

TODAY'S A/C

& REFRIGERATION NEWS

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GREE Tradewinds Cocktail Party at ITTA BENA in the Point Orlando (see page C3)



York 2020 Dealer Meeting at the Hard Rock Live Universal Orlando (see pages B8-B9)



RGF AHR Expo Hospitality Event at Cowboy's in Orlando (see page B4)



AHR EXPO Superbowl Party at Miller's Ale House in Orlando (see page B14)



2020 FRACCA Education Conference at The Shores Resort Daytona Beach (see pages C8-C9)

Ductless Products Focus Issue

Ductless Products Continue To Soar With New Innovations and Increased Applications



Jeff Schlichenmeyer
Publisher

Ductless technology continues to soar with new innovations and increased applications to provide customers with numerous configurations for nearly every need.

Daikin North America LLC has expanded the revolutionizing Daikin Fit systems to include heat pump systems. This represents a radical departure, designed to transform the future of heat pump systems in North America, which is currently dominated by ducted, unitary HVAC systems.

Daikin first launched the Daikin Fit cooling only system with gas furnace connectivity in September 2018, and now Daikin has expanded the Daikin Fit product line-up to include Daikin Fit heat pump systems for heat pump and dual fuel applications, incorporating all the same great features and benefits provided with the original cooling only models.

Daikin Fit heat pump systems meld the best features and performance of ductless-style heat pump

systems with the ability to connect to traditional ducted systems. This brings homeowners the advantages of Daikin technology, including high-performing inverter compressors with cabinet designs that are smaller, lighter and quieter than traditional unitary outdoor heat pump units.

As lot sizes decrease and building envelopes grow in many urban areas, homeowners can now free up precious backyard space, while enhancing their outdoor experience with a compact, quiet Daikin Fit heat pump unit. Smaller, lighter Daikin Fit heat pump cabinet designs provide several installation and service benefits for zero lot-line homes, condominiums and on rooftop terraces in dense urban settings that would typically require a crane.

Daikin Fit heat pump systems are easily installed in replacement applications using existing ductwork and existing line sets. Requiring only 4 inches of clearance to the home, the Daikin Fit heat pump system is ideal for locations where installation space is limited.

Gree unveiled its new ductless air conditioning

product, the FLEXX Universal Inverter Unitary Split System at AHR Expo in Orlando, the world's largest HVACR event.

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30th Annual PBACCA Air Show is the Largest Air Conditioning Trade Show in South Florida

It is that time of year again to attend the "PBACCA 2020 Air Show". There will be 120 booths with exhibitors displaying the newest in HVAC/R products and services, Plumbing and Electric, computer software, internet services, heavy equipment, fleet vehicle companies, labor resources, communications, education, safety, and financial management. Exhibitors and attendees come from all around the country to participate in this Air Show. The Palm Beach Air Conditioning Contractors Association Air Show 2020 is being held on Tuesday, March 3th at the South Florida Fair Grounds Expo

Center, 9067 Southern Blvd in West Palm Beach. The Show starts at 5:00 and ends at 8:30. The Parking is Free and there will be food and refreshments available at the concession stand. PBACCA will also be giving away many great door prizes throughout the entire evening.

"This event will be hosting the best vendors in our industry that the area has to offer," said Steve Sanders, PBACCA President.

Watch for the Air Show 2019 recap that will be featured in the April issue of Today's A/C & Refrigeration News.



At the AHR EXPO, Orange County Convention Center in Orlando, Johnstone Supply Ware Group was in full force visiting the Resido booth (See pages 14,15, B13, C4)

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Training Opportunity 10 - 11:30am

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For more than 20 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.



This is our way of saying Thank You! We hope to see you there.



Visit www.JohnstoneWareGroup.com/OpenHouse to pre-register & avoid delays!

2020 Ware Group

Are You Weather Driven or Weather Dependent?

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Being weather driven and being weather dependent are VERY different. When you are dependent on the weather for revenue and profits, you are at the weather's mercy.

None of us have a crystal ball to determine what the weather will be over the long term. Even the weather forecasters, with their complex computer models, rarely get it right. When the weather is extreme you make great revenue (and maybe great profits depending on your pricing). When the weather is mild your revenues suffer and your cash can fall to dangerously low levels. In years with no weather extremes the company profits are very low or negative.

If you are weather driven, that means your revenues and profits are not dependent on the weather. They increase in times of extreme weather. However, you are covered in milder times.

You have a great maintenance program in place to take care of your customers' HVAC systems no matter what the weather. If you have commercial maintenance plans, those customers are the least weather driven.

Residentially, if you have educated your customers properly to expect one heating check and one cooling check per year at any time of year, you can be performing heating checks in January and cooling checks in September.

Your maintenance revenue covers the entire overhead of your company. So, you know that no matter what, if no work comes in the door, your overhead is paid.

Then, in extreme weather, you are busy with the emergency calls. Yet, most of your maintenance clients don't have emergency calls since you are taking care of their systems properly and they don't break down when stressed during that first hot or cold day.

Weather driven contractors are often shocked on

the first really hot or cold days that they are not "crazy busy." If you are doing your maintenance properly, your customers' systems are working properly. The only calls you get are from non-maintenance customers or new customers who have never used your company in the past.

Weather driven company's profits are stable and increase a few net profit per hour dollars when they take advantage of the weather extremes.

Here are 7 things that can help you be less weather dependent for profits:

1. Make sure you have tickler files. Whenever a tech goes to a customer's location many times there are parts that are getting worn (pitted contactors, weak capacitors, blower wheels out of balance, bearings that are wearing, etc.). The technicians should educate the customer on the condition of the system and make recommendations where warranted.

When the dispatcher debriefs each call, one of the questions the tech should answer is, "Were there any recommendations that you made that the customer did not approve?"

For commercial customers, many times they ask for a quote. Quote it and follow up...even if it is three months later. This is your commercial tickler file.

Residentially, put the work that could be done in a "tickler section" on the left hand side of your dispatch board (You probably have unassigned and maintenance categories already. Tickler becomes the third.)

If you still are on paper, make a copy of the service ticket and put it in a file folder. Then, when it gets slow, call the customer and remind her that the last time TECH was there he suggested that Y be done. He is available to do it, for example, Monday or Tuesday. Or, commercially say, "I am following up on the quote that we gave you to replace X. We can perform that work Monday or Tuesday, which would you prefer?"

2. Have enough maintenance plans to cover the overhead of your company. At a minimum you should have 600 hours of commercial maintenance for each commercial tech and at least 3000 residential maintenance plans.

3. Cross train. Installation crews can be taught to perform maintenance.

4. Add additional services (maybe). Some companies use plumbing or electrical to offset slower times.

5. Communicate with your maintenance customers in slower times. If you give them a great reason to invest in IAQ, a new system, etc. they will at least listen and some will say yes. When you price using the net profit per hour method, you know how low you can price the special so that you still break even or have a little profit.

6. Put the money you receive from maintenance customers in a separate savings account. Put at least 50% of your residential maintenance revenues in a separate savings account. Put at least 2% of revenues from every commercial maintenance in a separate savings account. This is your rainy day fund...don't touch it for personal reasons!

7. Attend classes. Here are mine over the next few months: a. Residential maintenance is on line so you can take the class at your leisure. Click here for more information. b. Commercial maintenance class is two days in Atlanta, Georgia on April 7-8, 2020. c. I am christening my new office training room with a Building Profit and Wealth class on May 5-6, 2020 in Atlanta, Georgia. Maintenance agreement segment of building wealth is covered in Day 2. Building a strong maintenance base and communicating with your maintenance customers in slower weather times are essential for becoming weather driven rather than depending on the weather and hoping for hot and cold times to make a profit.

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At the AHR EXPO in Orlando, J. Nichols & Associates received The 2019 Rep of the Year Award for Klein Tools

The HVACR Manufacturers Association Hosted A Breakfast Meeting at the AHR EXPO

On Tuesday, February 4, from 8:30-10:00am, the HVACR Manufacturers Association (HMA) hosted a breakfast meeting at the AHR Expo West Building in room W309A.

It was a perfect time to network with representatives from companies involved in manufacturing products used in the HVACR industry, and to learn more about the HVACR Manufacturers Association (HMA), a forum for member

companies to share best practices, address common challenges, analyze market trends and bring value to our industry.

The meeting consisted of roundtable discussions on how manufacturers can help one another based on sharing industry information and experiences. The meeting proved to be a great time of great interaction and learning about one another.

The HVACR Manufacturers Association (HMA) is a trade association that was began by manufacturers of supplies to the HVACR industry. Membership is not limited to supply manufacturers, however. HMA also welcomes OEMs.

HMA differs from other industry trade associations since it does not use trade association staff, and welcomes all companies involved in the manufacturing of products used in the HVACR industry. HMA is run by manufacturers, for manufacturers. To learn more please visit their website www.hma-hvacr.org.



There was an excellent turnout for the breakfast meeting at the AHR EXPO



The Cambridge Sales team attended the AHR EXPO in Orlando. Congrats to Leone-Green as their HVAC Manufacturer Rep Group of the Year!

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Malco Products, SBC, Launches New Size of Best-Selling C-RHEX Drivers



ANNANDALE, MINN. (Feb. 3, 2020) — Malco Products, SBC, the nation’s leading manufacturer of high-quality tools for the HVAC trade (Heating, Ventilation and Air Conditioning), recently launched a new size of its best-selling C-

RHEX® driver. Designed with HVAC professionals in mind, Malco’s cleanable, reversible magnetic hex drivers do double-duty with “2-EZ Technology” that ensure 5/16-inch and 3/8-inch hex drives are always at-hand.

Featuring single-piece strength and an indestructible magnet, it’s the perfect companion for trade pros.

Available in four lengths (2-inch, 2 5/8-inch, 4-inch and 6-inch), C-RHEX drivers are quick to set up and change between sizes, while the driver shank remains installed in the drill chuck. Furthermore, cleaning is a breeze – it’s easy to remove troublesome metal shavings with the swipe of a glove or shop towel.

“Our approach to product innovation is to start by identifying a problem that professionals face, and create a solution to solve it,” said Mardon Quandt, Malco president and COO. “We heard from the trade pros who use our C-RHEX drivers on the job that they wanted a 3/8-inch option in addition to our existing 1/4-inch size, so we made it happen.”

This new size joins Malco’s existing 1/4-inch and 5/16-inch driver. For more information about the full line of C-RHEX drivers, visit <https://www.malcoproducts.com/product/c-rhex-cleanable-reversible-magnetic-hex-drivers-5-16-and-3-8/>. Malco Products, SBC, based in Annandale, Minnesota, with operations in DeWitt, Nebraska, is the nation’s leading manufacturer of high-quality, American-made tools for the HVAC trade.

Andrew C. Ask, P.E., Receives Fellow ASHRAE Award at the Winter Conference in Orlando

ASHRAE recognized the outstanding achievements and contributions of members to the Society and the built environment industry during its 2020 Winter Conference.

Andrew C. Ask, P.E., Life Member ASHRAE, a consulting engineer, living in Fort Myers, Fla. and columnist for Today’s AC & Refrigeration News, received an award for Fellow ASHRAE. Fellow ASHRAE is a membership grade that recognizes members who have attained distinction and made substantial contributions in HVAC&R and the built environment such as education, research, engineering design and consultation, publications, presentations and mentoring. Andrew was one of 33 members who were elevated to the grade of Fellow.

“We congratulate each of ASHRAE’s Honors and Awards recipients for their leadership in advancing the future of our industry and our Society,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng.



Andrew C. Ask, P.E., Life Member ASHRAE, receives award for Fellow ASHRAE from ASHRAE President Darryl K. Boyce, P.Eng

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.

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

Stephen “Reno” Angle Joins Ultravation Residential Products Sales Team



Stephen “Reno” Angle

Ultravation is pleased to announce the addition of Stephen “Reno” Angle to our Residential Products Sales Team.

Stephen is based out of South East Florida and will focus on contractor product knowledge and training while working in conjunction with our national independent sales force. Stephen is new to the HVAC

marketplace with a background in small business development and experience in direct product sales. Stephen can be reached at Reno@ultravation.com or via cell 802-287-1467.

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Trade Talk:

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



Nothing Ever Stays The Same

Nothing ever stays the same – especially not in the contracting business world. Just as society changes and develops, so do workplace challenges.

As a leader, you must be able to adapt to the technological advancements and economic forces that directly impact your team.

As a business owner that has a lot of transactions, there are two responsibilities I have that I originally was not concerned with: balancing a budget and paying taxes. Both are equally important to your business and, if not handled properly, will potentially spell doom for your startup.

Taking a finance or accounting class will give you a basic understanding of what to do during tax season and how to manage cash flow. More specifically, a finance class will teach you about the time value of money, the tradeoff between risk and return, Profit and Loss, investment decisions, business efficiency, and the optimal return on investment.

An accounting class will help you understand the health of your business by revealing the company's assets, liabilities, and owner's equity--which is done through a balance sheet. Furthermore, you can learn concepts involving cash flow and inventory, both of which will influence the success of your business.

As a contractor, you'll be heavily involved with marketing. Whether it's selling your service or product to customers, a background in this area is extremely helpful. With a marketing class, you'll gain insights by conducting research into how to develop products that people want or need. You'll also learn how to develop a marketing campaign and how to engage your audience.

After taking a marketing class, you'll know that it's more important to find your market first, instead of wasting valuable resources in creating a product that no wants to support.

A trait that you must possess as a leader is the ability to rally the troops. But what if that's not in your nature? You could actually learn the techniques of being an effective and efficient leader by taking a man-

agement class.

A management class can teach you to properly communicate with team members when delivering criticism or delegating tasks, how to motivate your team, how to make your team collaborate with one another, and how to properly budget your company's finances.

Even if you're not involved in the tech industry, there's a very good possibility that you're still going to have to rely on technology to market and run your business. It's definitely worth the time to learn concepts such as computer coding, how computers work, how software works, how to secure your system, how to compress digital media, and how the internet works.

Nothing stays the same. You have to role with the times and keep up with all the technologies. There are many challenges we are going to face in the coming years and education will be a big benefit to your success.

Over the years, I've been learning that half the success in a home, half the success in a church, half the success in your business is ATMOSPHERE; ATMOSPHERE, and anybody with any sense of sensitivity knows that atmosphere doesn't come out of thin air. Somebody has to create atmosphere. That somebody is YOU and if you can't create a positive atmosphere, you have to educate yourself.

In your business, you create the atmosphere and you have to surround yourself with people who will blend in and have a positive effect on your atmosphere.

You are no longer a service technician my friend. Like it or not, if you are in the contracting business and it is a whole new world you have to deal with. You now need a toolbox and a briefcase. Just like you need the proper tools in your toolbox and know how to use them, the same goes for the briefcase.

The best investment you can make for your business is to invest in yourself.

Until next time.
Tommy Castellano

NAVAC to Showcase Portfolio of Efficient Lightweight, HVAC Equipment at CMPX



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, will showcase several of its most popular HVAC solutions at Canadian Mechanical & Plumbing Exposition (CMPX) 2020, March 25-27 in Toronto.

Among the products on display at NAVAC's Booth #2018 will be the NRDD Recovery Unit, whose twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery; the NRP8Di and NRP6Di, a pair of smart vacuum pumps; and two members of its BreakFree™ Series of cordless HVAC tools.

NAVAC's next-generation NRDD Recovery Unit features a twin-cylinder compressor and oversized condenser with two rows of microchannel coils for exceptionally efficient vapor recovery. Just 25 pounds, the unit features a brushless DC motor providing substantial power and better starting performance under low voltage conditions in a compact size. Another benefit is ease of use: its large, LCD display is backlit for clearly visible, highly intuitive operation, and its sleek appearance offers the show-worthy confidence of high-precision manufacturing.

NAVAC's Master Series is anchored by the company's NRP8Di and NRP6Di – the market's first smart vacuum pumps. Featuring digital control interfaces, the units offer unsurpassed intuitiveness with features such as task reminder, extended evacuation for improved vacuum, and precision vacuum measurement technology with display. An automatic solenoid valve prevents oil back flow and reduces vacuum decay during a power outage or accidental shut off. An ultra-efficient yet powerful DC Inverter makes it approximately 20% lighter than other units in its class.

