/4", 3/8" and 1/2".



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Nidec Showcases Wide Range of High Efficiency Motor Controls at 2020 AHR Expo

Minneapolis, MN (January 13, 2020) – Nidec Motor Corporation (NMC) continues to expand its motors and controls offerings with a full range of variable speed/high efficiency products to meet HVAC industry demands. Among the exciting new variable speed products to be showcased at the 2020 AHR Expo are:

KBVF 4G AC drives –The 4th generation KBVF drives from KB Electronics, a Nidec brand, are the ideal matched control for Nidec's high efficiency BPM and HVLS motors, providing excellent starting torque, high stability fan control and low noise solutions. Available in IP20 and IP65 standard enclosures, their design versatility provides multiple options to meet performance requirements and cost targets.

DFS Drive Free Standing - For more than 20 years, Control Techniques, a Nidec company, has been providing dedicated VFDs for the HVACR Industry. The new DFS offering incorporates the HVAC H300 building automation drive control in ultra-compact, pre-engineered NEMA enclosures. The DFS packages are available to ship in as little as one day with ratings up to 1,250 HP.

Dyneo Permanent Magnet motors – These Nidec PM motors are available in power ratings up to 500 HP and, when paired with Control Techniques drives, provide highly efficient, compact fan, pump and compressor motor drive solutions. Our Dyneo motors are more efficient than standard AC motors, especially when operated over a wide speed range, and are also smaller and lighter, which makes them easier to transport and install.

Be A Force For Change In HVACR Education

HVAC Excellence invites you to be a force for change in the HVACR industry, by attending the National HVACR Educators and Trainers Conference.

This event was created specifically for those involved HVACR training. The conference offers over sixty educational sessions to help HVACR instructors prepare their students to take their places in an industry that is vastly different than the one that they themselves worked in.

The exhibit hall is filled with manufacturers, publishers, associations, and subject matter experts who can assist you in keeping the training you offer current and aligned with industry standards, and help you obtain the resources needed for you to successfully prepare the students/technicians you serve. We hope that you will join us March 23-25, 2020 at the South Point Hotel in Las Vegas, Nevada.

General Filters Welcomes Intermountain Sales & Marketing, Inc.

Novi, MI January 10, 2020 General Filters, Inc. welcomes Intermountain Sales & Marketing, Inc. to our network of independent sales agencies.

Intermountain Sales & Marketing, Inc. was founded in 1996 by Joe Kennard. After working in the plumbing and hydronic industry in many capacities throughout the mountain states, Joe's success in the Utah market led to the founding of Intermountain Sales & Marketing, where Joe has developed a dynamic team and an impressive line card.

Intermountain Sales & Marketing has built a foundation of trust with their trade and distributor customers through strong technical knowledge, honesty, and consistent support. The company will cover the state of Utah on the behalf of General Filters.

RectorSeal® Becomes a Vendor of the Buying Organization, The Commonwealth Group

RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R, plumbing and firestop products, became an approved vendor of The Commonwealth Group wholesale buying organization effective Jan. 1, 2020.

The partnership is beneficial for both RectorSeal and Commonwealth, the latter which formed Jan. 1 after last year's merger between independent buying groups, WIT & Co. Ltd., Irving, Texas, and Embassy Group Ltd., Geneva, Ill. The merger makes Commonwealth one of the industry's leading buying groups with more than 130 distributor members and a combined wholesaler potential of \$8 billion.

RectorSeal's four categories of HVAC/R, plumbing, firestop and electrical products, representing more than 3,800 skus, makes it one of Commonwealth's most diverse vendors. RectorSeal's participation offers Commonwealth distributor members access into increased product offerings, such as firestop. RectorSeal is one of the industry's leading firestop OEMs and operates an on-site fire test laboratory certified for testing under UL's Data Acceptance Program.

"We (Commonwealth) are privileged to have

RectorSeal become a vendor, because they're very important to independent distributors," said Morris Cregger, CFO and Chairman of the Board, Cregger Co., West Columbia, S.C., and one of seven Commonwealth Plumbing Committee members that approved RectorSeal. "They've been a key partner and a portion of our (Cregger Co.) success, because they always do what they say they will do; you can count on them."

"WIT had a strong relationship of more than 11 years with RectorSeal," said Brandy Reed, Commonwealth's executive vice president, "and now there is an enhanced opportunity to continue that partnership with a larger, combined organization that offers members quality products and incentives through participating vendors."

"We were very happy as a WIT vendor, but now the complementary addition of Embassy, creates an economically powerful organization for both its members and vendors," said Jeff Underwood, RectorSeal's vice president-sales and marketing. "Our sales staff is already executing strategies to help members from Embassy access the opportunities we're offering and help them create a solid relationship with RectorSeal."



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hilmor Invites Technicians to Compete in “Fastest Hands in HVAC/R” Contest

January 21, 2020 (Duluth, Ga.) – hilmor, a leading brand of the DiversiTech family and a manufacturer of innovative tools for HVAC/R technicians, invites technicians attending this year's AHR Expo in Orlando, FL, February 3 – 5, to compete for the coveted title of the Fastest Hands in HVAC/R.

Celebrating its fifth year at AHR, the competition will be held at the DiversiTech booth (5943) on Monday, February 3, from 10 a.m. to 4 p.m. and Tuesday,

February 4 from 10 a.m. – 1 p.m. Participants pit their skills against the clock, testing how quickly they can complete swaging and other common HVAC/R repair and installation tasks using a variety of hilmor tools.

The top times from the qualifying rounds on Monday and Tuesday will go head-to-head in a sixteen-person bracketed round for the championship at 4 p.m. Tuesday, February 4.

Traditionally held during the AHR Expo, in 2019, the timed contest was also held statewide in Florida. Capturing the state title was Jason Loftis of Fort My-

ers. He is planning to try his hand at the national title by participating at AHR.

There is no fee to participate, and the first 500 registered competitors will receive a free pair of hilmor HVAC/R general purpose gloves. In addition to bragging rights as the Fastest Hands in HVAC/R, the first place winner will receive \$1,000 in hilmor tools. Second and third place-winners will also receive free hilmor tools.

For more information about hilmor, go to hilmor.com. For more information about DiversiTech, go to DiversiTech.com.



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YORK® Introduces New 27.5–50 Ton Rooftop Units, Offering Class-Leading Performance And Simplified Service

MILWAUKEE – (January 23, 2020) – The YORK® brand of Johnson Controls has launched a new series of commercial rooftop units designed to deliver class-leading performance, serviceability and flexibility, all in a cost-effective package. YORK Sun™ Select 27.5–50 ton rooftop units exceed aggressive Department of Energy (DOE) energy efficiency standards, reducing operational costs over the lifetime of the unit.

“The new Select commercial rooftop units were designed with the future demands of our customers in mind by offering industry leading efficiencies paired with a rich compliment of features and options,” said Eric Newberg, director, Commercial Product Management, Ducted Systems, North America, Building Technologies & Solutions, Johnson Controls. “Bringing maximum value without sacrificing quality is important for our customers. SMART controls combined with a flexible design are key to decreasing installation, maintenance and operating costs - saving more money over the life of the unit with a shorter payback window.”

Select rooftop units are optimized with the latest proprietary advances in modeling technology to help preemptively identify issues, and an optional Mobile Access Portal (MAP) offers remote diagnostic monitoring for fewer trips to the job site. Single-side access to all serviceable items provides ease of service that is further simplified with accessible connections, service ports, coil cleaning hatches, hinged access panels, convenience outlets, service disconnect switches and optional service valves.

Units are supported by the new Johnson Controls Commercial Application Support organization, which provides expert pre-sale consultation, and Johnson Controls Commercial Technical Service team, which provides leading field support. These teams offer technical and field support throughout every aspect of ownership, including selection, installation, replacement and service.

Select rooftop units are offered alongside the award-winning YORK Sun™ Premier platform to provide a complete and competitive offering in this tonnage range. The new units offer up to 31% greater part-load efficiency (IEER) than competitive models and up to 15% greater IEER than the YORK Millennium™ legacy product. Energy costs are reduced to industry-leading levels with 4-stage IntelliSpeed™ models available in 2020. In addition, Select rooftop units exceed aggressive DOE 2023 energy efficiency standards by up to 22%, while surpassing current DOE 2018 levels by up to 39%.

Select rooftop units feature easy-to-use controls that include a start-up and commissioning wizard to simplify the installation process. In addition, the units feature a prepackaged Smart Equipment controls platform for even greater efficiency and a full array of user-adaptable parameters. The units integrate seamlessly with building automation system Verasys to help maximize control for extended equipment life and reduced operating costs.

Additional features include:

- Multiple airflow strategies, including two-stage constant-volume, two-stage with IntelliSpeed™ fan control, four-stage variable-air-volume and four-stage with IntelliSpeed™ fan control*.
- Competitive replacement opportunity with same footprint as the majority of similar tonnage-range units in the field, minimizing the need for costly, leak-prone transition curbs.
- A broad range of outdoor air options, including low-leak damper economizers, manual dampers, barometric relief, constant volume powered exhaust and modulating powered exhaust.
- Multiple heat options, including staged and modulating gas heat*, stainless steel heat exchangers and electric heat*.

Select rooftop units will be featured at the 2020 AHR Expo (Booth 3833) Feb. 3-5, 2020, at the Orange County Convention Center in Orlando, Florida.

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Performance Pointers

by David Richardson



Improve Equipment Airflow with Three Duct Upgrades

As I work with HVAC professionals who correct airflow problems, we often discuss numerous duct issues they encounter. Here are three ways these progressive contractors help remedy airflow issues at the equipment.

Number One: Increase Equipment Return Size

It's tough to get air from a duct system into the air handling equipment when the return drop/plenum is restrictive and/or poorly designed. To solve this problem, many contractors upgrade return duct fittings near the equipment.

On basement installations, it's common to install bigger return drops that use turning vanes or radius elbows. This option creates a smooth, low-pressure path for return airflow to enter air handling equipment.

