

TODAY'S A/C

& REFRIGERATION NEWS

Happy New Year - Pre-AHR EXPO Issue

AHR EXPO Announces the 2020 Education Program



Jeff Schlichenmeyer
Publisher

WESTPORT, Conn., The 2020 AHR Expo today announced its 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. Each year, the Education Program discusses some of HVACR's biggest opportunities and challenges through a series of comprehensive, informative and industry-focused sessions hosted by leaders from every sector of the industry. This year, the AHR Expo will add a series of HVACR trend discussions led by members of the AHR Expo Expert Council.

The 2020 AHR Expo will be held Feb. 3-5 at the Orange County Convention Center in Orlando, FL. To register, please visit the AHR Expo registration website. "The Education Program adds a unique element of learning to the AHR Expo with the opportunity to hear directly from leaders within the HVACR industry about the latest trends, applications and practices," said Mark Stevens, AHR Expo Show Manager. "The development of our session schedule is ongoing, and we take careful consideration of discussions happen-

ing across the industry to identify pain points, opportunities, trends, etc. where we might offer support and solutions through dedicated sessions. There is tremendous planning involved, internally with AHR Expo as well as from the speakers and sponsoring organizations, to deliver useful advice, perspectives and tools to advance as professionals in the industry."

The 2020 Show features 76 free sessions led by industry experts working with leading organizations. Each session will range from one to two hours and will aim to deliver solutions to some of the HVACR industry's most pressing challenges and exciting opportunities. Attendees are invited to attend general HVAC-related subjects as well as those specific to their sector of the industry and practice. Additionally, attendees are encouraged to download the MyShow-Planner App for iOS and Android to manage their Show and Education Program schedule. Details and instructions for downloading the 2020 AHR Expo App will be released closer to the Show and available on the AHR Expo website.

"In our daily work, it's easy to get tunnel vision. We often get so focused on what we see in our business that we lose touch with the rest of the industry," said Pam Duffy, P.E., owner of SparkOne Solutions and member of the AHR Expo Expert Council. "Having diverse perspectives from experts in all industry sectors is invaluable in capturing real insights."

JB Industries Completes Acquisition of C&D Valve

JB Industries (JB), a leading US manufacturer of HVAC/R tools and accessories founded in 1967 in Aurora, IL, completed its acquisition of C&D Valve (C&D) based in Oklahoma City, OK. Both companies and their brands are expected to perform "business as usual" and continue to operate independently. The benefit to wholesalers and customers is a more expansive line of premier HVAC/R products and excellence in customer service.

C&D was founded in 1967 and is a US manufacturer of high-quality valves, locking refrigerant caps, fittings and tools. Also, in 2017, C&D launched the TekEdge line of vacuum pumps, scales and leak detection products.

"The merging of our two companies and brands not only creates manufacturing synergy but brings two companies together who share core values. Our combined beliefs of best-in-class manufacturing, on-time delivery of high-quality products, ease of doing business, and durable core products means continued rugged and reliable products to our end users. Both fa-

cilities take pride in being headquartered in the USA, which makes JB & C&D even more of a perfect combination." - Lance Gill, President, C&D Valve

JB Industries and C&D Valve have established a 50 year plus track record of industry-leading design, expertise, innovation and manufacturing, providing its customers with quality products that they trust and rely on. The strategic acquisition of these companies brings together resources and experience to work closely with customers and OEMs to help identify and develop new HVAC tools, valves and fittings to meet unique and demanding requirements.

"We continuously seek ways to improve our product offering to satisfy the needs of our wholesale customers. The addition of the C&D brand is another step to improve and expand our product portfolio. Our new line-up provides our wholesale customers and end users the most robust offering in the industry. Our excellence in customer support and service is what our customers have come to expect from both companies." - Jeff Cherif, President, JB Industries, Inc.

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Refricenter Hosts Customer Appreciation Christmas Parties (see page 16)



Oldach Hosts Christmas Parties In Orlando and Kissimmee (see page 18)



Tropic Supply Hosts Open House and Training Event in Tallahassee (see page B11)



HARDI Annual Conference at the Hilton Riverside in New Orleans (see pages B12-B13)

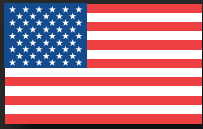


Arco Supply Hosts Annual Holiday Pig Roast (see page B9)



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Jack and John are doing very well. Their company has been built on maintenance and the corresponding service, replacement, and construction work that comes as part of it. Of course, sometimes construction feeds maintenance.

Jack and John are about 15 years apart in age. Jack is getting restless and he wants to sell the business and retire. John doesn't want to sell yet. He wants to continue reaping the rewards of the company.

After all, their bonuses are large, they are saving 2% of all of the revenue that comes in the door, and they have a stable workforce and a great management team. Why quit?

There is a buy sell component to their partnership agreement. John could buy Jack out but John doesn't want to run the company by himself. Finally, after much prodding, John agrees to explore selling the company.

I introduced them to a high end broker that I had worked with in the past. He was not your typical broker. He did 7 figure deals very well and knew the entire sales process. The valuation of the company was done and he went to work.

Fast forward two years. That is how long it took to find a serious buyer for a company their size with their type of work. Of course, there were offers along the way. None were good (from anyone's perspective).

We got a surprise that we didn't expect: The company's accountant tried to sabotage the deal. He was against the sale from the beginning and didn't provide good advice, from the broker's perspective, my perspective, and Jack's perspective. We're not sure why. However, we sense that he didn't want to lose a major client after a 20-year relationship.

The company attorney, the broker, and I were for the deal – it was an all cash deal. John finally said

yes. It took about two years to find the right buyer and execute a Letter of Intent. Everyone was finally on board with selling the company.

Due diligence took about 3 months. It was incredibly stressful for everyone. Once the Letter of Intent was signed, Jack and John had to tell the employees they were selling the company. This was presented in a very positive manner.

The company was going to be a part of a larger company which meant more benefits and a more stable environment if the economy tanked. The employees accepted it and no one left.

Then, the purchasing company sent in a forensic accountant. Thankfully the books had been clean for years (I insisted from the beginning that the books be accurate).

Jack told the forensic accountant that he was a little nervous. The accountant asked whether there were any things missing or inappropriate in the books. Jack said no, there weren't. The accountant said that he had nothing to worry about.

The accountant did not find anything wrong with the books. They were clean – from his perspective also. They negotiated revenues, profits, cash balances, receivable balances, and payable balances that they had to maintain through the sale.

The purchasing company verified all of the maintenance agreements and assessed whether they would continue under new ownership. Almost all of the maintenance customers said yes.

The management team had to sign employment agreements. Most of them took advantage of these agreements by negotiating higher salaries and bonuses. Despite the tension this caused, all of them signed the agreements; most with higher compensation.

Negotiations between the accountant who wanted to structure the deal to save on taxes, the attorneys

who wanted to protect both sides, and the broker became intense at times. Jack and John wanted to throw their hands up many, many times. And, in the end, it was John who became the champion and ensured that everyone signed their employment agreements. This surprised Jack, the broker, and me.

There was a small hold back to ensure the company generated the revenue at the end of 2015 that was projected. Finally everyone agreed to everything. It was time to sign the paperwork and transfer ownership of the company.

June 30, 2015, the day of the transfer of the business, turned out to be an anticlimactic day. Everything had been agreed on. The legal papers had been read, negotiated, and re-read.

The accountant verified the cash, accounts receivable, accounts payable, and profit balances. All were within the range specified in the negotiations.

Everyone walked in – the attorneys, the accountants, the broker, Jack and John. (I wasn't there). They signed the closing paperwork. The company was sold for \$9 million in cash. Once the wire transfers were confirmed, the keys were given to the new owners everyone walked out.

Jack and John were done with the business. It did generate the required \$10 million in revenues by the end of the year. Jack and John got their minor hold-back cash at the end of 2015. They had to pay their taxes which were significant. Yet, each was left with multiple millions.

Where are Jack and John now? Jack restarted his band and is enjoying retirement. John is doing what his side work was – owning and managing rental properties.

I asked whether they would like to get back in the HVAC business and run another company. The answer was no.

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Sanhua Texas Technology Center Receives Accreditation



The Sanhua Texas Technology Center (STTC) has completed a year-long evaluation process and is now accredited to ISO/IEC specifications by the American Association for Laboratory Accreditation (A2LA). The STTC was opened in Houston, Texas by Sanhua in late 2018.

"We are very proud of this accomplishment and our staff looks forward to utilizing our state-of-the-art facility and the expertise of our staff with our accredited laboratory QM system to help Sanhua customers find practical solutions with our innovative products," said Michael Shows, STTC general manager.

The ISO/IEC 17025:2017 accreditation includes the following: Psychrometrics – HVAC, Coils and Refrigeration, Reliability – Pressure Cycling, Environmental Simulation, Temperature, Temperature Humidity and Thermal Shock, Corrosion – Salt Spray with both Reach-In and Walk-In Chambers, UV Weathering – Sunlight, UV and Gloss, Physical – Electromechanical Universal Testing.

The STTC has additional testing capabilities including chemical, metallurgical, electronics, and gas, as well as a model shop.

Tony Kelly Heating & AC Installs Donated YORK® HVAC system in Home Gifted to Injured Veteran



MILWAUKEE – (December 18, 2019) – Johnson Controls recently partnered with Tony Kelly Heating & Air Conditioning and YORK Factory Direct to install a YORK® heating and cooling system in a Homes for Heroes mortgage-free home for a wounded veteran in Tallahassee, Fla.

Tony Kelly Heating & Air Conditioning installed the equipment donated by the Florida branch of YORK Factory Direct in the home of Army Specialist Derek Taylor in Tallahassee, Fla. Taylor, who joined the military out of Spanish Fort, Ala., in 2008, was injured during his deployment to Afghanistan, causing him to suffer multiple injuries, including post-traumatic stress disorder and traumatic brain injury. The injuries of both veterans require specific modifications in their homes in order to live safely and focus on their recovery.

"We're proud to partner with Johnson Controls and Building Homes for Heroes to give back to real heroes within our local community who have made great sacrifices for our country," said Chris Windham, general manager, Tony Kelly Heating & Air Conditioning. "We're honored to contribute our services to help Army Specialist Derek Taylor and his family live comfortably in their new home for years to come."

The YORK brand of Johnson Controls has been a proud sponsor of Building Homes for Heroes since 2014, supporting more than 100 veteran families. Johnson Controls, which has been recognized by US Veterans Magazine as a top veteran-friendly company, is also committed to hiring veterans and military spouses. Veteran employees are honored to design, engineer and assemble systems that help improve the lives of fellow veterans.

"Having the support of companies like Johnson Controls as well as local contractors and distributors gives us the opportunity to honor injured veterans with a mortgage-free home," said Chad Gottlieb, director of construction development, Building Homes for Heroes. "The customized amenities companies like Johnson Controls are able to bring to these homes allows veterans to live their lives in greater comfort and dignity."

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

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RGF Environmental Hosts Annual Christmas Party

Giving back is what the Holiday Season is all about and this year RGF Environmental Group, based in Riviera Beach Florida, hosted a party on December 18th to remember for their employees, families, and friends.

In addition to the catered event with live music and festive decor, they surprised over 150 of their

employees' children with falling snow and a snowball fight with over 4000 cottony snowballs dropped from the ceiling. The children kicked off the light-hearted battle, shortly after enticing the adults to join in on the fun.

As a final surprise, Santa and his elf arrived to surprise to all of their employees' children with a

wrapped gift.

Tony Julian, VP of Business Development explains, "It has always been an important part of our culture here to celebrate and appreciate our team. Creating a little bit of magic for the children is a fun way for us to make sure they feel like they are also a part of the RGF family."



Santa's reindeer arriving right on time for a festive evening at RGF Environmental



The buffet line was long with employees, families, and friends who were hungry!