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PRO1, Fresh-Aire UV, PDM Linesets Host AHR EXPO Hospitality Party at Vista Cay Resort in Orlando

On Monday, February 3rd, from 6-9pm, Pro1 IAQ, Fresh-Aire UV, and PDM Linesets hosted their AHR EXPO Hospitality Party at the Vista Cay Resort in Orlando. It was nice time to relax and have some fun after walking all day at the convention center.

Like an Oasis in the desert, refreshments were

available to wet your whistle all evening long. We were able to sit down and enjoy some delicious BBQ Ribs and Chicken with all the fix-ins. A silent disco took place later in the evening. It was great to catch up with industry friends and make some new ones too. It was a really nice party! Thanks Pro1, Fresh-Aire UV, and PDM Linesets!



Sean Ince of Pro1, Douglas Mackemer of Watsco, Kristin Gallup of JCI, Gil Ledoux of PED, Leon Tates of Carrier, Jeff Edgar of Pro1



Sean Dasher of CEO Warrior, Justin Revels of Dougherty Sales, Ron Sanders of Fresh-Aire UV



Bobby Pickney, Anthony Pascucci, Cindy Cabeza, and Janet Englehart of JCI York Factory Direct



Nicole Kroner and Bud Sjogren of DiversiTech with Chris Willete of Fresh-Aire UV



The Fresh-Aire UV Team coming together for a group photo



Nick Vosburgh of Voss, Jeremy Mann of Carrier, Gil Ledoux, Scott Cobb, and John Galloway of PED, and Christi Brumm of WinSupply

Fresh-Aire UV® Names Value Oriented Sales (VOS) Rep of the Year at the AHR Expo-2020



Fresh-Aire UV's Sean Moseley and Nick Vosburgh of Voss

Orlando, Fla.-- Fresh-Aire UV®, Jupiter, Fla., the largest manufacturer of UVC and PCO/carbon indoor air quality (IAQ) products in North America, named Value Oriented Sales (VOS), Miami, as its "Rep of the Year-2019" at the International Air-Conditioning, Heating and Refrigerating Exposition (AHR Expo 2020), Feb. 3 in Orlando, Fla.

The one-year-old VOS is the newest rep for Fresh-Aire UV and its territory is the state of Florida. President Nick Vosburgh is not new to Fresh-Aire UV however; he was a salesperson for seven years with the firm before founding VOS. That IAQ experience prepared him to record the best Florida annual sales in Fresh-Aire UV's history last year resulting in more than a 20-percent increase over the territory's 2018 sales.

Top products for VOS last year were the APCO-X carbon/UV air purification system for residential air handlers, the Mini-LED light kit for mini-split disinfection, a Purity Low Profile (LP) for high efficiency filtration. VOS also carries CPS tools, 5-2-1 compressor savers and surge protectors, and Duct Saddles plastic cradles for flex duct.

"It's pretty simple; Nick took an already well-established territory and worked effectively in gaining lots of new customers and business resulting in an unprecedented growth percentage for new revenue," said Sean Moseley, vice president-residential sales. "Nick and his salesman Chad House work hard and work smart every day. We're proud of them."

For more information on the Fresh-Aire UV products, please visit www.freshaireuv.com, call 1-(800) 741-1195 or email: sales@freshaireuv.com.

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Ductless Products Continue To Soar With New Innovations and Increased Applications (Continued from Cover Story)



"We are excited about the addition of FLEXX to our product line," said Gabriel Sanchez, Director of Product Management. "As the global leader in air conditioners, this introduction of FLEXX addresses the growing need for affordable energy-saving inverters that easily retrofit ducted unitary HVAC systems."

Gree hosted a viewing of the new smart technology at an invitation-only press conference for the media and key industry professionals. The product was also showcased onsite at Gree's hi-tech trade show booth, which included a live interactive Virtual Reality training experience.

Gree is an innovative thought-leader in the HVAC industry and always looking to expand and improve its already-impressive product line.

This new smart product will continue to grow the Gree brand and solidify its roll and place as leading the world's largest specialized air conditioning company integrating R&D, manufacturing, sales and service. Benefits include low standby energy consumption, energy-savings, and eco-friendly technology.

Gree's mission is to innovate and create new ways to help people live well and stay comfortable no matter where they live, work or play.



Gree is the world's largest residential air conditioning manufacturer. The Company offers two types of air conditioners: household air conditioners and commercial air conditioners. The Company distributes

its products worldwide under the brand name Gree. To learn more about the Gree brand, please visit

GreeComfort.com.

Samsung's exclusive Wind-Free™ cooling technology provides end-users with a cool indoor climate and optimal energy efficiency without the discomfort of direct cold airflow. Samsung's Wind-Free™ advanced cooling models offer residential, light commercial and commercial solutions.

Wind-Free™ models can be configured for 2-step operation, cooling the space with the louver open until the room temperature nears set temperature. Wind-Free™ operation will start automatically closing the louver and using the face of the fascia panel to gently cool the space with still air* without blowing air directly onto occupants. The Wind-Free™ feature is optional and can be enabled using central or local control options.



Wind-Free™ residential heat pumps provide end-users with the ideal condition by maintaining the desired room temperature using Wind-Free™ cooling to gently disperse cold air through 21,000 micro air holes. This approach can also reduce energy consumption by up to 72%** compared to Fast Cooling Mode.

The advanced cooling technology is not limited to residential applications. Wind-Free™ models also present convenience and energy savings to light commercial and commercial applications. Wind-Free™ 1-Way Cassette models boast a wider supply air outlet opening and angle to increase air-throw across the space while in standard operating mode. Wind-Free™ 4-Way and Mini 4-Way Cassette models feature motion detection sensors to allow monitoring of occupancy to adjust unit operation according to its configuration. Select Wind-Free™ Cassette mod-

els have the ability to provide 100% heating performance at 5 degrees Fahrenheit (-15 degrees Celsius) with high heating output at -13 degrees Fahrenheit (-25 degrees Celsius).

Wind-Free™ residential models are Wi-Fi enabled allowing control and monitoring from anywhere through Samsung's SmartThings application. Users can remotely regulate temperature, adjust settings, receive real time updates about performance and daily energy usage, as well as troubleshoot solutions when a repair is needed.

Samsung will continue to bring innovative technologies to the HVAC industry. Learn more about Samsung HVAC America at www.samsunghvac.com.

Launching at AHR 2020 and available in a 9,000 to 15,000 Btu/h capacity range, the LG Console Indoor Unit is the ideal heating and cooling solution for residential applications. Designed for the markets



where heating days outnumber cooling days, the console unit increases design flexibility for the types of spaces in which to apply LG's energy-efficient technologies. Available for single- and multi-zone system configurations, this flexible new indoor solution is ideal for rooms with gabled ceilings or sunrooms. For added convenience, this unit comes embedded with LG ThinQ® technology, allowing for simple connectivity to other smart LG home appliances and products within the home to create a true smart home ecosystem. It can be controlled anywhere via the accompanying smartphone app. Additional information on the complete portfolio of LG's air conditioning systems can be found at lghvac.com.

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Performance Pointers

by David Richardson



Keep Asking Why

When I was a kid, I had a habit of constantly asking why. I questioned my poor parents to death on things I didn't understand. They patiently answered me and encouraged me to keep asking. If you're a parent, you've no doubt experienced this with your children, too. Kids are naturally curious and love to learn. Many maintain this zeal as they grow older, while others settle into a rut.

Depending on the responses you got to questions when you were younger, it shaped your views and beliefs. If you were encouraged to ask questions, you likely did so with no fear. If you were fussed at when you asked questions, you probably didn't ask many out of fear of the response.

As years add up, we often forget where our views and beliefs come from. The questioning that led to these attributes gradually faded. They become engrained as truths and we stop questioning their source.

For those of us who appreciate doing HVAC the right way, is it possible some of the things we believe to be true, aren't right at all? Is it possible our perception is skewed based on how we originally learned the business? There is a story called "The Five Monkeys" that examines this issue from an interesting viewpoint. Here's an overview and what we can learn from it.

The Five Monkeys

In the story, scientists place five monkeys in a large cage. In the center of the cage, there are bananas hanging from a string. Underneath the bananas are stairs for the monkeys to easily reach the bananas. After a few minutes pass, one monkey sees the bananas and moves towards the stairs. As he slowly climbs the stairs, all five monkeys are sprayed with ice-cold water.

Some time passes and a second monkey gets brave enough to try. Once again, they are sprayed

with ice-cold water on this attempt. More time passes and a third monkey tries for the bananas – he is attacked by the others.

The scientists turn off the water and replace one of the original monkeys with a new one. The newcomer sees the bananas and tries to go up the stairs. The other four immediately attack him. After a bit of time passes, he tries again to climb the stairs and is once again attacked. The new monkey now knows you don't go after the bananas, or you'll get the snot beat out of you.

Another one of the original monkeys is removed from the cage and replaced with a new one. The newest monkey heads straight for the bananas and is immediately attacked. The previous newcomer also joins in on the attack. This continues as a third original monkey is replaced with a newcomer. The new monkey goes for the bananas and is also attacked. Two of the monkeys attacking him have no idea why they're doing it – they're simply following the others.

The original fourth and fifth monkeys are soon replaced. All the monkeys who were originally sprayed with ice water are now gone, yet none of the replacements will ever go after the bananas. Why won't they climb the stairs? Because that's the way it's always been.

Don't Be Influenced by Monkeys

Is it possible that we have stopped challenging assumptions now held as truths in the HVAC industry? Have we stopped asking why and started blindly accepting things we are told instead of going out and proving it to ourselves?

How many new installers, technicians, and salespeople who want to learn the origin of our industry are attacked for their questions? They seek new information and ask questions about why things are done a certain way yet get sprayed with

ice water when they hear the words, "This is the way it's always been."

As an industry, we should never stop asking why. When we stop asking why, we begin to accept unfounded assumptions as truths. Have you ever accepted any of these assumptions as truth?

- The existing duct system works just fine
- My ducts should always be sized at .10
- 500 square foot per ton is the way to size equipment
- There's plenty of airflow because a register is blowing hard
- Tight ducts are right ducts
- Equipment rated at 20 SEER automatically operates at 20 SEER in the field
- You can fix the system by fixing the equipment

If you accept any of these assumptions as truth, you need to start asking questions and prove what's truth and what's fiction. Our industry has tons of opportunity that remain hidden because we quit asking why. Don't let the fear of getting sprayed keep you from climbing the steps and asking questions that get to the truth.

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 why most HVAC systems underperform, 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.

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Professionals from across HVACR descended upon the Orange County Convention Center in Orlando, Florida, February 3-5 for the 2020 AHR Expo. Attendees and exhibitors engaged in three full days of innovation and learning and took an exciting look into the future of HVACR. Spread across 506,090 sq. ft., exhibitors on the Show floor delivered new and never-beforeseen products and tech, live demonstrations, networking opportunities and a revitalized energy for the future of the industry. In every education session, council talk, podcast broadcast, exhibitor event and long walk across the Show floor, one thing was abundantly clear —the HVACR revolution has arrived in full force.

“The energy on the Show floor this year was hard to miss. From corner to corner, in every booth, education session, event program, everywhere, it’s clear that this industry is alive and thriving,” said Mark Stevens, Show Manager. “Leading in to this Show we knew there were some big changes happening across the industry and we saw that reflected in Orlando. It is truly an exciting time to be a part of the HVACR community and, if 2020 is any indication, it is just getting started.”

The 2020 Show welcomed over 50,000 attendees, 1,900+ exhibiting companies —577 of which were international as well as 295 who were first time exhibitors. Between the exhibitor booths, education sessions and product and technology presentations, this year presented a number of changes and immense growth within the HVACR industry.

“If the 2020 AHR Expo is any indication of where HVACR is headed, this industry is on the path to exciting things,” concluded Stevens. “We look forward to following along as we head into the 2021 Show in Chicago January 25-27 at McCormick Place!”



The DiversiTech Team was prepared to handle the large AHR EXPO attendance



RGF Environmental Group was in full force at the AHR EXPO in Orlando



Abe Romero, Liz Patrick, Stephanie Fritz, Michael Rudowitz, Mellisa Workkala, and Brandi Szeker of Service Rountable



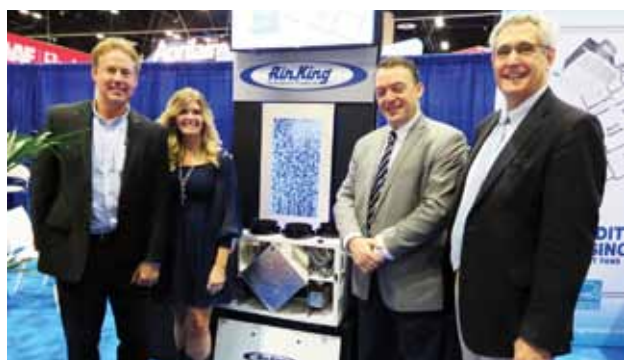
Teysha Dougherty, Thomas Colley, Matt Hair, and Pat Wellmer of K-Flex



Joshua Kantor of Panasonic Heating and Air Conditioning Group



Nancy Harris, John Brower, Mark Kirby, Julie Decker, Nick Lane, and Ralph Koerber of Atco Rubber Products



Keith Henderson, Trina Scott, James Tyner, and Jeff Kenkelen of Air King Ventilation Products



Jordan Winguard and Emmanuel Santibanez of Blue Diamond Pumps



Lee and Stephen of Johnstone Supply of Greenville, SC., Earl Miller of TurboTorch, and Tony Blanton of Mid-Atlantic Sales



David, Sara, Daniel, Dan, Brian, Katie, John, and Mike of Spectronics Corporation



Edwin Velez, Lily Sabin, April Putman, Irina Khvorostiana, Konstantin Kukhar, Hollman Tiffer, and Marat Terchiye of Comfortside - Cooper & Hunter



Kyle Purcell and Bobby Zappolo of Mason Industries with James Daugherty of Daugherty Sales Co.



Fresh-Aire UV was well staffed to demonstrate their new products that were on display at the AHR EXPO



Diego DaSilva, Angel Coleman, Dave Foster, Richard Apodaca, Douglas Pearl, Matt Foster, Samer Oleik, and Jeffrey Bottiger of Uniweld Products



Paul Quigley, Leon Essex, Pam Steel, Luis Rinzuillo, and Frank Suranyi of Bard



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Bob Volin, Bill Smith, Benito Flores-Meath, and John Walsh of Elite Software



Gary Griffin of B&I Contractors with Nikki Krueger and Bill Holz of Ultra-Aire



Josh Webber and Shawna Roti of Berry Global, Inc.



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The Pro1 Thermostat Team We know thermostats!



Robert Christian, Matt Eccleston, Sarah Beaulieu, and Ninton Shah of Lucas Milhaupt, with Tim Roberts and Michael Cupp of Cain Sales



Alan Feys, Bob Abraham, Paige Freeland, Mike Leprohon, and Robert Mills, of General Filters



Keith Macrae and Darryl Stimmel of Ace Chemicals



Texas Reps and Goodman Manufacturing make a special visit to the Rectorseal booth



Mike Powell, John Chambers, Tulia Rios, Dan Fisher, Mark Vandembark, and David Kirschner of Modine



Ethan Landefeld, Connie Schroder, and Brad Gillman of Daikin



Doug Patterson, Ron Salmon, Eric Laprise, Leon Van Dostende, and Ken Nelson of Panasonic Ventilation



Tony Duncan, Anthony Pascucci, Mark Jacobs, Bobby Pickney, and Cindy Cabeza of JCI York Source 1



Roscoe Buffin, Hugh Middleton, Brandon Bradley, Mary Gates Heidelberg, and Paul Shea of Mueller Industries



Scott Russell, Stephen (Reno) Angle and Bill Fowler of Ultravation



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Oscar Lopez, Andrea Gaska Davis, Tom Muncy, Preston Collier, Jenny Honn, Lou Kendal of JB Industries



The Embraco Team! Ready to give you Compressor solutions

New Fujitsu Equipped Training Center at Ferguson's Tampa Location



Ferguson HVAC in Tampa, located at 10639 Crossroads Commerce Blvd, has a new state of the art Fujitsu equipped training center. The first class which was offered on February 11th, was completely filled.

Tom Campbell, Technical Service Advisor who facilitated the first seminar said, "Fujitsu training gives our dealers opportunities to learn more about Fujitsu ductless products and receive proper training to install and troubleshoot." The new "Tech 101" class included a complete Fujitsu product overview,



tools and marketing offerings, and proper installation requirements and practices. Later in the training the focus was on system components, and indoor outdoor unit troubleshooting. This Fujitsu training class was NATE approved.