Another gas furnace option is to raise the equipment and place a return box under it. This allows the blower to easily pull return air from one side and the bottom. Many distributors stock these pre-made return boxes for the furnaces they sell.

There are also times when the return drop size is correct, but it has restrictive duct transitions in it that kill airflow. A quick static pressure measurement across a transition can verify how restrictive it is. If pressure drop is .10" w.c. (inches of water column) or more, the fitting is probably too small. In this scenario, remove the offending transition and install a longer, oversized one.

Undersized return plenums on horizontal equipment are also a source of airflow restriction. To improve airflow, consider increasing the plenum dimensions and use a centered transition so air easily enters the equipment.

A simple rule you can use is to size your return drops/plenums at .05" w.c. design friction rate on a duct calculator. This helps to keep noise and static pressure low.

Number Two: Increase Air Filter Surface Area

There is an epidemic in our industry of trying to cram too much air through a filter that can't handle it. It's common to see five-ton equipment trying to pull

all its return air through a 16 x 25 x 1 pleated filter.

Restrictive filters extend beyond the nasty, plugged up examples many of us find in the field. A filter that is undersized, or installed in a poorly designed rack, can yield the same results. To discover this problem, measure static pressure drop across the filter – a visual inspection won't cut it. If filter pressure drop exceeds 20% of the equipment's maximum rated TESP (total external static pressure), there's a good chance the filter is too restrictive.

Upgrade your filtration systems to larger and less restrictive options to correct this problem. A filter that can handle required system airflow at 300 fpm (feet per minute) face velocity and a .10" w.c. pressure drop is a great choice.

An upgraded return drop also provides a great location to install a new filter assembly. Once the filter is upgraded, don't forget to retest filter pressure drop to assure it's acceptable.

Number Three: Improve Supply Plenum Design

Just as it's tough to get air into air handling equipment when return duct fittings are bad, supply side fittings impact airflow the same way. If you found poor return duct fittings, chances are high that you'll find poorly designed supply duct fittings too.

It's common to find upflow equipment with the supply air tapped in the bottom of a four-foot section of trunk duct. This results in excessive turbulence and uneven air temperatures.

To correct this problem, you can remove the four-foot duct section and replace it with a supply plenum with oversized takeoffs that attach to the supply ducts. When space is limited, you can install a radius tee fitting – that also has great airflow performance – in place of a supply plenum.

If you're correcting a horizontal system, consider increasing the supply plenum length to at least four feet. This allows air from the equipment to straighten out and reduces turbulence inside the plenum. Any trunk ducts attached to the plenum should have a takeoff or increaser that's larger than the duct it feeds.

This provides a low-pressure path for air to turn into the duct.

Know Your Limitations

As with any good solution, there are limitations to consider. The three duct upgrades mentioned here work wonders for a system if the attached ducts can handle proper airflow. I have seen these three upgrades cut TESP in half and improve overall airflow and system performance.

However, if you have three-ton equipment connected to a one-ton duct system, there's work needed beyond the equipment's duct fittings. Look past the equipment connections and see what they're attached to. Email me for the one-page NCI Duct Design Tables and Quick Duct Capacity Check to help make this task faster and easier.

Capitalize on the Inventory

These upgrades use a combination of old-fashioned common sense as well as static pressure, velocity, and airflow measurements. With a little training, you can look at a duct fitting and see potential problems. Measurements back up your observations and provide additional diagnostic clues.

When you know how to address them, you can convert the old-school assumptions, rules of thumb, and poor craftsmanship that have plagued our industry for decades into additional income.

Don't assume the duct systems you're attaching new equipment to work as intended. You could be missing a chance to improve them and deliver a superior product. Pay attention to the duct system and provide installations that deliver what you promise.

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

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

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HARDI Distributors Report 1.1% Revenue Growth in November

COLUMBUS, Ohio, January 2, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 1.1% percent during November 2019. The average annual sales growth for the 12 months through November 2019 is 5.2 percent.

“The modest sales growth this month is because it was being compared against a fairly good prior year, with about the same number of heating degree days, but one less billing day,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Based on the average sales per day, we estimate sales growth would have been in the 6% area with the same number of billing days.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, ticked-up to 49 days. “The DSO was higher than normal this month,” said Loftus. “We are curious to see if this persists.”

“Annual sales growth is back to normal levels after the accommodating weather pattern and unusual price increases during 2018,” said Loftus. “The slow and steady economic growth appears poised to persist through the first half of the new year and should provide support to sales growth.” The impressive employment reports offset concerns raised by other soft economic indicators that inspired the Fed to change direction. A benefit of the softer indicators is they prevent the development of market excesses that lead to more painful economic corrections.

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

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

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

New Thermo-Trap® Putty Protects Components when Welding, Brazing, or Soldering

St. Louis, MO – Nu-Calgon has launched a new putty as part of its Thermo-Trap® line of heat sink products. Thermo-Trap Putty keeps components protected and cooler much better than a traditional wet rag. When applied to copper, steel or other pipe surfaces before welding, brazing or soldering, Thermo-Trap soaks up heat and reduces heat transfer to protect sensitive controls or components.

Thermo-Trap Putty’s no-mess formula can be reused up to 40 times, and it is the only putty on the market with antimicrobial chemistry to prevent

mold from forming. Simply apply, protect, remove and reuse! For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market.

The company’s complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications.

When it comes to Nu-Calgon products, the name on the outside means quality on the inside. For more information, visit www.nucalgon.com.



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Dania Beach Deerfield Beach

January 13-17, 2020

Johnstone Supply Ware Group celebrated the Grand Opening of their two newest relocated stores during the week of January 13-17, 2020. Dania Beach, located at 3224 SW 30th Avenue, Dania Beach, FL 33312, and Deerfield Beach, located at 550 SW 12th Avenue, Deerfield Beach, FL 33442.

The celebration lasted all day long and included a tasty lunch of burgers, hot dogs, brats, grilled right

on site. Manufacturers Representatives were on-hand highlighting all of their newest products with product demonstrations, and discussing industry trends. Many different product specials were offered every day.

Prize raffle drawings included Milwaukee Cordless Screwdriver Kits and Google Home Hubs. Grand Prize raffle drawings were 50" LG Smart TV's.

Today, the Ware Group owns and operates Johnstone Supply branches in 27 convenient locations (23 in Florida, and 4 in South Carolina).

The Ware Group is committed to offering the highest level of customer service, inventory stock position, friendly, knowledgeable, committed staff continually "Saving You Time and Making You Money!"



Johnstone Supply Ware Group Deerfield Beach
Josh Walker, Fernando Ramirez, Pablo Garcia, Guillermo Anson, Ricky Spillers



Cary Hagenbaumer of Johnstone Supply Ware Group with Danny Meszaros of Temperature Control Inc.



The Johnstone Supply Ware Group Deerfield Beach counter was very busy with product specials all day!



Sam Basson of Cool Sam AC & Refrigeration with Guillermo Anson of Johnstone Supply Ware Group



Charlie Vu of Air First with Johanne Bueno of J. Nichols & Associates



Steve Krueger of Thermal Concepts with Fernando Ramirez of Johnstone Supply Ware Group



Rick Farrow of Cain Sales with Shaun Socolove of Air Duct Aseptics and Ramon Delgado of Johnstone Supply Ware Group



Johnstone Supply Ware Group Dania Beach has easy access from I-95, I-595, SR 84 and the Florida Turnpike



Carlos Borja of Johnstone Supply Ware Group, with Giovanni Rodriguez and Carlos Gonzales of CDG Meghanical



Dennis Torres of Signature Grand, Ron Stafford and Carlos Borja of Johnstone Supply Ware Group



Mike Weber of Johnstone Supply Ware Group (right) assisting Alan Girnun of Air By Design with his supply order



Eduardo Carrillo of Air And Heat Unlimited won a Google Home Hub



Rick Farrow of Cain Sales with Rubin Shell of Norcold Air Conditioning



Johanne Bueno of J. Nichols & Associates, Carlos Borja of Johnstone Supply Ware Group, and Mark Hucko of Inficon



Vincent Santaniello of Santa Cool with Rick Farrow of Cain Sales



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2020 PBACCA Installation Banquet

Benvenuto Restaurant - Boynton Beach

January 11th, 2020

Palm Beach Air Conditioning Contractors Association celebrated the installation of the 2020 Officers' and Directors' on January 11th with a wonderful cocktail hour and dinner at Benvenuto's in Boynton Beach. More than 50 members of PBACCA enjoyed fabulous food, great company, and entertainment by The Promises sponsored by Federated Insurance. The

installation began with an open bar and socializing compliments of Al Packer Ford Lincoln. Afterwards, David Hutchison, PBACCA 2019 President, gave his departing speech, accepted the oath of the 2020 Officers and Directors, and presented the "gavel" to President Steven Saunders. Two special awards went to Mark Worrell of State Energy and Jim Carr of Com-

plete Comfort for PBACCA Members of the Year. The next PBACCA General Meeting is on February 6th at the Embassy Suites in West Palm Beach. The program will focus on working together to stop unlicensed activity and a new code update. The Program Speaker is director Oscar Alvarez from the Palm Beach County Certification Division.



David Stewart and Pam Ripple of PBACCA with Darryl and Aimee Sholar of The Village of Wellington



Mark and Robin Worrell of State Energy with Gail Pepe of Goodman Distribution



John and Gina Riley of Al Packer Ford, Jim & Terri Carr of Complete Comfort, Jim and Tammy Pickard of CMI AC



Alvaro and Katrina Alvarez with Matthew and Helen Downing of Stephen K Denny Air Conditioning



Dustin and Alejandra Hoffman, Steve and Michelle Sanders, Jason and Sindone Ploy of Stephen K Denny Air Conditioning



Steve and Eliane Sparks of TWC Services, Dave and Rhonda Hutchison of Smithco Services, John Daley and Hany Jurado



Chris and Dianna Brown, Camilo and Gloria Puerta, Arturo and Debra Alba of Arco Supply



Jim Janka and Robin of Carrier Enterprise with Rob & Halla Mayhew of Tropic Supply



Jim and Kim Holman, Gary and Lori Gustafson, and Alvaro and Crystal Gutierrez, of Johnstone Supply Ware Group



Robbie Mulinix, Joshua Robles, Sean Whalen Jr, and Sean Whalen Sr of Whale'n Air



Dave Hutchison presented the gavel and plaque to incoming President Steve Saunders



2020 President Steve Saunders giving his acceptance speech



The dinner and entertainment was fabulous at the Benvenuto Restaurant!