Doug and Jeff Lindstrom of Lindstrom Air Conditioning (L & R), and John Brescia of Cousins Air Conditioning (CTR)



Lisa Bailey (RGF Air Division Sales Manager), with Ron Fink (RGF President/CEO), and Dawn Marie who performs at Mar-a-Lago singing in background



RGF team and families enjoying the Christmas Party with friends!



Bumble the Snow Monster released snowballs from above which created a big indoor snowball fight!



The kids enjoyed "reindeer" rides from Schmitt's Pony Ranch



Rachelle Smart with Bill Breecher and Robin Broderick of RGF Environmental



Santa Claus calls the children up one by one to receive their gift

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Trade Talk:

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



What are your Plans & Goals for 2020?

Yes, it's that time of year again. The time of year when we feel as if we have to turn over a new leaf. The time when we misguidedly imagine that the arrival of a new year will magically provide the catalyst, motivation and persistence we need to reinvent ourselves.

Traditionally, New Year's Day is styled as the ideal time to kick start a new phase in your life and the time when you must make your all important New Year's resolution. Unfortunately, the beginning of the year is also one of the worst times to make a major change in your habits because it's often a relatively stressful time, right in the middle of the party and vacation season.

Don't set yourself up for failure in 2020 by vowing to make huge changes that will be hard to keep. Instead follow these seven steps for successfully making a new year's resolution you can stick to for good.

Just pick one thing

If you want to change your life or your lifestyle don't try to change the whole thing at once. It won't work. Instead pick one area of your life to change to begin with.

Make it something concrete so you know exactly what change you're planning to make. If you're successful with the first change you can go ahead and make another change after a month or so. By making small changes one after the other, you still have the chance to be a whole new you at the end of 2020 and it's a much more realistic way of doing it.

Don't pick a New Year's resolution that's bound to fail either, like running a marathon if you're 40lbs overweight and get out of breath walking upstairs. If that's the case resolve to walk every day. When you've got that habit down pat you can graduate to running in short bursts, constant running by March or April and a marathon at the end of the year. What's the one habit you most want to change?

Plan ahead

To ensure success you need to research the change you're making and plan ahead so you have the resources available when you need them.

Read up on it – Go to the library and get books on the subject. Whether it's quitting smoking, taking up running or yoga or becoming vegan there are books to help you prepare for it. Or use the Internet. If you do enough research you should even be looking forward to making the change.

Plan for success – Get everything ready so things will run smoothly. If you're taking up running make sure you have the trainers, clothes, hat, glasses, ipod loaded with energetic sounds at the ready. Then there can be no excuses.

Anticipate problems

There will be problems so make a list of what they'll be. If you think about it, you'll be able to anticipate problems at certain times of the day, with specific people or in special situations. Once you've identified the times that will probably be hard work out ways to cope with them when they inevitably crop up.

Pick a start date

You don't have to make these changes on New Year's Day. That's the conventional wisdom, but if you truly want to make changes then pick a day when you know you'll be well-rested, enthusiastic and surrounded by positive people.

Sometimes picking a date doesn't work. It's better to wait until your whole mind and body are fully ready to take on the challenge. You'll know when it is when the time comes.

Go for it

On the big day go for it 100%. Make a commitment and write it down on a card. You just need one short phrase you can carry in your wallet. Or keep it in your car, by your bed and on your bathroom mirror too for an extra dose of positive reinforcement.

Your commitment card will say something like:

- I enjoy a clean, smoke-free life.

- I stay calm and in control even under times of stress.

- I'm committed to learning how to run my own business.

- I meditate daily.

Accept failure

If you do fail and sneak a cigarette, miss a walk or shout at the kids one morning don't hate yourself for it. Make a note of the triggers that caused this set back and vow to learn a lesson from them.

If you know that alcohol makes you crave cigarettes and oversleep the next day cut back on it. If you know the morning rush before school makes you shout then get up earlier or prepare things the night before to make it easier on you.

Perseverance is the key to success. Try again, keep trying and you will succeed.

Plan rewards

Small rewards are great encouragement to keep you going during the hardest first days. After that you can probably reward yourself once a week with a magazine, a long-distance call to a supportive friend, a siesta, a trip to the movies or whatever makes you tick.

Later you can change the rewards to monthly and then at the end of the year you can pick an anniversary reward. Something that you'll look forward to. You deserve it and you'll have earned it.

Whatever your plans and goals are for 2020 I'd do wish you luck with them but remember, it's your life and you make your own luck.

Decide what you want to do in 2020, plan how to get it and go for it. I'll definitely be cheering you on.

Are you planning to make a New Year's resolution in 2020? What is it and is it something you've tried to do before or something new?

Until Next Time,
 Tommy Castellano







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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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TEAR DOWN 7:30-10

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Service Nation Alliance Ft Lauderdale Success Day 2019 December 4th, 2019



David Heimer, Liz Patrick, Stephanie Fritz, and Melissa Wirkkala of the Service Nation Success Day Ft Lauderdale Team



Service Nation Alliance Success Day in Fort Lauderdale was held on Wednesday, December 4, at The Renaissance Fort Lauderdale Cruise Port Hotel.

Breakfast started at 8:30 am and the event at 9 am. There were four amazing speakers that shared how some members doubled their business in two years, or grew their profits by 200% in a very short period of time using systems and processes built by successful contractors and experts.

“Successful business owners understand the value of motivation and consistently seek ideas, input and relationships with other successful professionals. Using the valuable assets will allow all to achieve growth and improvement,” said Stephanie Fritz of Service Nation.

Doing the same things will give you the same results down the road. Success Day (TM) brings industry leading marketing, sales and business experts together to help contractors learn to make your business more profitable, faster.

Whether you need more structure, growth, profitability, accountability or anything else that contractors struggle with, Service Nation can help.



David Heimer opened Success Day and spoke to the group about all the benefits from being a member of the Service Nation Alliance



David Heimer held several drawings giving away some really nice prizes!



David Heimer presented Charlie Greer with the Contracting Business HVAC Hall of Fame award



Liz Patrick of Service Nation gave an informative presentation on “How to Market to Women”



Shawn Henson, owner of Your Home Services in Tampa was interviewed by Liz Patrick on how marketing grew his business



Shawn Henson started with one truck and a trailer in 2016. Now he has 18 trucks and has set a goal to do over 5 million in business in 2019

Cirilo Hernandez of Refricenter Celebrates his 90th Birthday with a Big Party!



On December 20th from 3-7 pm, Refricenter hosted a big festive holiday party to celebrate the year as well as honor Refricenter founder, Cirilo Hernandez, as he is turning 90 at the end of the month. Family and friends enjoyed a delicious paella and some tasty side dishes prepared right on site.

Refricenter was originally founded in 1957 in Havana, Cuba under the name “Refricentro” by Cirilo C. Hernandez. Due to the changing political climate in Cuba during the early 1960’s, Refricentro reestab-



lished itself in Puerto Rico, with its first store opening in Hato Rey, San Juan in 1964. Due to the success that “Refricentro” experienced after its transition to Puerto Rico, Cirilo Hernandez decided that it was time to expand the company. In 1971, and acquired its first warehouse in the United States in Miami. Originally, this warehouse was used as a hub to consolidate orders from various vendors in an attempt to reduce freight costs to Puerto Rico. Out of that very warehouse, the first sales counter was opened to the Miami market,



under the name “Refricenter”.

In 1972, Refricenter further expanded its operations into the Dominican Republic, founding the company “Refripartes S.A.”. Today, Refricenter and its sister companies, Refricentro and Refripartes, have approximately 300 employees spread across South Florida, Puerto Rico, and the Dominican Republic. Refricenter has become a major influence in the air conditioning and refrigeration industry. What a big blessing!!! Happy 90th Birthday Cirilo!!!



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Performance Pointers

by David Richardson



Four Important Return Grille Traits You Should Consider

Return grilles are a frequently overlooked HVAC system accessory. Ignoring these devices and their function leads to common problems such as, noise, filter grilles that eat the filter, and dirt bypassing the filter. Let's look at four traits that can reduce return grille related problems you encounter.

Return Grille Sizing

Many duct systems issues are typically found on the return air side. Just as the average return duct system is undersized, so are the grilles attached to it.

You can have a perfectly sized duct system that acts like it's restricted if the return grilles are undersized. Think of it like trying to run a marathon breathing through only a straw – the air can't get into your lungs. An undersized grille acts the same way because room air can't make it into the return duct system.

The air speed moving through a return grille

(face velocity) should be kept in the range of 300 fpm (feet per minute) to 500 fpm to reduce grille noise. It's easy to hear a grille that exceeds this velocity range, just listen for a whistle or low-pitched hum when the HVAC system is running.

When you size a return grille, choose one that can handle the total airflow of the area it serves. Let's say you have three supply registers each feeding 150 cfm (cubic feet per minute) of air into a room. The return grille for that space should be capable of handling 450 cfm (150 x 3 = 450 cfm)

Filter Grille Sizing

Return air filter grilles should be sized for a maximum airspeed of 400 fpm. When you size a filter grille, look at the grille manufacturer engineering data. First, locate the 400 fpm column and then find the airflow value that is equal to or slightly higher than what you need. The filter grille size that lines up with

these values is what you need.

If engineering data is unavailable, you can multiply the filter grille area, in square inches, times two cfm per square inch. The result gives you an approximate airflow the filter can handle. This simple rule should keep airspeed at the filter grille below 400 fpm, in most cases.

For example, let's say you have a single 14 x 20 filter grille and you want to know if it's large enough for a two-ton air handler. First, figure the filter grille area (14 x 20 = 280 square inches). Next, multiply the filter grille area by two cfm per square inch (280 sq. in. x 2 cfm = 560 cfm).

A two-ton air handler needs between 700 and 800 cfm to operate correctly, so a 14 x 20 filter grille is too small. You would need a single 20 X 20 filter grille for a two-ton unit rated to move 800 cfm (400 sq. in. x 2 cfm = 800 cfm). How often do you see a 20 X 20 return filter grille on a two-ton unit? Answer: Not often enough.

Transfer Grille Selection

Central return filter grille installations frequently use transfer grilles to relieve room pressure when an interior door is closed. It's important to select low-pressure drop return grilles for best performance.

Do your homework. Don't install just any return grille that fits the rough opening. Remember, natural pressure differences cause air to travel back to the central return when the door is closed.

Stamped face grilles might not produce the results you hope for due to their increased resistance. Instead, use a low-pressure drop commercial-grade grille to get better performance in these installations.

Return Grille Location

Contrary to popular belief, return grille location doesn't have much influence on room air movement. This statement goes against everything that most of us have been trained to believe. I should know, I'm one of the guys who used to believe this.

It's important to understand that return grilles rarely influence supply register air patterns, regardless of how much air moves through the return grille. It is limited to an area closer to the return grille face.

Even though returns don't have much influence over air movement, it's a good idea to place them in a location that supply air doesn't influence. This prevents "short-circuiting" and allows supply air and room air to mix evenly before entering the return grille.

There can also be safety implications if a return's location influences combustion appliance operation in the same space. When a return is too close to the equipment, such as in the same room or even in another portion of the building, it could cause backdrafting.

Offer Return Grille Upgrades

Additional return duct capacity is a common upgrade made to duct systems during equipment replacement. Why not upgrade the return grilles on your next replacement to performance-grade grilles, as you would find on a commercial system? Return air filter grilles also provide an opportunity to increase filter surface area and lower static pressures

Pay attention to the details when you select return air grilles and provide a better product that exceeds your customers' expectations.

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

If you're an HVAC contractor or technician interested in learning more about return grille selection, contact me at davidr@ncihvac.com or call 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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Bard Chilled Water AC - New Model Introduction



APOPKA, FLORIDA (December, 2019) – AccuAir, Inc., a Bard heating and cooling systems specialist and distributor serving educational and commercial customers throughout Florida, has announced the introduction of a new model to its Chilled Water Air Conditioning product line.

The QC Chilled Water Single-Zone (SZ)

VAV Variable-Speed Fan with Total Enthalpy Energy Recovery (ERV) with Exhaust and Positive Shutoff.

