

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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Fresh-Aire UV® Introduces PLP-LED Air Filtration for HVAC Systems (see page B9)



Parkland Shooting Victim's Family Gets New HVAC From Goodman & Pride A/C (see page 4)



RGF's New Conveyor Solution Sterilizes 30,000 N95 Masks Per Day (see page 6)



Carrier OptiClean Negative Air Machine to Help Hospitals Slow Spread of COVID-19 (see page B13)

## RGF Environmental Is Working Three Shifts To Keep Up With Demand

Susan Salisbury - Palm Beach Post



Jeff Schlichenmeyer  
Publisher

Sales of RGF Environmental's patented equipment are booming. The products have been shown to kill 99 percent of viruses and keep them from spreading — but the Riviera Beach company says its equipment has not been tested specifically against CO-

RGF's patented equipment has been shown to kill 99 percent of viruses and keep them from spreading. However, neither RGF nor anyone else has tested such systems specifically for COVID-19 yet. RGF is not making any medical claims that its equipment provides a line of defense against the coronavirus.

RGF, situated on nine acres with 130,000 square feet of manufacturing, warehouse and office facilities in the Port of Palm Beach's Enterprise Zone, is a certified research and innovation company. Ron Fink, CEO and president, founded the company in 1985.

"We've had about a 500 percent increase in sales across the board in residential, commercial, hospitals and assisted living facilities. We can't keep up. We are running three shifts, 24 hours a day, seven days a week. We have 180 employees and growing," Charles, who has been with RGF for 13 years, said.



Mathew Charles

Prior to the December outbreak of the respiratory disease that is now a pandemic, the company had 140 employees. Since then, it has hired 40 new employees in all departments including shipping, production, accounting and

customer service and expects that to continue. Jobs are posted on Linked In. The company asks that no one contact it by phone about a job.

go to page 10

VID-19 yet.

When Mathew Charles of RGF Environmental Group heard about the coronavirus outbreak in China late last year, he knew that demand for the Riviera Beach-based company's indoor air purification systems would increase.

"When it started to come over to the U.S. a fire drill went off," Charles, RGF's vice president of national air product sales, said Thursday. "Today we had 760 orders by 10 o'clock this morning. It's crazy."

In February the wave of requests from heating, ventilation, and air conditioning, or HVAC, contractors RGF sells to worldwide, especially for its hospital units, began to hit.

## PPP Loan Funds Depleted

Update 4/16 4:00pm: Senate Democrats again blocked an attempt by Republicans to pass additional funding through unanimous consent. The Senate will meet in its next pro-forma session on Monday, April 20. Due to the lack of agreement in negotiations between Secretary Mnuchin and Minority Leader Schumer, it is more likely that the full Senate will need to come back for a vote to pass the additional funding.

Update 4/16 11:00am: The Small Business Administration has announced the PPP fund is now depleted and no new loans will be authorized until new funding is appropriated by Congress.

The Small Business Administration will soon stop accepting new loan applications for the Paycheck Protection Program. On March 27th, Congress appropriated \$349 billion for the program and banks began distributing the money on April 3rd. In less than two weeks more than 1.5 million loans were given out to small businesses, with the construction industry receiving the most loans, including many HVACR contractors. Once the PPP funds are exhausted, SBA will

stop allowing lenders to send applications through the lender gateway. This means the SBA will not maintain a queue for PPP applications. However, once Congress appropriates more funding for the program, the lender gateway will reopen for applications, so it is important for businesses that have not yet applied for funding to still talk to their lenders about joining the queue within the local lender.

Senate Majority Leader Mitch McConnell attempted to authorize an additional \$251 billion for PPP loans, but was blocked by Senate Democrats. House Speaker Nancy Pelosi has demanded that the funding bill also contain additional funding for states and cities in addition to money already appropriated in the CARES Act. Senate Minority Leader Chuck Schumer is negotiating with Treasury Secretary Steve Mnuchin to try and find an agreement before the Senate attempts to pass additional funding again on April 16th. If the Senate is unsuccessful, the next opportunity without an emergency meeting would be the following week on April 23rd.