Around the perimeter of the classroom you will find the Fujitsu ductless products live and running, so you can get a true hands on experience. Contact your local Ferguson HVAC location to find out more about the Fujitsu ductless product training available to you.

RGF Announces the Launch of its Commercial UV HVAC Coil Maintenance and Disinfection Systems



Port of Palm Beach, Florida (January 16, 2020) RGF Environmental Group, a leading manufacturer of air, water, and food purification systems announces the addition of Commercial UV HVAC coil maintenance and disinfection solutions to their extensive commercial indoor air quality product line. RGF's Commercial UV systems bring the latest in engineered HVAC coil maintenance and disinfection solutions to commercial and industrial buildings by providing increased sustainability for the owner and improved indoor air quality for the occupants.

RGF Commercial UV Systems have been designed for ease of installation and operational effectiveness.

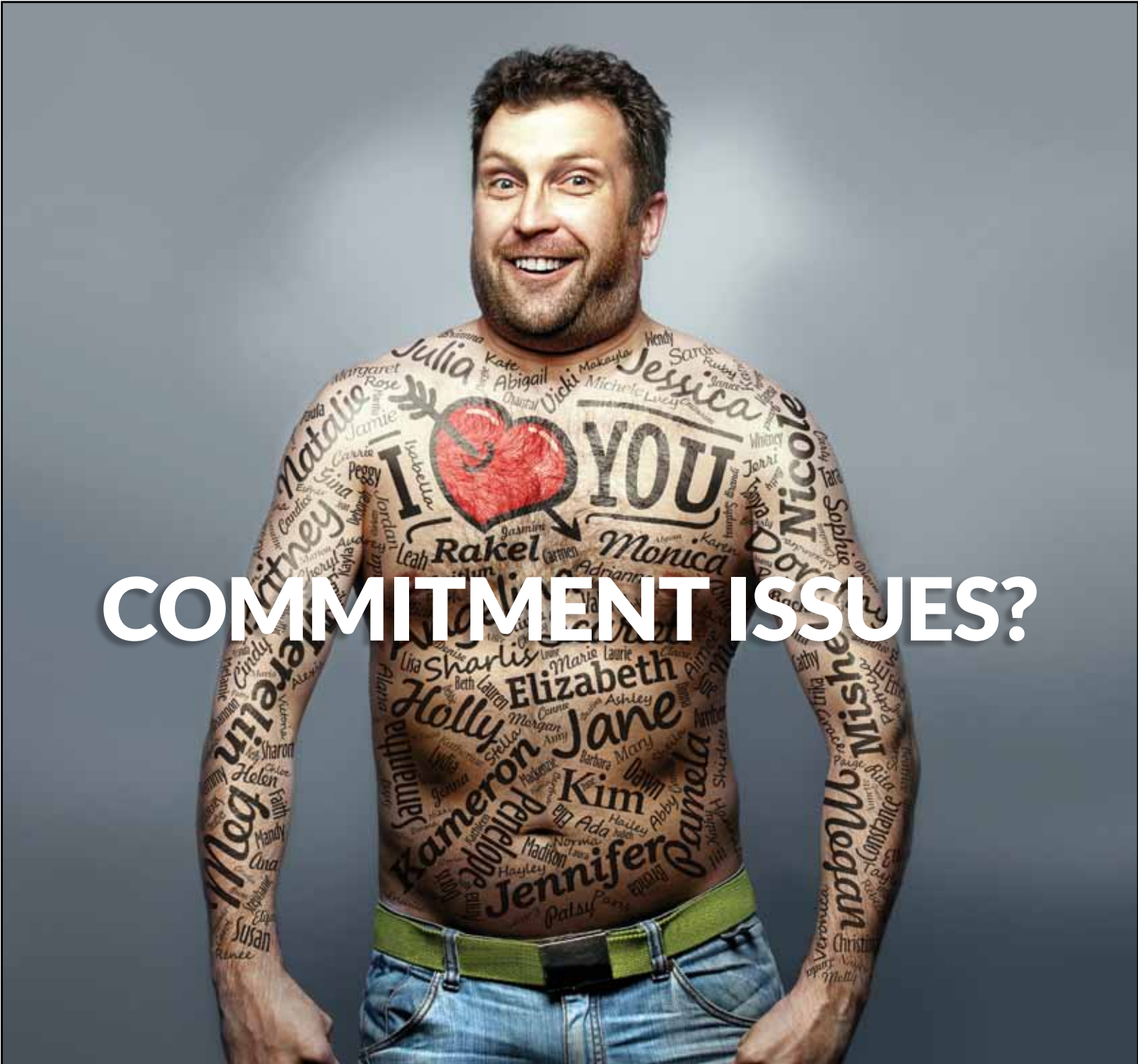
Properly designed and installed, UV systems have been shown to decrease facility energy consumption by up to 30%, helping minimize customers' carbon footprint. UV coil disinfection is an integral part of green building certifications, healthcare infection prevention plans and the growing movement of commercial buildings to energy service contracting.

RGF Commercial UV systems come with the largest selection of UV lamps available, and include NEMA 4X power supplies, patented high output lamps with IP65 quick connections, energy reflectors, and multiple mounting options including magnetic and mechanical mounts. Each system comes with an RGF system design specific to your HVAC, upon request.

Tony Julian, Vice President of Business Development says "RGF has established a leading position in residential and commercial air purification markets over the last 35+ years. Our dedicated network of HVAC contractors across the country depend on RGF technologies to reliably provide end users with the highest quality indoor air. Extending our significant UV experience to coil disinfection further solidifies our position as the market leader in IAQ."

To get your site-specific Commercial UV System design or for more information on RGF Commercial UV systems email: commercial@rgf.com or call 1-888-842-7771

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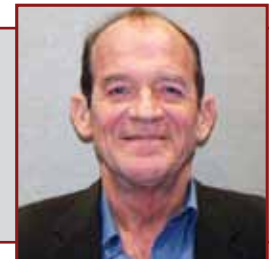
With all the changes in the market, it sometimes feels like nothing is secure. But Fujitsu is here for you with what you've come to expect: award-winning support programs, a range of innovative products, and a 100% dedication to contractor success. For a relationship that is built for the long haul, look to the supply channel that starts with Fujitsu.

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Message from FRACCA President Rick Sims



As you read this, you may already know if E-Verify registering of job applicants has become compulsory for private Florida employers; or at least whether a bill requiring such has been sent for our governor to sign. As I am writing, the debate continues; possibly up until the 2020 session ends March 13th. It is likely that FRACCA has already contacted you for your opinion. FRACCA may have contacted you directly for input or through your local chapter. FRACCA isn't collecting opinions on illegal immigration enforcement in general; we are trying to gauge the degree of member support for the specific E-Verify proposals that are being considered in this year's legislative session; namely SB664 and its proposed amendments.

We shouldn't be surprised if the Florida HVAC industry has a diversity of opinion on this. The issue currently divides the republican party and industry groups alike. It's not just about stemming illegal immigration (but mostly is). Florida's agricultural, tourism and construction industries have opposed including private companies in the law and instead have favored the amended versions that include only authority over government employers and certain government subcontractors. Having public-only E-Verify requirements would be precisely the same as things are now under the current executive order issued by Rick Scott carried forward by Rick DeSantis.

If amendments for public-only E-Verify requirements have prevailed, then effectively nothing has changed. DeSantis expressed his support for mandatory E-Verify laws for all private Florida employers in during his campaign, but so did Rick Scott who ended up settling for an executive order that only applied to government employees and certain subcontractors that are under Florida governor control. If the amendments passed and the law only regulates public employment, politicians can still say they supported the E-Verify law for Florida; even if it simply mirrors the executive order. The measure failed in Florida's 2019 session when compromise among republicans refocused illegal immigration priorities toward creation of Florida's sanctuary city laws. Some of those same proponents of outlawing sanctuary cities are the fiercest opponents of

this year's version of E-Verify legislation. It's complicated!

Mandatory E-Verify regulations for private employers are opposed by virtually all elected democrats but divide republican ranks. It's not all just about illegal immigration or economic impact. Some worry of another bureaucratic expansion with its new regulations on employers and new fines, penalties and authority for licensure revocation. Others are concerned more about privacy and liberty. Many are fundamentally suspicious of all federal ID laws in general, citing concerns about identity security, privacy rights or potential for future expansions of the scope (such as for 2nd amendment uses) from state or federal authorities. There are also those who are not in favor of a state requirement but would support

a federal law that does the same thing nationally or believe that federal control is inevitable.

As I write, the governor has asked for an E-Verify bill to sign this session but SB664 is still a work in progress and amendments are still pending. By now you probably know the outcome and who was targeted in the final version. I am keenly interested in direct feedback from those who are already using the free federal E-Verify database voluntarily. 54,000 Florida companies already use it; I don't know how many of 54,000 are HVAC companies. I always ask those who feel most strongly that we need to have mandatory EV for all employers if they have already signed up voluntarily themselves. Regardless of how this comes out, you are free to sign up at no cost to you; by now you know if it's still your call.

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Tropic Supply Events in February

ECM Made Easy - Evergreen Motors

Hands-on Demonstration of the Samsung Product Line



Anjanette Bove of Tropic Supply, Angela of AA-Advanced Air, Monica Restrepo of Samsung

Ken Darin of Regal Beloit held classes on ECM Made Easy™—Evergreen Motors. The leader in ECM technology can help you simplify your inventory, increase your profitability and impress your customers.

Monica Restrepo of Samsung gave a complete Hands-on demonstration of the their product line. The Samsung Roadshow Trailer was onsite with several of their ductless products. Tropic customers were able to discuss these innovative climate solutions in person.

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



Ken Darin of Regal Beloit spoke on reducing truck inventory, enabling you to complete more calls in the same day, without having to drive to retrieve a part



Monica Restrepo of Samsung in the Roadshow Trailer showing contractors all the new Samsung products



Monica Restrepo of Samsung with Ronald Buzzard and Peter Hassall of Apple Air Conditioning



Samsung hosted an advanced product training seminar at the North Miami Tropic location



Edgar Tabares of Cool Water Air Conditioning, Ivan Leone of Hill York, and Monica Restrepo of Samsung

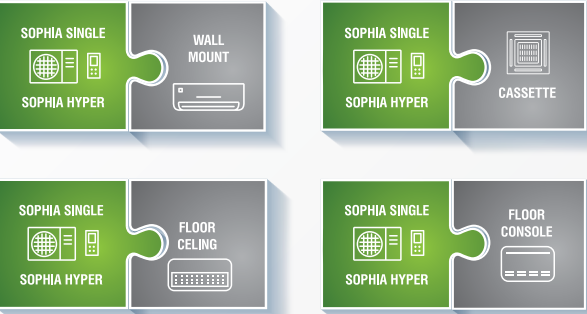


Ken Darin of Regal Beloit explained how Evergreen® ECM motors are a better solution than PSC motors



Tropic Supply in North Miami had an excellent turnout for the Samsung training and roadshow trailer which included a BBQ lunch

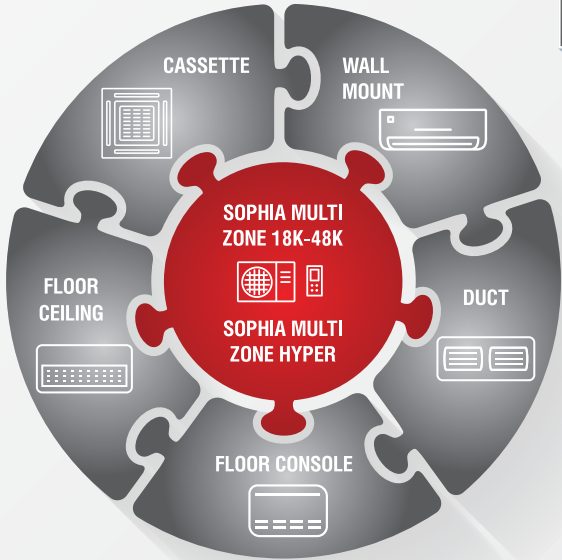
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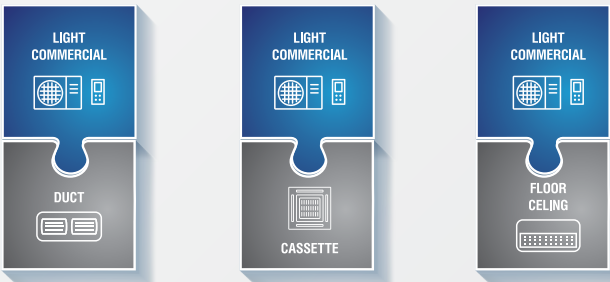
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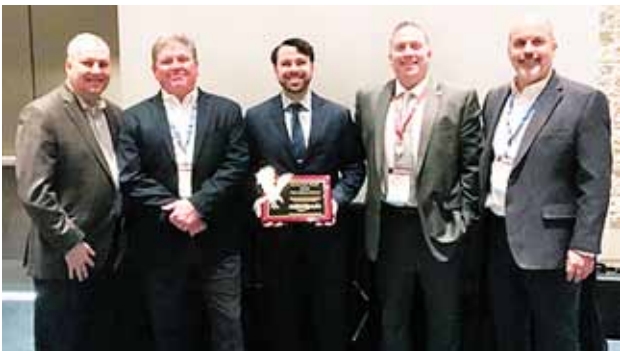


General Filters, Inc. Presents The 2018 "Soaring Eagle" Award to Shupe, Carboni & Associates

Novi, MI February 11, 2020 - General Filters, Inc. presented its annual "Soaring Eagle" Award to Shupe, Carboni & Associates; the sales representative company that best met a wide array of business objectives throughout 2019.

President & CEO, Bob Abraham; Owner & Vice President, John Redner; and Director of Sales & Business Development, Allan Feys presented the Soaring Eagle Award Plaque to Joe Carboni and Matt Reiners during GFI's annual sales representative meeting at the AHR Expo in Orlando. Allan Feys commented: "Our sales agency network is the finest in the industry, so selecting the winner never easy. Shupe, Carboni & Associates produced a particularly successful year for General Filters and were awarded our annual Soaring Eagle Award for Sales Excellence."

Founded in 1937, General Filters, Inc. professional experience spans three generations. With a manufacturing plant in Novi, MI and offices in Canada, products can be purchased from wholesaler and contractor customers across North America. For additional information, contact:Allan Feys, Director of Sales at 866-476-5101 x 201 or please email him at customerservice@generalfilters.com



Bob Abraham, Allan Feys, Joe Carboni, Matt Reiners, and John Redner

Cooper&Hunter: Mini-Splits Backed By Warranty & Exceptional Tech Support



As Cooper&Hunter gains popularity around the globe, the brand is placing extra emphasis on the details that set them apart from big-name competitors. Since every customer experience is an opportunity to contribute to the continual growth of the company, Cooper&Hunter recognizes the importance of going above and beyond in the Customer Service department. Even with a failure rate as low as 0.2%, Cooper&Hunter is dedicated to providing prompt and accurate solutions for those rare instances when malfunctions or defects do occur.

Being one of very few HVAC brands with in-house Technical Support definitely has its perks. Cooper&Hunter provides their agents with open access to units in the engineering laboratory, where video calls can be utilized for precise troubleshooting and live demonstrations with technicians and clients. As the company serves a wide array of clientele, they are prepared to accommodate clients in English, Spanish, and Russian – and will be adding Chinese to the list soon.

While Technical Support hours are limited from Monday to Friday, 9am to 5pm Eastern Standard Time, the company website provides 24/7 access to warranty registration, user guides, and installation manuals. For a more detailed, visual approach to troubleshooting and installation procedures, the Cooper&Hunter YouTube Channel offers an ever-expanding variety of videos with tips on error codes, detailed how tos, and more.

With so much focus on customers and technicians, one might think that C&H overlooks their distributors - but It's absolutely not the case! Cooper&Hunter

equips their distributors with Technical Support stands, filled with Warranty Procedures leaflets, Customer Service keychains, and scannable, QR-encoded Technical Support cards which link any smart phone to their online resources. With convenient access to a variety of Technical Support materials, customers are less inclined to contact distributors with any issues.



It's important for technicians and contractors to not only sell Cooper&Hunter units, but also to be knowledgeable about the brand and products. C&H works together with distributors to organize NATE Certified training courses. The half-day training sessions, which offer a balanced approach of both theoretical and practical, hands-on learning, cover brand introduction, sales techniques, troubleshooting tips, installation procedures, maintenance, and more. Attendees leave the course with an official Cooper&Hunter Certification and a thorough understanding about the ins and outs of the mini splits themselves. The courses have been so successful, in fact, that a new Online HVAC Academy is in the works

for the near future.