As Frank Suranyi, AccuAir's Engineered Products Manager, points out the SZ-VAV system is not a new concept, but the updated Bard QC Chilled Water Unit has several exclusive features making it a superior product choice for chilled water single-zone VAV applications to improve conditions and reduce energy consumption, best suited for classrooms, assembly halls and other large areas requiring cooling, heating, ventilation and humidity control.

The benefits of the unit are impressive:

- Floor mounted, vertical, indoor unit that fits neatly by an exterior wall, aesthetic small outdoor louver for ventilation
- Ease of installation, a single packaged unit including factory mounted chilled water coil, variable speed blower, electric heating, and integral energy recovery ventilator
- Space saving: Vertical configuration requires very little floor space, utilizing vertical space instead
- Easy installation with no field assembly required, including duct free supply plenum
- Retrofitting existing buildings is a snap with an existing window opening being used to provide intake/exhaust of fresh air ventilation
- The unit is quiet enough for the smallest classroom and powerful enough for large office spaces, community and civic halls, places of worship and other facilities

es, community and civic halls, places of worship and other facilities

- Ventilation: ERV per ASHRAE 62.1 and FL Bldg. Code Chapter 4, independent adjustment to supply and exhaust air CFM, room pressurization to limit outdoor air infiltration
- Custom color finishes for the ventilation louver, including hurricane rating if required
- Occupancy based control of outside air provides precise ventilation to each classroom
- Highly efficient AHRI Certified Energy Recovery minimizes, reduces energy costs and increases comfort while meeting ventilation requirements
- Variable-Speed Fan: Precise CFM airflow in each mode of operation for optimal comfort level and precise temperature control; Fan speed control and modulation is provided with

a digital input from 3rd party controls; When paired with 3rd party modulating water valves the Single Zone VAV control sequence provides precise temperature and humidity control

- Superior dehumidification at part load conditions compared to multi-zone or constant volume VAV systems
- Low energy use at part load due to fan energy savings and significant reduction in reheat
- Easily integrates into every DDC communication system

The Ultimate Zoning: Bard QC Chilled Water Single-Zone VAV System for individual room temperature and humidity control.

For more information, contact Frank Suranyi, Engineered Products Manager of AccuAir, Inc. 407 259-0089, frank@accuaironline.com www.accuaironline.com.

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Refricenter Hosts Customer Appreciation Christmas Parties

Refricenter spread some "Holiday Cheer" this season in appreciation to all of their great customers, by hosting several Christmas Parties at their South Florida locations from December 5th - 20th.

Refricenter celebrated the season and their customers with some delicious food items like Paella cooked right on site with all the right accompaniments

and roasted pork and chicken cooked in a deep fire pitt.

Refricenter International has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies. Refricenter serves all South Florida HVACR contractors' needs with a full line of prod-

ucts and services - including several leading brands of A/C and Refrigeration equipment like Bonn, Witt, Bryant, Payne, Goodman, LG, and Climate-master. When you come into one of their stores, you will always find what you're looking for. Their experienced sales staff can help facilitate any special requests, no matter how big or small.



The Broward Refricenter Christmas Party Customer Appreciation Team!



Sergio Rodriguez of Refricenter, Andy Taylor of Leone Green, and David Eidson of DiversiTech



Everyone enjoyed the Roasted Pork, Chicken, Rice and Beans, Fried Banana, Boiled Yuca, Rolls, Holiday Cake, and an assortment of refreshments!



Rosevelt Scott of All Pro Air, Mike Colon of Mike Colon AC Services, and Sergio Rodriguez of Refricenter



Broward Refricenter employees preparing the roasted pig and chickens for the Christmas Feast!



Eduardo Garay, Oscar and Brian Suarez of Coastal Comfort, Angel Valenzuela and Sergio Rodriguez of Refricenter, Anthony Scuotto of Air Around the Clock



The Broward Refricenter Christmas party had a large turnout!



Rene Oramas of Refricenter, Josh Canino of Pacific AC, Angel Caballero of Air Miami Mechanical, and Miguel Vera of Prime Air Conditioning



Chris Messier of Best Air Conditioning with Sergio Rodriguez of Refricenter



Jose DeVarona of International Bay Corporation Tony DeArmas of Refricenter



Andre Alderde and Jackie Paris of Don Tito's Paella serve the Refricenter customers



The "best home cooked paella" was prepared right on site by Don Tito's



Refricenter provided a tasty paella lunch and refreshments for all the attendees!



Jose Raul of Refricenter, Edwin Padron of Raircon, Carlos Frenes and Aroldo Pena of Triumph AC, and Rene Oramas of Refricenter



Christian Hernandez, Alexandra Hernandez, and Tony DeArmas of Refricenter



Rolando Marrero of Refricenter, Nelson Llarena and Fernando Lopez of Llarena Air Conditioning, Pablo Diaz of American Technical Systems

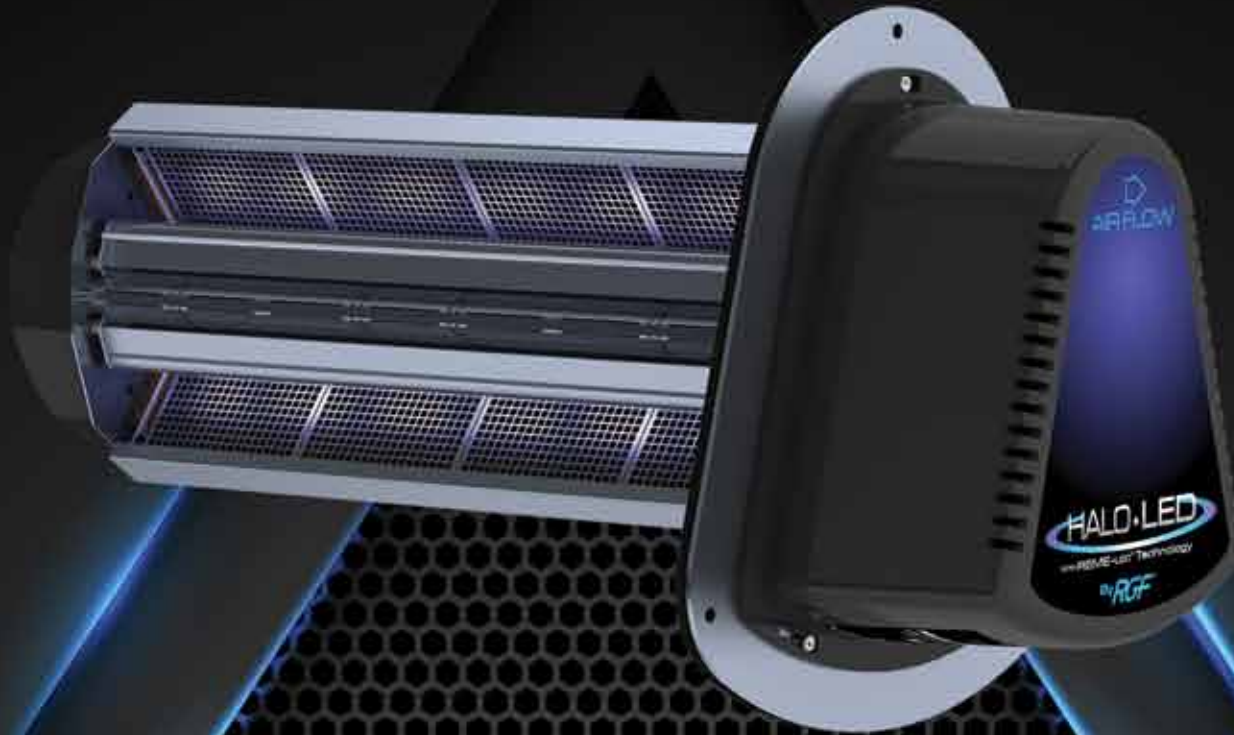


Refricenter customers came hungry and ready to enjoy some tasty paella, salad, and fried banana



Ortega Avalardo of Refricenter, Miguel Martinez Jorge Namierto, and Wilbert Maceo of Jordan Maintenance

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Oldach Hosts Christmas Parties In Orlando and Kissimmee

December 13th & 20th, 2019



The Orlando Oldach Team! Taking care of customers and making it all happen!

Oldach in Orlando and Kissimmee hosted Holiday Parties on December 13th & 20th, from 11am to 2pm. Oldach managers Freddy Villalona and Jesus Quiles greeted everyone with a gift. Caribbean Food Market prepared a tasty holiday feast of roast pork, chicken, rice, potato salad, fried banana and flan for dessert. A five piece band serenaded everyone!

Oldach is committed to support their valued customers with quality products that provide the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, providing value and inspiring confidence in every purchase.



Goodman sponsored a five piece Puerto Rican Band to create a very festive holiday atmosphere



Luis Acosta of Ferran Services, Freddy Villalona of Oldach, Luis Ortiz of Ferran Services



The Caribbean Food Market prepared a real nice tasty holiday lunch



The Oldach Christmas Holiday Celebration satisfied many hungry appetites!



Freddy Villalona and Moses Artilles of Oldach in back, Miguel Mejia, Israel Vilanoa, Benjamin Santana, Luis Gonzales of OCPS facilities



Felix Pena of Micros Components, TJ Miller of Ron McLaughlin & Associates, Luis Vasquez of Micros Components



Ryan Reynolds of EV Dunbar with Luis Valdesuso of Luis AC Services



Jorge Santiago of Ferran Service, Gill Ledoux of PED Associates, Louis Ortiz and Luis Acosta of Ferran Service



The Oldach Kissimmee Team: Jesus Quiles, Jose Aponte, Gabriel Rivera, Jose Ramos, Luis Rivera, Raphie Lopez



Zophia Isabelle Quiles, Jose Aponte, Jose Ramos, and Jesus Quiles of Oldach serving customers



Christian Martinez of Belle Air with Michael Cupp of Cain Sales



Everyone enjoyed the delicious Roasted Pork and Chicken served with Rice, Potato Salad, Fried Banana, and Flan for dessert!



Rafael Guedez of Chicone Services with Glenn Paetow of Allied Air



Alex Lafata of Goodman Distribution with Carlos Andrade of AC Tech Kissimmee



The Oldach Kissimmee location had a large attendance for their customer appreciation Christmas party!



Raphie Lopez of Oldach, Sal Hamidi of Target Sales, and Juan Soto of Technology Services

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- Limited warranties:
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Message from FRACCA President Rick Sims



Happy new year! Looking back to a year ago, at the start of 2019 I remember thinking that the MEP Coalition (Mechanical, Electrical and Plumbing Coalition for Fair Competition) had what seemed at the time like an impossible task ahead. But in just its first year the MEP Coalition has been more successful than I could ever have imagined.

This time last year, FRACCA had already secured the legal counsel of Cotney and Associates who were working to bring the unfair predatorial business practices of the Florida Power and Light company to the attention of the Public Service Commission and Florida's Attorneys. The MEP Coalition started behind the leadership of the SFACA (South Florida Air Conditioning Contractors Association) chapter and our other FRACCA chapters joined the cause. The original group included FRACCA's leaders from HVAC across the state and expanded to include electrical and plumbing contractors who were also victims of the unfair business practices. All through 2019 the MEP Coalition grew and became stronger. The MEP Coalition provided a mecha-

nism to face the problem and other trades took note and joined our ranks.

We can already see the effect that one year of has had on FPL. A year ago, FPL was using its monopoly status in blatant abuses (to see documented evidence of abuses see <http://www.mepcoalition.org>) of their position as a regulated monopoly. They had made it very difficult (if not impossible) for their energy customers to discover that FPL solicitations (sent along with power bill) for contracting work were actually made in behalf of smaller companies whose identities were hidden from the solicitations. Everything was set up to make consumers believe that FPL would be directly providing the services.



Pressure from the MEP Coalition must have made its way to FPL's lawyers as we can see that they have taken steps to reduce legal exposure and have added certain disclosure statements to consumers that were not in place this time last year.