Member of the Year Mark Worrell of State Energy receives an award



2nd Member of the Year Jim Carr of Complete Comfort receives an award



The newly installed PBACCA 2020 Board of Officers and Directors: Dustin Hoffman, Rob Mayhew, Jim Holman, Daryl Sholar, Arturo Alba, John Riley, Robin Worrell, Tony Kiser, Jim Pickard, Steve Sanders, and past president Dave Hutchison, missing from photo Sean Caplan and Carissa Duemig



The evening entertainment was by "The Promises"

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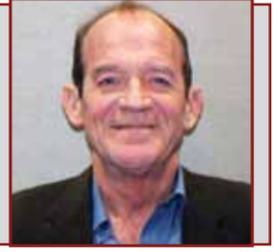
Kissimmee Store
 1001 Armstrong Boulevard 34741
407-530-5599



Orlando Store
 3004 Silver Star Road 32808
407-270-9670



Message from FRACCA President Rick Sims



Did you ever install an air conditioning system replacement that cost >30% of the value of the structure it serves? Apparently, lots of you do because you have told me stories from regions all around the state about Florida Energy Code

compliance issues that revolve around like-for-like replacement air conditioning equipment, ducts and piping insulation. Florida's energy code does not apply to replacement components for existing buildings and systems unless they are undergoing work that exceeds 30% of the value of the building. That must be some really expensive stuff you are using!

There is widespread misunderstanding of how Florida's codes apply to existing buildings. Contrac-

tors and code officials around the state are having long extensive discussions about things like piping insulation coatings and duct R-values that do not even apply to AC changeouts. While the pursuit of improved energy efficiency is admirable (and natural to most of us) it is not a code requirement for most replacement air conditioning systems and should not even be on the radar of your local code officials for the vast majority of direct change-out projects. You are not prohibited from bringing things up to the standards of the current energy code; but neither are you compelled to do so. In most cases the code establishes "like materials" being used as the minimum requirement for replacement components. Misunderstanding of code requirements for existing buildings is widespread.

I have written hundreds of HVAC lesson plans, many of them were code classes and some of them

were used for continuing education credits. I have sometimes submitted these courses for General CEU credits (even if they were code classes) rather than applying for Advance Code CEU Credits due to the over-regulated and expensive process required to qualify for ADV Code status. Last year I bit the bullet and submitted a course entitled "Florida HVAC Codes for Existing Buildings and Systems" that does qualify for ADV Code CEU credit. It was written with a specific purpose in mind. Most of the issues that Florida contractors ask me about pertain to existing buildings and systems. It seems that I begin every discussion trying to determine if the code question is about existing buildings because that's really the key to the correct answer. I decided that no other building code education would be more useful to HVAC contractors than the Florida HVAC Codes for Existing Buildings and Systems course.

I am constantly repeating myself all around the state anyway and so I decided to package my standard answer as an advanced code credit course and put it out there for the FRACCA Chapters.

I realize that more than a 1-hour lecture is needed. HVAC professionals need to be able to go back to their region of Florida and articulate to certain code officials (in a few cases the Building Official) that have it wrong. They need to be able to reconstruct the various provisions from FL Statutes, FBC Energy and FBC Existing Building (Let's face it, Florida's building code can be quite an Easter egg hunt). With that in mind I put together a 13 page hand-out that can be used to recall and explain things to others. Nine pages are the actual code lessons; the last four pages lists the codes and references covered and shows you where to find them. Advanced Code Course Credits are compulsory for every FL CILB license holder. If you need your ADV Code CEUs, you will appreciate this diversion from the typical ADV Code CEU code update courses that are most frequently offered in the ADV Code CEU category.

You can attend Florida HVAC Codes for Existing Buildings and Systems Advanced Code CEU course and get your copy of the 13 pages of documentation at the 2020 FRACCA Education Conference in Daytona Shores on February 26th through 29th. See you there !

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Joseph Lstiburek

Dr. Lstiburek's commitment to advancing the building industry has had a lasting impact on building codes throughout the world, particularly in the areas of air barriers, vapor barriers, and vented and unvented roof assemblies. Dr. Lstiburek is also an acclaimed educator who has taught thousands of professionals over past decades and written countless papers as well as the best-selling Builder Guides. Fittingly, the Wall Street Journal has described him as "the dean of North American building science". He has a joy for telling tall tales to his protégés and audiences.



Allison Bailes

Allison A. Bailes III, PhD. is a skilled and dynamic speaker whom we are excited to bring to Florida. Dr. Bailes is a nationally renowned building scientist known to many building science professionals as author of the popular Energy Vanguard monthly blog covering a host of energy and building science topics.



Gary Nelson

ENERGY CONSERVATORY FOUNDER - CREATORS OF TEC BLOWER DOOR. The idea was created in 1980. Like many great companies before, TEC got its start in a garage where they created a blower door design more practical for mainstream contractors.

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Positive Energy



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Mitsubishi



Todd DeMonte
Madison Industries

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You are Invited!

MEET YOUR 2020 AABSS SPEAKERS

Ultra Aire has invited Andy's guests to enjoy food, drinks and fun with our distinguished speakers at **Building Science Spring Training Camp** on Wednesday March 25th. Visit www.climatezoneone.com for details



Tropic Supply Events in January

Indoor Air Quality & iWave Purifiers - Ruud Service and Installation Best Practices, Hands-on Demonstration of the Samsung Product Line



Wade Hadaway from Ruud discussed proper methods for system charging

Wade Hadaway from Ruud conducted training on Service and Installation Best Practices. The course covered the following learning objectives: System charging and refrigerant circuit evaluation / Low voltage troubleshooting / TXV operations and evaluation / Calculating and setting airflow / Defrost logic / Reversing valve troubleshooting and Job site information sheet walk-through.



Jody Long and Carlos Martinez of Nu-Calgon discussed the different features and benefits of their coil cleaning chemical line

Jody Long and Carlos Martinez of Nu-Calgon facilitated a two-part class covering the following topics: Indoor Air Quality / Past, present and future of indoor air quality / How poor IAQ impacts a business / Common causes of poor IAQ / How to prevent poor IAQ from occurring / iWave Air Purifiers and how to purify and filter air to improve air quality management in residential and commercial applications.



Monica Restrepo of Samsung, Xavier Hall of Coastal Comfort, and Anjanette Bove of Tropic Supply in the Samsung Roadshow Trailer

Terry Taunton of Samsung gave a complete Hands-on demonstration of their product line. The Samsung Roadshow Trailer was onsite with several of their ductless products. Tropic customers were able to discuss these innovative climate solutions in person. Products included: Wind-Free, Smart Pearl, Smart Whisper Cassette, Wind-Free 4-way, Free Joint Multi (FJM), Slim Duct, 360 Cassette, and the Multi-Position Air Handler.



Wade Hadaway from Ruud informed Tropic Supply customers on how to troubleshoot low voltage issues

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



Jody Long and Carlos Martinez of Nu-Calgon did a hands on smoke test with their iWave air purifier product



Wade Hadaway from Ruud showed how to set correct airflow perimeters



Anjanette Bove, Randall Bogle, Joe Holman, Dalton Carlson of Tropic Supply, and Monica Restrepo of Samsung next to the Multi-Position Air Handler

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Milwaukee Tool To Open USA Manufacturing Plant in the Heart of Wisconsin

MILWAUKEE, WI - Milwaukee Tool will once again expand its footprint in the United States (US) with the announcement of a new vertically integrated manufacturing plant in West Bend, WI. Located only 20 min from Milwaukee Tool's Global Headquarters, the facility will manufacture new-to-market Hand Tools for professional electricians and utility linemen.

"With a focus on core users in the Electrical, Plumbing, and Mechanical trades, our strategy for Hand Tools from the beginning has been to disrupt the market with superior performance, quality, and user-driven feature sets," said Tim Albrecht, President of Hand Tools for Milwaukee Tool. "As we continue with that strategy, we are thrilled to invest in state-of-the-art technology and equipment, and a skilled labor force - right in the heart of Wisconsin - to deliver the next wave of hand tool innovation to the industry."

With an initial expected investment of almost \$26 million, Milwaukee Tool will break ground in April 2020 on the new manufacturing plant, and expects mass production to begin in early 2021.

"We will continue to invest, we will continue to grow, and we will continue to change the game," said Steve Richman, Group President of Milwaukee Tool. "In 2020 alone, we will invest over \$100 million, and create 350 jobs in the United States to diversify our operations and better serve the professional trades."

Milwaukee Tool currently has manufacturing and distribution operations around the nation in Greenwood, Olive Branch, and Jackson, MS, as well as in Mukwonago, and Sun Prairie, WI. Along with the new hand tool manufacturing plant in West Bend, WI, plans in progress to expand in 2020 include: operations in Cookeville, TN, for power tool manufacturing and assembly; in Sun Prairie, WI for accessories manufacturing, and; in Olive Branch, MS, for a new 766,000 sq ft distribution facility.

While US Manufacturing and distribution are an integral part of Milwaukee Tool's global footprint, the disruptive innovation for the trades all start at the Global Headquarters in Brookfield, WI. The company has grown from 190,000 sq ft and 300 jobs in Brookfield in 2011, to 390,000 sq ft and over 1,400 jobs this year. With an additional 329,500 sq ft of space slated to open in 2020, and a recent announcement of 65 acres of land purchased in Menomonee Falls, WI, Milwaukee Tool is positioned to stay in the heart of Wisconsin long term.

NJ Adopts HFC Phase-Down Regulations as Gov. Phil Murphy Signs HFC SNAP Bill

Breaking Regulatory Development: New Jersey becomes the latest state to implement EPA SNAP rules with Governor Phil Murphy signing Senate Bill 3919 into law.