John Wilson, co-owner of Parks & Thompson in Hialeah, Florida, says "Even though I've been working with the Cooper&Hunter brand for a year, I've only ever had to call for Tech Support once - and the experience was seamless. There was no long wait - no endless phone transfers. Their Tech Support staff are knowledgeable and guided me through the whole process, from troubleshooting to warranty procedures and beyond, with utmost professionalism."

With superior technology and affordable prices backed by excellent warranties and exceptional customer service, Cooper&Hunter's fast-growing reputation in the HVAC industry is well-deserved. www.cooperandhunter.us / www.youtube.com/c/cooperandhunterusa

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- Troubleshooting and error code tips



Instructor Bio: Winston Sankey, Official Cooper & Hunter Trainer (US & Canada)

Winston graduated from New York University (Polytechnic Institute) in 1997 with a Bachelor of Science degree in Mechanical Engineering. In 2000, he earned a Master of Science Degree in Manufacturing Engineering at Syracuse University. He is an A.S.M.E. member and a certified NATE Trainer. Winston has worked in product development and project management with many leading players in the HVAC market, including Carrier, Frigidaire, and Midea. Winston has extensive experience in air conditioning systems design and application, inverter technology, ductless mini-split and multi-inverter systems as well as appliance support and field service management.



Instructor Bio: Konstantin Kukhar, Lead HVAC Service Engineer & Official Trainer (US & Canada)

Konstantin earned his Bachelor's in Mechanical & Electrical Engineering from Kyiv College in 2007 and his Master's from Odessa University in 2011. Additionally, he has completed specialized courses focusing on VRF and Mini-Split systems with several brands, including Daikin, Mitsubishi, Samsung, LG, and Hitachi. Konstantin's HVAC career began in 2007 at Cooper & Hunter's European Headquarters, where he spent 6 years working as a Service Technician on residential, light commercial, and commercial systems. In 2017, he joined Cooper&Hunter US Headquarters in Miami, Florida, to take on a leadership role. Konstantin has extensive hands-on experience in the HVAC field, with thousands of mini-split installations, over 200 VRF system installations, 15 commercial chiller installations, and a multitude of repairs included in his resumé.

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CLASS LOCATIONS/DATES/TIMES

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Wed., April 1	T-01 North Miami Resource Center	8:00 a.m. – 1:00 p.m.
Thurs., April 2	Courtyard Marriott - Plantation	8:00 a.m. – 1:00 p.m.
Tues., April 7	T-11 Cape Coral Resource Center	8:00 a.m. – 1:00 p.m.
Wed., April 8	T-10 Naples Resource Center	8:00 a.m. – 1:00 p.m.
Thurs., April 9	T-08 Fort Myers Resource Center	8:00 a.m. – 1:00 p.m.
Tues., April 14	T-23 St. Petersburg Resource Center	8:00 a.m. – 1:00 p.m.
Wed., April 15	T-15 East Tampa Resource Center	8:00 a.m. – 1:00 p.m.
Thurs., April 16	Courtyard Marriott - Ocala	8:00 a.m. – 1:00 p.m.
Tues., April 21	Courtyard Marriott - Jacksonville	8:00 a.m. – 1:00 p.m.
Wed., April 22	Daytona Autograph Hotel - Daytona Beach	8:00 a.m. – 1:00 p.m.
Thurs., April 23	Holiday Inn Express - Port St. Lucie	8:00 a.m. – 1:00 p.m.
Tues., April 28	Tallahassee Community College	8:00 a.m. – 1:00 p.m.
Wed., April 29	Ramada Inn - Venice	8:00 a.m. – 1:00 p.m.
Thurs., April 30	Courtyard Marriott - West Palm Beach	8:00 a.m. – 1:00 p.m.

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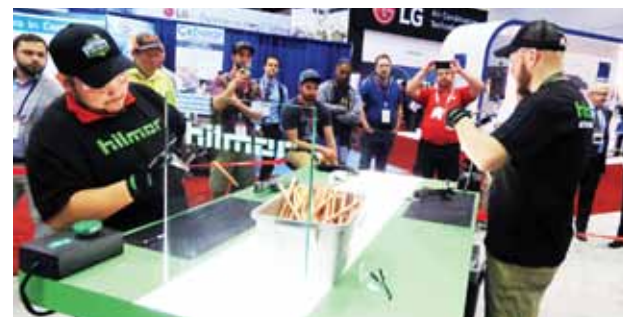
hilmor Names Fastest Hands in HVAC/R Champion at AHR 2020



The top 16 qualifiers competed head-to-head late Tuesday afternoon at the AHR EXPO DiversiTech booth 5943



More than 350 participants competed for the "fastest hands" title during the AHR EXPO on Monday and Tuesday



The initial round of competition involved deburring and swaging a copper tube

February 10, 2020 (Duluth, Ga.) – In a flurry of deburring, swaging, bending and flaring, one HVAC/R technician rose to the top of the leaderboard during this year's Fastest Hands in HVAC/R contest held during the AHR Convention in Orlando, FL.

Evan Gutman, 22, Doylestown, PA, a technician with Doylestown Air, was sitting in first place out of 350 competitors after the initial round of competition, which involved deburring and swaging both ends of a copper tube. Gutman completed this task in just 17.7 seconds. He, along with 15 other competitors, went on to complete other common tasks called for on the job until the field was narrowed to four.

In the final timed event, the remaining competitors were required to demonstrate proper refrigerant recovery and vacuum pump evacuation techniques.

Gutman completed the final task in 39.6 seconds, a full ten seconds ahead of the second place finisher. He will receive \$1,000 worth of hilmor tools.

"It feels great to have the fastest hands in the industry," says Gutman. "Hopefully I can come back next year and defend my title!"

The other top finishers included Mike Vensel, Ventec Refrigeration, Pittsburgh, PA who will receive \$500 worth of hilmor tools and Alex Weekes, Barbados, the recipient of \$300 worth of hilmor tools.

"This is a fun way to let technicians experience

firsthand how our tools work," says Andrea Halpin, Brand Director, hilmor. "Most of them have a very competitive spirit and really enjoy seeing how fast they can do something, especially compared to their counterparts."

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

The hilmor brand continues to revolutionize the HVAC/R industry with smarter, more effective tools and equipment. Backed by one of the largest research investments in the history of the HVAC/R industry, hilmor is dedicated to making technicians' jobs easier.



In the final timed event, the remaining competitors were required to demonstrate proper refrigerant recovery and vacuum pump evacuation techniques



Andrea Halpin of DiversiTech, winners Alex Weekes, Mike Vensel, Daniel Hill, Evan Gutman, with Alston Mullins and Andy Bergdoll of DiversiTech



Andy Bergdoll, CEO, and Alston Mullins of DiversiTech, stand with Evan Gutman of Doylestown Air, who took first place in fastest hands competition



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AHR 2020 Contractor Appreciation Party February 3rd, 2020



On Monday evening, February 3rd during the AHR EXPO, RGF Environmental hosted a Contractor Appreciation Party at Cowboys in Orlando from 7-10pm.

A great time was had by all who attended the event. From the time you arrived, you were warmly welcomed by RGF staff. A nice spread of tasty wings

and shrimp were prepared by Hooters for all the hungry appetites. Plenty of refreshments were appreciated after a long day at the AHR Expo. Several great raffle prizes were awarded throughout the evening. Customers and RGF staff were out on the floor enjoying some county line dancing! RGF awarded Pro Dev as Rep Firm of the Year! It was a fun time indeed!

RGF manufactures over 500 environmental products and has a 30-plus year history of providing the world with the safest air, water and food without the use of chemicals. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 9 acres, with 130,000 square feet of manufacturing, warehouse and office facilities.



Jeff Lindstrom, Fred Perfetto, Need Name, John Brescia, Angela Soland, Dave Sansone, and Mat Charles



Customers and RGF staff were out on the floor enjoying some country line dancing!



Flecher North, Pat Drumm, Chris Correa, Ryan Pierce and Mary North of Northway Marketers with Mat Charles of Pro Dev (2nd right)



Angela Soland and Lisa Bailey of RGF award another winner with a HALO-LED raffle prize!



Astrid von Oetinger of RGF, Sendro Rodriquez, Reneto Centres, Fernando Abreu, Joao Henrique and Laura Galmes of Pennse Controles



Ryan Charles of Pro Dev, Jeremy Mann of Carrier Enterprise, Astrid von Oetinger of RGF



Mat Charles of Pro Dev with Jon Huebner, Matt Hanson, and Melissa Szczesny of Moore Sales



Everyone enjoyed the tasty wings and shrimp prepared by Hooters!



Damien Hendricks, Mike McNulty, Matt Jereczek, Kevin Scofield, and Jay Bemner representing Build Products, with Tony Julian of RGF



Alan Griffing, Matt Moore, Phil Szczepanski, Jerry Herron, and Dan Ballieu of Moore Sales with Belinda and Angela of RGF



Lisa Bailey awards Mat Charles, Sean Wahl, and Ryan Charles of Pro Dev for Rep of the Year



George Waite and Lisa Bailey of RGF award Dave Sansone, of Sansone Air Conditioning with a HALO-LED raffle prize!



Carlos Nunez, Don Norris, and Charles Norris of Arizona Heating & Cooling with Robin Broderick of RGF

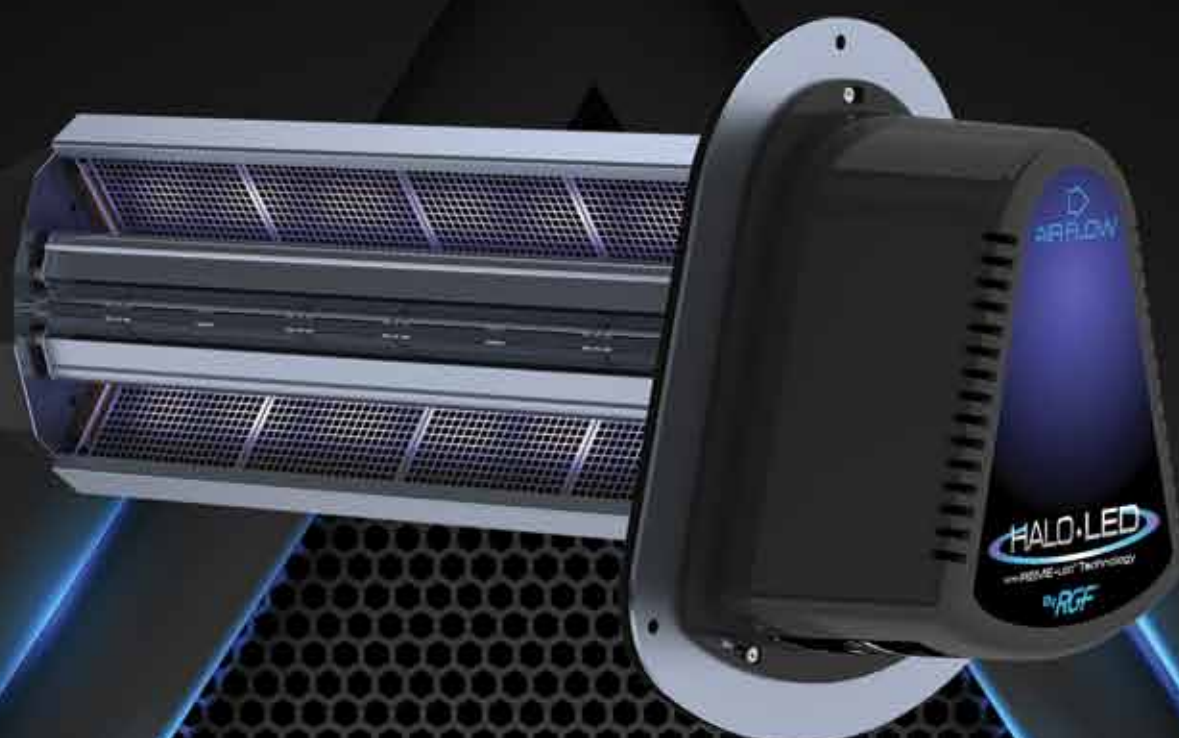


The RGF Environmental Team takes a group photo with York Factory Direct!



Eddie Amorelli, Dan Jeffs, Tim Lane, Frank Tipton, Justin Benoit, and Omar Figueroa of Tampa Bay Trane with Ryan Charles (ctr) and Sean Wahl (rte) of Pro Dev

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"THE DUCT-FREE ZONE"

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



What is a GREE? Who is a GREE? Where is a GREE? The March 2020 Mini Split issue of this publication seemed like the perfect opportunity to answer some common questions we in the world of GREE get asked fairly often ... at least those of us in the United States.

So, what is a GREE?

I have to admit, I myself have often wondered what is the meaning of the name GREE. Is it a word or a name? I went to two very qualified people to find the answer ... Becky Xu is the GREE Regional Sales Manager for North America and is based in Zhuhai, China at GREE's corporate headquarters. Becky tells me that "the GREE word comes from Green, we want to bring green life to the world. Also, GREE means Great and we bring people great air conditioner products." I like that ...

I also asked Yuwen Huang, presently, Yuwen is the Global Business Development Manager for UL in Chicago, but I worked with Yuwen for the past five years and prior to that, Yuwen worked for GREE in China. Yuwen tells me the word GREE in Mandarin translates to, "extremely powerful". I like that too ...

The dual sentiment of a gentler, "green" environment yet with a "powerful" force pushing that narrative forward is exactly what the world of HVAC needs right now...what the world as a whole needs right now!

Next, who is a GREE?

The following comes from GREE's own LinkedIn profile ... The company has its headquarters in Zhuhai, a beautiful coastal city in the south of China, with over 80,000 employees. GREE has es-

tablished 11 production bases around the world, 9 are located in China, with another 2 in Brazil and Pakistan.

GREE products are sold widely in more than 160 countries and regions, to more than 300 million users all across the world.

I have had the honor of visiting my friends at GREE in Zhuhai, China and I can tell you first hand, that GREE is made up of people who care... not only about the product they produce but also the people who install and service them and ultimately, the end user as well.

I have been told that I have become the face of GREE here in the U.S. I'm flattered by the statement, but if there is one person who truly personifies the spirit of GREE, it is GREE's Chairwoman, Dong Mingzhu.

In 1990, at age 36, recently widowed, Dong left her three-year-old son to his grandmother and quit her job at the government research facility in order to move to the more economically developed Shenzhen in Guangdong province and to find a new job. She soon moved again to Zhuhai.

She joined GREE in 1990, just one year after its inception, as a salesperson. By 2001 she was company president and in 2012 she was named company chairwoman...that is a meteoric ascent by any standard!

I had the honor of meeting Madame Dong when I was in Zhuhai the summer of 2018. Henry Ford was before my time, so was Willis Carrier...Madame Dong is in that league of visionary and entrepreneur and I have to admit I was a bit star-struck!

During her tenure, Madame Dong developed GREE Electric into the world's largest household air conditioning manufacturer, and China's largest

household appliance maker. GREE Electric's company stock has risen 2300% during her tenure. Under her leadership, GREE Electric developed solar energy, China's smartphone market, robotic technology, recycled treatment centers nationwide, and acquired electric car maker, Yinlong in March 2016.

Here in the United States, Tradewinds Climate Systems has taken GREE to #4 in the inverter mini split marketplace with 12% of the US market now owned (earned) by GREE!

Lastly, where is a GREE?

Well, as I mentioned earlier, GREE is headquartered, and the product is produced in Zhuhai, China. Here in the United States, Tradewinds Climate Systems has distribution centers on both coasts with factory employed salespeople and a network of independent manufacturer's representatives, dealers and distributors covering 50 states and beyond!

I have been a part of this global GREE network for the past five years and hope to continue for many years to come. It's a privilege to be a part of something that is globally recognized as groundbreaking, game changing and market leading...and to have it still keep a level of service and quality usually reserved for small, boutique type companies, well, that is what GREE is!

ABOUT THE AUTHOR:

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

GREE Launches FLEXX Universal Inverter Unitary Split System at AHR Expo



Chuck Jacobs, Tatiana Carbonell, Kurtis Feil, and Gabriel Sanchez of GREE Tradewinds



Gerry Wagner of GREE Tradewinds, demonstrating virtual reality as a new training tool



Gabriel Sanchez, Robert Arias, Kurtis Feil, and Chuck Jacobs of GREE Tradewinds



together to share ideas and showcase the future of HVACR technology under one roof; this year the expo took place at the Orange County Convention Center.