We are seeing evidence of more use of disclaimers informing consumers that the goods and services being solicited in their power bill statements are not actually provided by FPL. We also know that they are now requiring that certain verbal disclosures to consumers be used in their phone solicitations. We see that they are additionally changing the way they are using the FPL logos for contracting solicitations to their energy consumers. It's working!

Other unscrupulous practices may be easier to conceal and could take longer to correct. We know they want your employees; we have documented examples of deceptive practices used in recruiting efforts as well. It's hard to say whether the FPL legal department has taken any steps in that area but the MEP is making it very hard for them to ignore. Pressure from MEP has forced FPL to change some of their most egregious practices. They would have had no reason to curb the abuses if not for the MEP bringing public attention to the facts. Thanks to all those who are volunteering and funding the effort.

If you have not donated to the MEP yet, now you see that it is effective, so join the fight and donate today. 2019 proved that the MEP is making a difference. Let's keep the pressure on in 2020. To join the battle for fair competition in Florida contact the FRACCA (407-676-0031). Join like-minded Florida HVAC professionals at the 2020 FRACCA Education Conference in Daytona February 26th through 29th where we will meet to hear updates from the MEP Coalition and plans for the fight ahead in 2020.

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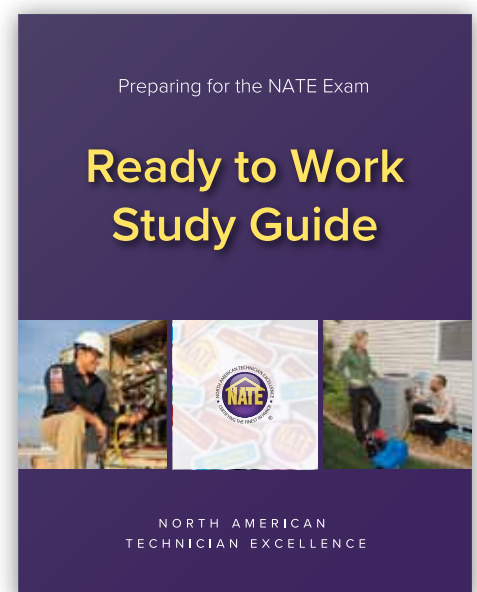
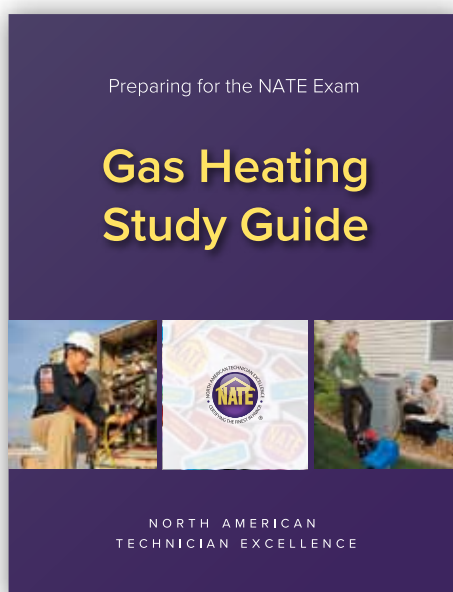
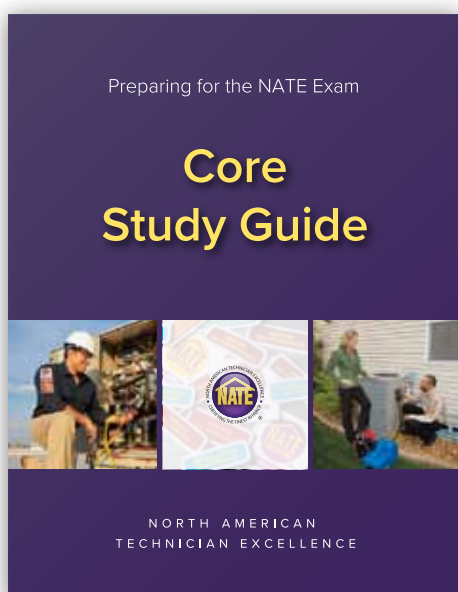
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Tropic Supply Events in December

Allied Magic-Pak Product Review, Introduction of the Samsung Product Line and DesignStar and Load Calculation Training



The DesignStar and Load Calculation Training in Ft. Myers had a great turnout

Allied's Florida District Sales Manager Glenn Paetow gave an overview of the Magic-Pak product line to give dealers the ultimate source for heating and cooling solutions.

Terry Taunton gave a complete introduction of the Samsung Product Line. 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.



Terry Taunton of Samsung gave a complete introduction of the Samsung Product Line at the Tallahassee Open House



Glenn Paetow of Allied spoke about how Magic-Pak units are perfect for apartments, condominiums and other multiple-occupancy buildings

Alex Meany from Wrightsoft conducted a DesignStar/Load Calculation training class. Topics included: Calculating Manual J loads- Customizing templates for your company- Organizing your files and folders- Performing fast Manual J loads with footprint- Setting building materials and load preferences- Reviewing load, weather location and indoor settings- Saving and e-mailing your project- Selecting accessories and install items- Calculating return on investment and rebates- Reviewing equipment selection and utility costs- and Customizing and using proposals.

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



Glenn Paetow of Allied discussed the Magic-Pak product line to give dealers the ultimate source for heating and cooling solutions



Alex Meany from Wrightsoft was the instructor for the DesignStar and Load Calculation Training which was completely booked in Hollywood



Glenn Paetow of Allied revealed that the Magic-Pak product line is easier to work with, but also easier to install and service



Alex Meany showed how to customize reports including the calculation of return on investment and rebates

Here is how we stack up



When it comes to filter bases, nothing compares to the quality we put into ours. We have been a leader in the business for more than 30 years. Whether it's our flagship, the Accommodator, or the more economical Baseline 2.0, you are assured of a product that is built well, cost competitive and guaranteed. Go to our website and learn more about our full line of products.

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PBACCA 8th Annual Toy Drive & Casino Night

On December 5th PBACCA held their 8th annual toy drive and their second annual Casino Night. With over 40 members in attendance we were able to donate more than 100 toys to Toys for Tots.




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 Second Annual

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AHR SHOW AND MOIST AIR

How much water will be evaporated and condensed at Orlando in February?

article by
Andrew C. Ask, P.E.



The 72nd International Air-Conditioning, Heating, Refrigerating Exposition kicks off a few weeks from now, February 3-5, 2020, at the Orlando Convention Center. To manufacturers it's the "AHR Exposition," the legal name. I know it by its co-sponsor, "ASHRAE Show." I attended my first ASHRAE show 55 years ago at McCormick Place in Chicago, probably show #15 or so.

AHR is an annual event that comes to Orlando every three years. You should go. Most everyone in Florida could take in one day without staying overnight. Admission is free, a bargain considering that people travel from all over the world to attend.

Do register in advance so you can go right in, avoid waiting in line for a badge. Learn more at ahrexpo.com.

So what goes on there? Why should I go? 2,000,000 SF of trade show space will be crammed with every conceivable device that can go into an HVAC system, from the smallest valve to huge chillers. Domestic manufacturers may boast "American-Made," but read the fine print: it's assembled here but that's not where the parts come from. Aisle after aisle will be filled with components and products from Asia with concepts I barely understand, brands I've never heard of.

Contractors' tools--new ways to fabricate, assemble, and fasten both pipe and duct--are a big deal at AHR. You may not be interested, but I guarantee your competitors are and they will be learning ways to save money and improve quality.

Expect to see products from everyone who advertises in this newspaper. Contact your rep' for free tickets and let him know what night you are available for dinner. Editor Jeff will cover the show gavel-to-gavel, camera and recorder in hand. You might see him on the floor.

One contractor has gone every year, all three days, since before most of you were born. He crisscrosses the show, sees every booth, knows every

product and tool that's in the pipeline long before anyone else. He shares some of this knowledge with a consulting engineer friend from the 20th century—if he buys lunch.

If you learn nothing else, observe relative booth size. The people with 10,000 SF are probably bigger players than the ones with 100 SF, and you will see both extremes. Conversely, take note of who doesn't exhibit. And it's FUN: hospitality rooms bulging with food and drink, bars to be closed in the wee hours, amusement for your family earlier in the day.

Do go easy on your manufacturers' representatives when out on the town. At 8:00 AM, they will be in a mandatory sales meeting.

ASHRAE's Winter Meeting runs concurrently. Did you ever wonder who writes the ASHRAE Handbooks and Standards? Thousands of unpaid members meet during the show, starting the Friday before, toiling over fine distinctions, resolving conflicting points of view. Straightforward initiatives can be pushed through in 10 years, tough ones longer. Colleagues have labored for 30 years and more on committees just to pass one standard.

So what am I thinking about as I wander the show aimlessly, bumping into you, looking like I am lost in thought but actually just trying to find the men's room? Conferences might be a lot of hot air, but I think of them as a lot of moist air. But how much moisture?

At lunchtime Tuesday, 20,000 people will be in the exhibit hall each consuming about 2 liters of drink—a beer, a soda, a bottle of water, and a cup of coffee. Six hours later they'll leave but the water will stay at the convention center...in some form.

Walking from booth-to-booth, arguing with vendors, you will each evaporate about .25 lb of water per hour, 5,000 lb./hour that the AC has to condense out.

Each ton of cooling has a latent capacity of 3.0 lb/hour. $5,000 \div 3 = 1,667$ tons of installed cool-

ing is required. Suppose the HVAC introduces 10 CFM of OA per person, $10 \times 20,000 = 200,000$ CFM Outside Air. That would be another 9,000 pounds of water per hour, an additional 3,000 tons of capacity, if AHR were held in July.

But the show is in February, weather should be mild, and the good news is OA load won't amount to much. Bad news: neither will sensible heat gain from the out-of-doors. Unless the system has a dehumidification strategy, the convention center's HVAC will not be able to remove the latent heat due to occupants and relative humidity in the hall will be high.

$5,000 \text{ lb/hr from people, } 9,000 \text{ lb/hr from OA} = 14,000 \text{ lb/hr} \times \text{six-hour day} = 84,000 \text{ lb.}$ or 10,000 gallons of water might be condensed in just one day of AHR. I hope someone is capturing and recycling it.

The rest of the two liters you drink plus water to flush it down will be another 50,000 gallons draining away into the city sewer.

And what might be a dehumidification strategy for this mammoth facility? Reheat would work—hot water heating coils downstream of the cooling coils in the air handling units connected to huge boilers running flat out in the summer? No. Good science, poor use of energy, and it's not permitted by the energy code. Dedicated Outdoor Air Systems (D.O.A.S.) connected to the HVAC supply ducts would work if large enough—1,333 tons worth to match my hypothetical outdoor air computation—and would apply the reheat "principal."

Heat exchangers between outdoor air intakes and exhausts in the form of heat pipes or enthalpy wheels would knock down the OA load by half or more.

I'd love to sell the convention center some dehumidifiers but by my reckoning it would take 5,000 of the little 70 ppd guys. Nah, not practical. Until next month then...stay tuned.

Andy Ask is a Ft. Myers HVAC Engineer.