New Jersey joins California, Washington and Vermont as the states who have formally adopted a SNAP-based program to phase down HFCs. This bill will make certain HFCs unacceptable for use, and follows the path outlined in EPA Significant New Alternative Policy (SNAP) rules 20 and 21. As one of the 25 members of the U.S. Climate Alliance, New Jersey is taking action to address climate change in the absence of federal legislation. This action will require incumbent users of certain HFCs to switch to more sustainable alternatives, such as Opteon™ low GWP refrigerants. For more info visit <https://www.opteon.com/en-/media/files/opteon/opteon-hfc-regulations-factsheet>

In Loving Memory Charley "Shine" Love



Charley "Shine" Love, devoted husband, dad, papa, brother, uncle, and faithful friend to many; in a most peaceful and loving way, went Home to be with his Lord and Savior on January 24, 2020. Shine was born to Jethro and Katie Love on July 7, 1945 in Uvalda, Ga. He and his family re-

located to Ocoee, Fl. in 1959; making Central Florida his home until 2018. He and his wife, Mary, relocated to Lyons, Ga for most of this last year to renovate their home there and spend time with Shine's siblings and their families. In 1967 Shine went to work in the HVAC industry where he remained until retiring from Gemaire Distributors in 2018.

His most favorite interest was spending time with his family and friends. He also enjoyed fishing, hunting, and being outdoors working and enjoying

all of God's splendor. Shine lived to serve the Lord in a multitude of ways that included being a compassionate caregiver for family members and advocate to everyone that crossed his path. His pride and joy were his three miraculous children and grandchildren. Shine embraced and loved life in every way. He will be deeply missed by his family, friends, and dog, Lily.

Shine was preceded in death by his parents, James Jethro and Katie Leona Love. He is survived by his wife, Mary Shoup Love of Lyons, Ga; his children, Norma Love of Apopka, Denise Love of Apopka, and William Shoup of Orange City; his grandchildren, Charley Love of Apopka, Kale Shoup of Orange City, and KinleyRae Shoup of Orange City; and his siblings, Elaine Wiggins of Lyons, Ga, Douglas Love of Ocala, Jerry Love of Vidalia, Ga, Jimmy Love of Vidalia, Ga, Dan Love of Punta Gorda, Debbie Womack of Vidalia, Ga, and Pat Beverly of Lyons, Ga.

Gathering of family and friends will be Friday, January 31, 2020 from 3:00 pm to 4:00 pm at River City Church DeBary. Celebration of Shine's life will begin at 4:00pm.



Palm Beach Air Conditioning Contractors Association, Inc.



2020 Air Show

The Largest Air Conditioning Trade Show In Florida

Tuesday, March 3, 2020

5:00 PM — 8:30 PM

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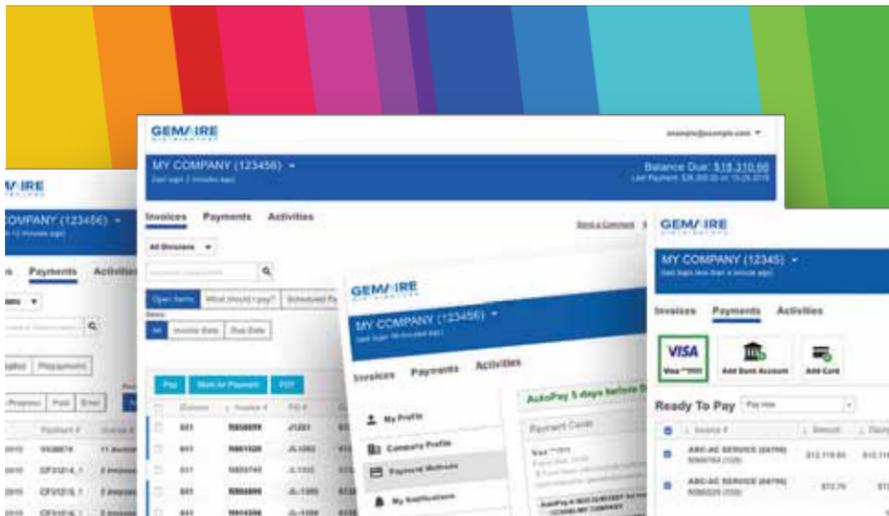
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Fort Myers, FL 33907

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Ft. Walton Bch, FL 32548

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

Jacksonville.....(904) 733-2415
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Jacksonville, FL 32207

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

Kissimmee(407) 738-4700
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Kissimmee, FL 34741

Lakeland.....(863) 666-8507
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Lakeland, FL 33801

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

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

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

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

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

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6514 Orchid Lake Road
New Port Richey, FL 34653

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Ocala, FL 34470

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Orlando, FL 32804

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ECM Made Easy - Evergreen Motors

Featuring Ken Darin from Regal Beloit

Class Description:

Join Ken Darin from Regal Beloit for an informative training that will cover the following motors:

- Evergreen IM- Constant Torque ECM Indoor Blower Motor for PSC Upgrade
- Evergreen EM- Universal Constant Torque X13 Replacement
- Evergreen OM- ECM Dual RPM Multi-HP Condenser Fan Motor for PSC Replacement
- Evergreen VS- Variable Speed ECM Replacement for 4-pin (3.0 motor) and 16-pin (2.3 and EON motors) Regal OEM Variable Speed Motors
- Genteq U/I- User Interface to be Utilized with Evergreen VS 16-pin Applications.

Who Should Attend:

Technicians, Service Managers, Installers and Owners



Instructor Bio: Ken Darin, Territory Manager, Regal Beloit

Ken has 30+ years of experience in the HVAC/R Industry, starting on the contracting side in Michigan. He then spent 12 years as a Carrier Territory Manager and 5 more with Trane. For the last 10 years, Ken has been with AO Smith and subsequently Regal upon the company's acquisition of AO Smith. Ken is a NATE-certified instructor and conducts over 100 training classes a year specializing in motor mastery and ECM motor training.



Class Locations/Dates/Times:

LOCATION	DATE	TIME	MAX ATTND
T-19 Daytona Beach - 475-D Fentress Blvd.,Daytona Beach, FL 32114	Thurs., Jan. 23	12:00 pm - 1:30 pm	15 attendees
T-01 North Miami - 151 NE 179th Street, Miami, FL 33162	Wed., Jan. 29	8:00 am - 9:30 am	25 attendees
T-05 West Palm - 1880 Old Okeechobee Road, West Palm Beach, FL 33409	Thurs., Jan. 30	12:00 pm - 1:30 pm	25 attendees
T-18 Jacksonville - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216	Tues., Feb. 4	12:00 pm - 1:30 pm	25 attendees
T-17 Orlando - 4528 36th Street, Orlando, FL 32811	Wed., Feb. 5	12:00 pm - 1:30 pm	25 attendees
T-15 East Tampa - 5120 East Adamo Drive, Ste. A, Tampa, FL 33619	Thurs., Feb. 6	12:00 pm - 1:30 pm	25 attendees
T-10 Naples - 4325 Domestic Ave., Naples, FL 34104	Tues., Feb. 18	8:00 am - 9:30 am	25 attendees
T-11 Cape Coral - 785 NE 19th Place, Cape Coral, FL 33909	Tues., Feb. 18	12:00 pm - 1:30 pm	25 attendees
T-14 Sarasota - 7533 Claxstrauss Drive, Sarasota, FL 34240	Wed., Feb. 19	6:00 pm - 7:30 pm	25 attendees

To Register:

Visit the events page on our website (www.tropicsupply.com) to print a registration form.

Please send your completed registration form to Marketing, via email (Marketing@tropicsupply.com) or Fax (954) 919-9690.

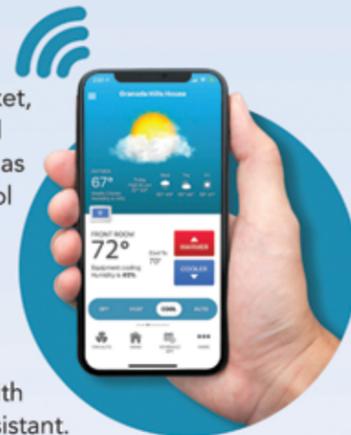
Call or visit your local Tropic Supply Resource Center to enroll today!

Cape Coral (T-11): (239) 989.0088	Miami N. / Export (T-1): (305) 652.7717	St. Petersburg (T-23): (727) 373.4003
Daytona Beach (T-19): (386) 258.8337	Miami S. (T-3): (305) 255.0438	Sunrise (T-20): (954) 835.6020
Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
Ft. Lauderdale N. (T-2): (954) 565.4803	Naples (T-10): (239) 643.7118	Tampa E. (T-15): (813) 514.1198
Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
Ft. Myers (T-8): (239) 278.1117	Orlando (T-17): (407) 219.3255	West Palm Beach (T-5): (561) 684.3997
Ft. Pierce (T-6): (772) 465.4707	Port Charlotte (T-12): (941) 255.8330	
Jacksonville (T-18): (904) 332.0990	Sarasota (T-14): (941) 378.0910	

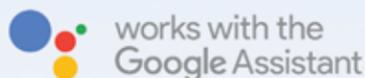
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Marketair Introduces Disconnect Standby Switch for Air Conditioning Heat Pump Condensers

Marketair Inc., an Edison, N.J.-based supplier of specialized and innovative installation components for the North American HVAC market, introduces the Disconnect Standby Switch (DSS), the industry's only electrical disconnect box with an easily accessible standby port/switch to enable a portable generator to power any residential or light commercial heat pump condensers during power outages.

As North American power reliability decreases due to an aging electric grid and intensified weather-related events, the DSS – combined with a portable generator of sufficient capacity, – ensures quick, reliable indoor air comfort within minutes for homeowners and real estate renters during power outages.

The DSS differs from electrical disconnect boxes, because it features a three-position toggle that switches from “on” (house power), to “off,” and “standby” (generator positions). It uses no fuses or pullout cutoffs, and its prefab wiring harness, which is plug n play, wires exactly like a conventional disconnect box. If a power outage or brownout occurs, power to the condenser can be restored within minutes by connecting a working generator's extension cord to the DSS's grounded three-wire male 120V receptacle (four-wire on 240V models) and activating the standby switch. No rewiring is required.