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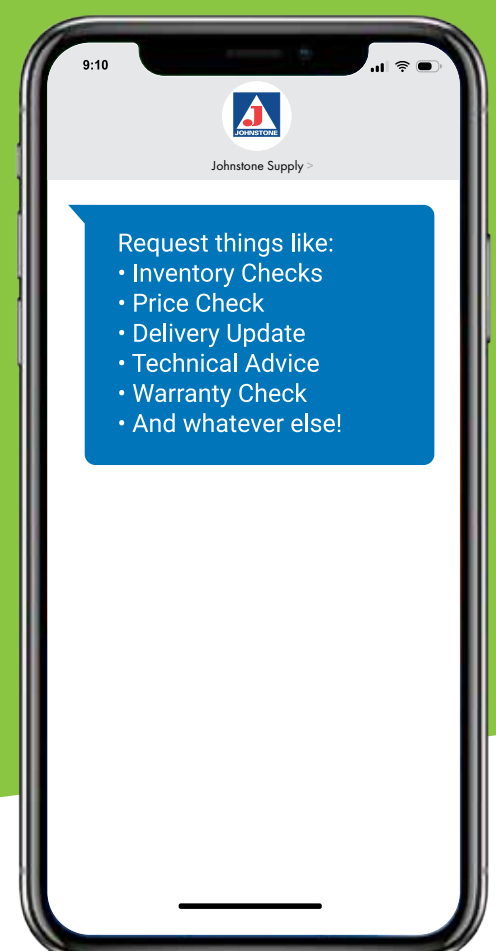
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**PROKEEP**



# How to Generate Cash Today

## Ruth King's Contractors Cents



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

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

The old saying was that cash is king. Now, in this era of quarantines and stay at home orders, cash is even more important. Cash is now emperor! Here's how you can generate cash today:

Go through your proposal files, quotes, and tickler files. Unfortunately many sales people give a customer a proposal/quote and either never follow up or only follow up once. Many times the customer has not bought from anyone. He is waiting to hear back from a salesperson.

Customers have declined repairs. A quick phone call to let them know you care is important. You can gently remind her that the last time TECH was at her home, he mentioned additional work on her HVAC system. TECH is available to perform that work safely and without contact if she wants to go ahead with it.

One of my clients laid off his salesperson and started going through his files. He made many telephone calls and within a day uncovered \$80,000 of work that the customer said yes to! Many people told him that "we never heard back from anyone." Follow up – even if the proposal/quote/tickler file item is old.

Next, watch your cash: Every day log on to your bank account. Make sure there is are no things that you don't recognize. Look at deposits, checks, and ACH withdrawals. Do they make sense? If not, start digging.

The bookkeeper for one of my clients noticed two deposits, each less than \$1. He assumed the owner was setting up a new account and didn't think to ask him about it. The next day the bank called and asked whether they had authorized a \$50,000 withdrawal from their account! Obviously, they shut down the account immediately. If something doesn't look right, question it immediately.

Every week have your bookkeeper (or you) prepare a weekly cash flow report. This report shows you the movement of cash through your business. It starts

with your cash on hand at the beginning of the week, collections from sales and other infusions during the week, and what you wrote checks for during that week. This gives you your ending cash for the week.

Then the report estimates collections the following week and payments due the following week. Add collections to the ending balance and subtract payments. The result should be a positive number meaning you still have cash at the end of the next week. If not, decide who isn't going to get paid or whether collection calls need to be made.

Email me ([rking@ontheribbon.com](mailto:rking@ontheribbon.com)) if you would like a sample weekly cash flow report. Stay vigilant and safe.

Next Up...What do You Think? One of the really great things about living in America is that we can voice different opinions without reprisals and fear that we will be locked in jail. Fred at National Heating in Detroit, has a different perspective on performing maintenance right now. He was persistent in his emails to me about it. I realized that he was right,

I should present different opinions. So, here is Fred's opinion: My message is very simple - We all need to take this pandemic seriously and do what we can to slow virus's spread. As HVAC business owners and employees, we are in a leadership role and have a responsibility to act appropriately in this unusual and uncertain time.

