

TODAY'S A/C

& REFRIGERATION NEWS

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Blacks Supply 30th Annual Bass Tournament at Hickory Point, Tavares FL (see pages 14-15)



Johnstone Supply Ware Group Hosts Open House in Sanford FL (see page 13)



30th Annual PBACCA Air Show at the Palm Beach Fairgrounds (see pages B10-B11)



SFACA Monthly Program Meeting at the Sheraton in Plantation (see page 16)



Baker Distributing Plant City Hosts Grand Opening Celebration (see page B3)

ASHRAE Resources Available to Address COVID-19 Concerns



Jeff Schlichenmeyer
Publisher

ATLANTA (February 27, 2020) – ASHRAE, a global society advancing human well-being through sustainable technology for the built environment, has developed proactive guidance to help address coronavirus disease 2019 (COVID-19) concerns with respect to the operation and

maintenance of heating, ventilating and air-conditioning systems.

The ASHRAE COVID-19 Preparedness Resources webpage, ashrae.org/COVID19, provides easily accessible resources from ASHRAE to building industry professionals.

“The recent escalation in the spread of coronavirus disease 2019 is alarming on a global scale,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “While ASHRAE supports expanded research to fully understand how coronavirus is transmitted, we know that healthy buildings are a part of the solution. ASHRAE’s COVID-19 Preparedness Resources are available as guidance to building owners, operators and engineers on how to best protect occupants from exposure to the virus, in particular in relation to airborne particles that might be circulated by HVAC systems.”

Available on the webpage is ASHRAE’s recently approved position document on Airborne Infectious Diseases. The Society’s position is that facilities of all types should follow, as a minimum, the latest practical standards and guidelines. The position document also

advises that new and existing healthcare intake and waiting areas, crowded shelters, and similar facilities should go beyond the minimum requirements of these documents, using techniques covered in ASHRAE’s Indoor Air Quality Guide to be even better prepared to control airborne infectious disease (including a future pandemic caused by a new infectious agent).

Because small particles remain airborne for some period of time, the design and operation of HVAC systems that move air can affect disease transmission in several ways, such as by the following:

- Supplying clean air to susceptible occupants
- Containing contaminated air and/or exhausting it to the outdoors
- Diluting the air in a space with cleaner air from outdoors and/or by filtering the air
- Cleaning the air within the room

ASHRAE recommends the following strategies of interest to address disease transmission: dilution ventilation, laminar and other in-room flow regimes, differential room pressurization, personalized ventilation, source capture ventilation, filtration (central or unitary), and UVGI (upper room, in-room, and in the airstream).

Owners, operators, and engineers are encouraged to collaborate with infection prevention specialists knowledgeable about transmission of infection in the community and the workplace and about strategies for prevention and risk mitigation.

For access to the full position document, standards, publications, technical committees, research projects and other material to prepare for COVID-19, visit the ASHRAE COVID-19 Preparedness Resources webpage at ashrae.org/COVID19.

Learning About UVC Light and the Coronavirus

The concern about the rise of Coronavirus disease 2019 (COVID-19) (or the novel coronavirus) around the world has brought many inquiries to us in recent days with questions about the use of Ultraviolet air and surface disinfection products to help reduce the populations of this micro-organism in indoor environments.

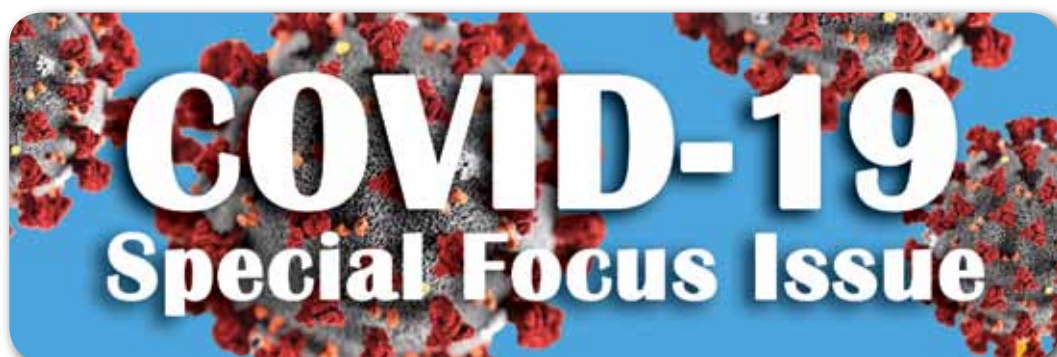
Ultravation® has been engineering UVC products for both the residential, institutional and commercial applications for over 20 years. A primary focus of our company is to provide devices that reduce or eliminate unwanted biological growth on air conditioning components such as AC coils and blower wheels as well as HVAC airstream purifica-

tion via sterilization using UVGI (ultraviolet germicidal irradiation).

Some products are enhanced with photocatalytic oxidation (PCO), and/or bi-polar ionization that reduce other forms of indoor air pollution and are germicidal as well.

The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), which is “. . . a global society advancing human well-being through sustainable technology for the built environment” has recently released their “proactive guidance to help address coronavirus disease 2019 (COVID-19)” as it relates to heating, ventilating and air-conditioning systems.

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ruthking@hvacchannel.tv.

A colleague just introduced a product that can kill the Corona Virus. And, it lasts for 28 days. I thought that it was important to let you know about it so that you can help your customers. Go to www.coronacide.com for more information including the material sheet listing the ingredients.

What does this product have to do with the HVAC industry? We are supposed to keep our customers comfortable in their homes and offices. At least that is what we promise our customers. Coronacide is an indoor air quality product that could be part of your comfort solution.

Your company has SWOT (Strengths, Weaknesses, Opportunities, and Threats). Strengths and weaknesses you can do something about. Opportunities and threats just happen. They are out of our control. Weather is an opportunity and a threat.

So is the corona virus. Threat? Obviously the Corona Virus can and has killed people. Opportunity? You have a potential solution to the threat. Threat? Obviously the Corona Virus can and has killed people. Opportunity? You have a potential solution to the threat. And, since many of you have complained about this winter not being cold (another threat), this is an opportunity to contact your customers, do something good for them, and generate revenues and profits for your company.

According to the manufacturer, you can spray Coronacide directly on filters in the ductwork. This becomes a great marketing tool.

However, it is only part of the answer. In addition to spraying the filters in the ductwork you should spray the home or office since the virus is spread in the air and on contact with surfaces. You can spray clothing. You can spray masks.

When pricing, make sure you have a reasonable net profit per hour on each service call where you spray. Take this threat/opportunity and turn it into an

advantage for your company.

Next up: Take Advantage of these 7 Things - Since hand sanitizer is mostly alcohol, I discovered that some people in Georgia are using moonshine as hand sanitizer! Granted, I would not use my best Scotch Whiskey as sanitizer. I found this funny and we don't have a lot to laugh about during this Pandemic.

This pandemic will end. No one knows when. Do what you can do now to prepare for when the pandemic is over.

By now you probably have heard that HVAC and plumbing are considered essential services so that our industries would not be shut down if the government chose to shut down businesses.

Here are seven things you might want to take advantage of. Please note I DO NOT get referral fees for recommending anything below...obviously other than my books and classes:

1. NEIFund is providing loans for fixing/replacing equipment. Minimum of \$2500. No cost to contractors (I.e. no buy down costs that finance companies normally charge us). Go to www.neifund.org for more information and to get approved.

2. Do service calls and sales calls remotely. One of my clients has been doing remote sales calls for years and customers love it. You can also do service calls the same way using XOJ Technologies platform. This Tuesday's podcast gives you more information. And, XOJ is waiving start up fees during this pandemic. You can get a company of 10 technicians up and running in as little as 2 hours. Send an email to info@xoi.io to sign up.

3. The EPA N lists approved coronavirus killers.

4. Email Ruth for the template for COVID-19 info for your website.

5. SBA and many other states have no interest loans to help tide small businesses over during this pandemic. Chris Hurn, the founder of Fountainhead

(one of the largest SBA funders in the US who has appeared on my Contractor Cents Podcasts) has the details.

6. Other than PureAir who says their filtration systems capture particles down to 0.1 microns (the size of COVID-19 virus), as of last Friday, I cannot find any UV light or air filtration manufacturer who states on their website that their products kill this virus. If I am wrong and you know of one, please email me with the info.

7. Now, more than ever, a thriving maintenance agreement program is critical for your long-term survival. Most of my clients who have a strong program are doing fine. They have money in the bank as their emergency fund.

Maintenance is keeping them busy - they are pushing up maintenances for those who were scheduled for May and June (wherever possible...weather conditions can affect these). Some people have actually called saying "We're home...come do the maintenance now." The only ones we have found that don't want maintenance are older people...which is totally understandable.

As a result, I've revised the residential and commercial maintenance programs to get you ready to take advantage of the pent-up demand that will probably happen when the pandemic is over. I also found the studies that prove maintenance saves money (they were done in the 1980's). These studies and the marketing/scripts to take advantage of them will be part of the on-line programs that start March 30th.

There is more and more positive news coming out every day that the media doesn't cover. China and South Korea have opened their doors and restarted manufacturing. That is a positive sign for the rest of the world. In addition, vaccines, and other virus killers are being quickly developed using Artificial Intelligence and other methods we didn't have years ago.

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Trade Groups Request 'Essential Business' Status for Technicians During Pandemic

By Michael Garry

In the wake of the coronavirus pandemic, trade associations representing North America's heating, ventilation, air conditioning, and refrigeration (HVAC&R) industry requested that federal, state, and local authorities grant "essential business" status to technicians and engineers responsible for "keeping the American people productive, healthy, and comfortable in these trying times," according to a press release from AHRI (Air-Conditioning, Heating, and Refrigeration Institute).

AHRI joined with nine other organizations, representing HVACR and water-heating equipment manufacturers, contractors, technicians, engineers, plumbers, and sheet metal contractors, in issuing a statement on March 18 to government agencies that are trying to prevent the spread of the novel coronavirus (COVID-19).

"While citizens are coping with a variety of unforeseen and unusual restrictions, it is essential that they are able to maintain their HVAC and commercial refrigeration equipment," the association leaders wrote. "Aside from providing comfort, this equipment is vital for health and safety in addition to productivity, particularly for air filtration and food and medical supply preservation, especially in this time of quarantine. When equipment fails, technicians must be able to repair or replace it as quickly as possible."

"Accordingly, as states and local jurisdictions considering their health crisis travel restriction plans, we respectfully request that HVACR technicians and engineers be considered essential businesses," the statement concluded.

Organizations signing the statement included AHRI; the Air Conditioning Contractors of America (ACCA); the Heating, Airconditioning, and Refrigeration Distributors International (HARDI); the Air Movement and Control Association (AMCA); North American Technician Excellence (NATE); the Plumbing, Heating, Cooling Contractors National Association (PHCC), the Sheet Metal & Air Conditioning Contractors National Association (SMACNA); the Heating, Refrigeration, and Air-Conditioning Institute of Canada (HRAI); ASHRAE; and the Mechanical Contractors Association of America (MCAA)

"Essential businesses" are generally thought to include banks, hospitals, supermarkets, pharmacies, gas stations and post offices.