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2020 Training Calendar

Florida

South Florida

1/7/2020	Kendal	8:00 AM – 9:30 AM	Evacuation Best Practices w/Bryan Orr
1/7/2020	Miami Lakes	2:00 PM – 3:30 PM	Evacuation Best Practices w/Bryan Orr
1/8/2020	Boynton	2:00 PM – 3:30 PM	Evacuation Best Practices w/Bryan Orr
1/8/2020	Dania	8:00 AM – 9:30 AM	Evacuation Best Practices w/Bryan Orr
1/8/2020	Miami Lakes	8:00 AM – 11:00 AM	Basic Refrigeration
1/9/2020	Dania	8:00 AM – 11:00 AM	Basic Refrigeration
1/14/2020	Miami Lakes	8:00 AM – 10:00 AM	Ecobee Thermostat
1/15/2020	Boynton	8:00 AM – 11:00 AM	Basic Refrigeration
1/15/2020	Dania	8:00 AM – 10:00 AM	Ecobee Thermostat
1/16/2020	Boynton	8:00 AM – 10:00 AM	Ecobee Thermostat
1/17/2020	Deerfield	8:00 AM – 11:00 AM	Basic Refrigeration
1/21/2020	Dania	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/22/2020	West Palm Beach	8:00 AM – 11:00 AM	Basic Refrigeration
1/28/2020	Kendal	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

Tampa Bay

1/9/2020	Clearwater	8:00 AM – 9:30 AM	Sporlan Expansion Valves
1/10/2020	Brandon	8:00 AM – 11:00 AM	Amana 90+ Gas Furnace Install
1/16/2020	Brandon	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/16/2020	Lakeland	8:00 AM – 11:00 AM	Amana Comfortbridge Bluetooth AVPTL Install
1/17/2020	Brandon	8:00 AM – 10:00 AM	Ecobee Thermostat
1/24/2020	Clearwater	8:00 AM – 11:00 AM	Amana 1 and 2 stage A/C Install
1/28/2020	Clearwater	8:00 AM – 11:00 AM	Amana Comfortbridge Bluetooth AVPTL Install

Orlando

1/14/2020	Orlando	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/22/2020	Orlando North	8:00 AM – 11:00 AM	Amana Comfortbridge Bluetooth AVPTL Install
1/29/2020	Orlando	8:00 AM – 9:30 AM	Sporlan Expansion Valves

North Florida

1/15/2020	Daytona	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/16/2020	Ocala	8:00 AM – 9:30 AM	Sporlan Expansion Valves
1/21/2020	Jacksonville DT	8:00 AM – 10:00 AM	Ecobee Thermostat
1/22/2020	Jacksonville DT	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/23/2020	Ocala	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/30/2020	Jacksonville DT	8:00 AM – 9:30 AM	Sporlan Expansion Valves

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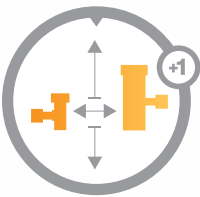
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- Slim Duct
- 360 Cassette
- Multi-Position Air Handler



Dates/Locations/Time: 8:00 am - 4:00 pm

- | | | |
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T-18 Jacksonville Resource Ctr.
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T-19 Daytona Beach Resource Ctr.
(386) 258-8337</p> <p>Wednesday, January 15
T-17 Orlando Resource Ctr.
(407) 219-3255</p> <p>Tuesday, January 21
T-06 Fort Pierce Resource Ctr.
(772) 465-4707</p> <p>Wednesday, January 22
T-05 West Palm Beach Resource Ctr.
(561) 684-3997</p> | <p>Monday, January 27
T-02 N. Ft. Lauderdale Resource Ctr.
(954) 565-4803</p> <p>Thursday, February 13
T-15 East Tampa Resource Ctr.
(813) 514-1198</p> <p>Monday, February 17
T-14 Sarasota Resource Ctr.
(941) 378-0910</p> <p>Tuesday, February 18
T-08 Fort Myers Resource Ctr.
(239) 278-1117</p> <p>Wednesday, February 19
T-10 Naples Resource Ctr.
(239) 643-7118</p> | <p>Friday, February 21
T-01 North Miami Resource Ctr.
(305) 652-7717</p> <p>Thursday, February 27
T-22 Ocala Resource Ctr.
(352) 512-6980</p> <p>Monday, March 2
T-21 Tallahassee Resource Ctr.
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SFACA December Casino Night

December 4th, 2019



Denise Anderson, Stacey Miller, and Lani Clyatt greet all the SFACA members and welcome them to Casino Night



Gustavo Fernandez, Chuck Del Vecchio, and Heather Anusbigian of Tropic Supply



Paul Mynatt of Carrier Enterprise, Doug Lindstrom of Lindstrom Air Conditioning, Mel Velez of Carrier Enterprise



Jim Janka of Carrier Enterprise with Claudio Rubiera and Gunther Huszar of Brown & Brown Insurance



Robert and Debbie Faby of York Source 1 enjoying the Casino Night



Mike Dexter and Kelly Dexter of Air Quality Control Environmental, Inc.



Feeling Lucky? SFACA members tried their luck at some casino games



Eric Bonde, George Wallace and friend of York Source 1



Hector Santiago and Mario Gomez of A&R Supply



Attendees experienced the thrill of winning just like in Las Vegas



Skip Farinhas spoke to the members about the installation of Officers and Directors at the January 8th meeting



The Holiday gathering also included cocktails, heavy hor d'oeuvres, a DJ and raffle prizes!

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7th Annual Holiday Social at Top Golf in Doral



On December 3rd ASHRAE Miami Chapter enjoyed their 7th annual holiday social at Top Golf Doral. Thanks to many sponsors from the industry, the event was possible.

Food and drinks accompanied the event which started at 7 pm and ended up around 10 pm. Over 55



showed up to enjoy another Christmas party with ASHRAE Miami, most of which are members.

ASHRAE Miami is starting out their new year, and inviting all members to their next meeting on Jan 7th, 2020. The topic for the technical presentation is Smoke Control by Michael Sheehan. This



meeting will provide 2 PDH points.

Back by popular demand it will be held at the 94th Aero Squadron! Happy New Year and see you there!

Follow Ashrae Miami on instagram to see pictures of the event @ashrae_miami.



Systemair's Geniox Air Handling Units Deliver Efficiency, Versatility

(LENEXA, KAN.) Systemair, a leader in ventilation products, has introduced Geniox, the next generation of air handling units for commercial, office, school, healthcare, and industrial applications. From its sleek, insulated housing to its modular design, Geniox is an integrated, intelligent ventilation solution where innovation, energy saving, soundproofing, and sustainability are key.

Designed for optimal efficiency, Geniox features a newly developed casing with thermally insulated double-wall construction and ABS-designed corners to minimize heat loss and eliminate thermal bridging. The 2.4" (60-mm) foaminjected insulation also reduces sound transmission, providing more flexibility for system placement. Made with G90 galvanized powder-coated steel, the casing complies with $L/240 @ +/- 8 \text{ in.wg}$ Class CD2 in accordance with AHRI 1350, as well as SMACNA 6 and ASHRAE 111 air leakage rating with CL6 rating in accordance with AHRI 1350.

Practical, lockable handles and hinges allow for panel disassembly while saving space, and service windows are designed to provide a large area for easy inspection.

Along with energy efficiency, the Geniox semi-custom modular platform offers a tremendous amount of versatility and flexibility, allowing for heat and energy recovery, cooling, filtration, mixing, and other sections to be selected, oriented, and adapted to suit each project's individual needs. Systemair's free design program, SystemairCLICK, assists specifiers in the configuration of Geniox air handling units. The



tool is directly connected to products, so once an order is confirmed, the company sends unit data to production where it is immediately made to order.

"We developed Geniox with an ambitious yet simple goal in mind: to make the next generation of air handlers offering the best indoor air quality, the lowest environmental impact, and the best total economy," says Rick Caldwell, Director of Marketing, North America. "And we achieved this mission while keeping it simple, from configuring the right model to installation, operation, and maintenance."

The Geniox family can handle airflows from 2,700 to 16,300 CFM in five casing sizes, allowing for an optimized solution in relation to initial cost and operation cost.

Geniox air handling units can be delivered in modules for ease of transport; once on site, installers assemble the units by simply fitting the modules together. For more information, visit www.systemair.net.

Systemair is a leading ventilation company with products including air handling units, air distribution, fans and accessories, heating products (including air curtains, radiant and fan heaters, and radiators), air conditioners, residential systems (including counter-flow units, geothermal, range hoods, ducts, fans, and vacuum systems), fire and smoke control dampers. Systemair has operations in 50 countries in Europe, North America, South America, the Middle East, Asia, and Africa, with products marketed under the Systemair, Frico, Fantech, and Menerga brands. Learn more at www.systemair.com.

Industry Groups Promote AIM Act with Digital Ad Campaign, Capitol Hill Food Truck

Arlington, Va. — Advocates for newly introduced legislation to reduce hydrofluorocarbon (HFC) refrigerants will conduct a six-figure media campaign over the next week urging Senators to support the American Innovation and Manufacturing (AIM) Act (S. 2754). The campaign will be led by the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), the HVACR industry's trade association, with support from the Alliance for Responsible Atmospheric Policy.

The legislation, introduced in October by Sens. John Kennedy (R-La.) and Tom Carper (D-Del.), would establish a national framework for the phase down of HFC refrigerants, while in the process promoting U.S. technology and creating thousands of new jobs. The legislation currently has 22 total bipartisan co-sponsors from 16 states.

"Globally, markets are already starting to move away from HFCs," said AHRI President and CEO Stephen Yurek. "A federal HFC phase down keeps U.S. manufacturers in the driver's seat during this transition, creating jobs here at home, expanding market share abroad, and stimulating significant investment in the U.S. economy."

The digital campaign will run from December 2 through December 8 on the energy pages of POLITICO, CQ/Roll Call, and The Hill. Bill advocates will also sponsor a food truck that will visit Capitol Hill on Thursday, December 5.

Federal legislation phasing down HFCs represents a chance to put America first, and to keep American workers at the forefront of this important global industry. A recent industry economic study showed that a new federal standard for the phase down of HFCs would create 33,000 new U.S. manufacturing jobs, add \$12.5 billion per year to the U.S. economy, and expand U.S. exports in this sector by 25 percent. Failure to do so will cost U.S. businesses and jobs.



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New Resideo Home App Makes Whole-Home Professional Monitoring Of Critical Air, Water, Energy, Security Networks Possible



AUSTIN, Texas, Dec. 4, 2019 – Resideo Technologies, Inc. (NYSE: REZI), today announced the launch of the Resideo Home app, which will make whole-home monitoring possible for the four critical networks of the home – water, air, energy and security. At an event for industry professionals and partners at the historic Austin City Limits Live at the Moody Theatre in Austin, the company showcased its vision for the future of the smart home and upcoming subscription services made possible by the new app. Through these services, homeowners will easily connect with professionals who can help ensure home networks are operating efficiently

and can intervene to help prevent costly damages, like water leaks and major appliance failures.

“At Resideo, we’re committed to helping homeowners make sense of their homes, and in the process, help professionals modernize and expand their businesses while giving a better experience to customers,” said Mike Nefkens, president and CEO of Resideo. “We do not believe that the critical systems of the home should be a do-it-yourself adventure. Through the new Resideo Home app, we’re going to bring the world of proactive, professional monitoring to the entire home, helping better protect the people inside and mitigating problems before they arise.”

Designed to provide homeowners with a simple, unified platform that connects and manages the home, Resideo will enable the migration of the company’s 6.5 million connected customers, currently

spread out among its existing apps, into the Resideo Home app throughout 2020. Starting today, users of Resideo’s recently launched Buoy Whole Home Water Controller and Buoy Water Leak Detectors can begin using the new app and access its free features, or upgrade to premium services like advanced automatic water shutoff and leak alerts. In the coming months, Resideo will integrate air products, such as the T Series line of smart thermostats, into the app. By the end of 2020, the app will support Resideo whole-home security systems as well.

Unlike other smart-home apps that merely control gadgets, the Resideo Home app looks at the entire home by offering a glimpse into how the air, water, security and energy systems are performing. The bright and visually rich user experience offers insights through analytics that will help the homeowner identify energy savings, water usage and other tips over time.

Other tips over time.

A professional version of the app, Resideo Pro, will provide professionals with installation tools, help them better service customers through account management and service calls, and provide access to new business opportunities.

The Resideo Home and Resideo Pro apps are available now in the iOS and Android app stores.

Resideo also unveiled its new portfolio of connected, whole-home monitoring solutions that will be accessible through the app. Approximately 25% of homes in the United States have professionally monitored security. In a first for the industry, the new subscription services from Resideo extend professional monitoring to the other critical networks of the home. Resideo’s new subscription services will help pros and homeowners use the data already being produced by the critical systems of the home in ways that make the home work better and more efficiently.