"We are excited about the addition of FLEXX to our product line," said Gabriel Sanchez, Director of Product Management. "As the global leader in air

Orlando, FL — February 24, 2020 — Earlier this month Gree unveiled its new ductless air conditioning product, the FLEXX Universal Inverter Unitary Split System at AHR Expo in Orlando, the world's largest HVACR event. The AHR show provides a unique forum where manufacturers of all sizes and specialties can come

conditioners, this introduction of FLEXX addresses the growing need for affordable energy-saving inverters that easily retrofit ducted unitary HVAC systems."

Gree hosted a viewing of the new smart technology at an invitation-only press conference for the media and key industry professionals. The product was also showcased onsite at Gree's hi-tech trade show booth, which included a live interactive Virtual Reality training experience.

Gree is an innovative thought-leader in the HVAC industry and always looking to expand and improve its already-impressive product line.

This new smart product will continue to grow the Gree brand and solidify its roll and place as leading the world's largest specialized air conditioning company integrating R&D, manufacturing, sales and service. Benefits include low standby energy consumption, energy-savings, and eco-friendly technology.

Gree's mission is to innovate and create new

ways to help people live well and stay comfortable no matter where they live, work or play.

Gree is the world's largest residential air conditioning manufacturer. The Company offers two types of air conditioners: household air conditioners and commercial air conditioners. The Company distributes its products worldwide under the brand name Gree. To learn more about the Gree brand, please visit GreeComfort.com.





The 2020 York Dealer Meeting was held at the Hard Rock Live in Universal's Citiwalk Orlando



Sandra Moore and Kelley Ellis of JCI York signed in dealers at registration table before the York-Source1 dealer meeting started



Janet Englehart of JCI York-Source 1 gave an update on E-Commerce



Matt Schlegel of York gave a presentation on the new commercial products, including the 6-12.5 ton 3 stage cooling models



Ken Ely of York looked at the future outlook for residential products and revealed the regulatory requirements up to 2023



Bobby Pickney of York-Source1 had some fun interaction with the dealers and made them work for some prizes



Nick Martin of Gembecki Mechanical, Todd Walls of York Source 1, Eddie Palmetter of Ace Air Conditioning



Gus Chacoin of Deaco Air, Octavio Figueroa of York Source 1, Diego Hernandez of Deaco Air



2020 York Factory Direct at the Hard Rock Live



On February 5th, York Factory Direct hosted their 2020 York Dealer Meeting at the Hard Rock Live Universal's Citiwalk Orlando.

This dealer meeting was over the top with excellent York speakers and presentations, which were packed with information about the York product offering, and all the tools available to help generate more leads and close more sales.

The York Factory Direct team knows how to have fun! The Hard Rock Live featured a second floor balcony overlooking Universal Orlando where they had the cocktail reception!



Adam Jameson of JCI York, Matt Diaz, Russell Vancil, and Darlene Stetler of FlowTech Plumbing & AC, Rick Gray of JCI York, Kodi Butler of Butler Air



Jeff Nugent and Mike Kirchmeier of Black Hills Home Services, Ken Ely with JCI, and Justin Leonard of Black Hills Home Services



David Adkins, Keith Powers, and Mason Menendez of A1 Heat & Air, with Mark Jacobs of York Source 1 (2nd from right)



Clay Holder and Bobby Pickney of JCI York, Dave Sansone of Sansone AC, Eric Bonde and Rob Faby of JCI York



Shawn Van of Ad Services spoke to the dealers about Marketing their Business



Adam Jameson and Eric Bonde of York Source 1 discussed the 2020 Marketing Programs available to the York dealers



Anthony Pascucci of York-Source 1 gave some closing remarks for the dealer presentations



Patrick Smith, Hector Dominicci and James Honeycutt of Ferran Services, Lymaris Rosado of G World (2nd from right)



Shannon Butler of Butler Air, Rick Gray of JCI York, Paul Jackson of Jackson Total Services, and Bobby Pickney of JCI York



Anthony Pascucci of JCI York, Austin Crumbley of So Florida Air, Cindy Cabaza of JCI York, Shawn Crumbley of So Florida Air, Casy Mullins of AMI AC



Dave Sansone of Sansone AC, Howard Pearl of Pride AC, Jim Schaefer of JCI York, Floren Thaqi of Air Anytime, Skip & Steven Farinhas of GMC AC



Larry Dutro, LJ Dutro, and Mike Rose of Service Refrigeration, with Luke Parish of Complete Restaurant Equipment (2nd left)



Anthony Marini of JCI York, Scott and Debi Neubert of MVP Air



Winner of The Diamond Club Award and Top York Sales Award for West Florida was Tri County Air Conditioning & Heating



Winner of The Top York Sales Award for West Florida was Conditioned Air



Winner of The Diamond Club Award and Top York Sales Award for Central Florida was Charles M. Watts Air Conditioning



Direct Dealer Meeting at Universal Orlando

The Hard Rock had prepared several delicious food stations with a nice selection of deserts for the awards dinner that everyone enjoyed before the awards were presented.

With more than 24,000 products in their growing inventory (including Source 1 HVAC Service Parts and other brands compatible with all systems) chances are they have everything you need to get the job done right—right away.

Source 1 HVAC Supply Centers are your go-to resource for industry expertise, offering live, in-store consultations with knowledgeable Account Representatives. Visit one of the York Source 1 HVAC Supply Centers today!



Winner of The Top York Sales Award for Central Florida was Accu-Temp Heating & Cooling



Winner of The Top York Sales Award for Central Florida was Palm Bay Air & Heat



Winner of The Top York Sales Award for Central Florida was Frank Gay Services



Winner of The Top York Sales Award for Central Florida was Total Comfort



Winner of The Top York Sales Award for Central Florida was Air One Heating & Cooling



Winner of The Diamond Club Award and Top York Sales Award for North Florida was Cooper's Plumbing & Air



Winner of The Diamond Club Award and Top York Sales Award for North Florida was J&W Heating and Air



Winner of Top York Sales Award for North Florida was Alexander Air Conditioning



Winner of Top York Sales Award for North Florida was Greens Air Conditioning



Winner of Top York Sales Award for South Florida was Deaco Air Conditioning



Winner of Top York Sales Award for South Florida was Sansone Air Conditioning



Winner of The Diamond Club Award and Top York Sales Award for South Florida was Pride Air Conditioning



ASHRAE Special Visit with Society President Darryl K. Boyce

On Tuesday, February 18th, from 12:00pm - 2:00pm we had our monthly meeting at the 94th Aero Squadron Restaurant. We had a special meeting with Society President Darryl Boyce. He gave a presentation about his view for this ASHRAE year:

Building for People and Performance and Achieving Operational Excellence. "We must ensure operational performance for the people that

live, work, and interact in buildings," said Boyce. "People must succeed within the buildings we create. Let's ensure we take the steps needed to achieve effective operational performance and operator experience."

You are invited to our Sixth Technical Meeting on March 17th, at the 94th Aero Squadron Restaurant. The topic for our Technical Presentation is

Hurricane survivability requirements by Lundy J. Clarke.

The presentation will cover issues relating to applicable Building Codes (history, clearance, fall protection, etc.), wind analysis for rooftop mounted equipment and understanding product approval documents. Lundy Clarke is a Structural Engineer, and the newest of the Senior Code Officers.



The FIU ASHRAE Student Branch taking a group photo with leaders of the Miami chapter and ASHRAE President Darryl K. Boyce



The students received a check from ASHRAE Miami for the FIU student branch to help the FIU team who advanced to the finals in the 2020 Solar District Cup



There was a great turnout for the February ASHRAE meeting with Darryl K. Boyce at the 94th Aero Squadron Restaurant



Victor Baumzweig of Daikin, ASHRAE President Darryl K. Boyce, Robin Bryant ASHRAE Director Regional Chair, Rodolfo Victores and Julio Salazar of Daikin



Jimmy Bautista of Tropic Mechanical, Alfredo Utset and Flor Utset of Nest Solution, Pablo Arteaga of Tropic Mechanical



Victoria Garcia Massimo, ASHRAE Miami President, welcomes the members and introduced National ASHRAE President Darryl K. Boyce



Daikin Applied was the sponsor of the meeting



Alejandro Gutierrez and Luis Prats from Integrity Test & Balance with Juan Gonzalez of Duham-Bush



Darryl K. Boyce, President of ASHRAE giving a presentation starting with his childhood



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BUILDING SCIENCE SYMPOSIUM

GETTING THE MOST MOISTURE REMOVAL OUT OF A.C. Grumpy Grandpa Grabs Grains

article by
Andrew C. Ask, P.E.



Dedicated dehumidifier or just an air conditioner to remove moisture? If the question comes up, I'm always sitting on the DH side of the table. Did I mention I get paid to promote dehumidifiers? This month I'd like to come over to the air conditioning-only side of the table. Don't worry; I'm not staying long.

The moisture removal capacity of air conditioning dwarfs dehumidifiers. You say you didn't know that? Take a common system, 2-ton air conditioner with a 70 pint-per-day DH. If we have a 75% / 25% sensible-latent split, 25% x 2 tons x 12,000 BTUH/ton = 6,000 BTUH latent cooling, about 6 lb/hr x 24 = 144 pints-per-day. Yes, I skipped over most of the annoying math, but, hey, give me a break—I'm working on a bar napkin here. Now I know it says "70" in large print on the side of the DH, but if it's drawing return air from the space, expect it to remove about 44 pints per day. That's right, the air conditioning could be removing over 3x as much moisture as the DH.

So, if the air conditioning is on, an important part of any moisture removal strategy is to make sure we have the AC set up for optimum dehumidification. Some steps you can take:

- Don't oversize the equipment.
- Properly size the duct.

More on these two below.

- Be certain the system has the correct refrigerant charge, superheat, and sub-cooling.
- Operate at the lowest possible airflow, no more than 320 CFM per ton, lower if possible.
- Set the room thermostat at 75 °F.; any lower will actually raise the relative humidity.

What we are trying to achieve here is a cold coil, about 40 °F. A warm coil isn't going to condense out any moisture. And keep it cold, first by making the unit run as long as possible—proper sizing; and then turn the air handling fan off when the compressor goes off—thermostat to "auto."

Low airflows shifts the SHR in favor of more

latent capacity, more moisture removal. You won't necessarily get below 75% SHR. What you might get is from 90% SHR, basically a dry coil and how much modern equipment is rated, down to 75% SHR. How do you know what's too "low" airflow? If the coil isn't frosting and you are able to satisfy the sensible cooling, your airflow isn't too low.

I'd like to talk a bit more about airflow. Cooling, drying, and cleaning air is what we do. If we don't know how much air is being moved, we don't truly understand system performance, and that, unfortunately is the usually the case: we don't know CFM. The best and easiest way to measure airflow in a residential system is with a TrueFlow® flow meter. They cost \$900 online and every shop should own one. Every tech who is checking AC performance needs to use one. It takes about five minutes to slide it into the filter rack, connect a manometer, and readout CFM airflow. Is it in the 320 CFM per ton range?

Now, how about equipment sizing? Oversized replacement equipment attached to undersized ductwork is one of my fep's: Frequently Encountered Problem.

If you want the AC to remove moisture, install the smallest possible unit so it runs longer. Suppose you replace the AC in home that is at least 25 years old. It has already had two (or more) sets of equipment. We don't know what was originally installed, if it was the correct size, or if it has been replaced with a different size? Has the duct system been modified? Recommending and proposing a correct replacement system is a two-step process: 1) running a load, and 2) making sure the duct size is correct.

If you don't like your load calc., try something else we had in the past: common sense. Does it look right? Does it work out to 5-600 SF per ton? Ask the homeowner how the old system worked? If in a production home community, look at the neighbor's houses.

Here's a simple cross-check for modern, tight, well-insulated homes: anything larger than a 3-ton system is unusual. Why? 2,400 SF is about the most space I would try to cool with one system and one thermostat. The load in modern homes should be around 800 SF/ton. 2,400 SF ÷ 800 SF/ton = 3 tons.

How do I remove moisture in my house, at least on the days I'm not testing one of five or so dehumidifiers I own? During the day, I turn off the 3-ton main system and turn on the ¾ ton mini-split in the bedroom to "dry." On design days its way undersized, has no chance of satisfying sensible load. Room conditions go out of control, rise to about 82 °F. and 60% rh. The mini-split runs flat out, removes water like crazy. At five o'clock, I turn the main AC back on. Don't tell me VRF can't remove moisture; it can if you let the rh rise and feed it some water.

Sell them a ductless mini-split for the master bedroom suite + a slightly smaller main system and she will be a happy, dry customer.

Everything I've mentioned works but...and there's always a "but"...you need sensible load. If the home is tight and well-insulated, it won't need much sensible cooling, the AC doesn't run, and maybe you should just call the guy—the dedicated ducted whole house dehumidifier guy.

Well, it's been nice visiting you AC-only guys but now I'm going back over to my side of the table where we can continue the DH vs. AC debate. Until next month then...stay tuned.

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

REMINDER: ANDREW ASK BUILDING SCIENCE SYMPOSIUM IS MARCH 25TH AND 25TH IN BONITA SPRINGS. I'LL BE THERE, OUTRAGEOUS AS EVER. I MAY EVEN RENT A SUIT.

LG Electronics Showcases Award-Winning Portfolio Of HVAC Solutions At AHR Expo 2020

*Flexible Ecosystem of Connected Solutions, Industry-Leading Technology and Controls
Headline Offerings at World's Largest HVAC Conference*

ORLANDO, Fla., Feb. 3, 2020 – Air conditioning technologies leader LG Electronics is showcasing its robust 2020 lineup of commercial, light commercial and residential HVAC solutions – including industry-leading Variable Refrigerant Flow (VRF) technology, flexible control systems, and seamless connectivity options to create a comprehensive smart ecosystem – at the 2020 AHR Expo in Orlando.

One of the key highlights is the official debut of LG's Coil Communication Kit. The new communication kit allows for seamless connection of LG smart inverter condensing units to third-party

coils. Designed for the replacement market, the Coil Communication Kit broadens access to the benefits of LG's energy-efficient technologies by allowing connection to third party furnaces or air handling equipment for residential and light-commercial applications. This includes compatibility with common third-party thermostats and LG's line of intuitive controls. It also offers smart set point tracking logic, factory-customized cased coils for minimal field work and multi-position coils to fit a wide range of applications.

"LG is reinforcing our commitment to deliver

the most advanced controls, smart connectivity solutions and innovative, powerful technologies," said Kevin McNamara, senior vice president and general manager, LG Air Conditioning Technologies. "With the largest gathering of HVAC professionals in the world here are AHR, we're inviting guests to experience the LG difference as we exhibit our most innovative lineup of industry-leading tools for commercial and residential applications, this year and beyond." Additional information on the complete portfolio of LG's air conditioning systems can be found at lghvac.com.



Kevin McNamara, senior vice president and GM for LG, conducted a press conference breakfast at the AHR EXPO in Orlando



Terry Frisenda, National Sales Manager for LG, spoke about LG Residential Differences



At the AHR EXPO LG Booth: Nick Bonanno, John Taylor, Lorie Quillin-Bell, Jeff Holm

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The Rheem booth was always busy during the AHR EXPO



Mark Wald, Steve Nokelby, Justin Kiger, and Brian Nichols of Fantech



David Richardson, Dominick Guarino, and David Holt of National Comfort Institute



The Arkema Team was ready to answer any refrigerant questions



Jason Stash, Jesse Taylor, and Mark Hucko of Inficon



Rick Wilson, Anette Justice, Lenny Roth, Matt Hoffman, and Howard Zelczer of Arzel Zoning



Adrian Gunder, Rick Warner, and AJ Kanyon of Ecoer



Steve Wilke, Sam Roti, Tammy Berlyn, and Dan Berlyn of Linesets Inc.