In Loving Memory of Ray Messier



Ray Messier

It is with great sadness that we announce the passing of our owner Ray Messier. Ray died peacefully surrounded by his family on March 6, 2020 after his heroic eight-month battle with cancer.

Ray loved his work; as the owner of The Best Air Conditioning he never seriously considered retiring and was involved until the end. We are very proud to announce the business will live on with Ray's son Chris Messier taking the lead. We will continue to offer the great service you've come to expect from The Best Air Conditioning over our last 50 years.

If you would like to make a donation in honor of Raymond's memory you can do so to the Leukemia & Lymphoma Society (lls.org).

A Message from Arzel's New VP of Technical Sales



Ken Barton

Growing up in the trades, primarily in the HVAC industry, Arzel became the sole and only zoning solution that I offered to my customers. Their products were dependable, innovative and really stood the test of time, never making me look bad or disappointing. When it came to Arzel's core values and how they supported their customers was simply like no other I had ever seen in the industry.

It's hard to believe I started my career with Arzel back in 2008 answering calls in the Technical Support Department, eventually moving on to Technical Services Manager and with less than a month to go until my 12-year anniversary, it is with great honor and gratitude to announce that I am stepping into my new role as VP of Technical Sales working directly with technical support, engineering, sales and the marketing departments.

It is my goal to bring a new energy and life into the company, continue building our legacy of developing new innovative products with the highest level of quality and support that our customers have become accustomed to. I am surrounded by an amazing team, that I have a tremendous amount of respect for and I'm confident we will make this a huge success for everyone.

I'm eager to take my passion and enthusiasm to make a positive contribution to the entire Arzel Team, both internally and externally. I hope to further develop, all of the amazing relationships that I've had the pleasure of making over these past 12 years with all of you and growing many more new ones as well.

Sincerely, Ken Barton - VP of Technical Sales

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COVID 19: Peer Sharing and Best Practices

BY SARAH JILBERT- HARDI

A survey was sent out this week to distributors in states that have a Stay at Home Order asking how they are operating at their branches since being considered "essential business" by their local governments. Over 30 distributor companies responded. See the results from your peers below.

How is your company getting product to customers? Curbside Pick Up- 85%, Delivery- 76%, Counter- 42%, Other- 36% (Locker, UPS, FedEx, direct from manufacturer/vendor)

*A lot of policy variations: some are doing curbside only, others delivery only, and some are leaving it up to what the customer prefers.

What operational procedures have changed in your business since the Stay at Home Order?

Product to customer: 1) Asking customers to call in orders, email, text or enter online. 2) Placing tables in front of counters to maintain a safe distance. 3) Contact free transactions. No signatures at keypad and asking customers to take pen used. 4) If ordering by counter, ask customer to wait in vehicle until order is ready at the dock. 5) When giving product to customer place product on ground, walk away, and then allow them to pick up the product. Maintain 6-10ft separation. 6) Leaving delivery outside customer location- call ahead to communicate where they want it dropped. 7) Taking picture at delivery site instead of asking for a signature. 8) Offering free delivery. 9) Communicating operating policies to customers. 10) No sales contact with customers other than phone or video conferencing. 11) Calling daily to check in.

Inside facility: 1) Shutting down show rooms. 2) Limiting number of people and number of customers allowed in building. Some aren't allowing any customers in building. 3) Wiping counters between customers. 4) Putting signs up to make sure staff and customers are clear of cleaning and operating policies. 4) Removing all food, coffee and condiments. 5) Cleaning every 30 minutes. Prioritize common touch points. 6) No cash transactions. 7) Putting tape lines on the floor to communicate proper distance. 8) Using sneeze shields. 9) Dedicating a sanitizing employee or team in every location. 10) Asking inbound drivers to call

and stay out of warehouse. 11) Closing lunchrooms. 12) Providing all stores with professional strength hand soap and cleaning products.

Workforce: 1) Splitting shifts. Alternating employee workdays or work weeks. Some have cut 50% of hours others are allowing those on off week/day to support from home. 2) Rotating order takers one per day in parts area. 3) Checking temperature before reporting to work. 4) Instituting work from home for sales, marketing, purchasing, admin and others that do not need to be on site. 5) Issuing gloves and protective eyewear to employees. 6) Limiting travel policy. Travel ban. 7) Increasing online training. 8) No face to face meetings. Encouraging use of webinars, skype, zoom, etc. 9) Keeping sick people home. 10) Promoting proper hygiene as outlined by the CDC.

What is your plan should one of your employees test positive for COVID-19? 1) Please work with your state and local governments as their may be closure mandates and other guidelines your company must follow in the event of a positive case of COVID-19. 2) CDC has released guidelines on how to clean a facility that has had a confirmed case of COVID-19 in it and recommends all employees that came in contact with the infected employee to self-quarantine for 14 days. <https://www.cdc.gov/coronavirus/2019-ncov/community/organizations/cleaning-disinfection.html> 3) Remember employers need to follow confidentiality laws relating to health issues, so if someone does become sick it cannot be announced who it is without getting the employees permission. 4) Flip crews and send everyone on the current crew home for quarantine. Shut down, quarantine and clean extensively. 5) Keep employee isolated at home and investigate others that could have exposed and send them home for 14 days. 6) Furloughed a back up crew to be available if such an event should happen. Have employees available from other locations if necessary. 7) Close office, work from home, hire cleaning crew and re-evaluate office. 8) Team on duty will quarantine with pay. A review of sales for the day will reveal who else may have been exposed during curbside pick-up. Professional cleaning team will come in before reopening.

Learning About UVC Light and the Coronavirus

(Continued from Cover Story)

The ASHRAE publication refers to the use of UVGI for 1) airstream purification and 2) upper room disinfection for the purpose of reducing via sterilization potential airborne pathogens. The Ultravation manufactures the following products that perform each of these uses of UVGI as noted by ASHRAE.

- UVMatrix™ AS-Series UV for HVAC airstream disinfection
- UVMatrix™ FS-Series for convection driven for stand alone UV room air disinfection

They emit pure 254 NM UVC (UVGI) with no production of ozone. Ultravation engineering can assist as needed with determining model configuration or "sizing" products by determining the amount of UVC energy necessary to sterilize target organisms as well as by analysis or HVAC or room characteristics for recommendation for proper placement and operating instructions to ensure projected performance.

In addition, Ultravation® manufactures the following germicidal products for residential applications:

- UVPhotoMAX™ — Active photocatalytic adjustable air purifiers, two models — PTE and Signature Series
- UVCatalyst™ — Captive (infused activated carbon) photocatalytic air purifier
- Synergy — Captive (infused activated carbon) photocatalytic air purifier with LED and ionization technology

None of our products have been tested specifically regarding the reduction or elimination of COVID-19. It is considered possible to model potential disinfection rates based on the UV resistance and dosage requirements of pathogens with a similar composition. In general, viruses have less resistance to UVC energy than bacteria while microscopic molds and algae have the highest resistance.



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Trade Talk:

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



Blazing Your Own Trail

Being an Air Conditioning Contractor means that you'll often blaze your own trail: No career guides, counselors or maps will guide you from one step to the next: You'll have to make it up as you go. I've been a Contractor my whole adult life and it's the only career I've ever known. In a way, that makes me lucky: I've become not only comfortable with, but actually good at, forging ahead into uncharted territory.

However, like everyone else, I've faced moments of doubt and uncertainty and plenty of sleepless nights. As I look back at the steps that got me started in the business common themes emerge.

Keep the big vision in sight

A big vision will take you far. I put this tip first because when things go wrong on the path to your success, and they will, keeping the big vision in mind will enable you to steer your way back to a successful course. It may not always be the course you imagined, but your big vision becomes your north star, which in turn helps you navigate and orient yourself through the darkness. I believe in this so much. Your vision is your foundation, compass and the road to success, lighting the way forward.

Fuel your vision with perseverance

What should go hand-in-hand with a big vision is the dedication and discipline you'll need to keep moving forward. I heard it said somewhere when things seem to get desperate, "We march to victory or we march to defeat, but we go forward, only forward."

Sometimes, when things get challenging on your path as a contractor you have to commit yourself to moving forward, regardless of the discomfort and fear surrounding the next steps. When you

fuel your big vision with discipline and the spirit of "only forward," you eventually meet your success.

Make a plan, but be flexible

You need a few sets of plans, even if each is only a few pages. A business plan, with an accompanying marketing outline, are important blueprints for success. They help you map out the major landmarks of the road ahead, define your success and break the journey into important metrics you can track your progress against.

I'm not one for a giant, robust plan nobody will access, but I do advocate a more modest go-to plan that can act as your basic instruction manual and hold you accountable to specific numbers. The reason I don't support highly detailed plans is that I believe you need the flexibility to alter the course as necessary. Sometimes, large changes to the plan will be necessary.

Embrace your expertise

If you're already innately good at something, or have a skillset, embrace it. Don't try to be all things for all aspects of your business. Hire out or find experts for the things you can't do, and focus on your strengths as quickly and often as possible. Don't be a jack-of-all-trades and a master of none.

Don't reinvent the wheel

What is already working in other people's business models, in your industry, in software applications and other business operations that you can emulate instead of re-create? Don't waste your time trying to set up systems when you can simply purchase and install one, saving precious time and spending little money. I always keep my burn rate in mind and run as lean as possible. But sometimes

the best decision is to take on the expense of some good systems so you don't have to waste time and make mistakes building your own.

Balance your life

This isn't just a stale piece of advice: Your health is literally the most important thing in your life. When your body gives out, you're done. Your heart doesn't care how good a business you have; your circulatory system isn't all that impressed with your money or accomplishments. . . you get the point.

You will burn out if you sacrifice your physical and mental health on the altar of your business. So, take care of yourself.

Use your sense of humor

If you can't laugh at yourself, you're missing out. I was almost asleep the other night when I thought of a funny event that had happened earlier that day, and I suddenly found myself erupting with laughter so loud I woke the dog.

Laughing is a good cure to diffuse stress, infuse some lightheartedness into life and get some perspective on the fact that, hey, this is only life after all -- you don't have to take it so seriously.

So, try to laugh more and stress a little less. It strengthens your emotional and mental well-being, keeps other people from getting under your skin and keeps you cool and collected, plus a lot more fun to be around.

Until Next time.

Tommy Castellano

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SBA To Provide Small Businesses Impacted by Coronavirus (COVID-19) Up to \$2 Million in Disaster Assistance Loans

WASHINGTON – SBA Administrator Jovita Carranza issued the following statement today in response to the President's address to the nation:

"The President took bold, decisive action to make our 30 million small businesses more resilient to Coronavirus-related economic disruptions. Small businesses are vital economic engines in every community and state, and they have helped make our economy the strongest in the world. Our Agency will work directly with state Governors to provide targeted, low-interest disaster recovery loans to small businesses that have been severely impacted by the situation. Additionally, the SBA continues to assist small businesses with counseling and navigating their own preparedness plans through our network of 68 District Offices and numerous Resource Partners located around the country. The SBA will continue to provide every small business with the most effective and customer-focused response possible during these times of uncertainty."