We provide an essential service when we go out for no heat, no hot water and no cooling calls. Essential service is approved by our government\* and the men and women we send out to the front lines to perform it are heroes to take this work on. They are risking their own health and that of their families when they service our clients. Planned maintenance is not an essential service; typically customers who receive this service have been doing so as an ongoing customer for years. To delay this service for a month or two is

not going to put their equipment in jeopardy or create an unusually large demand from breakdowns later. It simply is something we can do later and minimize our contact with others now, when it is important. What do you think? Are you promoting maintenance now?

Also, send me the answers to these questions along with where you are located. 1. If a customer calls you and asks you to perform their maintenance now while they are home, would you do it? 2. If a customer calls you and asks you to install a new roof top unit now because no one is in their building, would you do it? 3. If a customer calls and asks you to do construction work on second shift now rather than during the day, would you do it?

There were no clear answers. It was about a 50/50 split: Some of you agreed wholeheartedly with Fred. Some of you disagreed with Fred (and one even said vehemently disagree) There was not even a clear answer between residential and commercial. Those of you who have plumbing businesses have generally seen your revenues increase. Even geographically comments were mixed:

Many commercial customers in areas hardest hit by the virus were still doing work because of customer requests. Others in the south and southwest have not seen any downturns at all.

Specifically, with respect to performing maintenance: Many have pushed maintenance forward a month or two because of your decisions or those of your customers. Many customers have called wanting you to perform their maintenance, do their replacements, etc. since they were home. The ONLY consistent action was that everyone was taking precautions: Gloves and masks. No touching tablets. Signing in the presence of the customers. Using XOI and other technologies to have contact free service calls and replacement estimates. Do what you think is best for your customers, your employees, and your health.

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## NEWS From Paula Huband at FRACCA

Hello all -

I know this is a very trying time for not only Florida, but for the World - and I pray each of your businesses continue to thrive amidst this scenario.

GOOD - GREAT NEWS - TRACCA our Tallahassee Chapter has been approved for their Apprenticeship Program and we were just on an hour long training with Mr. Richard "Ted" Norman, the Director of Apprenticeship for the State of Florida. This Program belongs to the Chapter, and they will be holding classes at Lively Technical College, and will be the SHINING STAR of their Chapter!

Recruitment will begin soon, and I am so PROUD of the hard work Patrick, Carre and their Executive Director, Caroline Ray have put forth to get their Chapter Rolling and Push to Begin their Apprenticeship Program this Fall!

WooHoo! - Now for VACCA, BREVARD and even Pensacola!

## ASHRAE Miami Conducts April Meeting Via Zoom



Carlos Gendron

The program presentation was about Indoor Air Quality and Energy Savings by Carlos Gendron which ran from 12 until 1:30 pm, and had 99 people connected. Next month will also be online.

Carlos discussed the principles of Bi-Polar Ionization (BPI) in nature, its applications and uses in indoor environments, its benefits to occupants in indoor spaces, as well as its overall benefits in improving indoor air quality and indoor environments.

Attendees learned how to apply BPI within a building's design, to leverage its benefits to downsize mechanical equipment wherever possible, within Ventilation Code Requirements, and to reduce a building's energy efficiency and energy footprint.

## HARDI Distributors Report -0.1% Revenue Decline in February

COLUMBUS, Ohio, April 7, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was a decline of -0.1% percent during February 2020.

"Generally February has not been indicative of the year ahead because it is a short month and at the end of the season," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The sales this month were comparable to February 2019 when five of our seven regions produced low-to-mid teens sales growth. What looked good last year is not as encouraging this year."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is near 50 days. "The DSO has an annual cycle so we compare it to the comparable prior year. January 2020 was comparable to January 2019," said Loftus. "December and January were higher than their prior year comparable so we are pleased to see that trend broken, at least before the likely increases in March and April."

"Our economy created 273,000 new jobs in February 2020. That was 113 consecutive months of job growth and the unemployment rate had been near 3.6% for almost a year. The last time the unemployment rate was that low was the back half of 1969 or 50 years ago," said Loftus. "That side of the economic cycle is now over. The downside the cycle will be considerably shorter. We are now watching a variety of metrics to see how long this slide will persist."

# Parkland, Florida Shooting Victim's Family Gets HVAC Makeover from Goodman and Pride Air Conditioning

HOLLYWOOD, Florida – On Valentine's Day 2018, U.S. Navy veteran Chris Hixon was gunned down at a Parkland, Florida high school, while shielding students from a barrage of bullets during a shooting rampage that killed 17 people.