“We’re giving the entire home a pulse to help both homeowners and the trade professionals save time and resources,” said Niccolo de Masi, chief innovation officer and president of Products & Solutions, Resideo. “For most people, their home is their largest financial investment – where they live with their loved ones and keep their most precious possessions. We are proud to bring this much-needed enhanced protection to the home.”

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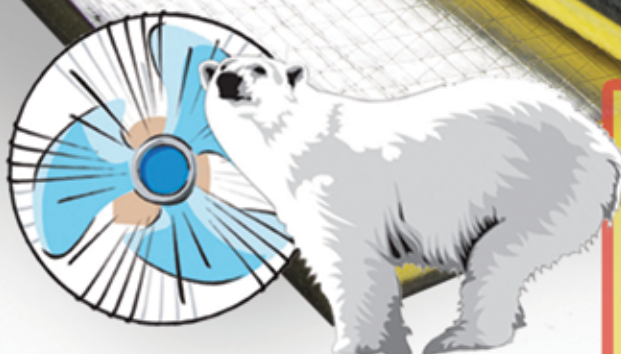




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Arco Supply Hosts Annual Holiday Pig Roast

December 19th, 2019



Cecilia Alba, Arturo Alba Sr, Arturo Alba Jr. and Ana Rich greeted customers as they arrived to enjoy their annual holiday pig roast tradition

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2019 Holiday Pig Roast, held on December 19th, from noon till 2pm at their location in Lake Worth.

The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice "Thank You" in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade for over forty years.



The Arco Supply Team taking care of business!



Everyone enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, and Potato Salad



Arturo Alba Jr. of Arco Supply, Wayne Maloy and Ryan Maloy of Maloy's Air Conditioning



Shawn Dunn, Christina Adams, Doug Adams, Bree Bouchard, Liz McGee, and Grant Olson of Dan Olson's Air Conditioning Service



The warehouse filled up quickly with Arco Supply customers who came really hungry!



Arturo Alba Sr. of Arco Supply, Gail Pepe, Kevin Pomeroy, Joseph Lilly, and Kenny Laycock of Goodman Distribution



Scott Behanna of Ron McLaughlin & Associates with Chris Brown and Ray Strong of Arco Supply



Camilo Puerta of Arco Supply, Dave Schopp of Leone Green & Associates, Kenny Laycock of Goodman Distribution



Tyler Campbell of The McAllister Group, Andy Taylor of Leone Green, Kevin Beatty of The McAllister Group, Carlos Martinez of Nu-Calgon



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly



Mike Romero, Mike Bintitoe, and Rick Roehm of Roehm Air Conditioning



Cecilia Alba, Ariel Martinez, and Ana Rich of Arco Supply on the dessert team!



Jorge Fernandez of Arco Supply carving the roasted pig



Pedro Martinez of AM/PM Air Conditioning, Mark Figueroa of Kyzer AC, Arturo Alba Jr. of Arco Supply, Javier Isasi of Isasi Inc.



Mike Small of Air Advisors with Chris Brown, and Omar Mercado of Arco Supply



Smyth Air Conditioning enjoying the pig roast at Arco Supply

Parker Hannifin is Joining Forces with The Chemours Company

Parker Hannifin – Sporlan Division, along with Chemours, advance the global adoption of R-454B, a low global warming potential (GWP) alternative for R-410A in residential and commercial HVAC applications.

Washington, MO., December 10, 2019 - R-454B, offered commercially by Chemours as Opteon™ XL41, is a mildly flammable A2L refrigerant blend of 68.9% R32 and 31.1% R-1234yf. Among the replacement candidates for R-410A with <750 GWP and comparable design and performance characteristics, R-454B boasts the lowest GWP of 4661, making it a very attractive choice for minimizing environmental impact and complying with future regulation.

“With this alliance, Sporlan Division helps address critical industry needs such as chemical compatibility of flow control components and optimizing the component performance within the systems. There will also be a collaborative effort towards training for a safe and proper transition to A2Ls,” Raghu Kunapuli, Sporlan’s Climate Controls business development manager commented.

Opteon™ low GWP HFO-based refrigerants are a portfolio of sustainable and versatile refrigerants that have been developed to address increasingly stringent global regulations while maintaining or improving performance compared to the products they replace, as well as encouraging more sustainable refrigerant choices and equipment designs to reduce the carbon footprint of the HVACR industry. “The qualification of Opteon™ XL41 by Sporlan Division is yet another example of industry progress to ensure readiness for A2L refrigerants in air conditioning, heat pumps and chillers. This collaboration will support the industry shift toward more environmentally sustainable refrigerant solutions while meeting long-term regulatory requirements without sacrificing performance,” said Allison Skidd, market manager, Chemours Fluorochemicals, North America.

“We are very excited about the benefits this collaboration with Chemours brings to our mutual customers, as we successfully qualify our R-410A product portfolio for use in R-454B applications,” said Dustin Searcy, division marketing manager, Sporlan Division. “Two trusted names in the industry are making a joint commitment to help customers transition to next-generation, environmentally friendly refrigerants.”

Parker has been a proud member of the U.S. Environmental Protection Agency (EPA) SmartWay Transport Partnership since 2013, a program that helps Parker identify technologies and strategies to reduce carbon emissions. Parker has also achieved a high Carbon Disclosure Project (CDP) supply chain rating, measuring against 5,000 other companies taking action to support a sustainable economy.

Johnson Controls Opens Second Training Center As Part Of Nationwide HVAC Training Initiative

MILWAUKEE – (December 5, 2019) – Johnson Controls celebrated the grand opening of a new Source 1™ HVAC Supply and YORK® NW Factory Direct training center on November 20 in Fife, Wash. The opening marks the second training center Source 1 and YORK Factory Direct has opened as part of Johnson Controls nationwide training initiative.

The 2,450 square-foot facility features a classroom space that can hold up to 24 students as well as a live lab with 12 YORK HVAC units, ranging from basic to premium efficiency models, to provide hands-on learning to help technicians become YORK certified technicians. The training center also offers a variety of interactive and digital courses designed to educate and prepare the future workforce.

The grand opening event occurred on-site with more than 100 guests in attendance, including YORK dealers, customers, trade school representatives and Fife Mayor Kim Roscoe. Attendees enjoyed commentary from guest speakers, a facility tour, food, raffles and giveaways.

Adjoined to the Fife, Wash. Source 1 HVAC Supply, the training center is the second of many facilities openings in the U.S. and Canada, following the 2018 opening in St. Louis, Mo. The center will focus primarily on residential and commercial service and installation, but it will also include training on VRF and ductless products. In addition, YORK sales teams can attend classes to gain a deeper understanding of the features and benefits of YORK products.

“The goal of the training center is to provide YORK certified technicians with the education and skills they need to ensure proper installation, service and maintenance,” said Chad Unruh, regional service manager, Source 1™. “This new training center will provide valuable, hands-on training to HVAC technicians, strengthening our commitment to educating and investing in the future workforce of the HVAC industry.”

Most training facilities do not use fully operational HVAC units, so students lack the ability to properly test them with field tools. Having hands-on training with live equipment helps to reinforce learning that was completed in the classroom. On average, it takes 36-48 hours of training to become a YORK Certified Comfort Expert.

YORK Factory Direct and Source 1 HVAC Supply are the exclusive suppliers of factory authorized service parts and residential accessories for all Johnson Controls Unitary Products residential and light commercial HVAC equipment, carrying YORK, Guardian® and Source 1 products.



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Tropic Supply Hosts Open House and Training Event in Tallahassee

December 18th, 2019



Tropic Supply Tallahassee Counter:
Joshua Brisk, Ken Mello,
Jason Godwin, Caleb Timmons

Tropic Supply hosted an Open House and Training Event at their Tallahassee Resource Center on December 18th from 10am - 1pm. There were supplier demonstrations before and after the Open House.

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

Street Chefs Food Truck was on site preparing tasty gourmet sandwiches hot off the grill including steak wraps, chicken melts, and vegetable shepards pie. All contractors who attended the Open House each received a \$25 Gift Card. There were also great raffle prizes awarded.



Ron Churchill of CMS Mechanical, Eric Barnett, Heather Anusbigan, and Bobby Burnett of Tropic Supply



Chuck Del Vecchio of Tropic Supply, Tony Zingales and Wade Hadaway of Ruud



Ben Fink of the Metal Shop with Archie Chambers and Sean Muehlemann of D&B Heating & Air Conditioning



Kimberly Barksdale of Barksdale Sales, Jason Godwin of Tropic Supply, Kent Barksdale of Barksdale Sales



Tony Scoggins, Douglas Crosby, and Thadd Hudson of DC/AC Air Conditioning with Mike Makransky of Tecumseh



Daren Trim of Leon County, Rusty Johns, Rob Hayes, and Steve Gunn of Engineered Cooling, Ralph Ramierez of Tropic Supply



Caleb McCauley and Rex Rousseau of Structure with Jeff Dodgen of Honeywell Resideo



Street Chefs Food Truck was on site preparing tasty gourmet sandwiches hot off the grill



D'Andre Watson, Wes Sapp of Leon Cty, Skip Howell of Tropic Supply, Harrison King, Tyler Lyerly & Glenn Paetow of Allied, Worth and Steve Johns of All Fla AC



Street Chefs Food Truck served some delicious steak wraps, chicken melts, and vegetable shepards pie!



Keith Krivit of Cornerstone Learning, Monica Restrepo and Terry Taunton of Samsung, Gus Fernandez of Tropic Supply



Todd King of Todd King's Heating & Cooling, Heather Anusbigan of Tropic Supply, Harrison King of Todd King's Heating & Cooling



Ryan Bartholomew of E&B Heating and Air Conditioning with Leon Essex of Manufacturers' Marketing - Bard



Brandon Stephens of Advanced Air Care with Don Griscom of EV Dunbar



Jessie Barrack of Microf, James Adens of Adens Heating & Air, Adam Kilpatrick of Microf



The Tallahassee Tropic Supply Open House Team!



The 2019 HARDI Pulse Annual Conference in New Orleans had the largest turnout so far... over 1700 people!



When creating a successful song, there are many pieces involved: a melody, a chorus, verses, and so on. And just like composing a musical masterpiece, wholesale distribution requires a lot of integrated entities that must work together to achieve harmony. That's why this year the Pulse Conference was created to strengthen the rhythm of the HVACR wholesale industry as a unit. By examining all contributors involved in our industry, we were able to discover significant areas of opportunity to better unite all levels of the supply chain and in turn, ensure a newfound synchronicity.

This was the biggest HARDI conference ever, with over 1700 attendees, great speakers, and vendors, it's all about the location in New Orleans and the Hilton New Orleans Riverside which placed you at the center of it all. Right on the Mississippi, guests could watch ships come sailing in, grab a beignet, listen to live jazz, ride a streetcar, or hop into a parade.



Jackie Tutko and Joanne Hunt of The Metal Shop attended the HARDI Annual Conference



Andrew Bergdoll of DiversiTech, Paul Neustadt of Neuco, Lauren Roberts of CFM, and Brian Orr of HVAC School spoke about better customer solutions



Emily Savings of HARDI welcomes the members and revealed the speakers and agenda for the day



Matt Butterworth, Dave Schopp, Keith Holland, and Bob Williams of Leone Green & Associates



Alan Beaulieu, one of the country's most informed economists, was one of HARDI's keynote speakers at the conference



HARDI CEO Talbot Gee with Matt Roth President/COO of Baker Distributing



Steve Howard, Skip Elliott, Lance Benefield, and John Maidrona of Arkema



Benjamin Middleton and Laurence Scharff of Goodman Manufacturing



Brian Cobble of G. W. Berkheimer Co., Inc., Sam Roti and Holly Pearson of Linesets Inc.



John Dearman of Hunton Distributors, Lisa Bailey of RGF, Sean Wahl and Ryan Charles of Pro Dev



Brandy Reed of WIT & Co., Morgan Silvey and Brad Jacka of Nidec Motor Corporation, Jim Beecher G. W. Berkheimer Co., Inc.