The U.S. Small Business Administration is offering designated states and territories low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19). Upon a request received from a state's or territory's Governor, SBA will issue under its own authority, as provided by the Coronavirus Preparedness and Response Supplemental Appropriations Act that was recently signed by the President, an Economic Injury Disaster Loan declaration.

Any such Economic Injury Disaster Loan assistance declaration issued by the SBA makes loans available to small businesses and private, non-profit organizations in designated areas of a state or territory to help alleviate economic injury caused by the Coronavirus. For additional information, please contact the SBA disaster assistance customer service center. Call 1-800-659-2955 (TTY: 1-800-877-8339) or e-mail disastercustomerservice@sba.gov.

Pipe Prop Achieves ICC-ES Certification

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

Pipe Prop earned this prestigious evaluation through years of extensive testing and proven performance under the most severe weather conditions. Pipe Prop had previously been recognized as the only

pipe support with two NOA's (Notice of Acceptance) by Miami-Dade as well as IAPMO UPC certified.

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

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

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

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PRODUCT CONTROL APPROVED

PIPE PROP
Tested & Proven
In The Most
Severe Weather
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The Pipe Prop Adjustable System is:

- > Affordable
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AM RAD Engineering

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

Title: The "Law of Unintended Consequences" – How A Service Part Can "Kill" The Compressor

Products Affected:

- Air Conditioning and Refrigeration Compressors

Topic(s):

- When the motor-run capacitor fails, the capacitance of the Hard-Start Kit is still connected to the compressor.
- With the Hard-Start Kit still connected, this will allow the compressor to start and run without the motor-run capacitor.
- The compressor was **not** designed to run without the motor-run capacitor, and it **will** overheat and lead to compressor failure.

[NOTE * It's estimated that between 2 to 3 million motor-run capacitors fail each year in Air Conditioning and Refrigeration Systems]

Summary:

There are times when the attempt to do something positive can result in something unexpected or unforeseen. The annual increase in the number of Hard-Start Kits being added to air conditioners is a perfect example. Hard-Start Kits are being installed by contractors for a variety of reasons, such as extending the life of an old compressor, reducing starting amperage, and lowering the load on the utilities.

Utilizing a failed "open" motor-run capacitor as the basis for our "Destructive-Analysis" experiments (in conjunction with the Advanced Technology College of Daytona State College), led directly to the failure of a number of our "test" compressors. That is, once started, a compressor WILL run without a motor-run capacitor. Compressors were never meant to operate without a motor-run capacitor*. The problem will occur because the Hard-Start Kit will briefly replace the failed motor-run capacitor; thereby allowing the compressor to re-start. In our experiments, we've seen the compressor quickly overheat, with surface temperatures reaching as high as 101°C (Centigrade) or 213.8°F (Fahrenheit) and refrigerant pressures as high as 700psi. While the compressor's own internal protective devices attempt to protect the compressor, the REPEATED restarts are what destroys it.



NEW
Compressor Protector Terminal
(CPT™)

Exclusive  Distributor

Past and current designs have the wires from the Hard-Start Kit connected to the same motor-run capacitor terminals that are wired to the compressor. In these designs, the capacitor terminals are acting like "terminal blocks". With the large "boost" of capacitance from the Hard-Start Kit, compressor failure WILL occur after an extended time running without the motor-run capacitor, accompanied by the repeated "hammering" the motor takes from "high-boost" over-capacitance starts.

AmRad Engineering has the solution to this issue, the NEW Patent-Pending Motor-Run Capacitor with Compressor Protector Terminal (CPT™)! The new design for our Turbo series capacitors has a separate terminal specifically for use with any Hard-Start Kit. This terminal is connected internally to the common terminal and will COMPLETELY separate the Hard-Start Kit from the compressor upon a motor-run capacitor failure. **This will save the compressor because the Hard-Start Kit is no longer in the circuit to allow the compressor to restart.**

The New Terminal design works with ALL Hard-Start Kits, including popular 3-wire Hard-Start Kits. All Turbo200® series capacitors will be available with compressor protection technology and have the Compressor Protector Terminal (CPT™)! All AmRad motor-run capacitors will be available with this CPT™ terminal later.

Installation is simple. With the orange colored Compressor Protector Terminal (CPT™) clearly marked and ready to install with any Hard-Start Kit/BOOSTER System. Simply attach one wire from the Hard-Start Kit to the CPT™, the other wire to the "Herm".

Jonathan Charles
Sales, Marketing and New Product Development
1-800-445-6033 • JCCharles@americanradionic.com

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Turbo200 & Turbo200X

The Universal Permanent Replacement Motor-Run Capacitors

CPT COMPRESSOR PROTECTOR TERMINAL

What AmRad Has Discovered

When a motor-run capacitor fails in a hard-start system, the hard-start keeps kicking on the compressor without the capacitor regulating. This will cause overheating and a shorter compressor lifespan.



A Better Hard-Start System (With CPT™)

Connection to the compressor will be cut off if the capacitor fails

Turbo With CPT™ Can Be Used With Any 2-Wire or 3-Wire Hard-Start



Exclusive DISTRIBUTOR

** Although the Turbo® series of capacitors have an extremely low failure rate (.0001%), the CPT™ terminal is being introduced initially on these parts. In the future, AmRad motor-run capacitors will incorporate the CPT™ terminal.



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Performance Pointers

by David Richardson



Sir Isaac Newton and Duct Upgrades

When Sir Isaac Newton's name is mentioned, many of us think of him discovering gravity. Another finding of Newton's is the third law of motion. It states, "For every action, there is an opposite and equal reaction."

When a duct system is modified, this law must be considered. Duct upgrades change the conditions and interactions in a home. For every modification that's made, there's an opposite and equal reaction that can result in unintended consequences.

Successful duct upgrades change airflow and pressures to solve your customer's issues. Unsuccessful upgrades might create additional issues that have a negative impact on their safety, health, comfort, and HVAC system. A problem may get corrected but a larger one appears in its place. Let's look at how Sir Isaac Newton's third law of motion can help you prevent unintended problems when you modify a duct system.

The Importance of a Test-In

The biggest contributor to successful duct upgrades is performing a proper test-in. In this step, you uncover hidden issues that cause upgrades to miss the mark. Failing to perform a test-in keeps you in the dark.

After a test-in is complete, you see issues that affect system operation. Some of the basic measurements to start with are:

- Static pressure readings compared to static pressure budgets or manufacturer data to identify areas of restriction that need correction.
- Fan airflow determined and compared to required fan airflow to estimate the extent of renovation repairs.
- System temperatures are gathered and compared to equipment temperatures to identify excessive duct system temperature losses or gains.

Forward-thinking HVAC professionals often offer additional testing before work begins. Customers are offered the choice to invest in this level of expertise. Some of the tests are:

- Supply register and return grille airflows measured and compared to design values to identify possible airflow and pressure imbalances.
- Blower door testing to estimate building leakage rates and load calculations.

- Room by room heat loss/gain calculations and equipment selection based on real world conditions.

These additional tests shouldn't be considered unnecessary or a waste of time. They allow you to uncover deeper problems that may prevent your success and your customer's happiness. If issues are left uncovered, you own them after you do the work. For this level of expertise, you should get paid – don't do it for free and degrade the services you provide.

Check Refrigerant Charge

After duct upgrades, airflow across the coil should change. Whether it's relief of excessive static pressure, changing fan speed, or cleaning the coil, when airflow changes, refrigerant charge is affected.

Check your refrigerant charge before and after upgrades begin. You'll likely end up pulling refrigerant out of the system after repairs are complete. The addition of excess refrigerant is often used to mask airflow problems and keep the coil above the freezing point – be ready for it. Failure to address this issue could leave you replacing a compressor due to an overcharge condition.

Consider Pressure Zones

Look at pressure zones during duct upgrades as they could contribute to intermittent complaints if overlooked. One of the goals of duct upgrades is balanced supply and return airflow to individual rooms. Ignoring the impact of pressure zones can hinder this goal as airflow is out of proportion.

Improperly designed pressure zones can lead to airflow imbalances. Be aware they also occur due to duct leakage, interior door closure, lack of air balancing, and central returns. A multitude of issues have been linked to pressure imbalances including:

- CO poisoning
- Hot and cold rooms
- Large temperature swings
- Humidity control
- IAQ issues (dust and allergens)

Consider your upgrades and duct layout carefully with these potential interactions in mind. Door undercuts are often recommended as a cure to equalize zone pressures but are typically ineffective. Other options like adding additional return ducts and transfer grilles should be considered.

Air Balance and Test-Out

No system design is bullet proof. As good as your design skills are, you still need to verify your design intentions were achieved. Air balancing is a critical step that often gets overlooked once upgrades are complete.

Unless the system receives a proper air balance and test-out, you have no idea how much improvement you made to the system. One of the biggest opportunities to thrill your customers is showing them measured improvements to their system. You can also find and quickly correct items that may have been overlooked.

Without air balance and test-out measurements, you are at the mercy of Newton's third law. Compare all readings obtained during test-in to test-out. If you've been thorough, you're going to see increased performance.

Lessons from Newton

Cause and effect interactions are a reality of any duct upgrade. Understanding these interactions occur is the first step to building your confidence as you solve your customers problems.

Recommend and perform a full test-in to find the hidden defects that cause unsuccessful duct upgrades. Then, design a scope of work that corrects these defects. Once the solution is sold and installed, air balance and test-out to assure the system operates as designed.

Just as Newton's third law of motion states, "For every action, there is an opposite and equal reaction." For every duct upgrade you successfully complete, there's a thrilled customer who will rave about you solving their problems.

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

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

Florida Department of Elder Affairs Announces Partnership with DBPR and FRLA to Support Meals to the Elderly

TALLAHASSEE – Today, the Florida Department of Elder Affairs (DOEA) announced a partnership with the Department of Business and Professional Regulation (DBPR) and the Florida Restaurant and Lodging Association (FRLA) that allows the needs of the business community and workers in the restaurant business to be matched with the needs of the elderly and meal delivery services.

"By working together, our agencies will be able to ensure all of our 5.5 million seniors have safe access to food," said Richard Prudom, Secretary for the Florida Department of Elder Affairs. "Governor DeSantis has helped to facilitate this process and allowed restaurants and food establishments to become emergency meal vendors for Florida's seniors who are homebound or self-isolating for protection. We are in constant communication with seniors and our senior-care providers around the state and we know this action will greatly increase the flexibility of our communities to access meal delivery."

As meal sites for seniors close around the state to prevent the spread of COVID19, the collaboration

between state agencies and the restaurant association will provide one more layer of food reassurance to our seniors.

"Restaurants are the very fabric of communities across Florida," said Carol Dover, President & CEO of the Florida Restaurant and Lodging Association. "Providing jobs, serving customers, and creating memorable experiences for guests are key in our hospitality industry, but our restaurants contribute so much more than that. Ensuring that older Floridians have access to food during this unprecedented time is important to our restaurant owners and employees, and we commend Governor DeSantis, Secretary Prudom, and Secretary Beshears for working with our to industry to help serve those in need."