Onlookers that tragic day say Hixon's heroism saved lives. Two years later, as a tribute to Hixon's unselfish bravery, the aging home he shared with his wife Debi for 28 years has been transformed by reality television program Military Makeover with Montel and its longtime sponsor Goodman Manufacturing Company, L.P., along with support from local, independent HVAC dealer Pride Air Conditioning & Appliance.

Caring for her son Corey, a special-needs young man, Debi Hixon is now finding some solace in a reborn home cooled by a donated Goodman indoor comfort system, as Florida's hot summer approaches. To help the single mom, Goodman provided a high-performing HVAC system engineered to lower utility bills, featuring ComfortBridge<sup>2</sup> technology that constantly monitors and adjusts performance inside Hixon's home. Beyond the heating and cooling system components, Pride Air installed several Indoor Air Essentials components and upgraded the ductwork in numerous rooms.

"Honoring and supporting military veterans and their families is one of Goodman's essential missions," explains Nathan Walker, SVP, CEO Staff for Goodman.

HVAC installation was donated by Howard Pearl, the second-generation owner of Pride Air, serving North Miami to West Palm Beach, Florida. "Enhancing the indoor comfort for our community is a core value at Pride Air," says Howard Pearl, President of the company. "This installation was especially impor-

tant given the fact that Chris Hixon was not just a military veteran, but also a hero."

Presented by decorated U.S. Naval officer Montel Williams and co-hosted by Art Edmonds, Military Makeover with Montel is a unique home improvement series that helps those who served our country by renewing their homes. Goodman has sponsored Military Makeover since 2016, with installation provided by Goodman's local independent HVAC dealers.

The top-to-bottom renovation of the Hixon's 1950's Hollywood, Florida home is, according to Military Makeover, one of the most intense renovation efforts undertaken by the show.



Debi Hixon (far right), widow of Parkland, Florida active shooter victim Chris Hixon, son Corey and Chris's sister Natalie celebrate with Montel Williams, presenter of Military Makeover with Montel

Chris Hixon, 49, the athletic director and wrestling coach at Marjory Stoneman Douglas High School, ran unarmed on February 14, 2018 toward a blazing AR-15 wielded by former student shooting unarmed students and faculty members. The unselfish act surprised no one who knew Chris – who once volunteered to coach five teams simultaneously without supplemental pay, a commitment keeping him at the high

school until 9 p.m. most nights.

A veteran of Operation Desert Shield and Desert Storm, Hixon's military service awards include three Navy Achievement Medals, Good Conduct Medal, Navy Reserve Meritorious Service Medal and Navy Reserve Medal. The Hixon's oldest son Thomas serves as a U.S. Marine Reserve officer, following his dad's footsteps. "Chris was an extraordinary person living an ordinary life," says Debi.

Military Makeover with Montel episodes air in North America at 7:30 a.m. EST/PST on Lifetime Network, and internationally on Armed Forces Network. For more about Goodman, visit [www.goodmanmfg.com](http://www.goodmanmfg.com).

## In Loving Memory of Jeff Huckaba from Packard

It is with a heavy heart that I share with you that Jeff "Coach" Huckaba, our Regional Sales Manager (South Central), passed away unexpectedly at his home in McKinney, Texas, over the weekend. I have very little information at this point but know that "Coach" was active and living a full life up until the end. Many of us here at Packard spoke with him just late last week. We are all in a state of shock and mourning.

Jeff was a native of Texas but had deep roots in Missouri and Kansas. Growing up as a dependent of a Senior Master Sergeant in the US Air Force, Jeff grew up all over the world. In 1977, his father retired, and his family moved to Marshfield, Missouri. While at Marshfield, he was active in athletics lettering in both football and baseball. After graduation he went on to play college football and baseball at Central Methodist University where he earned his Bachelor of Science degree in Education, graduating in 1985.

Jeff started his career teaching and coaching in Fayette, Missouri and continued in that field until 2008. After leaving Fayette High School he started coaching at Kemper Military School and College in Boonville. While at Kemper, he was named the Defensive Coordinator achieving national rankings in both 1990 and 1991, 8th and 1st rankings respectively.