Justin Kiger, Phil Rivas, and Brian Nichols of Fantech Ventilation Products



Stella Rosa, Matthew Sopp, and Daniel Wille Sarquis of Embraco



Carl Pollex of 5-2-1 Compressor Saver, Marjorie McAllister and John Jeffers of CPS Products



Keith Keller of NAVAC speaking with conference attendees about their new innovative product line



Will Basko and Brian Bohannon of JB Extended Warranties



Collin Miller of APR Supply Co., Rick Wilson of Arzel Zoning, Jeff Thompson of APR Supply Co., and David Domanick of Arzel Zoning



Donavan Simpson, Brad Niehaus, Tim Caldwell, and Bobby Cupp of Pro1 IAQ



Mike Cornillaud and Mark Maricelli of Daikin North America, LLC



Jim Mosman, Glen Goldreich, Susan Kirkland, and Brian Komorek of Packard Inc.



Meg Armstrong of Allied Air Enterprises, Chuck Del Vecchio of Tropic Supply Angela Chapoy of Allied Air Enterprises



Matt Foster, Angel Coleman, and Jeffrey Bottiger of Uniweld Products Inc.



Shaun Sirotiak, Marc Richburg, Brook Credeur, Gage Browning, and Dickie Sirotiak of Global The Source



Gary Lampasona of Ritchie Engineering Company, Inc.



Richard Carbonaro of Sid Harvey's, Jim King of Mueller Industries, Robert Moody of Sid Harvey's, Matt Gerber and Devin Malone of Mueller Industries



Eric Jensen of South Side Control Supply Co., with Jeff Cherif and Tom Muncey of JB Industries



Bob Blades and of Baker Distributing with Gil LeDoux of PED Associates



Matthew Cowley and David Lax of Spectronics



Dave Hawley and Scott Stout of LG Electronics



Chuck Walsh, Sean Moseley, Brian Bushnell, Marissa Granados of Fresh-Aire UV with Chris and Preston Brickner HBB Pro Sales



Bob Pieske of Designer Air with Joey McDaniel of McDaniel Metals



Brian Steckroth, Bryan Davenport, Dan Lee, Michael Odum, and Christopher D'Aiello of OXBOX



Bud Sjogren of DiversiTech, Richard Chalmers of All Temp, Carmin Davis and Andrew Bergdoll of DiversiTech



Daniel Robinson of Mitsubishi Electric, Mike Bell of Johnstone Supply The Ware Group, Kris Reeves and Ben Hague of Mitsubishi Electric



Adrian Gunder and AJ Kanyan of ECOER HVAC



Steve Carboni of Shupe Carboni, David Isenbarger of Rectorseal, Agela Garcia of Shupe Carboni, Sean Holoway of Rectorseal



Lance Gill of C&D Valve, Dave Schopp of Leone Green, Mike Leprohon of C&D Valve



Steve Yastrow spoke about "Ditch the Pitch: Turn every sales presentation into a conversation that matters to your customers"



39th Annual Christmas Party Supporting the Hope Children's Home December 12, 2019

Ferguson hosted their 39th Annual Christmas Party supporting The Hope Children's Home in Tampa. The festivities were held on December 12th from 11am-2pm at 10639 Crossroads Commerce Blvd Ste B, in Tampa. Johnson's BBQ prepared a delicious BBQ lunch with all the favorite side dishes for all to enjoy.

What started as a small event 40 years ago at Gulf Refrigeration (which was acquired by Ferguson

in 2006), has grown into a large Customer Appreciation Party where over two hundred contractors, vendors, and friends now attend. Everyone came together and raised over \$10,000 for the Hope Children's Home.

Founded in 1968, Hope Children's Home has rescued thousands children between the ages of infant to 18 years of age. Most of these children have been discarded, abused, unwanted, or orphaned.

Hope Children's Home receives no State or Federal funding and is entirely supported by churches, private individuals, clubs, and organizations. Their school program begins in the Nursery and continues through the 12th grade. Over 90% of the students who graduate from Hope Christian School will continue to college. For over 40 years, Hope Children's Home has taken children in and tried to make a difference in their very impressionable lives.



Susan Cardinal (left) and Jeremy Barnes (right) of Ferguson HVAC welcome everyone to the 39th Annual Christmas Party



Hope Children's Home entertained all the Ferguson HVAC employees, vendors, customers, and friends



Ed Kemp of Ruud (left) serving one of the children from Hope Children's Home



David Miville of Royce Company with Marcus Poulin of Poulin Cooling and Nick Dorsey of Ferguson HVAC



The 39th Annual Christmas Party at Ferguson in Tampa was a big success!



Bob Williams of Leone Green and Associates with Paul Cardinal of Simpson Air Conditioning



Chuck Walsh of Fresh-Aire UV with Keen Brooks and Jose Ruiz of Gulf Coast Air Systems



Gary Prine of Reeves Sales & Marketing, Crystal Giepven, Jake Oladell, and Mark Samuels of Ace Heating and Cooling



The Ferguson HVAC Tampa 39th Annual Christmas Party Team!

Charles Hume of Southwire Appointed to CABA Board of Directors

The Continental Automated Buildings Association (CABA) is pleased to announce the appointment of Charles Hume, Director of Digital Power Technologies at Southwire Company LLC. Southwire is one of the leading manufacturers of wire and cable used in the transmission and distribution of electricity, delivering power to millions of people around the world. CABA is an international nonprofit industry association that provides information, education and networking to help promote advanced technologies for the automation of homes and buildings.

"I warmly welcome Charles Hume to the CABA Board of Directors," said Ron Zimmer, CABA President & CEO. "He will be a tremendous asset to the board, bringing a deep knowledge of technology that reflects an impressive leadership track record and important contributions across industry- and academic research communities."

As Director of Digital Power Technologies, Mr. Hume investigates new and transformative develop-

ments in the areas of power and data transmission. He is also one of the key members of Southwire's Spark Studio, an innovation center at Georgia Tech, where he leads research projects with members of the Georgia Tech faculty along with leaders from government, business, and other universities.

Before joining Southwire, Mr. Hume spent over 20 years in leadership roles in the defense and commercial industries with companies such as General Atomics and Illinois Tool Works. He began his career as a naval officer and division director at the U.S. Naval Nuclear Power School. Mr. Hume holds a master's degree in Electrical and Computer Engineering from Georgia Tech and an MBA from the University of Florida. Mr. Hume takes over from Norman Adkins, Chief Commercial Officer at Southwire, as the company's representative on the CABA Board.

"I think CABA is an extremely informative and vital organization for Southwire and the industry and I'm excited to be on the board," said Mr. Hume.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 516,476 units in October 2019, up 1.8 percent from 507,199 units shipped in October 2018. U.S. shipments of air conditioners increased 1.2 percent, to 315,498 units, up from 311,728 units shipped in October 2018. U.S. shipments of air-source heat pumps increased 2.8 percent, to 200,978 units, up from 195,471 units shipped in October 2018.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.4 percent, to 7,500,825, up from 7,397,877 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 0.9 percent, to 4,788,093 units, down from 4,832,854 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 5.8 percent, to 2,712,732, up from 2,565,023 units shipped during the same period in 2018.

Chemours Announces Suspension of High GWP Refrigerants R-404A and R-507A Supply in the EU

The F-Gas Regulation (REGULATION (EU) No 517/2014) mandates specific prohibitions of use, as outlined in Annex III of the legislation. As of January 1, 2020, there will be a prohibition of the use of stationary refrigeration equipment that contains, or whose functioning relies upon, HFCs with GWP of 2,500 or more (except equipment intended for applications designed to cool products to temperatures below -50°C).

In addition, the regulation reduces the amount of HFCs placed on the market over a 15-year period with the next quota phasedown taking effect as of January 1, 2021. This can be achieved by transitioning away from high-GWP refrigerants such as R-404A and R-507A to lower-GWP refrigerants such as those in the Opteon™ portfolio. Chemours offers several options for a smooth and effective transition: Opteon™ XP40 (R-449A), a solution for the retrofit of existing equipment, and Opteon™ XL40 (R-454A) and XL20 (R-454C), long-term sustainable solutions designed for new equipment.

Opteon™ XP40 (R-449A), an A1 class refrigerant with a GWP of 1397 by AR4 measurement, is currently the refrigerant of choice among leading supermarkets, retailers, contractors, distributors and end-users in the EU for retrofit. It delivers improved performance and energy efficiency with a more sustainable environmental footprint and offering over 65% reduction in GWP compared to R-404A.

Opteon™ XL40 (R-454A) is a low GWP (239), A2L class, hydrofluoroolefin (HFO)-based refrigerant with the optimal balance of properties to replace R-404A in positive displacement, direct expansion low- and medium temperature commercial and industrial applications.

Opteon™ XL20 (R-454C) with a GWP of 148, is a non-ozone depleting, A2L hydrofluoroolefin (HFO)-based refrigerant offering similar performance to R-404A, while enabling end-users to achieve <150 GWP and allowing higher charge sizes than other Class 3 highly flammable alternatives.

Opteon™ low GWP HFO refrigerants are a portfolio of sustainable and versatile refrigerants that meet the long-term needs of the refrigeration, air conditioning, heat pump, and chiller markets. They have been developed to help meet increasingly stringent global regulations while maintaining or improving performance compared to the products they replace, as well as encouraging more sustainable refrigerant choices and equipment designs to reduce the carbon footprint of the HVACR industry. Specifically, in Europe, the very low GWP Opteon™ XL refrigerant portfolio supports the market transitions required by the F-Gas Regulation and enables customers to select their optimal solution – considering performance, safety, sustainability, and total cost of ownership.

For more information on Opteon™ refrigerants, please visit opteon.com.

New OASIS® Aquarius Convertible Water Coolers Compatible with Bottles or Water Line

December 18, 2019—For cars, a convertible means freedom (and also controlling the temperature—top down to cool off, top up to warm up). The new OASIS® Aquarius Convertible Water Cooler does something similar for water coolers. You can't put its top down, but its versatility is deployed in providing water either with a 5-gallon bottle or by connecting directly to a water line. It also delivers hot, cold, and room temperature water on demand through either source.

That's the ultimate in water cooler freedom and temperature control. It removes the roadblocks and invites users to hit the "open road" by putting Aquarius Convertible wherever they want water.

Deciding whether to use bottled or plumbed water is an ongoing quandary when choosing how to provide drinking water in public spaces. OASIS forever settles it with a unit that can use either. Plus, it has the added benefit of bottom loading for those who choose bottled water, eliminating the need to hoist heavy bottles.

Aquarius Convertible has the thoughtfully planned internals you'd expect from OASIS. The convection-cooled condenser and spring-mounted, hermetically sealed compressor require no lubrication. Refrigerant is controlled by a capillary tube, and temperature is controlled by a preset thermostat for maximum performance. The cold water reservoir is Type 300 series stainless steel with an external refrigerant coil and expanded bead polystyrene insulation. Its one-piece hot water tank has a 420-watt heating element for fast, efficient heating, delivering one-and-a-half gallons of piping hot water per hour with a one-quart storage tank.

Other benefits include an extra-high 11-inch dispense height perfect for large sports bottles, a polymer cabinet that won't rust or scratch the floor, and safety and environmental features like certification to NSF/ANSI 372 for low lead content and Energy Star certification.

Some say water is life. Others say life is a ride. OASIS says both are right, and the ride just got a lot more interesting with the Aquarius Convertible Water Cooler. To find out more, contact OASIS at 800-646-2747 or info@oasiscoolers.com.

Since 1910, OASIS International has focused on bringing refreshing water to the world. Since inventing the modern-day drinking fountain, the company has become the global leader in the design, manufacture, and distribution of clean drinking water systems. The company's offering includes bottle fillers, water coolers, bottleless coolers, under-counter chillers, dehumidifiers, and countless environmentally friendly products. With an ongoing commitment to green thinking, OASIS sets out to change the world, one sip at a time.