DOEA's 11 Area Agencies on Aging throughout the state will work with local volunteers and other local service providers to ensure meal delivery to Florida's most vulnerable population. Meal delivery by volunteers and other organizations will also combat social isolation of seniors by providing the simple interaction of food delivery to the doorstep of an elder.

Air Pros Acquires Fort Lauderdale Company Strengthening Foothold in Florida

Fort Lauderdale, FL (March 21) - Rapidly expanding across South Florida, Air Pros Residential and Commercial Air Conditioning Services (Air Pros) announced it has acquired Fort Lauderdale-based Summer's Heating and Cooling, adding nearly 2,000 new customers to its growing base of over 600,000 customers nationwide.

"We partnered with Summer's Heating and Cooling as they seamlessly align with our philosophy of customers-first," said Anthony Perera, Founder of Air Pros. "We are thrilled to have found a great partner in John and are impressed by his high standards of quality, service, and customer ratings. We are excited as John agreed to remain with Air Pros and have some exciting new updates to share in the coming months."

As part of the acquisition, Air Pros has agreed to honor all commercial and residential customer warranties and guarantees made under the Summer's Heating and Cooling entity. In addition, founder John Provenzano, a veteran in the HVAC industry, has agreed to remain with Air Pros.



The Ware Group
Saving You Time. Making You Money.

Johnstone Supply Ware Group held one of their nine 2020 Florida Open Houses on March 10th, at their Sanford location. Note: Due to the current COVID-19 situation, future open houses are postponed and will be rescheduled at a future date.

The event began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken and all the fixins right on site. It was delicious!

More than 30 Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry trends. Many of the vendors had samples, informa-

tion, and some nice giveaways. Upon registration, open house attendees each received a bag of goodies. There were terrific door prizes like Big Screen HDTV's, GoPro's or Fitbit's!

A valuable training opportunity was available to open house attendees. The Johnstone Supply Sanford Open House featured special guest speaker Bryan Orr, from 10-11:30am, who spoke about the installation mistakes that kill systems. Attendees registered in advance online or with their local branch manager to attend. When the future open houses are announced, please visit JohnstoneWareGroup.com/OpenHouse to

register and reserve a seat for the training.

The Ware family brought Johnstone Supply to Florida in 1981. Over the course of the next 30 years, the Ware Group has become the leading HVAC/R wholesaler in north and central Florida.

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

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



The Johnstone Supply Ware Group Sanford Open House Team ready to serve you!



Joy Kunz with Ruben Ramirez of ABM, Gil Ledoux of PED Associates and Debra Carter of ABM



John Burgo of Priderock Air Conditioning with Hector Parada of Global The Source



Michael Williams of Barksdale Sales Group, Justin Natky and Jared Facemyer of Facemyer AC, Kim Barksdale of Barksdale Sales Group



Johnstone Supply Ware Group Serving Team: Carol Burket, Marc Roberts, John Mazzotti, Shaughaessy Horms and Michael Blackwell



(left/center) Greg Boggs and Mike Fongemine of Johnstone, with (2nd/right) Thomas Skouras and Isaac Hernandez of Advance Refrigeration & Air



Everyone enjoyed the tasty BBQ chicken and ribs from Hills BBQ



TJ Miller of Ron McLaughlin & Associates, Tyler and Rafael Fernandez of AL's AC and Heating, Sean Ince of Pro1 Thermostats



Chris Holnagel of CES, Steve Pascuzzo and John Figan of Testo, Doug Larson and Iran Deshommes of CES



Mike Pierce of Westbrook, Michael Cupp of Cain Sales, Alex Gilbert of Westbrook



Jed and Elidio Sacramento with Leon Essex of Manufacturers Marketing - Bard



Paul Vanteusen of System Tech Services with Jody Long of Nu-Calgon



Dan Moody of Target Sales with Mario Garcia of Cold for Less



The Johnstone Supply Ware Group Sanford Open House was a big success!



Shaughaessy Horms, John Mazzotti, Michael Blackwell, Brent Holland, Jason Rink, and Mike Bell

Blacks Supply 30th Annual Bass Tournament - Hickory Point, Tavares FL



Big Daddy Bass #1 Winner at 6.15lbs was Genaro and Julian Alonso of Kurt's Air Conditioning and won 2st Place with a combined total of 23lbs1oz



Nathan and Joey Bloom of Trane Company won Big Daddy Bass #2 at 5.14lbs and also 1st Place Winner with a combined weight of 23.11lbs



Neil Artman with Craig Colbert of Colbert Air Conditioning caught four bass totaling 7lbs



Bryan Poupore and Robert Stark of Gaskins Air Conditioning caught one bass at 1lb7oz



Ken Cross (retired) of Ferran and Terry Cross caught five bass with a 9lb10oz total weight

Blacks Supply sponsored their 30th Annual Bass Tournament on March 7th at Hickory Point, Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was cool and sunny and the tournament was at full capacity making this a very competitive event. There were over 77 boats and 154 anglers. The limit per boat was five and each bass must exceed 12 inches.

The weigh in was completed at 1PM, while WillieBoy's BBQ prepared a very tasty BBQ with all the fixins. Genaro and Julian Alonso of Kurt's A/C won Big Bass#1-6lb15oz and 2nd place combined 23lb1oz. Nate and Joey Bloom of Trane won Big Bass #2 -5lb14oz and 1st place combined 23lb11oz. Josh Morse and Patrick Morse of Morsetech took 3rd place combined 17lb8oz. Robert Wilder and Sean Baker of Emergency Air took 4th with combined 17 lb6oz, and 5th with 16lb12oz was Frank Curran and Joe Barnes.

Many great prizes were provided by Blacks Supply and their preferred vendors. Concord Equipment was a sponsor of the tournament. Blacks Supply has been in business for over 35 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Kim and Jim Barhold ISS Mechanical caught three bass with a combined weight of 5lb12oz



Chad and Heath Broadway of Apple Air Conditioning caught four bass with a 7lb12oz total weight



Weigh in time was very busy on the docks!



Sean Baker and Robert Wilder of Emergency Air and Heat took 4th Place with a combined total of 17lb6oz



Roy Thomas and Logan Turner of Apple Air Conditioning caught four bass totaling 7lb12oz



Bobby Gable and Ronald Wambles of Greer Construction caught five bass totaling 11lb14oz



Alberto Raya of Lake County School Board caught four bass totaling 7lb8oz



Mike Gray and David Kearce of Above All Air Conditioning caught five bass totaling 10lb3oz



Ronnie Davidson and Jessie Beardsley of Above All Air Conditioning caught five bass totaling 12lb5oz



Ben Clark and David Clark of David Clark Heating and Air caught five bass totaling 14lb5oz

Blacks Supply 30th Annual Bass Tournament - Hickory Point, Tavares FL



The Blacks Supply Team: L to R- Craig Syfert, Rafael Benitez, Richie Bates, Dalton, Teia Harner, Logan Bush, Steve Brown, Kyle Mosley, John Lovelace, Jody Thomas, Nicole Vines, Kevin Bush, Mutt Stroud, Jason Black, Chris Foster, Bruce Fortenberry, Ivan Martinez, Tracy Morris, Pablo Paulino and Dave Drechsel



Mark Duncan with Humberto Majinvega of Duncan Mechanical caught four bass totaling 12lbs4oz



Mark Hunter and Josh Rice of Jacob Heating & Air with a combined total of 17lb8oz



Josh Morse and Patrick Morse of Morsetech took 3rd Place with a combined total of 17lb8oz



Brian Narehood and Steve McPherson of Air Mechanical caught five bass totaling 10lb14oz



Garret West and Christian McGillivray of West Air Conditioning caught five bass totaling 14lb11oz



There were so many awesome raffle prizes that everyone have a chance!



Mutt Stroud of Blacks Supply announced all the raffle prize winners



WillieBoy's BBQ prepared an excellent lunch with pulled pork & chicken all the side dishes like Mac N Cheese and baked beans



Jason Black of Blacks Supply awarded the large 65" LG Flat Screen UHD TV to Stephen McPherson of Air Mecahnical



Winner of the "Frozen" Fishing Pole with the Smallest Fish Award was Mike Jenkins of Above All Air Conditioning



1st Place Big Daddy Bass Winner at 6.15lbs was Genaro and Julian Alonso of Kurt's Air Conditioning and also won 2st Place combined weight of 23lbs1oz



2nd Place Big Daddy Bass at at 5.14lbs was Nathan and Joey Bloom of Trane who also took 1st Place with a combined weight of 23lbs11oz



3rd Place Winner with a combined total of 17lb8oz was Josh Morse and Patrick Morse of Morsetech



4th Place Winner with a combined total of 17lb6oz was Robert Wilder and Sean Baker of Emergency Air and Heat



5th Place Winner with a combined total of 16lb12ozs was Frank Curran and Joe Barnes of Champion



SFACA March Program Meeting - OSHA Update

The SFACA March Program Meeting was held on March 4th, 2020 from 6-9pm at the Sheraton Suites in Plantation. The guest speaker was David Wessin of the Safety Alliance. David founded the Safety Alliance for Excellence (SAFE) in Miami in 2012. The Safety Alliance for Excellence (SAFE) was established in Miami as a resource for safety, health and risk professionals to work together with

OSHA, attorneys, universities & colleges, safety vendors and others who support our efforts to develop "Best Practices" for improving workplace safety.

David spoke to the members about the five biggest safety threats to HVAC contractors. He also discussed the important safety guidelines for HVAC technicians. A portion of the OSHA update meeting was focused on crane safety and ladder safety.

In addition to providing training courses and seminars, the Safety Alliance is also able to provide; drug testing, background screening, employee badging and other safety products and services.

The SFACA April Program Meeting will be postponed due to the COVID-19 epidemic. Please stay tuned for further information as it becomes available.



Stacey Miller, Executive Director SFACA with Bob Volin, SFACA Director



(left&3rd) Tom O'Connor and Ramon Delgado of Johnstone Supply Ware Group, (2nd&right) Eric Joyce and Greg Goldston of GMC Air Conditioning



(left&right) Larry Smith and Ed Lawton of Enterprise Leasing with Alfredo Andrial of Brown & Brown Insurance (center)



Zach Fraley and Steve Fahrinas of GMC Air Conditioning with Doug Scroggin of Ad Services



Javier Cepro and Luis Chinaea of Saez Distributors with Shawn Vann of Ad Services



James Schaefer of York Source 1, Kelly Dexter of Air Quality Control, and Mark Zarzeczny of Advanced Clean Air Specialists LLC



Vincent Hogan, Mark Carbajal, and Ian Lamvie of Pride Air Conditioning



There was a great turnout for the SFACA March members meeting



David Wessin of Safety Alliance was the guest speaker



CORONAVIRUS COVID-2

Prevention Treatment

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ACE EVAP-GARD (AEG) is a ready-to-use cleaner and disinfectant recommended for use on hard, non-porous surfaces. Applications should be made with a coarse sprayer (not fogger) and sprayed disinfectant should be allowed to remain on surface for at least 10 minutes prior to cleaning surface with clean paper towel or similar cleaning wipe. Alternatively surface can be allowed to air dry.