After moving to Overland Park, Kansas, he coached football and swimming at Belton High School. He later moved to Texas in 2001, and coached football and wrestling in Garland, Dallas, and McKinney. He finally hung up his whistle and cleats in 2008.

In 2008, Jeff entered the HVAC industry taking the position of Territory Sales manager with a sheet metal manufacturer, Standex ADP (Snappy). In his first full year with the company, 2009, he was named the "Salesman of the Year". After leaving Standex ADP, Jeff went to work for Goodman Distribution as



the Regional Parts Manager in Carrollton, Texas. After this he took a job as Regional Sales Manager for a start-up manufacturer, Evolve Composites, who was then sold to Diversitech in 2013. In December of 2013, Jeff accepted the position of Regional Sales Manager

with Packard.

Jeff is survived by his ex-wife Kristi Huckaba, and his two daughters, McLaren (16) and Taylor (24). Jeff was 58 years old.

As many of you know there cannot be any public funerals or memorial services at this time, but if a memorial is planned in the future I will pass on that information. Please keep Jeff's loved ones in your thoughts and prayers at this difficult time. Remember his sense of humor, love of life and family.



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## Nathan Adams has Joined the McAllister Group Team!



Nathan Adams

The McAllister Group is pleased to announce that Nathan Adams has joined their team! Nathan will fill an important position and coverage area with their agency, based in North Florida, Southern Georgia, and Eastern Alabama. The McAllister Group has some exciting things happening, and Nathan

is a great long term fit for their team.

Nathan is a native Floridian and grew up in the Panhandle of FL. He has been in the HVAC/R industry for eighteen years, split between Florida, Georgia and Alabama, with experience on all sides of the business such as technician/installer, wholesale purchaser and factory representative. He has stayed involved in outside activities like golf, mountain biking & woodworking.

Nathan's skill sets, personality, knowledge, and customer first attitude should provide for a quick ramp up in the field with their similar offerings.

Nathan started his new position March 15th, so please welcome and include him on your electronic communications by adding him anytime at: Nathan.Adams@McAAir.com. You may also contact him at 904.460-6080.

The McAllister Group is a Manufacturer's Representative in the HVAC and Refrigeration industry. They service the wholesale market in seven southeastern states and Puerto Rico.

The McAllister Group continually strives to provide top level support for manufacturers and wholesalers by making investments in people, hardware, software and education, to ensure that we remain at the forefront of manufacturer representation.

## RGF® Environmental Group's New Conveyor Solution Sterilizes 30,000 N95 Masks Per Day to Help Healthcare Workers Combat COVID-19

PORT OF PALM BEACH, Fla., April 20, 2020 /PRNewswire/ -- RGF® Environmental Group, Inc., a Florida-based environmental design and manufacturing company, announced today a breakthrough process for sanitizing personal protective equipment (PPE) such as the N95 mask. Once sterilized, the masks can be reused multiple of times, which provides front line workers with additional supplies to better manage the COVID-19 pandemic. Jackson Services, one of the company's HVAC contractors, helped implement the solution and connected RGF with Capstone Healthcare Lab which tests for COVID-19.

Once in place and approved, the solution will sterilize upwards of 30,000 N95 masks per day. Safe sterilization allows healthcare workers to reuse masks safely, so they can leverage their current supplies of masks which are in critically short supply throughout the world.

The innovative sanitization system is a modified version of an RGF food sanitation tunnel. The food sanitation tunnel is a conveyor system designed for the end of a food process line where a final antimicrobial treatment is applied before packaging or grinding.

Masks are loaded onto the solution's conveyors, which slowly move them past a combination of

RGF's patented Photohydroionization® (PHI) process and germicidal UV light. PHI uses UV light targeted on a catalyst to create airborne hydrogen peroxide gases in an advanced oxidation process, and 254 NM UV light is focused on the masks to sterilize contact surfaces. The modification to the current sanitization system involves increasing the hydrogen peroxide generation to three percent, a level which is predicted to eliminate COVID-19 and other contagions.