Glenda Carpenter of Cullman Supply, Chris Carroll of Mastercool, and Michael Carpenter of Cullman Supply



Thomas Ritchie and Cheryl Bates of Yellow Jacket - Ritchie



Marjorie McAllister, James Williamson, and John Jeffers of CPS Products



Megan Griffin, Paul Millard, Loretta Lacoy, and Jim Bohn of Broan NuTone



The Amrad Engineering Booth "Innovative Capacitor Solutions"



Stephen and Skip Farinhas of GMC Air Conditioning, with Jim and Julie Brown of JMB Industries (Pipe Prop)



Eddie Rodriguez of Baker, Eric Guzman, Jeff Markey, and Brian Smull of Ultimate Air, David Waugh of Target Sales, and Keith Keller of NAVAC



Jordi, David, Kathryn, Erlyn, Louis, Ranson, and Austin of Duro Dyne



Robert Bloom, Bambi Demeo, Michelle Bridges, and David Jacobs of Bronz-Glow



Lou LaRoche, Sue O'Neil, Edwin Anderson, and Jim DeSantis of MarketAir



The staff at Millers Ale House did an excellent job!



Michael Williams of Barksdale Sales Group, Bruce Fortenberry of Blacks Supply, Kim and Bret Barksdale of the Barksdale Sales Group



The Super Bowl Party Refs at Millers Ale House



Johnstone Ware Group: Rob Hamilton, Coleen Leppert, Garrett Perkins, Cameron Perkins, Sonny Hendricks, Neil Crawford, Jen Schmitt, Justin Seppi



Chemours: Josh Hughes, Gary Davis, Mark Love, Mark Kramer, John Milkint



Leone Green and Pro1: Keith Holland, Andy Taylor, Sean Ince, Dave Schopp



Tampa Bay Trane: Jose Guzman, Omar Figueroa, Greg Ortiz, Dan Jeffs, Tim Lane, and Frank Tipton



Women In HVACR: Julie Decker, Jenny Bryan, Stephanie McAllister, Coleen Leppert, Colleen Keyworth, Lauren Roberts, Mellisa Wacalla



The Nu-Calgon Team having a great time, came together for a group photo



Keith Morin and Kory Kasch of McGowans, Justin Wickham of North Florida HVAC, Jonathan Jacobs of McGowans



Mueller Industries: Mark Kramer, Paul Shea, Greg Christopher, and Kim Barksdale



JB Industries really knows how to have a good time!

K-Flex® Names RectorSeal® an Approved Master Distributor for HVAC/R Piping Insulation and Tapes

RectorSeal® LLC, Houston, a manufacturer and distributor of quality HVAC/R products, and part of the CSW Industrials, Inc. [Nasdaq:CSWI] group of companies, has been named an approved master distributor for K-Flex® Youngsville, N.C., one of the HVAC/R industry's largest manufacturers of refrigerant lineset insulation and tapes for commercial and residential air conditioning and refrigeration systems.

The distribution relationship will initially comprise of three top-selling product lines manufactured by K-Flex, a 31-year-old, family-owned business with 13 international plants and a marketing reach into 43 countries. RectorSeal will distribute the following products to traditional HVAC/R wholesale distributors in the U.S. and Canada:

- Titan™—a closed cell, elastomeric foam insulation with a flexible, co-extruded UV-resistant jacketing for linesets. Titan offers UV/moisture resistance with a tough and nearly impenetrable jacket that protects piping from outdoor elements, animals and lawn care string trimmers.

- Foam Tape—a NBR/PVC-based, closed cell, elastomeric tape with a factory-applied pressure sensitive adhesive that forms a long-lasting bond. It's perfect for short pipe runs or where tubing insulation is impractical to cover, such as covering fittings or valves.

- Cork Tape—a 55-percent cork-filled, rubber-based insulating tape with a grainy, rubber-like consistency. It's also ideal for covering fittings and valves.

All three products and their energy-saving thermal dynamic characteristics comply with the International Energy Conservation Code (IECC) and International Residential Code (IRC).

K-Flex's product lines complement RectorSeal's ductless mini-split, VRF/VRV and conventional air conditioning accessories. "We see RectorSeal as a leading HVAC/R manufacturer that also has an excellent distribution footprint," said Matt Hair, K-Flex's North American director of sales. "They presented an exciting vision for our products' sales growth that would benefit our company as well as the industry. RectorSeal's demonstrated success as a provider of com-

prehensive line of accessories leads wholesalers and contractors to their website to find products, such as lineset insulation and tapes."

"This relationship expands our product line, but more importantly it allows our independent distributors to now execute smaller quantities of K-Flex within their Rectorseal orders without incurring large inventories and separate freight charges," said Jeff Underwood, RectorSeal's vice president—sales and marketing. "Our ultimate goal is to make it easy for distributors to do business with us."

The three product lines are the inaugurating foundation for the partnering, however Hair sees great potential in RectorSeal adding more of K-Flex's existing and in-development product lines in the future.

Belimo Releases New Retrofit App!



Danbury, Connecticut, February 17, 2020 – Belimo Americas Retrofit App now includes a sensor module. The global application tool offers a full range of air, water, and now sensor products along with enhanced features providing you with fast HVAC replacement solutions. The Retrofit App enables you to find retrofit products based on a variety of parameters, such as manufacturer, model, voltage, control type, torque, running time, and close-off requirements. Poorly functioning or even nonfunctioning systems can be transformed into more efficient systems by finding the right replacement. Replacement solutions are compatible with all major control systems, so there is no need to replace other system controls. The App is free and is available from the iTunes store or Google play.



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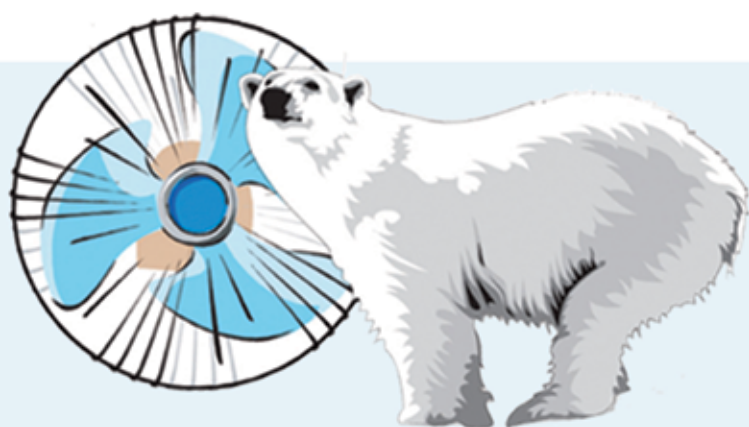
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GREE Tradewinds Cocktail Party at ITTA BENA in the Point Orlando

On Tuesday evening, February 4th, from 6-9pm, GREE Tradewinds hosted a cocktail party at the ITTA BENA restaurant in the Point Orlando.

From the moment you arrived you were welcomed with a nice glass of wine and served from an assortment of delicious hor d'ourves which continued throughout the evening.

GREE Tradewinds staff, representatives and industry friends had a wonderful time of celebration for another successful year and a great AHR EXPO show where the new FLEXX product was revealed at a press conference in the convention center.

GREE Tradewinds the world's largest specialized air conditioner company integrating R&D,

manufacturing, sales and service. It's our mission to innovate and create new ways to help people live well and stay comfortable no matter where they live, work or play.

GREE systems are the most energy efficient and environmentally friendly on the market today. Please visit their website at www.greecomfort.com



The GREE Hospitality Party was at Itta Bena in the Point Orlando



The fabulous GREE ice sculpture was filled with delicious shrimp



Jim Cherubini of Northway Marketers plays a tune on the piano with Tatiana Carbonell of GREE Tradewinds



Walter Dixon, Tatiana Carbonell of GREE Tradewinds, and Tony Blanton of Mid-Atlantic Sales



Gianna Solis, Kurtis Feil, Gabriel Sanchez, Tatiana Carbonell, Gerry Wagner, Chuck Jacobs, Susana Yingsi Xu, Alycia Linder, Robert Arias



Everyone from Boreal International was having a great time!



Brandon Sanders and Derek Flory of RHI Supply, Kevin Genereux and Jason Salter of EP Sales, Gabriel Sanchez of GREE, Bob Eddy and Dave Ponschok of EP Sales



Rodrigo Barbosa, Gerry Wagner, Susana Yingsi Xu, and Gabriel Sanchez of GREE Tradewinds



Dave Schopp of Leone Green, Wes Swank of Coburn's, Kurtis Feil of Tradewinds, Andy Taylor and Tim Shelley of Leone Green



Cindy Metzler, Steve Rush of Watsco, Chuck Jacobs of GREE Tradewinds, Chris Rush



Bob Eddy and Dave Ponschok of EP Sales enjoying the personal service at Itta Bena



There was a place available for cigar aficionados

HARDI Distributors Report 7.4% Revenue Growth in December

COLUMBUS, Ohio, February 3, 2020 – HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 7.4% percent during December 2019.

The average annual sales growth for the 12 months through December 2019 is 5.3 percent.

"Sales growth for the month was helped by an extra billing day and it needed it because heating degree days were well below normal in five of our seven regions," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The dollar weighted annual growth was also near 5%, so that looks like a fair assessment of the year versus the unusually strong 2018."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. "The DSO was a bit higher than the recent Decembers," said Loftus. "This is the second 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 even before the coronavirus disruption, was for some modest easing of that pace in the new year," said Loftus. The latest HARDInomics quarterly indicates only a few states are experiencing a noticeably slower pace. The lack of excesses in the economy despite the duration of the expansion supports the soft-landing consensus expectation.

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.

Johnson Controls Announces North American Rooftop Unit Roadshow

MILWAUKEE (February 14, 2020) — Today, Johnson Controls announced its 2020 "Game On" Roadshow, featuring rooftop HVAC systems from Johnson Controls, TempMaster® and YORK®. Beginning March 4th in Richmond, VA, this tour will bring the comprehensive and newly extended rooftop unit portfolio to locations across North America, including Los Angeles, Toronto, Atlanta, and more.

As part of the tour, the 53' "Game On" trailer will house full-size displays of Choice 15-27.5T and Select 27.5-50T units to give visitors hands on interactions with the equipment. The agenda will also include engaging interactive experiences featuring the Premier 25-50T rooftop platform, Variable Air Volume Products (VAV), the Verasys Building Controls System and the Rooftop Center of Excellence for design and manufacturing.



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HARDI Deepens Supplier and Vendor Relationships with Addition of New Account Manager



Brandin Bursa

COLUMBUS, Ohio, March 1, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is pleased to announce the addition of Brandin Bursa, Account Manager, to the growing HARDI team.

Bursa brings a unique background of experience to the table.

Prior to HARDI, Bursa was involved in construction and industrial supply, professional development and training, and also

managed multiple divisions within a custom upholstery company.

“As the Account Manager for our Manufacturer and Service Vendor members, my responsibility is to help associate members & suppliers maximize the value of their participation in HARDI. From lending an ear, to advocating on their behalf, I want to be viewed as an accountable point of contact within HARDI for these members,” Bursa said.

With HARDI’s new Strategic Plan including a Voice of Supplier component, it is the optimal time for Bursa to step in and build relationships that help further the organization’s efforts to better understand Manufacturer and Supplier members and their relationship with HARDI wholesalers.

“He is very intelligent with great strategic

thinking abilities and a lot of drive,” said Director of Marketing and Sales, Chris DeBoer. “I am confident that his past experience will help him step into the role and quickly become an excellent resource for our Supplier, Service Vendor and Rep members.”

Be on the lookout for Brandin at upcoming HARDI events. If you would like to reach out to Brandin, you can email him at bbursa@hardinet.org or call 614-345-4328.

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

Emerson Introduces Copeland Scroll™ Digital Outdoor Refrigeration Unit, X-Line Series



able refrigeration for medium-temperature, walk-in coolers and display cases which are commonly found in convenience stores (c-stores), small-format stores and restaurants.

The X-Line Digital Series is designed to provide substantial annual energy efficiency improvements compared to legacy equipment and technology, thanks to its proven Copeland Scroll compressor technology, large-capacity condenser coils, variable-

speed fan motor control and smart controls. The X-Line Digital unit has continuous capacity modulation from 20% to 100%, resulting in precision temperature control, reduced compressor cycling and lower energy consumption. The X-line Digital unit can be applied to multiple evaporator systems.

The X-Line Digital unit can maintain box temperatures within ± 0.5 F, which allows food retail and foodservice establishments to precisely maintain the temperature of their food.

The units feature advanced onboard protection and diagnostic controls in a quiet, compact enclosure. It can alert and record alarms independently or communicate with facility management control systems. The X-Line Digital’s slim profile, lightweight design and wall-mount option give operators the flexibility to install the unit even in locations that are very space-constrained. This can also help to lower

installation costs and to potentially avoid expensive system design workarounds or relocation issues.

“The X-Line Digital was designed with c-store, small-format store and restaurant operators in mind,” said Julie Havenar, product manager — condensing units, Emerson. “With rising energy rates and ever-increasing customer expectations, the pressures on operators to be competitive are as strong as ever — prompting many to reevaluate their refrigeration strategies. With the X-Line Digital condensing units, we set out to redefine refrigeration and to help ease those pressures with improved energy savings, reliability, and lower maintenance and installation costs.”

For more information on the X-Line Digital unit or other Emerson heating, ventilating, air conditioning and refrigeration (HVACR) technologies, visit <https://climate.emerson.com>

NearU HVAC Services Announces Formation and Completion of Inaugural Acquisition; Company Poised for Significant Growth

CHARLOTTE, N.C., Feb. 4, 2020 /PRNews-wire/ -- NearU HVAC Services, a regionally-focused residential and light commercial HVAC services company, today announced its formation and the successful completion of its first transaction, with the acquisition of MARK-AIR Heating & Air Conditioning in Fayetteville, NC.

“NearU’s vision is to serve as the leading provider of maintenance, repair, and installation services to discerning residential and light commercial customers for their heating, cooling, and air quality needs. Our people-centric, process-driven, and technology-enabled approach will create a unique customer experience and impactful career paths for our associates. Our inaugural investment in MARK-AIR, coupled with specific organic value creation playbooks and a robust pipeline of near-term additional opportunities, sets NearU on course to achieve scale quickly as we execute on our vision in 2020,” said Ashish Achlerkar, NearU’s Founder and CEO.

“The NearU team fulfilled their promise to deliver a highly confidential and efficient transaction at a fair value for our shareholders. Their approach is honest, and they remained steadfast in their commitment to the agreed-upon deal terms. We are very confident that the NearU team will take excellent care of MARK-AIR’s customers, invest in career opportunities for our employees, and take our legacy to greater heights,” said MARK-AIR Founder Mark Edelman and Co-Owner Ken McMullen.

In addition to Achlerkar, NearU’s senior leadership team and Advisory Council includes Chief People Officer Ron Walker, an HVAC operations and technician training veteran; Doug Wilson, a longtime Ingersoll Rand Trane and American Standard executive; and Ruth King, who has spent her career as a counselor and confidante to thousands of leading HVAC contractors nationwide.

NearU is a technician and customer-cen-

tric provider of residential and light commercial HVAC services. The company is well-capitalized and seeks to grow organically and by acquiring or partnering with leading HVAC contractors. NearU’s first transaction was completed in January 2020, with the closing of MARK-AIR Heating and Air Conditioning in Fayetteville, NC.

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Joseph Lstiburek

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



Allison Bailes

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



Gary Nelson

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



Additionally Featured Guest Speakers



Kristof Irwin
Positive Energy



Kimberly Llewellyn
Mitsubishi



Todd DeMonte
Madison Industries

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You are Invited!

MEET YOUR 2020 AABSS SPEAKERS

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





Women In HVACR Meet and Greet Rooftop of the Top Golf in Orlando February 4th, 2020



The Women in HVACR booth at the AHR EXPO was very busy!

On Tuesday evening February 4th, from 6:30-9:30 pm, the Women in HVACR held their Annual Meet and Greet on the Rooftop of Top Golf in Orlando.

It was good time to sit and relax after a full day at the AHR EXPO. Members of the Board of Directors were present to welcome everyone who attended. There were delicious foods and refreshments available throughout the evening.

Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. They empower women to succeed through networking opportunities, mentoring and education.



The 2020 Women in HVACR Board of Directors



Colleen Keyworth, Sara Hammond, Marjorie McAllister, Renata Nance, Lauren Roberts, Amanda Smith, Kim King



Celeste Barnell, JP Barnell, Christi Brumm



Dominick Guarino, Jennifer Reynolds, Alexandra Ashey, Erica Leonor



Chelsea Pittaluga, Lauren Roberts, and Vanessa Castro



Val Kesler, Jaden Lane, and Katie Singer



Lauren Roberts, Emily Baumen, Ana Maria Carmona, and Danielle Putnam



John Thrift, Janet Englehart, Kristin Gallup, Thomas Zapelli, and Chris Zinc of JCI-York



Joanne Hunt and Jackie Tutko relaxing after a long day at the AHR EXPO!