Product is available in

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Products with this EPA registration # are shown in EPA's LIST N Registered Antimicrobial Products for Use Against Novel Coronavirus SARS-CoV-2, the cause of COVID-19 (Dated 3/3/20).


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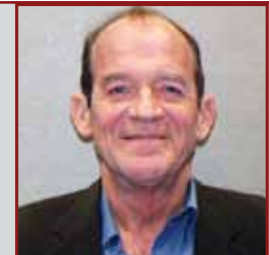


Email: sales@smartsnakes.com

407 502 8527



Message from FRACCA President Rick Sims



As I write, there are currently 200,000 confirmed CV-19 cases worldwide, 6,000 in the USA and overnight Florida's total has doubled to 200 cases. We are in our first week of closed schools, restaurants and bars, gyms and just about any public meeting or event. Industry events are being cancelled two and three months out. Apprenticeship programs are being interrupted and association and groups are cancelling physical meetings. Toilet paper has been established as the most treasured commodity of pandemic life. By the time you are reading this I hope our outlook will have improved.

Unlike most challenges we face, we cannot look to experienced people for guidance. No experience exists for this. This is new territory for everyone.

We have no reference in our private lives for this. Our businesses are charting through strange, unfamiliar territories. Our federal, state and local governments have never faced this before. It's hard to describe it; I heard one Floridian say, "it's like a hurricane aftermath but with air conditioning, electricity and wifi" (I think she meant it's not as bad as hurricane).

Presently, ACCA is working to establish HVACR as essential emergency services providers during state of emergency conditions for healthcare, agri-food supply chain, cooling for data and information technology centers and refrigeration, heating and cooling for vulnerable populations. The idea is to waive restrictions that might be generally in effect during a mandatory isolation order. By now you have been contacted by FRACCA to facilitate your support for this initiative.

This is different than a natural disaster. The government is giving orders to shut down private commerce for something that hasn't happened yet (meaning you're not infected yet). We might agree that it's necessary, but it's unprecedented and the decision makers have no experience to draw from. We must be concerned that some of the measures will be found to have done more harm than good or in the end did not provide the needed protection anyway. Either outcome is damaging.

Politicians are trying to pass CV-19 stimulus funding. Everyone expects that the "Families First Coronavirus

Response Act," will be passed by Congress and signed by the President in some form. Bipartisan proponents are touting CV-19 effected employee benefits but currently, who will get the money and who will pay for it is still undetermined. It's scary to watch as of all these politicians are touting how much they "are giving to families in this time of crisis" when we will most likely just be passing most of these trillions in stimulus costs along as inherited debt to our future American families.

FRACCA has sent you information about this and HB6201. ACCA supports CV-19 proposals only if funded by unemployment insurance benefits that contractors have already paid into. Considering that unemployment has been at an all-time low, we

are well funded going into this. FRACCA's lobbyist Clay Osteen is keeping a keen eye on HR6201 and the house proposed requirements for employers to provide sick leave benefits to most employees who are quarantined, contract the virus or care for a family member. Employers have not budgeted for such an expense and have no pandemic management experience. Clayton also has concerns about uncertainties that the current language creates that leave employers and employees confused about requirements. Clayton points out that current instructions are circular and will frustrate both the employer and employee. Hopefully these things have been fixed and employee and employer roles have been clarified in the final language.

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<p>Kendall Branch 11550 SW 120th Street Miami, Florida 33176 Tel: 305-971-6400 Fax: 305-971-6401</p>	<p>Broward Branch 5610 N.W. 12 Avenue Fort Lauderdale, Florida 33309 Tel: 954-358-1315 Fax: 954-358-1312</p>



TAKE A
DEEP
BREATH

WE'VE GOT THIS...

First, and most importantly, your safety and that of our customers and employees is our top priority. Please know we are working 3 shifts 7 days a week to provide hospitals, healthcare facilities, businesses and residences with our air purification systems. As the COVID-19 pandemic spreads, the world around us is changing rapidly. And while many things are changing, our commitment to you has not.

On behalf of the entire RGF Family, we want to thank you for your loyalty, trust, and understanding. Our hearts go out to all those impacted by this pandemic.



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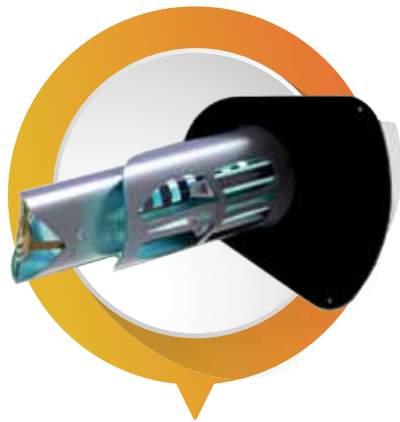


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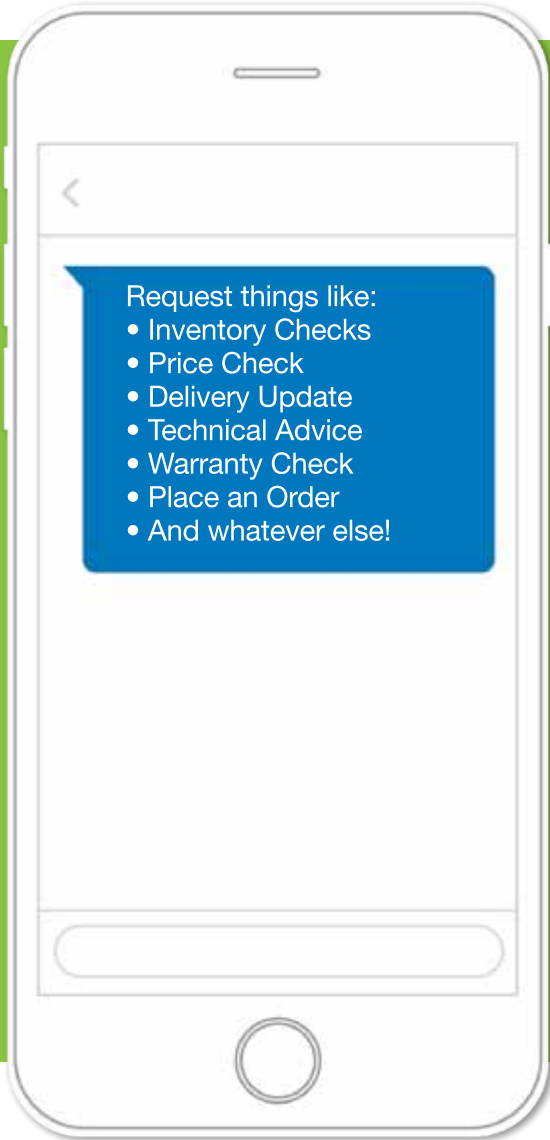
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Baker Distributing Celebrates Grand Opening In Plant City

March 13th, 2020

On Friday, March 13th, Baker Distributing hosted a Grand Opening celebration at their newest Plant City location from 10am to 2:30pm.

Jazzy B Grill Food Truck was on site serving hungry contractors who were able to choose from custom made burgers, chicken tenders, and chicken wings with fries and beverage.

Many vendors were in attendance displaying and demonstrating their new products available at

Baker Distributing. Along with the great food were some great drawings for door prizes.

Baker Distributing has over 200 locations in 22 states, each Baker Distributing Sales Center is staffed by the most knowledgeable and customer service oriented people in our industry.

With a complete inventory of HVAC/R products and technical assistance, Baker Distributing Sales Centers can provide you with the products and in-

formation you need to make your job and you more efficient.

Baker Distributing offers customers a wide range of product lines, competitive pricing, superior customer service and valuable, timesaving services that position us as an industry leader. Baker Distributing has the experience to meet your company's heating, ventilation, air conditioning, refrigeration and food service requirements.



The Baker Distributing Grand Opening Team in Plant City!



Jimmy McCarty of The Metal Shop with Mike Guerra of Baker Distributing



Mike Hinton of Brown's AC, Bing Berringer of Ron McLaughlin & Associates, TJ Uhrich of Baker Distributing, and Darrell Porter of Brown's AC



David Waugh of Target Sales, Matt Robinson and Brandon Miller of Currents & Cooling, Eddie Rodrigues of Baker Distributing



Baker Distributing's new location in Plant City is fully stocked with 26,000sqft of space ready to serve you with the products you need!



Steve Masters of US Motors with Larry McDermott and Kevin Garrett of Wyatt-Fitzgibbons Sheet Metal



Maria Korbos and Pam Gropp of Baker Distributing



Jazzy B Grill food truck was on site serving up tasty burgers, chicken tenders, and chicken wings with fries and beverage



Javier Delabastide, Angel Negrone Sr & Jr, of Central Florida Heating & Cooling with (2nd) Steve Denard of Baker Distributing,



Gary Prine of Reeves Sales & Marketing, Jessica Branch of Natural Air, Ben Branch of Baker Distributing, and Evan Langford of Natural Air



Everyone enjoyed the fresh grilled burgers from the Jazzy B Grill food truck!



Josiah Parker and Marty McClure of Creel Air Conditioning with John Galloway of PED Associates



Michael Venech of Venstar with Jason Carty of Hussmann



Bret Roland, Jason Whitman, Jonathon Cruz, and Kyle Wilson of Deem LLC with Michael Williams of The Barksdale Sales Group (ctr)



Whit Parker of J. Nichols & Associates, Jose Torres of Creel Air Conditioning, Nick MacFee of J. Nichols & Associates

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TFX45	5 / 10 / 30	6.25
TFX50	5 / 10 / 35	6.75
TFX60	5 / 25 / 30	7.25
TFX65	5 / 10 / 50	8.25
TFX85	5 / 10 / 70	8.25

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Coronavirus: Fresh-Aire UV Efficiency Against Viruses, Bacteria & Mold

Fresh-Aire UV has been receiving inquiries regarding the effectiveness of UV disinfection systems against COVID-19 (coronavirus). We believe the best approach is to be as transparent as possible and to explain the fundamentals and variables that play a factor in inactivating coronavirus and other pathogens with UVC germicidal technologies.

Fresh-Aire UV systems are tested and validated against bacteria, viruses, mold & fungus. Fresh-Aire UV systems have been tested and achieve up to a *99.99996% reduction on microorganisms. There are a number of factors that need to be addressed in order to determine efficiency, these include but not limited to, the application, such as surface or air disinfection, air velocity and temperature, recirculation rates, and dwell time, as well as the specific biological target. Fresh-Aire UV systems are installed in the HVAC unit and/or ductwork and are designed to disinfect the air as it circulates through the ventilation system. UV dosage for log reduction is measured in several ways including microwatts per second/centimetres² ($\mu\text{Ws}/\text{cm}^2$).

Every microorganism, including coronavirus, requires a specific UVC dosage for inactivation. UV disinfection has been employed for decades in water treatment; these microwatt

values have been used for reference to gauge UVC efficiency against a large cross-section of microorganisms. While Fresh-Aire UV systems have not been specifically tested against coronavirus, they have been tested and proven effective against similar pathogens, some that require an even greater

dosage for inactivation than coronavirus.