Assembled in the USA and developed specifically for air conditioners/heat pumps, the DSS meets all construction codes and is constructed of a 6 x 6 x 6-inch (152 x 152 x 152-mm) NEMA-rated double gang Aluminum weatherproof box. Its transparent plastic locking cover allows sightlines to the interior power status LED red (generator) and green (house power) lights. It's available in three models

: 1) DSS15–15 amp/120V; 2) DSS25–25 amp/240V; and DSS30–30 amp/240V.

Other DSS features include:

- Optional access knockouts accept add-on surge protectors if required;
- Wiring is the same as traditional disconnect boxes;
- Ensures operation of heating cycle during winter outages;
- Designed primarily for ductless and some ducted systems;
- When hooked up to a portable generator, DSS maintains indoor air comfort without the expense of a whole house generator;
- DSS overcomes property boundary restrictions which often don't permit the installation of whole house generators;
- Aluminum, Stainless and plastic construction is ideal for use in corrosive coastal atmospheres;
- Integral easy mount tabs facilitate installation;
- Includes 2 3/8" cables for connection to panel and condenser;
- All units are 100% tested at factory;
- Integral LED'S indicate power status;
- Transparent NEMA weatherproof “while in use” enclosure allows easy inspection of power status LED's;
- NEMA gangbox cover includes lockout as required by code;
- Warranty 1 Year from date of purchase;
- Packaged in 8" x 8" X 8" bar coded cartons, 8 to a master carton.

DSS is available at many participating North American HVAC/R wholesale distributors or direct from Marketair. For more information on other in-

novative Marketair HVAC/R products, please visit www.marketair.com, call (732) 985-8226 or email info@marketair.com.

About Marketair:

Originally founded by President Gerry Spanger as a manufacturer's representative company in 1986, Marketair has now reinvented itself as an importer, exporter, manufacturer and distributor specializing in components and accessories for the HVAC industry. Headquartered in Edison, N.J., Marketair has acquired several innovative new products for commercial and residential HVAC applications, covering both the ducted and minisplit (ductless) sectors. Marketair also operates as a national distributor for smaller independent U.S. manufacturers. The company has established a national network of manufacturer's representatives through which these products are sold in the HVAC/R industry wholesale distributors. It has also established a centrally-located warehouse for shipping products throughout the U.S.



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SFACA January Annual Meeting, Board Installation, and Awards

The SFACA January Annual Meeting with the Leadership Board Installation and Awards was held on January 8th, 2020 at 6:00pm at the Sheraton Suites in Plantation.

The meeting started with the annual financial report. Next the SFACA first quarter future events and meetings were revealed. A current update on the MEP Coalition was discussed. The Leadership

Board was then installed and awards were given. Paula Huband of FRACCA gave a brief presentation of the conference being held in Daytona Beach at the end of February.

Pete Quintela Chief Mechanical Inspector for the City of Miami Beach and Oscar Calleja of Engineered Air were the guest speakers and spoke about the new code changes for 2020.

The SFACA February Program Meeting will be held on February 5th at 6:00pm at the Sheraton Suites in Plantation. The program will feature a Tax Update for 2020, presented by Rich Shavell of Shavell & Co. Please attend this meeting to discover how to minimize your current year tax exposure. Rich will give you insight on current tax laws and ways to improve your tax burden.



Scott Behanna of Ron Mclaughlin & Associates, Ramon Delgado of Johnstone Supply Ware Group, and Bob Volin of Air Design Concepts



Ernie Sariol of Gil Garden Avetrani Insurance Group, Oscar Calleja of Engineered Air, and Paula Huband, executive director of FRACCA



Doug Scroggin with Ad Services, Ed Lawton of Enterprise Fleet Management, Howard Pearl of Pride Air Conditioning



Directors Alfredo Andrial of Brown & Brown, Howard Pearl of Pride AC, and James Schaefer of York are sworn in by SFACA President, Skip Farinhas



Skip Farinhas, SFACA President welcomed the members and discussed the January SFACA meeting agenda



The newly installed SFACA 2020 Board of Officers and Directors each recieved a plaque of appreciation



Howard Pearl of Pride Air Conditioning gave an update on the MEP Coalition for Fair Competition



There was a great turnout for the SFACA January Annual Meeting and Board Installation



Paula Huband, executive director of FRACCA encouraged everyone to attend the conference coming up in Daytona Beach



Gregg D'Attila of Art Plumbing AC & Electric gave the SFACA Treasurer's report for the start of the new year



Pete Quintela Chief Mechanical Inspector City of Miami Beach and Oscar Calleja of Engineered Air were guest speakers on the new code changes for 2020



SFACA Executive Director Stacey Miller spoke about all the upcoming events coming up in the first quarter

Braeburn Introduces New Premier Zone Control Panel

Montgomery Illinois, January 1, 2020 – Braeburn Systems LLC is pleased to announce the release of a new single-stage Premier Series zone control panel for residential and light commercial applications. The new zone control panel began shipping in December 2019.

“We are excited to introduce our first single-stage zone control panel into the market”, says Robert Rados, Product Manager at Braeburn Systems LLC. “This new panel will fill a gap where lower cost, single-stage panels can be utilized.”

“Single-stage equipment still dominates the majority of North American installations, so this panel fills an important market gap,” quoted Glenn Moore, President and CEO of Braeburn Systems LLC. “When you combine our competitive price point and value-added features, Braeburn Economy and Premier Series zoning products offer the perfect solution for contractors.”

Designed for residential or light commercial applications, contractors will now have an affordable zoning solution for virtually any application.

- Model 140311 3-Zone Control Panel – Compatible with single-stage conventional systems, single stage conventional thermostats and virtually all low voltage dampers. The zone panel includes a large 5.5 sq. in. backlit display used for system setup and status. The panel wires quickly with convenient push-in wiring terminals. The optional supply air sensor can be used for high and low limit protection.

- Braeburn Warranty and Technical Support – Five-year limited warranty on all Braeburn Economy and Premier Series zone control panels along with award-winning technical support that is only a phone call away at our Montgomery, Illinois headquarters.

Braeburn Systems LLC is a manufacturer of

digital electronic and electro-mechanical thermostats and accessories, zone control systems and digital humidity controls. For more information on Braeburn products, contact your local sales representative or distributor or call our sales department at 866.268.5599.



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ASHRAE Breaks Ground on Global Headquarters Renovation Project



ATLANTA (January 13, 2020) – ASHRAE held a groundbreaking event on Jan. 10, 2020, to celebrate the start of construction on its new global headquarters renovation.

Updated photos are attached and photos for immediate use are available for download at ashrae.org/newhq.

The event marked the beginning of the renovation on a two-story, 66,700 square-foot building, located at 180 Technology Parkway, Peachtree Corners, Ga. The project is expected to be completed by late summer, with ASHRAE's approximately 125 person staff scheduled to move into the new headquarters building by October 2020.

Separate donor recognition and public events will

be held throughout the course of the project, starting with an initial donor recognition at the 2020 ASHRAE Winter Conference in Orlando, Fla., Feb. 1-5, 2020.

"Our new headquarters project will showcase ASHRAE's best practices and help us achieve our vision of a healthy and sustainable environment for all," said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. "Because of the support of generous donors through ASHRAE's building campaign, we are able to make this project a reality."

Features such as water efficient plumbing and landscape, energy efficient HVAC and lighting systems, as well as the ability to harness on site energy production and be a net-zero-energy ready building were clearly defined as project requirements. Project requirements also include:

Operation and maintenance needs, featuring an easily maintainable and secure facility that has low operations and maintenance costs;

Excellent indoor environmental quality requirements that facilitate occupants' productivity by providing a comfortable environment, good HVAC system performance;

Good space utilization, good acoustical qualities, unified interior style and high durability of finishes;

Design criteria that meets and, in some cases, exceeds the requirements set forth in ASHRAE Standards 62, 90.1, and follows the guidelines as set forth in the new ASHRAE Advanced Energy Guideline for Office Buildings;

A work environment that enhances the general health, fitness and wellbeing of the workforce;

Sustainability which may be substantiated through available certification programs such as LEED®, Green Globes, Fitwell or WELL Building or Living Building Challenge.

In attendance at the groundbreaking event were members of ASHRAE's Building Ad Hoc and Technical Advisory Subcommittee.

Also present were representatives from Houser Walker Architecture and Integral Group, the design team working on the project, and representatives from Collins Project Management (Project Management), Skanska (Construction Manager at Risk) and Epsten Group (Commissioning Agent). McLennan Design was unable to attend.

"ASHRAE's new headquarters will serve as a model of how to successfully renovate an older, less-efficient building into a showcase example of a state-of-the-art energy-efficient office building," said Building Ad Hoc Committee Chair Ginger Scoggins. "I am proud to serve on the ad hoc committee of this important project and even more proud of the powerful statement it will make regarding sustainable renovation of the existing building stock."

"The plans for this project incorporate some of ASHRAE's most well-known indoor air quality and energy standards and the end result will be a building that will offer a cutting edge, tangible example of sustainability in action," said Technical Advisory Subcommittee Chair Tim McGinn.

ASHRAE has a highly visible building campaign to support donor contributions with a wide array of benefits including: prominent building displays, donor wall recognition, naming rights, features in national and international ASHRAE and industry publications and case studies, web presence, social media presence and a special commemorative publication about the project.