Michelle Bridges, John Palmer, and Theresa Spuling-Wood

Fujitsu Introduces New VRF DX-Kit for Air Handling Applications



Fujitsu General America, Inc., has introduced new DX Kits, enabling installers of Fujitsu Airstage VRF systems to incorporate third-part air handling units and fan coils into a VRF system

or connect them to a dedicated Fujitsu VRF outdoor unit as a 1:1 system.

Various control strategies are available such as control by air discharge sensor or return air temperature sensor when connected to air handling unit or fan coil unit. The system can also be controlled

via Modbus interface for integration into a BMS system.

The new DX-Kit supports a wide range of capacity classes, from 18,000 to 168,000 BTU/h. Two EEV units can be connected in parallel for up to 168,000 BTU/h large capacity units.

There are a variety of control options to match the application. Central control can be achieved using the Airstage VRF controllers or central management (BMS) controller. External, third-party controls can also be used.

The system provides many inputs and outputs, and is connectable to Airstage VRF series J-III, J-IIS, J-II, V-II and VR-II.

For more information, visit www.FujitsuGeneral.com or contact your local Fujitsu rep/distributor or your Fujitsu sales engineer.

AHRI Releases December 2019 U.S. Heating & Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 508,788 units in December 2019, up 3.4 percent from 491,986 units shipped in December 2018. U.S. shipments of air conditioners increased 3.9 percent, to 303,688 units, up from 292,320 units shipped in December 2018. U.S. shipments of air-source heat pumps increased 2.7 percent, to 205,100 units, up from 199,666 units shipped in December 2018. Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.6 percent, to 8,469,615, up from 8,340,262 units shipped during the same period in 2018. Year-to-date shipments of central air conditioners decreased 0.7 percent, to 5,359,775 units, down from 5,399,760 units shipped during the same period in 2018. The year-to-date total for heat pump shipments increased 5.8 percent, to 3,109,840, up from 2,940,502 units shipped during the same period in 2018.

New All-in-One Mini-Split Cleaning Solution by Nu-Calgon



St. Louis, MO – Nu-Calgon has launched a new Complete Care Mini-Split Maintenance Kit that contains everything a contractor needs to clean up to four mini-split units. This easy-to-use kit ensures mini-splits can be cleaned of dirt and debris, while protecting surrounding walls and floors of the living space. Each kit includes these quality Nu-Calgon products:

- 2 cans of Tri-Pow'r® HD Aerosol coil cleaner
- 2 packs of Gel Tabs™ Mini condensate pan treatment
- 1 Clean Guard mini-split maintenance bag
- 1 Nu-Calgon service bucket

The Complete Care Mini-Split Kit makes cleaning and servicing mini-splits easy by providing a complete line-up of necessary chemicals and tools. The Clean Guard bag ensures that the surrounding area is protected from potential over-spray or water splashes. The provided Tri-Pow'r HD guarantees the mini-split is properly cleaned and brought back to peak efficiency, while the Gel Tabs Mini provide lasting protection from clogs and costly over flows.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company’s complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications. When it comes to Nu-Calgon products, the name on the outside means quality on the inside. For more information, visit www.nucalgon.com.

Installation Solutions That Save Labor

“We finally found a line set cover system flexible enough to cover frustrating wall obstacles” says Dave Schmidt of Frederick Air Inc. “Our installers & customers love Cover Guard. Previously, we had to sacrifice how our installs looked for function, now we get both. When fully collapsed, its low-profile enhances any in-stallation but its also perfect for multi-zone and VRF/VRV applications, grabbing closed and staying closed even when stuffed to capacity.”

Contractor-inspired features **save labor and material** without sacrificing quality. For instance, the distinct blue peel-n-go film reduces damages and waste while speeding up the final clean-up. The 1/4 turn easy-hold cam screws won’t strip the plastic or rust.

Its two UV-resistant colors reduce inventory and simplify the sales process; paintable white and

brown. Installers love the convenient grab-n-go kit. Ideal for retro-fit projects, Cover Guard’s professional-grade construction **provides optimum line set protection and customer satisfaction**. Weighing in between two to three times that of the competition,

you can rest easy knowing that Cover Guard will outperform all other plastic line set cover options. It won’t **fade, sag, buckle or pop off** and successfully withstands the extremes of the Texas sun, a Canadian freeze, or the unpredictable winds of the Caribbean.

Try Cover Guard today. Wholesale locations that provide high quality HVAC equipment and supplies stock Cover Guards complete and versatile line set cover system. A list of authorized distributors can be found online. For more information visit accoverguard.com or call 407-578-8444 for assistance.



ASHRAE Releases Schedule of Popular HVAC Design Training

ATLANTA (February 19, 2020) – ASHRAE Learning Institute, provider of high-quality, authoritative and credible training backed by real world applications, announced the release its 2020 HVAC Design and Operations training schedule.

“ASHRAE has the most advanced professional development program in the industry, offering practical training that incorporates solutions to improve today’s building performance issues,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “ASHRAE’s HVAC Design training is a mainstay within the industry that further represents our commitment to providing avenues of development to the professionals who impact the built environment.”

HVAC Design: Level I – Essentials provides in-

tensive, practical training ideal for recent technical or engineering school graduates and engineers new to the HVAC field. Developed by industry-leading professionals selected by ASHRAE, the training provides attendees with the fundamentals and technical aspects of HVAC design, installing and maintaining HVAC systems, that can be put to immediate use.

HVAC Design Level II – Applications provides instruction in HVAC system design for experienced HVAC engineers and those who have completed the HVAC Design: Level I – Essentials. The training covers the technical aspects of design and methods to increase energy savings through innovation in HVAC design. To register, visit the HVAC Design and Operations page on ashrae.org.



Training

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2020 Training Calendar

Florida

North Florida

3/5/2020	Tallahassee	8:00 AM – 9:30 AM	Sporlan Expansion Valves
3/6/2020	Jacksonville DT	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/10/2020	Daytona	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/12/2020	Gainesville	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/17/2020	Tallahassee	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/18/2020	Jacksonville DT	8:00 AM – 9:30 AM	Ecobee Thermostat – Free Thermostat
3/24/2020	Ocala	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/24/2020	Jacksonville DT	8:00 AM – 9:30 AM	General Refrigerant
3/25/2020	Tallahassee	8:00 AM – 9:30 AM	General Refrigerant

Central Florida

3/3/2020	Melbourne	8:00 AM – 9:30 AM	Evacuation Best Practice
3/17/2020	Orlando	8:00 AM – 12:00 PM	HVAC Electrical Systems Troubleshooting
3/19/2020	Orlando North	8:00 AM – 12:00 PM	HVAC Electrical Systems Troubleshooting
3/20/2020	Melbourne	8:00 AM – 11:00 AM	Mitsubishi M&P Series Service
3/25/2020	Orlando	8:00 AM – 12:00 PM	Amana/Goodman Basic Service & Install
3/31/2020	Orlando	8:00 AM – 12:00 PM	Basic A/C and Heat Pump Refrigeration

Tampa Bay

3/3/2020	Lakeland	8:00 AM – 12:00 PM	Amana/Goodman Basic Service & Install
3/11/2020	Brandon	8:00 AM – 12:00 PM	HVAC Electrical Systems Troubleshooting
3/12/2020	Brandon	8:00 AM – 9:30 AM	General Refrigerant
3/12/2020	Lakeland	8:00 AM – 12:00 PM	HVAC Electrical Systems Troubleshooting
3/26/2020	Lakeland	8:00 AM – 12:00 PM	Basic A/C and Heat Pump Refrigeration

South Florida

3/10/2020	Miami Lakes	8:00 AM – 9:30 AM	General Refrigerant
3/11/2020	Ft Lauderdale	8:00 AM – 9:30 AM	General Refrigerant
3/24/2020	West Palm Beach	8:00 AM – 9:30 AM	Ecobee Thermostat – Free Thermostat
3/25/2020	Kendall	8:00 AM – 9:30 AM	Ecobee Thermostat – Free Thermostat

South Carolina

3/3/2020	Columbia DT	8:00 AM – 12:00 PM	Daikin/Goodman RTU&Package units install & Service
3/4/2020	Summerville	8:00 AM – 12:00 PM	Daikin/Goodman RTU&Package units install & Service
3/4/2020	Columbia DT	8:00 AM – 9:30 AM	Sporlan Expansion Valves
3/5/2020	Charleston	8:00 AM – 12:00 PM	Daikin/Goodman RTU&Package units install & Service
3/17/2020	Charleston	11:00 AM – 12:00 PM	DAP Spray Foam
3/26/2020	Charleston	8:00 AM – 9:30 AM	General Refrigerant

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2020 FRACCA Education Conference The Shores Resort & Spa - Daytona Beach - February 26-29



Caroline Hinkle, Dianne Kramer, Jeanne Lachapelle, Paula Huband, and Rick Sims welcomed everyone to the FRACCA Conference!



Rick Sims held a group session on advanced 2017 HVAC codes for existing Florida buildings and systems



During lunch The Cotney Law Group spoke on the topic of Ethics In Construction

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) hosted their 2020 Educational Conference, February 26-28, 2020 at the Shores Resort & Spa in Daytona Beach FL. The conference began with Ruth King on Wednesday afternoon and then a FRACCA board meeting that evening.

On Thursday, several class sessions ran throughout the day. A delicious lunch prepared by the Shores was enjoyed, while Cotney Law and Patrick Fox with MEP spoke to the conference attendees. That evening the vendor exhibits were open and everyone had fun having some refreshments, eating some tasty finger foods, and listening to the entertainer at the Presidents Deck Party.

On Friday more class sessions were available to FRACCA members. Then for lunch were Chapter Updates and Awards. The speaker was LTC US Army (retired) Paul Huszar. That evening was the Vendor Appreciation Party, FRACCA Olympics, and Raffle. Johnstone Supply Ware Group received the Outstanding Vendor Award.

Johnstone Supply was awarded vendor of the year. A Special Thank You goes out to all of the Speakers, Exhibitors & Sponsors. - FRACCA



FRACCA members took a welcomed break for lunch after a morning filled with educational learning sessions



Patrick Fox gave a current update for the MEP Coalition



Bob Hentz of Carrier Enterprise, Emery Cary of ACCA/CF, Harley Whiting of Carrier Enterprise



Terry and Caroline Spangler of License To Chill with Patrick Fox consulting for the MEP Coalition



Federated Insurance conducted a session on Workers Compensation



Ruth King packed the ballroom with her presentation of "Growing Your Profitable Maintenance Base"



Adam Ogg of Payne Air Conditioning with Leon Essex of Manufacturers Marketing - Bard



Eric Worthman of Comfortemp, Natasha Brown of Robert Nash & Associates, Rick Wilson of Arzel Zoning



Mark Middleton, Travis Marques, Eric Neal, and Tim Crouch of Johnstone Supply Ware Group was also FRACCA Vendor of the Year!



Ken Lyons of AC-Guard with Jeff Markey of Ultimate Air



Justin Carducci of Primary Air with Sam Gallino and Tracy Lee of Matrix Recycling



Brad Niehaus of Pro1 IAQ with Jeff Babione of Babione's AC & Heating



2020 FRACCA Education Conference

The Shores Resort & Spa - Daytona Beach - February 26-29



Howard Pearl of Pride Air Conditioning, Mark Jacobs of York Source 1, and Stacey M. Miller of SFACA



Don Duckworth of Enterprise with Skip Stanton of Aqua Plumbing & Air



Rick Sims President FRACCA, Keith Martin of Badger Bob Services, Dan Robinson of Mitsubishi, Scott Brann of Debonair Services



Brian Saltzman of Resideo, Doug Lindstrom of Lindstrom AC, Jason Hofmann of Gulf Coast Air



John Bezon, Stu Gordon, and David Hinson of Advanced Work Vans



Travis Marques of Johnstone Supply Ware Group, Sean Wahl of Pro Dev, and Amy O'Grady of Charles Tropic Air Conditioning



Spencer Artz of Superior Heating & Cooling with Joseph Thornton of Ultra-Aire



Frank Suranyi of AccuAir, Keith Martin of Badger Bobs, Bill Barnes of Ellsworth Heating & Cooling, Frank Decarlo of Total Air, Penny Anderson of AccuAir



Bret Allred of Modern Air & Refrigeration, with Michael Lonis of QwikProducts



Skip Stanton of Aqua Plumbing & Air, Richard and Paul Stehle of Climatic Air Conditioning, Dan and Patty Griffin of Weather Engineers



Brandon Lemons of IO HVAC Controls, Rob Hamilton of Rob Hamilton & Associates, David Pena of Johnsons Air Conditioning



Fernando and Angelica Alanso of Master Cooling Contractors with Brian Cook and Tod Sutherland of Tropic Supply



Edward Lammers of Honey Home Services with Jeff Warther of Chemours



NFACCA won the competition for the Olympic Belt For 2020!



The FRACCA Chapter Awards of Excellence was presented to every chapter this year!



Adam Ogg and Caroline Hinkle of PACCA received a FRACCA Chapter Membership and Award of Excellence



Carrie Welsch of TRACCA received a FRACCA Chapter Membership and Award of Excellence



The guest speaker for the Awards lunch was LTC US Army (retired) Paul Huszar with a great message about veterans

Panasonic Brings Customers Healthier Quality Air with its ClimaPure™ XE Solution at AHR EXPO 2020

ORLANDO, FL, February 3, 2020 – Panasonic, an industry-leading manufacturer of air conditioning, heating and indoor air quality systems, will exhibit its latest heating and cooling solution, the ClimaPure™ XE ductless minisplit system, at this year's International Air-Conditioning, Heating, Refrigerating Exposition (AHR). With patented nanoe™ X technology, the new solution provides a comfortable environment for occupants by reducing common pollutants and odors to help maintain healthy indoor air quality within residential, institutional and light commercial spaces. In addition to the ClimaPure XE ductless mini-split system, the 115V YE Series wall-mounted heat pump will also be showcased for residential applications. In terms of commercial solutions designed for large occupancy buildings, large capacity ducted units, ECO Ventilate and next generation VRF Smart Connectivity Controls will also be featured on-site.

Panasonic's new ClimaPure XE ductless heat pump system is comprised of an air purification technology, nanoe X, that sets a new standard in air quality for the U.S. ductless heat pump market. The patented technology disperses OH radicals through the air and deep into fabrics to effectively decrease common odors and pollutants in the indoor environment. As an added benefit, nanoe X also helps retain skin moisture and reduce dryness issues for occupants. With its quiet operation, the ClimaPure XE system offers occupant comfort in residential, institutional and light commercial settings.

In addition to ClimaPure XE, Panasonic will feature its large capacity ducted units, ECO Ventilate systems, innovative VRF Smart Connectivity Controls and 115V YE Series heat pump during the show:

- Panasonic's large capacity ducted units with high static capability up to 1.5" ESP and 3600 CFM allow air flow to be distributed in larger spaces in a wide variety of building applications. This line of ducted VRF air handling units will be available later in 2020 and will include options for 6, 8 and 10 ton requirements.
- ECO Ventilate Packaged Dedicated Outside Air

Systems (DOAS) complement Panasonic's ECOi VRF product lines to offer a heating, cooling, fresh air, IAQ and humidity solution for occupant comfort in commercial spaces. Available in a wide range of sizes from 12 to 100 tons and 2,000 to 11,000 CFM, ECO Ventilate fresh air and dehumidification systems offer versatility to use in many different applications and climatic conditions, making it an optimal solution for ventilation and dehumidification.

- Panasonic's next generation VRF Smart Connectivity Controls developed with Schneider Electric and Intesis offer a consolidated interface with easy-to-use features for building managers to dynamically control everything from HVAC equipment to security, lighting, electrical distribution and power within a building.
- The 115V YE Series wall-mounted heat pump from Panasonic offers occupants comfort and reduced energy consumption through the use of zoned temperature control and an outdoor condenser unit connected to a single indoor unit. Its minimally disruptive installation and quiet operation makes it ideal for residential spaces.

These technologies, in conjunction with Panasonic's Indoor Air Quality division, comprise Panasonic's robust building solutions portfolio on display at this year's show.