UV disinfection systems for HVAC are an ideal proactive measure to complement filtration. Microorganisms, particularly viruses, are so small that filters are mostly ineffective. The UV systems have also been shown to reduce problematic molds and pathogens that are found within the HVAC system and drain pan that would otherwise be introduced and distributed throughout the envelope of the building.

For additional information visit:

www.ashrae.org/technical-resources/resources
www.cdc.gov/coronavirus/2019-ncov/index.

Please contact Fresh-Aire UV to discuss your specific application: 1-800-741-1195 or email sales@FreshAireUV.com.

Fresh-Aire UV systems are installed within the HVAC system and are not intended to diagnose, treat, prevent or cure any disease. The systems have not been tested on Coronavirus and is not a medical device.

Our Fresh-Aire UV systems are effective against bacteria, viruses, mold and fungus. There are many factors that will influence efficiency including air recirculation rates, air velocity, size of HVAC system among others. Fresh-Aire UV systems have not been tested against Coronavirus, but

have been tested against other biological targets that require higher UV dosage than Coronavirus to inactivate.

UV disinfection technology is well understood and used in millions of facilities, healthcare centers, schools and residential homes around the world.



**FreshAire UV APCO-X
Whole-House Air Purifier**

EPA Refrigerant Management Regulations Revisions

The United States Environmental Protection Agency (EPA) has issued a rule change to the Section 608 Refrigerant Management Program. As such, the ESCO Institute wanted to keep the HVACR community apprised of this ruling.

This ruling keeps intact the leak repair requirements for appliances containing 50 pounds or more of ozone depleting refrigerants, which include CFCs, HCFCs and any blends containing ozone depleting substances.

These requirements include:

- Calculating annual leak rates
- Repairing systems that exceed a predetermined annual leak rate
- Performing leak inspections after repairs
- Retrofitting, retiring, or mothballing systems that are not repaired
- Reporting chronically leaking systems and corrective actions taken to the EPA
- Record keeping requirements for these systems

The leak repair requirements (listed above), for systems charged with 50 pounds or more of non-ozone depleting refrigerants (HFCs and HFOs) have been rescinded. This ruling goes into effective 30 days after publication in the Federal Register.

The EPA is not changing the other refrigerant management provisions that were extended to non-ozone depleting refrigerants, (such as HFCs and HFOs) including:

- Anyone purchasing refrigerant for use in appliances regulated by Section 608, or handling refrigerants (such as air-conditioning and refrigeration service technicians), must be Section 608-certified.
- Anyone removing refrigerant from an appliance, containing regulated refrigerants, must evacuate refrigerant to a set level using certified refrigerant recovery equipment before servicing or disposing of the appliance.
- The final disposer (such as scrap recyclers or landfills) of small appliances, like refrigerators and window air conditioners, must ensure and document that refrigerant is recovered.
- All used refrigerant must be reclaimed to industry purity standards before it can be sold to another appliance owner.
- Recovery and/or recycling equipment must be certified by an EPA-approved 3rd party.
- An appliance must have a servicing aperture or process stub to facilitate refrigerant recovery.
- Refrigerant reclaimers must be certified to reclaim and sell used refrigerant.

The rest of the refrigerant management requirements listed in Subpart F continues to apply to non-ozone depleting refrigerants (HFCs and HFOs), as well as ozone-depleting refrigerants (CFCs and HCFCs).

Introducing DYNATEMP R421A™

Another Dynatemp Product You Can Count On



Clayton, North Carolina - March 27, 2020 - We know there are many places where you can buy refrigerant. What sets Dynatemp apart from the rest is our keen focus on our customers. For many years, we have been proud to give you

superior service, top-notch products, competitive prices, and speedy time-to-market. We look forward to continuing to give you our very best for many years to come.

As you know, for a number of years we have distributed the Choice® R421A product with a lubricant additive. Recently, we began a transition to producing and distributing our own Dynatemp R421A™ product. It contains a different lubricant that we believe you will find works even better. One of the reasons we are excited to bring you our new Dynatemp R421A™ product is that we now have more visibility and control over our supply chain. Not only will this reduce our costs and improve product time-to-market, but it will enhance the product quality and performance Dynatemp is known for. Bringing you our new Dynatemp R421A™ product hasn't been easy, but, in this global and volatile economy, if we can assure our customers increased on-time delivery, lower cost, and AHRI-700 designated purity, then it's definitely worth the effort.

We're especially proud that our new Dynatemp R421A™ product is made in the USA. That's important to us because it helps to reduce shipping timelines and some costs, but – most importantly – it benefits our economy and provides our fellow Americans with good-paying jobs. While we know that not every refrigerant component or part can be made in the USA, whenever we can make products locally, we will.

As we make our transition to producing and distributing our new Dynatemp R421A™ product and phasing Choice® R421A out of our product line-up, we are continuing to sell our remaining inventory of Choice® 421A.

It comes as a surprise to us that Choice Refrigerants has circulated to the U.S. refrigerants market a statement that Dynatemp is selling “a counterfeit version of Choice® R421A.” This is not true. Each and every cylinder of R421A that Dynatemp sells under the Choice® brand is received directly from Choice Refrigerants.

We are also surprised to learn that Choice Refrigerants has gone so far as to call our new Dynatemp R421A™ product a “counterfeit,” a “knock-off,” and even “illegal.” This also is untrue. Our new proprietary Dynatemp R421A™ product contains a different premium lubricant than Choice® R421A, and it is sold exclusively under our own Dynatemp brand. Also, our product is produced within AHRI-700 standards and, thus, complies fully with the EPA SNAP regulations. Further, the claim that the Dynatemp R421A™ product infringes a valid U.S. patent is simply unfounded.

Had Choice Refrigerants contacted us before broadcasting these hurtful statements to the entire U.S. refrigerant market, we would have been happy to provide it with the true facts to set the record straight. Unfortunately, though, it didn't. As you know, that's not the way Dynatemp does business, which is why our customers trust us and our products.

We're grateful for our good relationships with you, and we look forward to continuing to serve your needs. Our new Dynatemp R421A™ product is proof that we are committed to bringing you the best.

As always, we are here to address any questions or concerns you may have. Please reach out to us at info@dynatempintl.com.



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Universal Subbase

STAYING HOME AND KEEPING MY DISTANCE BUT HOW AND WHEN DO WE GO BACK TO WORK (AND PLAY)?

article by
Andrew C. Åsk, P.E.



The coronavirus situation is bad. People are getting sick. Some will die. If things get much worse Fox News might start reporting facts. I feel like Rip Van Winkle writing this, not knowing what kind of world we will wake up to next week when this is in print. Everyone has issued some sort of memo or position paper. OK. Nothing from the homeless guy who hangs out near the office. I wonder: if all the articles written on this subject were laid end-to-end, how many rolls of toilet paper would that be?

So keep surfaces warm and dry (and of course clean). We are fortunate to be having a warm, dry spring. Go outside as much as possible: walk, jog bike, and stay two meters or more apart, close to home. Use the sun--God's Free Reheat, thank you Rick Sims.

One safe bet is to keep the humidity close to 50% rh, most comfortable for us, the worst for microbial creatures that would do us harm, probably including the dreaded virus stalking us now.

Or, since we are having a warm dry spring, turn off the AC and open the windows. I'll venture a guess the virus is less likely to be present in fresh air.

When you take the dog and your husband up North for the summer, turn the A/C off, your dehumidifier on, and let the house can get hot, unless you have antiques or art.

Now, some opinion on how we deal with the coronavirus crisis. We're not getting clear signals from our leaders on what to do...for good reason: they have never seen anything like this before. Without benefit of data or clear direction, each of us will have to decide how to protect ourselves and our families...without going broke.

Social distancing and self-isolation by staying at home seems to be working. We have less than fifty confirmed cases and "only" four deaths in Lee County. Two of the deceased were 77 years old,

an age that happens to spook me. Since we do not have a test for whether someone has had covid-19 and possibly immune, we don't really know how many "cases" there have been. Data would have been useful.

But all we are doing is "flattening the curve," another new buzzword, keeping the hospitals from being overwhelmed. It's as though we could arrange for hot weather to arrive for a few days at a time; all summer long, level out the workload and not stress the HVAC tech's with too much overtime. Problem is while we are preventing people from getting sick, we are also preventing them from becoming immune.

If all goes well, by the time you read this after two weeks or so of social-distancing, nothing much will have happened: very few cases, intensive care not overwhelmed, you family OK we hope; so is it time to sound the ALL CLEAR? And resume normal living? NO! There will be no "all clear" until we get a vaccine in a year or two. If you've stayed home, you will be as vulnerable to the coronavirus next month as you were last month.

If you resume your normal life, whatever that happens to be, you are no safer than the first guy who pokes his head out of a foxhole after the fire fight. He's going to find out the hard way whether any bullets are still flying.

We use dams to combat floods, holding the water back in a reservoir. But eventually the reservoir fills and the dam overflows or even bursts, inundating everyone and everything downstream. To prevent that, some water has to be released. Some dams have emergency spillways that intentionally flood un- or under-populated areas doing least harm to fewest people. You see where I'm headed.

We can't keep people cooped up forever or the dam that's holding them back will burst.

So here's what I think we should do next. No, let's not all meet for brunch after church on Eas-

ter Sunday. Starting...in a few days, few weeks, few months, I don't know...the authorities should release us in small groups back to our normal lives. Let the safety valve pop off. A bit.

I'd start with getting the construction trades back up and running 100%. I don't want anyone to get sick, but construction workers are a young and healthy, a low risk group. They have obligations that cost money—mortgages, wives, and babies.

Related service technicians—HVAC, Plumbing, Electricians—never actually stopped working. Neither have pharmacies, grocery stores, take-away food, or of course first responders and health care workers. Nursing home staffs are working round the clock. Let's see how they fare.

I'm not sure who goes next, but everyone in the food supply chain from pig farm to supermarket cold case probably needs to work. I may not get a ventilator, but I want my bacon.

How about recreation? Bars should reopen, with restrictions on density. In Florida you can drink and eat outside where there is room to spread out.

65 or older? Stay home and spend like mad. Support the economy. The people you hire to bring food and booze to you will appreciate the money. Enjoy your significant other. It's going to be a while.

What I'm suggesting may not square with caution or science. I said it was opinion.

As though postponing the Olympics weren't bad enough (I just heard that), the Andrew Åsk Building Science Symposium has also been postponed... till **March 24th and 25th, 2021**. That's right: we have the venue and Joe Lstiburek booked. Save the date and put it on your calendar. We'll be back, bigger, better, stronger next year. So will you. Until next month then...stay tuned.

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

Johnson Controls Introduces New 27.5 – 50 Ton Rooftop Units Featuring Simple, Smart Controls



MILWAU-KEE – (February 27, 2020) – Johnson Controls has launched a new series of 27.5 – 50 ton commercial rooftop units designed with simple, smart controls to deliver class-leading performance and efficiency, and extended equipment life. Select rooftop units from Johnson Controls feature a pre-packaged Smart Equipment controls platform with a full array of user-adaptable parameters, and the units integrate seamlessly with the Verasys building controls system for maximum system control.