For more information, contact OASIS International at 222 East Campus View Blvd., Columbus, OH 43235. Toll free: 800-646-2747. Fax: 614-322-4557.

On the Web: www.oasiscoolers.com.

Who is Ecoer?



Ecoer Inc. was founded in 2016 by a team led by Louis Ing, President of Ecoer located in Fairfax, VA. Ecoer was developed as a result of seeing a real need in the HVAC industry.

Louis and the Ecoer team wanted to bring real innovation to the North American industry, utilizing the best and latest technology available. Ecoer aligned themselves with a strategic partner, Inhand Networks, in order to accomplish their vision. Through the use of Inhand's industrial IoT and AI technology, their team was able to develop an affordable high efficiency inverter heat pump and air conditioning system, incorporating smart technology.

Over the past 2 years, Ecoer has grown having multiple locations in 3 countries- Headquarters, Technical Support Center and Warehouse in the US; Software Development Facility in Japan; Mechanical and Systems Engineering, Product Quality Control and Manufacturing in China. Ecoer chose to use TCL a Chinese company, to help assemble their equipment. Ecoer partnered with TCL Manufacturing because they are a \$15 billion, publicly traded company that manufactures various technologies, as well as other air conditioning brands.

Ecoer is rare, in that it is a totally new HVAC equipment manufacturer, building its own equipment and owns the rights to its technology. Ecoer's team consist of individuals from Midea, Daikin, and Mitsubishi on

the engineering and software development side, as well as, led by Louis Ing, a former Midea employee, who helped launch multiple brands here in the US. Ecoer's goal is to provide a high efficiency product at an affordable price, simplify the inverter install process and connect the contractor to the homeowner and their systems. By doing this, they hope to see more inverters used in the US residential market, making it easier and faster to install for the contractor and help save money and energy, with a quicker and more accurate response time for the homeowner. Ecoer's Mission Statement is "Making your home Green and Smart". They are on a mission to do just that!"

Ecoer special features:

- Their condensers have a Mitsubishi compressor, Panasonic fan, and SAGInoMIYA 4 way valve
- Ecoer has a patented IoT gateway that allows the installing contractor to receive notifications via 4GLTE if something is wrong with any of the 14 performance parameters that are monitored by Ecoer and also can be viewed at any time by the installing contractor via our app
- You can match up Ecoer's outdoor unit with anyone else's indoor unit!
- No one else has anything like this in the industry
- Ecoer has both multiple active patents on their technology
- Price competitive!



Air Pros Makes 3rd Acquisition in 60 Days Purchasing Bruno Total Home Performance in Fort Myers



(Davie, FL December 23, 2019)— Davie-based Air Pros Residential and Commercial Air Conditioning Services (Air Pros) announced it has acquired Fort Myers-based Bruno Total Home Performance (Bruno Total). The move increases Air Pros customer base by 55,000 customers and positions the company for additional acquisitions, market expansions and overall growth.

Earlier this month, Air Pros announced the purchase of Dallas, Texas based Blue Star Heating and Air, and South Florida and Tampa based Solar Bear Cooling and Heating.

Air Pros has also agreed to honor warranties and guarantees made by Bruno Total, and will retain all records and service agreements to protect and serve customers long-term. As part of the asset acquisition, Air Pros will bring in its National Management team and convert more than 100 vehicles to the Air Pros branding. Bruno Total employees are also going through Air Pros training program to understand company policies and processes, including its "White Glove" customer care program which all technicians company-wide follow.

"Air Pros has been steadily growing organically in the Fort Myers market, and at the same time we've been evaluating acquisition targets to further spur expansion. We kept coming back to Bruno Total as having the right asset footprint and after doing extensive due diligence and customer interviews over the last six months, we're excited to have reached an agreement to purchase the company's assets," said Anthony Perera, President of Air Pros. "Acquiring Bruno Total allows Air Pros will significantly expand our local resources and client base in Fort Myers, while giving us the option to utilize best practices as we look to improve local operations, add new service markets and expand across the U.S."

Many Bruno Total employees have already started the transition and are learning Air Pros processes and ethos. Customers are already benefiting from Air Pros increased resources to provide services to customers at lower costs due to the vendor relationships Air Pros has in Florida and nationally.

Air Pros was founded in South Florida in 2017 on the premise it invented "White Glove Service" of integrity, reliability, and putting our customers first. The company has quickly expanded to many metro areas within Florida and now Dallas, Texas with more franchise partners expected to be introduced soon. To schedule an appointment call 877-299-0228 or for more information or details on franchise opportunities visit www.airprosusa.com.




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1/21/2020	Columbia Downtown	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/22/2020	Charleston	8:00 AM – 9:30 AM	Freshaire Basics of IAQ
1/22/2020	Columbia Downtown	8:00 AM – 10:00 AM	Ecobee Thermostat
1/23/2020	Charleston	8:00 AM – 10:00 AM	Ecobee Thermostat

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Johnson Controls Hosts Two-Day Women in HVAC Summit

MILWAUKEE – (December 11, 2019) – Women in the HVAC industry often face a unique set of challenges in the male-dominated field. Johnson Controls has worked to tear down those misconceptions by educating and empowering women in the industry. This commitment was in action recently, when Johnson Controls welcomed women from across North America for its second Coolest Women in HVAC event of 2019. The inspirational two-day program provides educational and networking opportunities for contractors, distributors, service technicians, engineers, and sales and marketing professionals.

The latest event was held at Johnson Controls residential manufacturing facility in Wichita, Kan., where attendees gained first-hand experience in designing, testing and servicing of residential equipment from YORK®, Luxaire®, Coleman® and Champion®. The women participated in a tour of the plant and equipment testing lab, as well as a manufacturing and engineering Q&A session.

“One of our goals at Johnson Controls, and a personal desire of mine, is to increase recruitment of women in the field and give them the tools they need to excel. Creating gender diversity within the HVAC industry can only make it stronger by creating a well-rounded network of talented individuals,” said Liz Haggerty, vice president and general manager, Ducted Systems, Johnson Controls. “Our bi-annual women in HVAC events are an effective way educate attendees on Johnson Controls products and programs, while giving them the opportunity to meet and network with other women in the field.”

In September 2019, Johnson Controls hosted its first Coolest Women in HVAC event of the year. Held at Johnson Controls Rooftop Center of Excellence in Norman, Okla., attendees toured the 900,000 square-foot facility, including its two-story testing lab, participated in an engineering leadership Q&A panel and engaged in a presentation on ‘Creating a Culture of Learning’ with Johnson Controls lead business instructor, Christa Vanzant. The women gained first-hand experience in designing, testing and servicing of commercial equipment from YORK®, Johnson Controls, TempMaster®, Fraser-Johnston®, Luxaire®, Coleman® and Champion®.

Johnson Controls has been at the forefront of recruiting women to pursue careers in HVAC and increasing the advancement of women in STEM roles. The company created a Women’s Resource Network nearly a decade ago, which harnesses the power of female employees to establish a professional development and mentoring community. Johnson Controls also launched the Next Start program in 2017 to help women who have been out of the workforce for two or more years find employment. In addition to women in HVAC, the company has established multiple business resource groups to support and empower a diverse workforce including veterans, the disabled and multicultural groups.



HARDI Distributes 2019 Awards for Advocacy, Benchmarking, and Talent Pillars

COLUMBUS, Ohio, December 16, 2019– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) presented the 2019 awards to select members for its Advocacy, Benchmarking and Talent pillars. Recipients were chosen based on engagement with the HARDI organization in the respective areas and were presented the awards on stage during a general session at the 2019 HARDI Annual Conference: Pulse in New Orleans. The recipients were the following: Advocacy Pillar Award: cfm Distributors, accepted by Lauren Roberts, Benchmarking Pillar Award: Team Air, accepted by Jeff Wallace, Talent Pillar Award: RSD, accepted by Jaylan Phillips, Mexico Awards: Mingledorff’s Inc., accepted by Jeff Mingledorff and Johnstone Supply (The Ware Group), accepted by Mike Bell. For more information, contact Emily Frost at efrost@hardinet.org



left to right: Mike Bell, Jaylan Phillips, Talbot Gee, Lauren Roberts, and Jeff Mingledorff.

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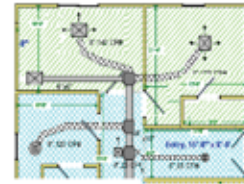
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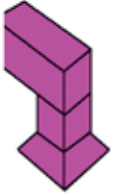
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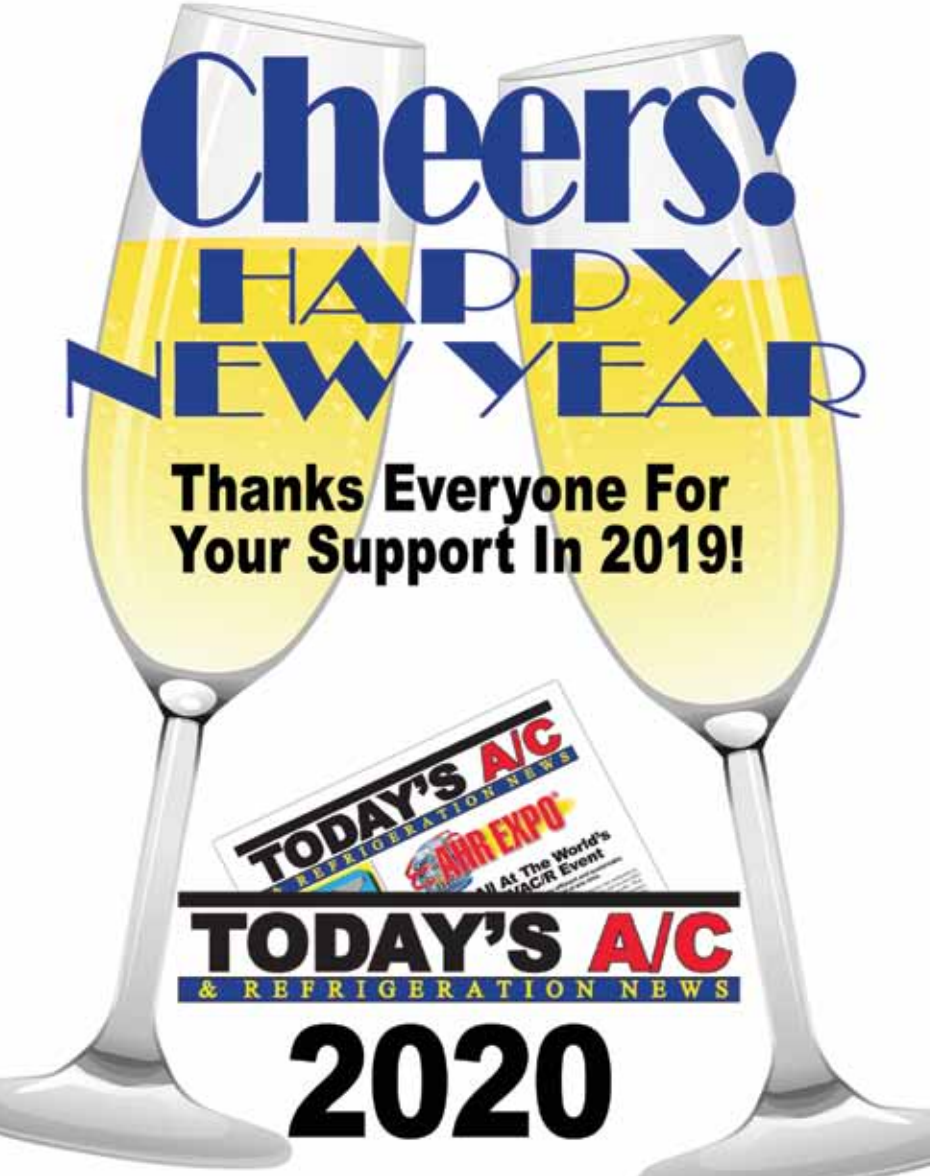
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