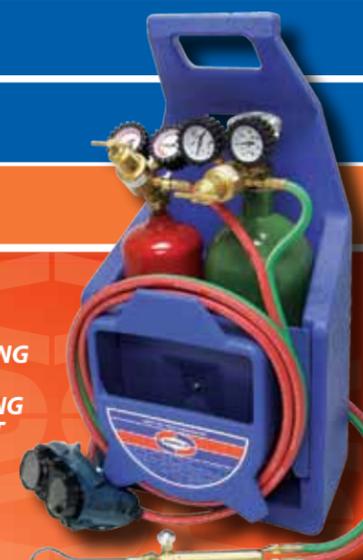
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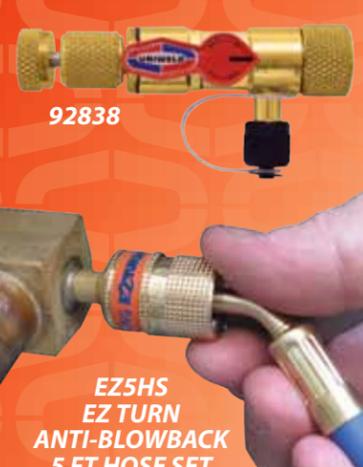


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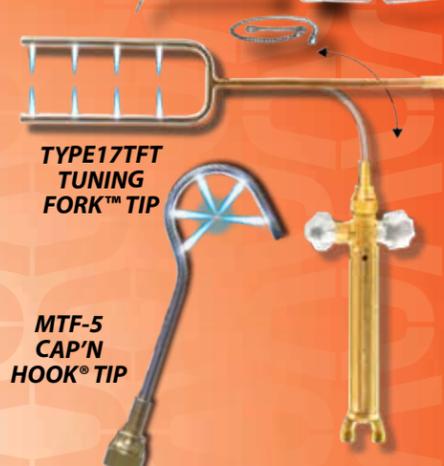
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“THE DUCT-FREE ZONE”

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



Mini split installation / service aids and accessories I consider necessities: Mini splits have become so popular that their sales and installations increased annually by double digits and as a result, an onslaught of mini split installation / service aids and accessories have hit the market...some good, some not so much, but a few I consider necessities.

Here are some that I consider to be necessities... First has to be a surge protection device. I'm always shocked (pun intended) when I'm conducting aGREE mini split class and I bring up my strong recommendation for surge protection, many installers and technicians never considered it and / or heard of it before as it relates to HVAC equipment.

A surge protection device will protect equipment and the control boards within equipment from damaging voltage surges whether it is man-made in the form of something internal to the grid or an act of God like a lightning strike.

In my own home, I have an older inverter mini split that heats a four-season room (a glass enclosed deck if you will). The compressor fried on its own not long ago but because I had a surge protector on the system, it did not take out the board along with it.

How do I know the surge protector saved the board? Easy, the surge protector has a little green LED light that illuminates as long as the surge protector is not spent (most are one and done). In my case, the surge protector was spent, clearly sacrificing itself in order to save the board when the compressor fried.

Pretty impressive!

Those of you who know me or read this column regularly know that I preach as small business people we always must do everything we can to limit our liability...to isolate and insulate ourselves and our businesses from liability. A surge protector, a component that in most cases nets out to you for less than \$100.00, can save you thousands of dollars in lost equipment and liability expenses.

What are liability expenses? A lawyer!

We all put little stickers on equipment that we have installed that says, “when you need service, call ACME Heating & Air.” It's how we get repeat business...it's something all contractors have done since time immemorial but that sticker has the potential to take you from being the installer to the defendant when that equipment is destroyed by a power surge.

We live in the GREATEST country in the world...we do! The problem however, is that we have a very flawed judicial system that allows for people to make false and fraudulent claims against our little mom and pop HVAC companies and we need to protect ourselves from that potential...a surge protector does just that!

I have used the Intermatic AG3000 for many years and recently used the new Rectorseal RSH-50. I see where my friends at Diversitech have introduced the Surge-Trap surge protector. Any one of these products should be included in every mini split installation no matter where that installation is taking place. Lightning strikes are most predominant in Florida and Texas but they are not limited to those states and internal surges can, and do happen everywhere, so surge protection is NOT a specific geographic need...its needed EVERYWHERE!

My second item would be a proper flaring tool. I spoke to this in my October, 2018 edition of this article. You can see all my previous articles at this address: <https://espctraining.com/posts/hvac-news/>

The next item I want to address is a service related item...a product that makes cleaning the mini split evaporator coil and blower wheel relatively simple and easy.

The SpeedClean Mini Split Bib Kit and the Rectorseal Desolv Cleaning Kit both allow for the cleaning of the indoor unit coil and blower wheel WITHOUT extensive disassembly of the indoor unit and WITHOUT any damage to finished walls and finished floors.

They are both very similar in that they provide what I call a mini split diaper...the diaper essentially creates a basketball hoop effect around the bottom of the indoor unit. The bottom of the diaper is then directed into the 5 gallon bucket in which it was packaged and then the cleaning process begins. The two products are a bit different in how the diaper attaches but they both provide a water tight seal that allows power washing of the coil and blower wheel with all fluids being directed into the bucket...INGENIOUS!

I have heard horror stories from service techs of how they essentially completely disassembled a mini split indoor unit in order to clean it...no more! These products are very inexpensive and a single kit allows for multiple uses. The SpeedClean product as many as ten times and the Rectorseal product can be used infinitely but the bag (diaper) is single use.

Another difference between the two products is that the Rectorseal Desolv Cleaning Kit comes with a bottle of Desolv non-corrosive and biodegradable cleaning solution.

The exponential growth of the mini split market here in the United States provides an opportunity for service companies to find new revenue streams...like mini split evaporator cleaning. Mini splits are the fastest growing segment of the HVAC market and all those installations will require service someday...and our friends at Rectorseal, Diversitech, SpeedClean and others are producing low cost service products to help us reap some of the benefits of this extraordinary growth.

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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ASHRAE Technical Presentation "Smoke Control"

On Tuesday, January 7th, at 12pm ASHRAE Miami chapter met the 94th Aero Squadron Restaurant. The topic for their Technical Presentation was Smoke Control by Michael Sheehan. The presentation was based on smoke control requirements and general mistakes made in the industry. Michael Sheehan, P.E. is an experienced Fire Protection Engineer with a demonstrated history of working in the mechani-

cal and industrial engineering field. He is skilled in Building Codes, Fire Alarm, Code Enforcement, Fire Management, and Fire Protection.

Join us for our next meeting on Tuesday, February 18th, 12:00pm - 2:00pm at the 94th Aero Squadron Restaurant. We have a new ASHRAE year, and this is a very special meeting since Society's President Darryl Boyce will be joining us. He will provide

a presentation about his view for this ASHRAE year: Building for People and Performance and Achieving Operational Excellence. "We must ensure operational performance for the people that live, work, and interact in buildings," said Boyce. "People must succeed within the buildings we create. Let's ensure we take the steps needed to achieve effective operational performance and operator experience."



Francisco Palacios of Northern Equipment Supply, Alfredo Utset, Ignacio Lubert and Victor Orozco of Belimo



Jorge Megias of Viega LLC with Rolando Soto and Frank Parks of Broward County Government



Luis Rinzivillo of Accu-Air with Sergio Pena, Luis Lopez and Hernando Anzoategui of ProComp Engineering



Abe Jooby and Jason Ayala of HVAC Associates with Antonio Bravo of Corsair



Alfredo Sotolongo of Protech, Victoria Garcia Massimo ASHRAE President, John Marinello of Pike Mechanical, Christian Guzman of Protech and Tulia Rios of ASHRAE



Victoria Garcia Massimo, ASHRAE Miami President, welcomes the members and introduced the guest speakers for the meeting



There was a great turnout for the January ASHRAE meeting at the 94th Aero Squadron Restaurant



Josh Wolk from SLS spoke about smoke control systems



Danny Fernandez of SLS teaching about fire protection and safety

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 1:00 - 5:00 **RUTH KING SEMINAR**
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 5:30 - 6:30 BOARD MEETING
 6:30 - 8:30 BOARD DINNER

THURSDAY 2/27

VENDORS SET-UP 9 - 3PM NOT OPEN UNTIL 5:00 PM

PLATED BREAKFAST- PLATED LUNCH

6:45 - 1:00 **REGISTRATION DESK**
 7:00 - 7:45 PLATED BREAKFAST
 8:00 - 12:30 CLASSES
 12:30 - 2:00 PLATED LUNCH WITH SPEAKER
 2:30 - 5:00 CLASSES
 5:00 - 6:00 EXHIBITORS
 6:00 - 8:30 **PRESIDENTS DECK PARTY**
& Speaker, Ryan Groth

FRIDAY 2/28

PLATED BREAKFAST- PLATED LUNCH

7:00 - 7:45 PLATED BREAKFAST
 8:00 - 1:00 CLASSES
 1:30 - 3:30 **GENERAL MEETING -**
SPEAKER, AWARDS & LUNCH
 4:00 - 5:00 CLASSES
 5:00 - 7:30 **VENDOR APPRECIATION PARTY,**
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- **Clayton Osteen, Cotney Construction Lobbying**
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Brendan Ryan-Buchanan Accepts National Sales Manager Position at Metal Industries



Brendan Ryan-Buchanan

Brendan Ryan-Buchanan has accepted the position of National Sales Manager at Metal Industries for the USAire and NCA brands through the wholesale distribution channel.

Metal Industries is headquartered in Clearwater Florida and has been manufacturing quality Air Distribution products for the HVAC market for over 75 years.

Brendan is a transplant from southern Rhode Island and has lived in Florida for 6 years. Brendan has been with Metal Industries since he re-located to Florida and resides in the Saint Petersburg, FL area.

Brendan started with Metal Industries over 5 years ago as a Product Specialist and has held titles such as Product Manager and OEM Sales Manager for the company.

Brendan's responsibilities include growing the residential and commercial grilles, registers and diffusers line of USAire as well as the louver and damper brand NCA through wholesale distribution. He is excited for the opportunity to grow these brands and help wholesalers extend their presence in light commercial and commercial HVAC markets.

Brendan can be contacted by email at: bryanbuchanan@MIHVAC.com or by phone at (727) 431-6341.



Innova Will Launch HPAC 2.0 - its EnergyStar Certified "Heat Pump AC - With No Outdoor Unit" in the US at the 2020 AHR EXPO

Storo, Italy – Jan. 7, 2019 – Italy-based leader in specialized climate control systems, Innova will launch HPAC 2.0—its EnergyStar-certified "Heat Pump AC - With No Outdoor Unit" to the US market at the AHR Expo 2020.