Select rooftop units are offered alongside the award-winning Johnson Controls Premier platform to provide a complete and competitive offering in this tonnage range. Select rooftop units exceed aggressive Department of Energy (DOE) 2023 energy efficiency standards by up to 22% while surpassing current DOE 2018 levels by up to 39%. In addition, the units offer up to 31% greater part-load efficiency (IEER) than competitive models and up to 15% greater IEER than the Millennium™ legacy product. Coming later in 2020, the four-stage IntelliSpeed™ models will bring even higher efficiencies, with energy costs reduced to industry-leading levels.

"Recognizing the market need for a value-based solution within this tonnage range, we designed the Johnson Controls Select rooftop units to deliver great-

er efficiency, extended equipment life and reduced operating costs," said Matthew Schaub, vice president and general manager, Commercial Ducted Systems, Johnson Controls. "We've designed this platform with smart controls to provide building managers with unprecedented insight into building operations and maximum control over system performance."

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

Additional features include:

- Multiple airflow strategies, including two-stage constant-volume, two-stage with IntelliSpeed™ fan control, four-stage variable-air-volume and four-stage with IntelliSpeed™ fan control*.
- A broad range of heat options, including staged and modulating gas heat*, stainless steel heat exchangers and electric heat*.
- Easier-to-use controls that include a start-up and commissioning wizard to simplify the installation process.
- Competitive replacement opportunity with

the same footprint as the majority of similar tonnage-range units in the field – minimizing the need for costly, leak-prone transition curbs.

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

For more information on the Johnson Controls Select commercial rooftop units, visit www.JohnsonControls.com/Select.

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

Danfoss Accepting Entries For Its 11Th Annual EnVisioneer Of The Year Award Competition

Award recognizes OEMs, building owners, municipalities, contractors, and end users for advancement in energy efficiency, environmental responsibility

Danfoss, a leading manufacturer of high-efficiency electronic and mechanical components and controls for air-conditioning, heating, refrigeration, industrial, and water systems, is accepting entries for its eleventh annual EnVisioneer of the Year award competition.

Launched in 2010, the competition recognizes North American original equipment manufacturers (OEMs), building owners, municipalities, contractors and end users that have introduced a new product, opened a new facility, or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

Interested participants may enter the competition by submitting an application by July 15, 2020. Applications will be reviewed and selected by a panel

of third-party judges representing various disciplines.

In 2019, Danfoss recognized Arctic Chiller Group as the winner of the EnVisioneer of the Year award program. Arctic Chiller Group is using Danfoss Turbocor® oil-free magnetic bearing centrifugal compressors in the development of its air- and water-cooled chillers with new Arctic Boost option to dramatically reduce first costs of equipment as well as energy consumption. Specifically, in a Washington, DC, office building, the technology enabled the building owner to quickly benefit from energy savings and reduce system complexity and total lifecycle costs.

For more information about the EnVisioneer of the Year award competition, read about previous winners, or submit an entry, please visit <https://www.danfoss.com/en-us/about-danfoss/insights-for-tomorrow/envisioneer-of-the-year/>.

Regal's Perceptive Technologies® Services Now Include Wireless Monitoring System



of new solutions for wireless vibration and temperature monitoring. The Perceptive Technologies® wireless monitoring system provides 24/7 services to help detect abnormalities in equipment before they become problematic.

At a fraction of the cost of a wired system, this new Regal Perceptive Technologies wireless monitoring system eliminates the need to be near operating equipment and is adaptable to any industry. Monitoring can be performed on-site or from a cloud platform on equipment like fans, pumps, motors and blowers.

Regal's wireless monitoring system allows users to take advantage of the extensive industrial experience of the Perceptive Technologies team to monitor and analyze machinery remotely, helping to improve reliability and maximize production.

"Unlike other wireless systems that provide only basic diagnostic data, the Perceptive Technologies wireless monitoring system delivers complete raw and analyzed data to help manage assets and provide flexibility," said Daniel Phillips, director, reliability and maintenance — CMRP for Regal. "Users receive easy-to-understand, actionable information without the need for manual diagnosis."

The Regal team can configure, install and commission a system tailored to a company's specific needs. Expert analysis is also available, if needed, to provide recommendations for improved equipment reliability. For more information, visit <https://www.regalbeloit.com/Brands/Perceptive-Technologies/Wireless-Monitoring>.

Regal Beloit Corporation (NYSE: RBC) is a global leader in the engineering and manufacturing of electric motors and controls, power generation products and power transmission products serving customers throughout the world.



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ASHRAE Offers Course on the Role of HVAC Systems on Infection Control



ATLANTA (March 23, 2020) – ASHRAE will offer a course on the role of HVAC systems in infection control

in hospitals.

The course, “Designing and Operating High-Performing Healthcare HVAC Systems,” is one of 11 offerings in ASHRAE’s Spring online instructor-led course series, taking place on April 7.

“Infection control is a primary purpose of HVAC systems in hospitals,” said course instructor, Dan Koenigshofer PE, MS Public Health, HFDP, SASHE. “Although COVID-19 is not considered an airborne contagion, the design and operation strategies described in this course may be helpful during the current pandemic. It appears that COVID-19 can be transmitted through aerosols. The movement and concentration of aerosols can be influenced by the HVAC system. Thus, it’s important for hospital engineers to understand the methods to remove and reduce airborne aerosols, using the HVAC system.”

This three-hour course focuses on the design and operation of HVAC systems in healthcare facilities. The course details the relationship of infection control and HVAC design, including application of ASHRAE’s HVAC Design Manual for Hospitals and Clinics, Second Edition, and ANSI/ASHRAE/ASHE Standard 170-2017 Ventilation of Health Care Facilities. Key elements covered in the course include: infection control, comfort, reliability, safety, maintenance, energy, and flexibility.

Course topics are as follows:

- Discussion of costs of Hospital-Associated Infections (HAI) in the U.S.
- Controversial issues regarding HVAC and infection control such as air change rates and levels of filtration
- Engineering methods to maintain proper temperature and humidity
- How/why to pressurize to move air from clean to less clean areas
- The equation for the probability of getting an infection
- Reasons why the air velocity is limited – deposition and thermal plume
- The design of airborne infectious isolation rooms, protective isolation rooms, operating rooms, emergency depts, sterile processing department and infection control risk assessments

The course will highlight the design, operation, and methods of filtration, UV lighting, and monitoring of pressure, temperature and humidity in HVAC systems for healthcare facilities.

Participants can access this instructor-led course from anywhere with an Internet connection and earn continuing education units/professional development hours for each course completed.

To register, visit the ashrae.org/onlinecourses. Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields.

As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

ASHRAE is celebrating 125 years of shaping the built environment. Become a member of ASHRAE by visiting ashrae.org/join.

For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on LinkedIn, Facebook, Twitter and YouTube.

Free Webinars for HVACR Students & Instructors While Programs are Closed

The COVID-19 global pandemic is forcing schools to either close temporarily, or in many cases for the semester. To assist HVACR educators in continuing their students education, the ESCO Institute, its affiliates and educational partners are offering FREE webinars, beginning on Monday March 24, 2020.

These training sessions will aid HVACR students in understanding the core competencies required of entry level technicians and fill in many of the gaps created by not being in class. Additionally, a series of sessions will be offered just to HVACR instructors. These sessions

will be offered live and recorded, to meet the varying needs of the HVACR educational community.

To view a list of sessions and to register to attend,

visit escogroup.org and click on “Webinars”.

These are unprecedented times for all of us. However, the series of initiatives that ESCO Institute is undertaking to help instructors gain access to content, online training, and resources to continue classes remotely, will hopefully make the job of HVACR instructors a little easier.

We invite instructors to visit escogroup.org to learn about the free digital content we have unlocked for you, free webinar series, and remote testing options which we will be releasing soon. We realize that these resources do not

replace the face to face training an instructor provides, however they will help students, technicians, contractors, and instructors during these difficult times.



Join PBACCA at our Annual

High-E-Fishin -Sea-XXIX

King Fish • Dolphin • Wahoo Tournament

Saturday June 13, 2020
7:00 AM to 3:00 PM
Riviera Beach Marina



The **Early Entry** fee is **\$275.00** per boat for members (\$325.00 for non-members), before Saturday, May 16th, additional **\$25.00** after.

There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.



Early Registrants are eligible for the Captain's Party Prize drawing.

1st Prize: \$1,000 • 2nd Prize: \$750 • 3rd Prize: \$500
Junior Angler Prize (16 & under): \$150

Plus many other prize giveaways.

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For more information contact Pam @ 561-585-3880



PBACCA Air Show 2020

“The Largest Air Conditioning Trade Show in South Florida”
 South Florida Fairgrounds Expo Center - West Palm Beach - March 3rd, 2020

The Palm Beach Air Conditioning Contractors Association Air Show 2020 was held on Tuesday March 3rd from 5-8:30pm. The event took place at the South Florida Fairgrounds Expo Center, 9067 Southern Blvd in West Palm Beach.

Air Show 2020 was a terrific success! They had more than eighty booths and hundreds of decision-making contractors, technicians, property manag-

ers and architects who came to the show. There were many new vendors this year, featuring exciting new products and services. PBACCA sponsored the Grand Prize, a 50” Smart TV. The vendors also provided many great prizes that were given away throughout the evening.

The PBACCA AirShow committee established the criteria to win “Best Booth”. PBACCA board

members judged the contest. York Source 1 won and received one free booth in AirShow 2021.

The success of Air Show 2020 was the result of many individuals who put in countless hours volunteering their time, energy and ideas. Patrick Raney, instructor for the HVAC Program at Royal Palm Beach High and his HVAC students assisted throughout the entire day.



Kavin Ward, Mel Velez, Greg Chassey, Lindsey Wachtel, Rafael Toro, and Paul Mynott of Carrier Enterprise



Gemaire was in full force! Taking care of business!



The York - Source1 Team had a large presence at the PBACCA Air Show!



Jendi Delgado, Andre Schettini, Scarlett Pototsky, and Enrique Pototsky of Klima Control AC Supply



Frank Sullivan, Peter Noble, Nick Johnson, and Gary McEwen of Ferguson HVAC



Mark Climstein of Mark's Repair, Rich Petrocine of CMI, Henry Sapp, Israel Moreno, and Brandon Langel of Sea Coast Curbs



Angela Soland, Ryan Charles of Pro Dev, Belinda Arnett and Trish Alfele of RGF Environmental Group



Ryan Reynolds of EV Dunbar, Dwayne Johnson of Direct Cooling, and Ian Yaw of TWC



Tropic Supply had an awesome booth and awesome people too!