"In both residential and commercial environments, Panasonic strives to create comfortable indoor spaces to positively impact the wellness of occupants," said Allan Dziwoki, vice president and general manager, Panasonic Appliances Air-Conditioning North America. "To meet these goals, we pay close attention to the design, manufacturing and delivery of our products, and provide end-to-end support to back them up. From installation throughout the product lifecycle, we focus on our customers so that we can be sure to deliver the best experience possible."

For more information about Panasonic heating and air conditioning, visit na.panasonic.com/us/home-and-building-solutions/heating-air-conditioning/

New EPA Refrigerant Management Regulations for 2020

The United States Environmental Protection Agency (EPA) has issued a rule change to the Section 608 Refrigerant Management Program.

This rule change has potential impacts on the way in which refrigerants are handled and sold. As such, the ESCO Institute wanted to keep the HVACR community apprised of this ruling.

The ESCO Institute will be reviewing this modification to the rule and assessing its potential impact on industry stakeholders. After a thorough analysis is complete, ESCO Institute will share information on how these changes may impact various groups in the HVACR industry.

Rule Summary:

This rule modifies refrigerant management regulations for substitute refrigerants, such as HFCs and HFOs. This does not affect the current requirements for ozone-depleting refrigerants and does not affect the Clean Air Act prohibition on intentionally venting or otherwise knowingly releasing ozone-depleting and non-ozone depleting refrigerant into the environment.

Effective 30 days after publication in the Federal Register, appliances with 50 or more pounds of substitute refrigerants (non-ozone depleting) will no longer be subject to the leak repair and inspection requirements.

The EPA is not rescinding the other refrigerant management provisions that were extended to non-ozone depleting refrigerants, including:

Anyone purchasing refrigerant for use in a stationary appliance or handling refrigerants (such as air-conditioning and refrigeration service technicians) must be Section 608-certified.

Anyone removing refrigerant from a refrigeration or air-conditioning appliance 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.



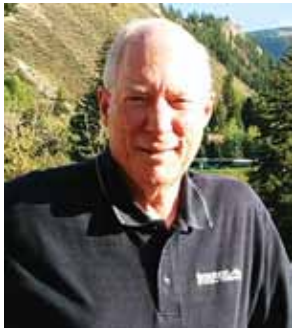
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HVAC Sales & Business Expert, Jim Hinshaw Joins Service Nation



Jim Hinshaw

(COPPELL, Texas) – Industry expert Jim Hinshaw has joined the Service Nation team as the Vertical Market Manager for their HVAC Alliances. Jim will be responsible for the growing membership in the Service Roundtable, the Retail Contractor Coalition, and Service Nation Alliance.

Jim Hinshaw has been involved in the HVAC industry for over 40 years as a contractor, coach, consultant, trainer, presenter, author, and more. His knowledge and experience will strengthen the Service Nation team and programs. More importantly, Jim will have an immediate impact on the member companies he'll be working within each of the Service Nation HVAC verticals.

Service Nation's Vice President of Programs, Bob Viering, said, "To add someone with Jim's background and following is a big win for us and our members. He knows the challenges our contractors face and how to help them. Jim has created tools, training courses, books, and more. He has helped hundreds of contractors improve their marketing results, generate more sales and increase profitability. He's a perfect fit for what we do here at Service Nation."

Jim came up through the manufacturer ranks, where he was a top producer due to his ability to help his contractors sell more. Advancing to manager of a division in Arizona, he achieved a 50% market share.

Next, Jim joined a large mechanical contractor in Phoenix, where he was promoted to President and eventually took the company to exit. Jim then joined a friend who had a residential service/replacement business where he helped grow it six-fold. Due to increased demand for his assistance with other contractors, Jim started a consulting business. He worked with all kinds of companies from small three-man shops to large contractors with over 1,000 employees. Jim said, "I've been involved with Service Nation and Service Roundtable since its inception. Many of my clients were members. I'm excited to be a full-time part of the team now and look forward to helping even more contractors succeed."

Service Nation, Inc. creates vertical alliances for contractors in HVAC, plumbing, electrical, remodeling, and connected home trades. Their mission is to help contractors improve their business and financial performance, leading to a profitable exit strategy.

For more information on Service Nation, Inc., visit www.GoServiceNation.com or email success@serviceroundtable.com or call 844.742.3970.

Goodman Launches Enhanced Limited Warranty Coverages

HOUSTON, February 3, 2020 – Renown for pioneering the first 10-Year Parts Limited Warranty for HVAC products, Goodman Manufacturing Company, L.P. has now launched limited warranty enhancements for several of its air conditioning, heat pump and packaged systems.

Effective February 1, 2020, several Goodman brand affordably priced, energy-efficient models will be backed with a 2-Year Unit Replacement Limited Warranty.

When properly registered, the following Goodman brand products qualify for a 2-Year Replacement Limited Warranty should the compressor or heat exchanger fail on the original homeowner. All other extended limited warranty coverages remain active for all products. Complete limited warranty information for all Goodman brand products is available at goodmanmfg.com.

The Two-Year Unit Replacement Limited Warranty covers the following Goodman models:

Condensing units – GSX16, GSX14, GSX13, GSZ16, and GSZ14

Gas furnaces – GMES92, GMES80, GCES80, and GMES80-U (California only)

Residential Packaged Units – GPC15H, GPC14H, GPC14M, GPH16H, GPH16M, GPH14H, GPH14M, GPD14M, GPG16M, and GPG14M

"By enhancing the limited warranty coverage on select 13- and 14-SEER condensing units, 80 percent and 90 percent AFUE gas furnaces, and residential packaged units, we can supplement the trust independent HVAC dealers have built with their customers," says Kevin Belgrade, Vice President Marketing for Goodman. "Moreover, strengthening the limited warranty coverage on select energy-efficient split systems, heat pumps and packaged units reinforces our commitment to manufacturing high-quality, reliable indoor comfort products at our over \$450 million, state-of-the-art Texas Technology Park facility."

Enhancing coverage for its energy-efficient product line complements the strong limited warranties backing many of Goodman's high-performance systems, including its 10-Year Unit Replacement Limited Warranty, 10-Year Parts Limited Warranty, and 20-Year Heat Exchanger Limited Warranty.

All Goodman brand products are designed, engineered and assembled in the United States under the expansive roof of a high-tech facility large enough to cover 74 football fields.

Complete product and limited warranty information on Goodman brand products are available online at www.goodmanmfg.com.

The Case for Developing Young Talent

It's been widely accepted that the biggest problem facing the HVAC industry is the shortage of skilled labor. According to the Bureau of Labor Statistics, this reality is not forecasted to change anytime soon. They estimate that in the next 3 years, the industry will need 50% more skilled technicians that we currently have. That's a huge deficit, and while Federal and State Governments are working to bolster worker training programs, it doesn't help HVAC business owners now.

This might be great news for current HVAC technicians, (as higher demand for their skills means higher wages) but its terrible news for the HVAC business owner. Out of necessity, some owners are changing their strategy to remain competitive - and they're having good results.

Once such business is Fox Family Heating and Air. Owner Greg Fox credits the HVAC industry for rescuing him from a life tending bar. Starting first as a helper, he quickly advanced and was thriving as a project foreman. Eventually, he amassed enough skills and courage in 2015 to go out on his own.

He has brought that same "grow your own talent" strategy to his own business. He admits when starting, he needed two experienced techs. After that, he hires primarily for character and potential - no industry experience. "I look for fit, humble and teachable guys. Find good people and teach them the business" he advises.

While that might be easier said than done, Fox follows through using this advancement model. For the first 90 days, its a probationary period where they are paid \$15-\$20 per hour (California market). After they have demonstrated they have an interest in the industry and are a good fit, he gives them a slight bump in pay and responsibility. They ride with a more experienced tech and mostly observe. "I like this strategy because it exposes them to multiple brands of equipment and helps build their confidence," Fox says.

In about 3 months they do an evaluation and determine if the new technician is competent enough to do maintenance calls. If they reach this milestone, they will get another wage increase. In 9 months, the technician should be ready for most service calls and earn another raise.

Fox shares, "I like helping someone better themselves by introducing them to our industry. It gives me a sense of satisfaction, but it's also out of necessity. I wouldn't be able to afford to hire industry veterans every time. It's a win-win for everybody."

Business Broker, Patrick Lange agrees. "One of the hardest things to do in this business is to hire ef-

fectively. However, if you can crack the code and move beyond being a single guy in a truck, you will increase the value of your business exponentially. To do so means getting comfortable with taking some risk. Be patient, and mentor."

According to BLS, the average annual salary of HVAC Technicians is \$48,320. Their salary can also be as low as \$28,440 if you're still a newbie with no experience, it could be over \$73,350 if you have a ton of experience under your belt.

Lange furthers the case for hiring green.

It builds loyalty; Showing a career path to a young person with only a high school education gives them hope and fans the flame of ambition. Good people will feel grateful and appreciative. In Fox's company, he hired a Starbucks manager eager to trade the sound of screaming blenders for the drone of residential air handlers. "He loves the blue-collar lifestyle now and is appreciative of the opportunity."

It's less expensive in the long run; Depending on your market forces, hiring an experienced tech can cost \$70,000 or more per year. Worse yet, there's little room to give them salary increases or performance bonuses without crushing profit margins. "Every technician gets frustrated when they feel their opportunity-and income is capped." Lange comments. Whereas when you hiring a greener person, you have a progression plan that can be stretched out years. Employee retention is cheaper than turnover.

It gives you a competitive advantage; For those big jobs you may be in a competitive bid situation. Having up to 25 or 50% less labor costs helps you be flexible enough to win the business and still maintain a healthy profit.

Your company will be worth more; Buyers take a deep look at the company's financial performance and stability of employees. Having labor costs under control while maintaining profit margin means you have a highly valuable business.

Avoids the bad actors: Superstar technicians are rarely unemployed. If you find a tech that looks good on paper, yet another HVAC owner let him get away, be suspicious and cautious. Young talent doesn't come with bad habits learned from your competitors.

Bringing new people into your company is never easy, but with some creativity and patience, you can find the right individuals hungry for a shot to spend a career in an industry with enormous potential and job security. Lang concludes, "You'll have some bad hires along the way, but stay the course, and follow the old Brian Tracy mantra of 'Fire fast and hire slow.'"

Refrigeration & Air Conditioning Contractors Association

Sporting Clays TOURNAMENT

March 21, 2020

Tampa Bay Sporting Clays

10514 Ehren Court, Land O'Lakes, FL 34639

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\$300/team (early) / \$420/team (regular)

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SWACCA Installs 2020 Officers and Directors

The Southwest Florida Air Conditioning Contractors Association (SWACCA) held its annual Installation and Pioneer Awards Ceremony on February 4, 2020. Newly elected Directors William Barnes, Ellsworth Heating & Cooling; Ty Copeland, WinSupply of Port Charlotte, Marc Labuzien-ski, Air Flow Air Conditioning Systems and Jim Roberts, TWC Waldinger, Inc. were installed for a two-year term by outgoing President Tim Dupre, Conditioned Air. New officers for 2020 Michael Antonucci, Advanced Air & Refrigeration, President; Jim Britton, Gulf Shore Cooling, Vice President; and Peter Pietruszko, Speedy Air, Secretary/Treasurer were also sworn in by Dupre. All pledged to dedicate themselves and their services to promote, enhance and strive for the betterment of the association, our economy and our industry. Directors Don Condee, Condee Cooling & Electric, Inc.; Ken Danziger, Tropic Supply; Michael Porter, Carrier Enterprise; Rick Sims, Johnson's Air Conditioning, Inc., whose terms do not expire until 2021, remain on the Board and complete the SWACCA Leadership team.

Honored during the evening's ceremony was John Cole, Cole's Air Diagnostic's, Ft. Myers, Florida. He was the recipient of the SWACCA HVAC Industry Pioneer Award for his more than 40 plus years of service to the southwest Florida area HVAC industry and community at large.

SWACCA is the HVAC trade association representing HVAC contractors and affiliated organizations in Lee, Collier and Charlotte counties. For information on the association go to www.sw-acca.org or contact the SWACCA office at 727-209-0890.



Newly Installed Board/Officers – Marc Labuzien-ski, Air Flow Air Conditioning, Director; Peter Pietruszko, Speedy Air, Secretary/Treasurer; Will Barnes, Ellsworth Air Conditioning, Director; Ty Copeland, WinSupply of Port Charlotte, Director; Jim Britton, Gulf Shore Cooling, Vice President



Tim Dupre, Past President congratulating Newly Installed President Michael Antonucci



Michael Lyon accepting The 2020 HVAC Industry Pioneer Award on behalf of recipient John Cole, Cole's Air Diagnostics

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Johnstone Supply Ware Group Hosts Basics of IAQ Training

During the month of February, Johnstone Supply Ware Group hosted training seminars on the Basics of IAQ. Nick Vosburgh of Voss conducted the training.

This course from Fresh-Aire UV provided an understanding of Indoor Air Quality and how to market the advanced Fresh-Aire UV APCO Air Treatment Systems. Attendees learned about statistical and educational information about the Indoor Air Quality

industry in general, and the great opportunity they have as an HVAC technician to offer a healthy solution to the problems and issues that most homeowners don't even know exist.

This training also discussed the basic features and benefits of APCO, Fresh-Air UVs number one selling IAQ product.

Watch for other training events taking place at your local Johnstone Supply Ware Group locations!



Nick Vosburgh of Voss conducted the Basics of IAQ Training



There was a awesome turnout for the training class at Johnstone Supply Ware Group Dania Beach location

Fresh-Air UV Receives 2020 Innovation Award



Fresh-Aire UV received The 2020 Innovation Award for IAQ which was presented at the AHR EXPO in Orlando. Chris Willette and Aaron Engel are pictured above with the award

The New Face of General Filters

Novi, MI February 11, 2020 - Announcing the new face of General Filters! After almost 35 years, General Filters is pleased to announce our new brand identity that includes new logos, colors, and design. The transition has begun, and will continue in months to come.

Since our founding in 1937, we’ve updated our corporate logo just once. The previous designs were appropriate at the time, but as the face of the industry changes so must we. Over the last few years we have designed new products, acquired Second Wind™ UV Air Purifiers, updated literature, launched a new website, and introduced a new AHR Expo booth design. Our goal continues to be providing customers with a complete line of IAQ quality products at competitive prices and offering support that enhances relationships.

As plans in 2020 again include launching new products, we felt the timing was right to present a fresh face to the market. We redesigned our logos to reflect who we are today, where our future is taking us, and to symbolize our dynamic and unwavering commitment to the industry and our customers.

We moved the GeneralAire® logo from red to blue and updated our tagline to read “Breathe Healthier”; a clearer indication of what our products offer homeowners across North America. We felt the logo’s blue “swoosh” better represented gentle flowing, fresh, clean, and healthy air as it flows throughout your home. Introducing our new GeneralAire® logo.



The Previous GeneralAire® Logo



The New GeneralAire® Logo

General Filters manufactures not just IAQ products but also oil filter products, and the current corporate logo seemed to lean more heavily towards oil filter products. Our goal was to find a unique, relatable image that better reflects the entire lineup of products, with a design that is fresh, contemporary, and relates to a broader audience. The water drop speaks not only to humidity control but also to oil. The wavy white lines speak to the clean, fresh, healthy, air as it is introduced throughout your home by GeneralAire® and Second Wind™ products. We transitioned from red to blue, as a majority of our business is comprised of Indoor Air Quality Products and better reflects the future direction of the company.



The Previous General Filters Corporate Logo



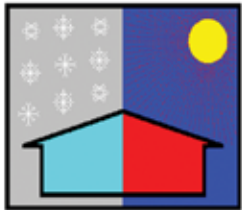
The New General Filters Corporate Logo

We hope you like the new logos and agree they help move General Filters move forward into a bright new fresh future. We appreciate the loyalty of our customers, and will continue to deliver the best products and support for mutual success. For additional information, contact: Allan Feys, Director of Sales & Business Development at General Filters, Inc. by phone, 866-476-5101 x 201, or email, allanf@generalfilters.com.

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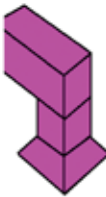
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A photograph of two men standing on a paved area near a body of water, each holding a large bass fish. The man on the left is wearing a white visor, sunglasses, and a camouflage shirt. The man on the right is wearing a blue long-sleeved shirt, sunglasses, and a baseball cap. In the background, there are other people and a yellow sign that says "LIFE JACKET ZONE".

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