While HPAC 2.0 shares similarities to PTAC/PTHP in that it's a packaged system, that is where the similarities end. HPAC 2.0 is a class apart in terms of comfort, efficiency, performance, quietness, ease of installation, aesthetics, warranty and more. Installed all over Europe in upscale hotels, commercial and residential buildings, these systems have an impeccable and long track record of trouble-free performance.

"HPAC 2.0 offers amazing flexibility when it comes to installation while at the same time delivering exceptional performance in cooling and heating as well as efficiency, sound, and aesthetics. Many municipality and energy companies are offering outstanding rebates for energy-efficient systems like HPAC 2.0, making it even more attractive," said Jason Klor, General Manager, East Coast.

Requiring just two small 6-inch exterior grilles, HPAC 2.0 has a 90% lesser exterior grille area compared to the huge 42x16" grille for PTAC/PTHP. Its tightly sealed twin 6" external ducts don't have any air leakage compared to an average of 6.7 sq. in. of leakage with PTAC/PTHP.

HPAC 2.0's state-of-the-art Panasonic BLDC Inverter compressor runs at variable speeds while delivering the most precise cooling and heating. It means the room will always be at a uniform temperature compared to the constantly fluctuating temperature of older technology, on-off compressors. Thanks to

the BLDC compressor, HPAC 2.0 is also 45% quieter at just 27 dB(A) compared to PTAC's average of 50 dB(A).

HPAC 2.0 can be controlled in several ways, including Wi-Fi, onboard or wall-mounted touch controllers. Its sleek and refined cabinet is 6.5" deep compared to the bulky 22" deep cabinet of PTAC/PTHP. HPAC 2.0's 70% thinner all-metal cabinet can also be painted to blend into any room's décor, making it almost invisible, something that is impossible with a PTAC's plastic, grille covered unit.

Unlike PTAC that requires extensive framing for a wall sleeve, HPAC 2.0 requires just 2 six-inch vent holes, which means 75% less installation labor. For cooling-only application, it doesn't even require

a condensate drain as a sophisticated system sprays the condensate on the heat exchanger.

HPAC 2.0 comes standard with a 10-year limited warranty compared to the typical 5-year warranty with PTAC, giving long term value and peace of mind. To see the exceptional HPAC 2.0, stop at Innova's booth (5988) at the AHR Expo. For more information, visit innova-usa.com

Founded in 2004, Innova is a leader in developing and manufacturing specialized Air Conditioning, Heating, Ventilation (HVAC) solutions for Residential and Commercial applications.

Constructed from the highest quality components and built to the most exacting standards inside the company's state-of-the-art facility in Storo, Italy, its specialized and unique systems are among the quietest, most highly featured, and most energy-efficient in the world.



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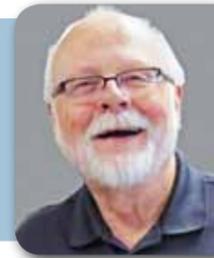
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BUILDING SCIENCE SYMPOSIUM

**Come See Joe Lstiburek
March 25-26 in Bonita Springs**

article by
Andrew C. Åsk, P.E.



Continuing a long-standing tradition, the American Institute of Architects Florida Southwest will host the **Andrew Åsk Building Science Symposium** featuring **Dr. Joseph Lstiburek** in Bonita Springs, FL, next month. If you are an architect, engineer, home builder, HVAC contractor, energy rater, building official or anyone else concerned with buildings in Southwest Florida, you should attend.

For details see the adjacent ad, and then go to <https://www.climatezoneone.com/> to register.

What began as a one-day Building “Envelope” Seminar back in 1998 in Ft. Myers sponsored by the local ASHRAE chapter has now expanded into a two-day regional Spring Training event on building science in hot-humid climates.

Building Science is the study of how Heat, Air, Humidity, and Radiation affects building construction materials and assemblies. Building Scientist’s job is to prevent those elements from harming buildings or their occupants. That task is particularly difficult in hot-humid climates. The epitome of hot-humid is the southern portion of the Florida peninsula known as Climate Zone One.

The mission of AABSS is to provide education for construction professionals working in the southeastern part of the United States, or anywhere the weather is “humid” for that matter, including CEU’s for Florida contractors.

How to tell if you are in a humid climate? If green grass grows there—most anywhere east of Interstate 75 in the USA—you’re humid. Texas is humid. The Gulf Coast from Key West to Brownsville is humid.

Joe Lstiburek will be back to tell us what’s new on controlling heat and moisture in attics, upside down crawl spaces otherwise known as crawl spaces, what’s new in the 2020 Florida Building Code on balanced ventilation and drawing return air from closets (yes, that’s important), and ventilation and life safety in high rise buildings.

In addition to Joe, you will hear from:

- Todd DeMonte, Ultra Aire and Madison In-

dustries, on Innovation.

- Kimberly Llewelyn, Mitsubishi Trane, on Ventilation Strategies for humid climates.
- Kristof Irwin, Positive Energy, Five principals of IAQ.
- Gary Nelson, The Energy Conservatory, inventor of the Blower Door, on Building Air Leakage.
- Allison Bailes, Energy Vanguard, juggling IAQ and Efficiency.

A committee of Shannon Cellamare (Haines Air Conditioning and Refrigeration), Brad Schiffer (AIA, code consultant), and myself oversees AABSS. The new and improved two-day event is being organized by Rick and Rickie Sims of Johnson’s Air Conditioning in Naples. Registration fees will be supplemented by a number of commercial sponsors who I will not name at this time because the list is not complete.

So why didn’t we start talking about building science in Florida till the turn of this century?

Building Science is about keeping dry. It’s OK to get wet so long as we dry out before anything gets hurt. When I set my Diet Coke down on your walnut coffee table, and I always do, it gets wet from condensation. Wipe up the water quickly, no harm; but let it sit overnight and damage results. We don’t walk around buildings wiping down moisture. Instead, we rely upon heat. Heat dries.

Before air conditioning, we did not insulate. Before insulation, the interior of our walls and roofs was heated and dried by the sun. Life was good—for our buildings, but we were hot and uncomfortable. So, long about mid-20th century, we started air conditioning. After 1973, we started installing more and more insulation—so we could cool using less energy. What we didn’t know was we were also cooling the Interstitial Space. (We can charge you more for working on “interstitial space” than we would for “the inside of the wall.”) the sun could no longer dry out either the wood or the new insulation, resulting in rot and mold.

To make matters worse, about 20 years earlier we began the widespread use of synthetic materials like

drywall and vinyl; and sheet goods like plywood that were more susceptible to being harmed by water. By 1990, our bad habits caught up to us and our buildings began to experience serious moisture problems. If the moisture resulted in microbial growth, the occupants of our buildings also began to experience problems.

For help, we looked north.

I have a special, warm spot in my heart for Canadians—you can always count on them to have a cooler full of beer in the trunk of their car. And we learned our building science from them. But isn’t the weather in Canada totally different, like real cold? Yes, their heat and moisture is inside, trying to get out. Our heat and moisture is outside, trying to get in, just the opposite. But it turns out we share the same physics. If you are from a cold climate, our buildings look like they are “inside out,” like reversible jackets.

Interestingly, much of our science comes from the opposite corner of the continent, in Vancouver, which has in a marine climate—much rain but little heat to evaporate and dry out. They experienced major league failures on the facades of their buildings starting around 2000. Canadians, in turn, learned from Europeans who call it building physics, and they have never not known about it.

The people in Vancouver know Dr. Joe, we in turn know him, he connected the dots: Europe-Canada-Vancouver-Toronto (where Joe is from and went to school)-USA-Boston-Florida. Dr. Lstiburek is now a citizen of the USA and is looking forward to November when he can vote for...the best candidate.

And attendance is by no means limited to people who live in warm weather. Snowbirds are welcome—you’re here on business, right? Not just to visit Aunt Sally, go to our beaches, play one of our 50+ golf courses, or go deep sea fishing in the Gulf of Mexico. Take a break from those strenuous activities to learn some building science on March 25,26. Until next month then...stay tuned.

Andy Åsk is a Ft. Myers HVAC Engineer and Building Science Consultant to Madison IAQ.



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Carrier and ecobee to Deliver Optimized Comfort for the Ultimate Consumer Experience

Jan. 20, 2019 – Carrier is working with ecobee, the company behind the world's first Wi-Fi smart thermostat, to offer co-branded versions of the ecobee3 lite Pro and ecobee SmartThermostat Pro with voice control. Available this spring, these thermostats will offer homeowners a new way to experience personalized comfort and enhanced energy savings at home.

The ecobee smart thermostats Powered by Carrier can be connected to the Carrier Connected Portal enabling contractors to remotely diagnose and troubleshoot system issues and errors. Contractors will have access to advanced system data including runtime, settings and system alerts, enabling service providers to provide outstanding support to homeowners with minimal effort.

"We're pleased to be working with ecobee to offer our customers the latest in smart thermostat technology," said Jason Thomas, associate director, residential product marketing, Carrier. "ecobee thermostats Powered by Carrier will provide our customers with the simple, intuitive and comprehensive system control they desire, backed by the expertise of ecobee and the legacy of innovation they have come to expect from Carrier."

Easy to install and easy to use, homeowners can control these Wi-Fi-connected thermostats through the intuitive ecobee mobile app, available on Android® and iOS®, and feel at home anywhere. The ecobee SmartThermostat with voice control even boasts built-in Amazon® Alexa®, so homeowners can use their voice to control the temperature or connect to other Alexa-enabled devices. The ecobee SmartThermostat with voice control also includes an ecobee SmartSensor in the box. SmartSensor measures temperature and occupancy in the rooms that matter most and helps manage the age-old problem of hot or cold spots in the home.