Joseph Thornton and Bill Holz of Ultra-Aire with Lou Krcil and Mark Conboy of Sun Healthy Home



Trane Supply providing HVAC service professionals with solutions



Corey Mullins of AMI Air Conditioning, Erik Johns and of Honeywell-Resideo, Casey Mullins of AMI Air Conditioning



Randy Sprenger of CMI won the Rod & Reel prize from Today's A/C News



Rick Farrow of Cain Sales, David Booth, Diefort Joseph, Ronald Green, and Bernard Ferguson of FCC College



Ian Nelson of Air-Ref Co with Jim Janka at the Bryant booth



PBACCA Air Show 2020 - South Florida Fairgrounds, West Palm Beach - March 3, 2020



John Simcina of Sincina AC, Victor Loyola, Brandon Pirec, Gail Pepe, Jamie Englert, and John Noble of Goodman Distribution, and Paul Rogers of Air Plus



The Refricenter Air Show 2020 Team ready to serve you!



Nelson Hernandez and Rick Kalczuk of Jascko Corp



Christopher Marcello of Palm Beach County with James and Julie Brown of JMB Industries - Pipe Prop



Winston Sankey, AJ Kanyan, and Rick Warner of Ecoer



Jachin Younger, Robert Klein, and Kevin Maggs of Baker Distributing



Scott Behanna of Ron McLaughlin & Associates, Andrew Olefson DSS NADACS, Rick Wielander of Preferred Air Conditioning



Cary Hagenbaumer, Jim Holmen, Ana Rios, Gary Gustafson, Tom O'Connor, and Randy Reno of Johnstone Supply Ware Group Palm Beach & Broward



Stephanie Conrado and Ray Rivera of Temperatue Control Solutions with Michael Lonis of QwikProducts



Anthony Pascucci of JCI York with Angela Garcia of Shupe, Carboni & Associates



Ray Strong, Arturo Alba Jr., Cecilia Alba, Chris Brown, and Camilo Puerta of Arco Supply, serving South Florida over 40 years!



Jason Salvador and John Riley of Al Packer Ford



Bing Berringer of Ron McLaughlin & Associates, Dr. Jeff Bennert of Air Oasis, and Kevin Beers of Peloquin Refrigeration



Drew Garland, Amanda Young, Steven Young, Dale Harrison, Nick Vosburgh of Voss, and Justin Meals of Fresh-Aire UV



Joe Bowden of Advanced Work Vans Kevin Grimes of Stephen K Denny Inc., Alex Ines of Advanced Work Vans



Bob Volin of Air Design Concepts with Joe Venel of Dove Air Conditioning



Winner of the 2020 PBACCA Air Show Best Booth was York Source 1



Steve Sanders and Patrick Messimer of PBACCA award the 50" Smart TV Grand Prize to Joe Venel of Dove Air Conditioning (center)

USTR Grants Exclusion Extension for Round 1 Section 301 – AHRI Member Products Not Affected

On March 19, the Office of the United States Trade Representative (USTR) published a Federal Register notice announcing a list of products given a one-year extension on current tariff exclusions granted in this Federal Register notice, dated March 25, 2019. This batch of exclusions was the second of those announced by the USTR and part of the first round of Section 301 tariffs on \$34 billion worth of products imported from China; they are set to expire on March 25, 2020. AHRI alerted members to the opportunity to submit public comments to the USTR on January 6, 2020.

AHRI staff reviewed the list of products granted a tariff exclusion extension and did not identify any member products. AHRI staff recommends that members review the notice for a comprehensive assessment specific to individual member companies.

For a full list of AHRI products and components affected by Section 301 tariffs, consult AHRI's Tariff Tracker. Contact: Michael LaGiglia.

Please note that due to the rapidly changing nature of tariff-related news, AHRI will update the online version of this International Alert if there are any updates to this report. Check www.ahrinet.org/member-news.

LG Component Solutions USA Unveils Revolutionary R1 Variable-Speed Compressor

ATLANTA, Feb. 10, 2020 – LG Electronics USA's Component Solutions division has launched the cutting-edge R1 Variable Speed Compressor™.

"The LG R1 variable speed compressor combines LG's dedication to high-precision performance and energy-saving technology, providing OEMs and their customers with a durable, cost-efficient solution designed to meet the needs of most residential or light commercial applications," said Minhee Jang, Director of Engineering and Quality.

Introduced at the 2020 AHR Expo, the compressor features improvements influenced by feedback from OEMs and leading service technicians looking for advanced performance and reliability. The R1 compressor will be launching exclusively with a distinguished manufacturer in late spring.

The R1 compressor, jointly designed by the LG Component Solutions center in Farmers Branch, TX, and LG's R&D Center in South Korea, is engineered for smooth, energy-efficient operation in residential and light commercial applications such as single-family homes, apartments and multi-family residential units. It has evolved from LG's traditional scroll compressor and rotary compressor, providing efficiency improvements including a hybrid scroll wrap and a mid-bearing scroll assembly that reduces tilting movement thereby reducing energy use.

Suited for a wide variety of demanding environments, the R1 family of compressors (from 2- to 5-ton models) offers temperature and humidity control across and can be paired with VFDs from various OEMs and LG. The compressors provide longer run cycles, which allows opportunity for improved air quality. The simplified structure also provides a shorter oil path to the upper bearing surface, decreasing the likelihood of oil loss.

Designed specifically for the North American residential market, the compressor has a wide operation range of 10-150HZ, offering a 15:1 turn-down ratio. With LG's ultra-high mechanical efficiency, it features an overload protector that prevents damage in abnormal conditions, copper stubs for easy brazing, and precision-calibrated bypass valves that facilitate a smoother, easier start-up by relieving pressure and protecting against over-compression.




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HARDI Distributors Report 0.7% Percent Revenue Growth in January

COLUMBUS, Ohio, March 3, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 0.7% percent during January 2020. The average annual sales growth for the 12 months through January 2020 is 5.5 percent.

"Heating degree days were below normal in 47 of the 48 states," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The average sales growth for the month was about flat to start the new year, while the dollar weighted growth was 2.5%. The average annual growth rate ticked up a bit to 5.5%."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 51 days. "The DSO was a bit higher than the recent Decembers," said Loftus. "This is the third consecutive month that the DSO has been about a day or more higher than the prior year."

"The economy has been growing in the 2% area. The consensus expectation before the impact

of COVID-19 was for that pace to ease in the new year," said Loftus. "The financial markets seem to be indicating those expectations need to be trimmed further. The economic data will begin to reflect our interconnected world, like increasing delivery times and inventory shortages."

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

Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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

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

AHRI Releases January 2020 U.S. Heating and Cooling Equipment Shipment Data

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 540,179 units in January 2020, up 4.1 percent from 518,988 units shipped in January 2019.

U.S. shipments of air conditioners increased 8.8 percent to 308,311 units, up from 283,498 units shipped in January 2019.

U.S. shipments of air-source heat pumps decreased 1.5 percent to 231,868 units, down from 235,490 units shipped in January 2019.

COVID-19 and the HVAC Supply Chain

by Tim Fisher HARDI

In a recent post I documented which countries, over a five-year period, exported the most A/C parts and equipment to the U.S., as well as a few indicators for measuring how Covid-19 is affecting the industry. In response, several HARDI members asked where a Covid-19 outbreak would cause the most damage to the U.S. supply of A/C materials, and how the quantity shipped from those countries can be measured over time.

China's recent economic downturn is plenty concerning, and there is still reason to believe that another Covid-19 outbreak within the country would cause serious problems for the U.S. market. However, given that the worst part of China's Covid-19 outbreak occurred during the Chinese New Year, the ensuing production downturn has so far had a limited impact on the U.S. supply of A/C parts and equipment. Likewise, heartening reports like this one from the Wall Street Journal show Chinese ports steadily coming back to life, another indication that things there are normalizing. Nevertheless, we'll have a much better idea as to how seriously the industry was injured by China's decline when February's trade data is released on April 2nd. In the meantime, data hungry members can lean on information coming from the Ports of Long Beach and Los Angeles for insight into how seriously trade with China declined in February. Together, the two ports received 132,564 fewer containers in February than a year ago- a 20 percent decline.

Although China is consistently one of the largest exporters of A/C parts and equipment to the U.S. – 20 percent of all U.S. A/C imports came from China over the last 5 years – its importance to the U.S. HVACR market pales in comparison to Mexico's. Over the same 5-year period, 57 percent of American A/C imports came from Mexico. China and Canada – the second and third largest exporters of A/C products – together combined for just 32 percent of U.S. imports. Given the total amount of A/C materials entering the U.S. from Mexico, it should come as no surprise that the supply chains for U.S. manufacturers and distributors would be most affected by a large Covid-19 outbreak in Mexico (especially if that outbreak results in widespread business closures and an economic shutdown comparable to China's).

In 2019, 54 percent of all A/C materials imported to the U.S. passed through Laredo, TX. Fortunately for the HVACR industry, both U.S. and Mexican officials continue to recognize the strategic importance of the border in the face of Covid-19, and have thus far allowed trade to continue despite prohibiting other forms of non-essential travel (a similar arrangement has been made with the Canadian government – also good news for the industry). However, despite the positive news regarding U.S. – Mexico trade, a worst-case scenario for A/C suppliers and distributors could be on the horizon as Mexico's slow reaction to Covid-19 has health officials worrying that Mexico may experience an especially severe outbreak. Thankfully, in recent days Mexican officials have begun ramping up their efforts to stop the spread of the virus, temporarily suspending public gatherings in excess of 100 people and closing schools through April 19th. Other more stringent actions are happening on a state level, where various state and local governments have begun issuing stay-at-home orders to slow the virus' rapid growth.

Considering what the world now knows about coronavirus, projections of its rapid growth in Mexico should not be surprising. However, no other country is as vital to the HVACR industry as America's southern neighbor. The state of Nuevo León and its capital city of Monterrey are both among the wealthiest areas of the country and the primary source of A/C products manufactured in Mexico. As of March 25th, Nuevo León trailed only Mexico City in the number of reported Covid-19 infections, with 52 to Mexico City's 82.

One only needs to use their imagination to understand what the consequences of a severe outbreak in Nuevo León – and subsequent closure of manufacturing plants – would mean for the U.S. supply of A/C parts and equipment. Like in the U.S., Mexican officials are currently evaluating which businesses are essential vs. non-essential, and HARDI Mexico is actively working with state and local governments to ensure that HVACR businesses are protected. Regardless of the outcome, HARDI members face a long road ahead as the virus' growth in the Americas shows no signs of abating. The Market Intelligence team will be monitoring and reporting on the situation in Mexico – and elsewhere – in the weeks ahead.

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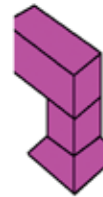
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7:00 AM to 3:00 PM
Riviera Beach Marina



The **Early Entry** fee is **\$275.00** per boat for members (\$325.00 for non-members), before Saturday, May 16th, additional **\$25.00** after. There are no restrictions on size of boat.

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1st Prize: \$1,000 • 2nd Prize: \$750 • 3rd Prize: \$500
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Today's A/C & Refrigeration News

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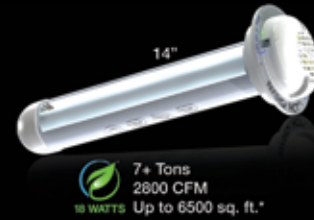
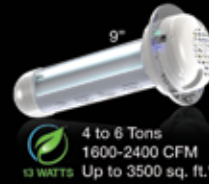
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