"Our collaboration with Carrier will give homeowners easy entry into smart homes and contractors a new and exciting way to provide great service," Derrick Boyce, vice president, sales, ecobee. "We're excited to work with an industry leader like Carrier who shares our commitment to providing innovative and world-class customer solutions."

ecobee's algorithms and advanced sensing technology empower homeowners to live comfortably and save money on their energy bills. In fact, the thermostats are ENERGY STAR® certified and can save customers up to 23% annually on heating and cooling costs.*

These controls also boast compatibility with most residential HVAC systems including gas, oil, electric and dual-fuel systems. ecobee's SmartThermostat supports most air quality accessories such as humidifiers, dehumidifiers, ventilators, heat recovery ventilators (HRV) or energy recovery ventilators (ERV).

Everything needed comes in the box, including a power extender kit and optional back plate for ease of installation. When purchased and installed by a Carrier contractor, ecobee smart thermostats Powered by Carrier are backed by a 5-year limited warranty. Homeowners can also look forward to taking advantage of local utility rebates up to \$100 where available.

Carrier supports and encourages use of third-party smart home integrations, and ecobee is dedicated to maintaining an open ecosystem. The ecobee3 lite Pro and ecobee SmartThermostat Pro with voice control integrate with Amazon® Alexa®, Apple® HomeKit®, Google® Assistant, Samsung® SmartThings® and IFTTT®.

Founded by the inventor of modern air conditioning, Carrier is a world leader in hightechnology heating, air-conditioning and refrigeration solutions. Carrier experts provide sustainable solutions, integrating energy-efficient products, building controls and energy services for residential, commercial, retail, transport and food service customers.



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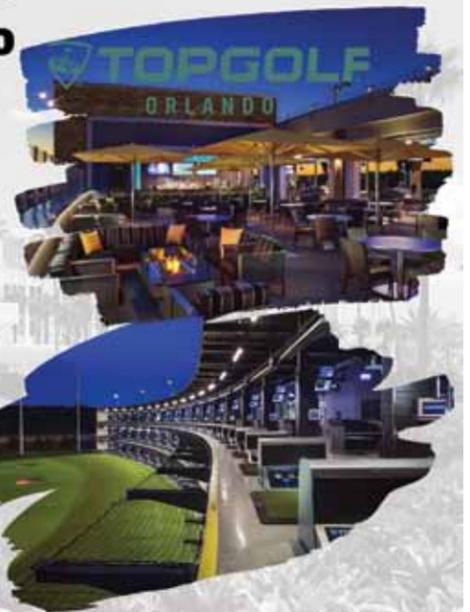
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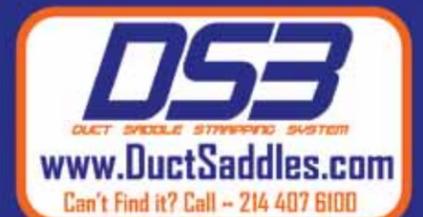
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Cooper&Hunter Showcases Latest Products And Technologies At AHR EXPO 2020



MIAMI, Florida, January 2, 2020 - As Cooper&Hunter gains popularity across the US, the global manufacturer continues to expand its HVAC equipment catalog with consistent emphasis on providing quality solutions with affordable price tags. Visit

Booth 221 at AHR Expo to discover the Cooper&Hunter's Best Selling items, like the leading Sophia Series, new energy-efficient models, and innovative upgrades alongside a welcoming team of Sales Representatives. Celebrity robot, Millennia, will also be taking a break from TV and film appearances to join the Cooper&Hunter team in welcoming guests to their booth!

Sophia "Hyper Heat" Upgrade

Cooper&Hunter's Single & Multi Zone Mini Split series has been upgraded with a Hyper Heat option. The Hyper Heat units, which also fit Light Commercial applications, offer energy-efficient cooling as well as heating capabilities in ambient temperatures as low as -22°F. 48K Btu/h can be paired one-to-one with any of 3 Light Commercial indoor unit types, including Cassette, Slim Duct or Floor-Ceiling, while Multi-Zone Systems can accommodate 18k to 48k Btu/h with up to 5 zones and a mix-and-match of 5 indoor model types to choose from.

"High Efficiency" PTAC Improvements

With a high demand in hospitality and medical complexes, PTACs have been an essential part of the C&H product line since their release in early 2019. Following a successful first year, the brand will introduce a new High Efficiency PTAC, with up to 12.8 EER, at AHR Expo 2020. The units are finished with anti-corrosive GoldFin coating and can fit into a standard size wall sleeve. Both wired and wireless remote options are available.

Introducing the C&H Air Handler Unit

Cooper&Hunter reaches into new categories as the brand presents its new Inverter Air Handler Unit, complete with side-discharge condensing unit, which will be offered in 24k, 36k and 48k BTU/h capacities. The Air Handling System manages high air speeds and volumes effortlessly, and can be installed with nearly any pre-existing ducting run. Due to precise control of refrigerant flow volume, accurate adjustment of the fan motor and continuous change of compressor frequency, the new unit assures efficient heat exchange in outdoors & indoors, resulting in up to 20% energy savings. Additionally, noise pollution is reduced significantly compared to central forced air systems.

Mia: The Economic Line

Catering to all corners of the ductless mini split market, Cooper&Hunter will unveil the Mia Series in 2020, offering a more affordable alternative to consumers. The same specs as the brand's most popular Sophia Series are matched with a lowered 19 SEER and a sleek, matte indoor Wall Mount for this high-quality but low-cost line.

BELIMO Sets 100 Million Milestone

Danbury, CT, January 15, 2020 - Belimo celebrates 100 Million Actuators delivered Worldwide, continuing its Success Story. All of these Products optimize Energy Efficiency in buildings without sacrificing Comfort.

At the beginning of the year, Belimo delivered its 100 millionth actuators and in doing so reached another milestone in the Company's history. The Swiss World market leader for field devices for controlling and regulating heating, ventilation and air-conditioning systems confirms its growth course by reaching this milestone as well as the demand for innovative products that sustainably increase comfort, energy efficiency and safety in buildings.

Lars van der Haegen, CEO of Belimo, emphasizes that not only are the best products and world-class logistics needed to sell this high number of actuators but also our dedicated employees. Employees who continuously aim to offer customers more value than they expect are also essential. Belimo always manages to increase both energy efficiency and comfort, explains van der Haegen. "It's about technical innovations and their impact on sustainability. Buildings are responsible for 40 percent of global CO2 emissions, with proper building controls systems, energy savings of up to 50 percent can be achieved compared to buildings without".

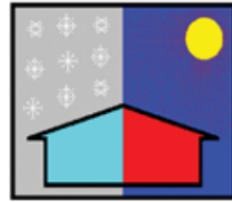
Even the 100 millionth actuator produced offers the same sustainable added value for customers, a PR actuator, which was made as an anniversary product. The PR actuator is part of a motorized butterfly valve that is used in water applications and, thanks to a power consumption of only 20 watts, it reduces energy consumption by over 80% compared to competitive products. "We are proud to look back on 100 million actuators. Our customers great trust in us and partnerships have made this possible and we want to thank them for this joint success," van der Haegen concluded.

Belimo is the global market leader in the development, production, and marketing of field device solutions for controlling heating, ventilation, and air conditioning systems. Actuators, control valves, and sensors make up the company's core business. If you would like additional information about this topic, please contact Lisa Hickey at 203.749.3341 or email at Lisa.Hickey@us.belimo.com.

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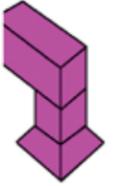
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1/30/2020	Jacksonville DT	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/6/2020	Jacksonville DT	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/11/2020	Daytona	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/13/2020	Gainesville	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/18/2020	Daytona	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/18/2020	Ocala	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/19/2020	Daytona	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X
2/20/2020	Jacksonville DT	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X
2/25/2020	Gainesville	8:00 AM - 10:00 AM	Natural Refrigerants (R290 / R600a)
2/25/2020	Tallahassee	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/26/2020	Jacksonville DT	8:00 AM - 10:00 AM	Natural Refrigerants (R290 / R600a)
2/27/2020	Tallahassee	8:00 AM - 10:00 AM	Natural Refrigerants (R290 / R600a)

Central Florida

1/29/2020	Orlando	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/13/2020	Orlando	8:00 AM - 10:00 AM	Natural Refrigerants (R290 / R600a)
2/20/2020	Melbourne	8:00 AM - 11:00 AM	Mitsubishi M&P Series Installation
2/27/2020	Orlando	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X

Tampa Bay

2/4/2020	Brandon	8:00 AM - 11:00 AM	Amana 1 and 2 stage A/C Install
2/6/2020	Brandon	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/11/2020	Lakeland	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/18/2020	Brandon	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X

South Florida

1/28/2020	Kendall	8:00 AM - 11:00 AM	Inverter Equipment Certification
1/29/2020	Miami Lakes	8:00 AM - 11:00 AM	Inverter Equipment Certification
1/30/2020	Dania	8:00 AM - 11:00 AM	Inverter Equipment Certification
2/13/2020	Boynton	8:00 AM - 11:00 AM	Inverter Equipment Certification
2/12/2020	Deerfield	8:00 AM - 11:00 AM	Inverter Equipment Certification
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2/12/2020	Boynton	8:00 AM - 10:00 AM	Natural Refrigerants (R290 / R600a)
2/18/2020	West Palm Beach	8:00 AM - 11:00 AM	Inverter Equipment Certification
2/19/2020	Kendall	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/20/2020	Dania	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/21/2020	West Palm Beach	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/26/2020	Dania	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X

South Carolina

2/4/2020	Columbia DT	8:00 AM - 12:00 PM	Mitsubishi M&P Field Service
2/5/2020	Summerville	8:00 AM - 12:00 PM	Mitsubishi M&P Field Service
2/6/2020	Charleston	8:00 AM - 12:00 PM	Mitsubishi M&P Field Service
2/25/2020	Charleston	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/26/2020	Summerville	8:00 AM - 9:30 AM	Sporlan Expansion Valves
2/26/2020	Columbia DT	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X
2/27/2020	Charleston	8:00 AM - 9:30 AM	FreshAir - IAQ - Free APCO-X

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TODAY'S A/C NEWS

February 2020
Volume 31 / Number 7
Today's A/C & Refrigeration News is published monthly, (12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580 / FAX 866-320-2773
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