Atlanta-based Capstone Healthcare Lab is setting up its facilities to utilize and test the new RGF sanitization system. The lab tests COVID-19 samples and conducts genetics and toxicology tests. Capstone Healthcare Lab is running short of PPE supplies, and hopes to use the RGF solution to sanitize its own supplies and offer the service to local hospitals and healthcare facilities, including Piedmont Atlanta Hospital.

"The COVID-19 pandemic places extraordinary demands on healthcare workers and the PPE supply chain," said Tony Julian, Vice President of Business Development at RGF. "We anticipate immediate and sustained demand for this solution at Capstone Healthcare Lab and other facilities that need a safe and proven method to reuse masks."



New Conveyor Sterilizes 30,000 Masks Per Day

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# Trade Talk:

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



## How To Make Sure Your Business Can Survive Rough Times

It's safe to say that this current crisis is like none other faced by small business owners in the recent past, and it's certainly daunting trying to tackle all of the unique issues it presents. Regrettably, the predominant voice we hear hasn't offered a lot of specific steps to take or advice on how to save our business, let alone come out on top.

Below are 10 issues to address with detailed considerations and action items that might make the difference in being able to keep your doors open and calm your employees and customers. The greatest concern for most business owners, at least initially, is how am I going to pay my bills this week, next week, and how long will this last. Of course, this is a very difficult question to answer and moreover, most business owners are facing a reduction of business owners. Here are some important steps to take on the financial front as soon as possible:

- Create a cash-flow budget listing with fixed versus variable costs. Fixed costs will generally keep the doors open and must be paid. Create a list of priorities about which ones are most important and try to set money aside based on the timing of when they are due.
- Analyze cuts to unnecessary costs that aren't producing revenue or securing key business functions.
- Layoffs, terminations or furloughs of employees. Remember, your employees can be one of your greatest assets, and if you cut too deep, you may not get them back.
- Taxpayers have an unprecedented tax payment extension from the Fed for 90 days, until July 15th. This is up to individuals and small business owners of up to \$1 million in taxes owed, and up to \$10 million for CCorporations.
- However, taxpayers still need to file their taxes or extensions. Still file or extend by April 15th. There are penalties if you don't file, but again, no penalties or interest if you don't pay (for up to 90 days).
- Taxpayers might also be able to find some ex-

tra money by filing their taxes, because there's a good chance they could have a refund. In 2015, it was reported that over \$1.4 billion in tax refunds went unclaimed and were kept by the treasury department.

- Important note: Don't fall victim to thinking you can wait to pay payroll taxes. If you are an employer, those payroll taxes are considered sacred funds by the government. You're playing with fire! Payment of these taxes is not extended and penalties and interest are significant for not paying payroll taxes.

- The Federal government through the Small Business Administration has authorized loans to small business owners of up to \$2 million. These are meant to be used for business debt, covering payroll, costs to operate the business. The terms can be up to 30 years to repay and a low 3.75 percent rate.

- A business owner will need to provide financials to qualify and a personal guarantee from the individuals owning 20 percent or more of the company. At best it could take up to two to three weeks to get the loans as well, so don't think it's that quick of a turnaround either.

- Be clear with your employees regarding your specific policies within the business and safety protocol regarding the virus. It's probably wise to follow as closely as possible the CDC guidelines, social distancing, clean work areas, environments and good hygiene.

- Be flexible on sick leave that employees want to take, and try to reduce areas of the company with groups of more than 10 employees. Cancel large events and use conference calls and webcams to communicate when possible.

- Following any federal, state or local government directives regarding guidance for employers and looking out for the safety of your employees and customers, although a pain, will be appreciated in the short and long run.

It's not all about cutting costs with payroll. It's im-

portant for business owners to show leadership. Set the tone and be the calm in the storm. You're riding a wave, you're on a surfboard. Don't complain about the wave or gripe. It's not going to change. Pay attention to it though and adapt.

Don't plan too far out and remember things are changing often. Make a plan for the next few weeks, then the next month. These plans will change, but here are a few specific ideas or steps to consider with your team:

- If you have employees, make sure they are assured about being protected. You want to retain the key people who drive your business. In the end, it's people who make every business successful so focus on your key people.

- Don't get stuck in decisions you made last week. Be willing to adapt and have new plans. You are going to have to live with these changes once the crisis is over.

- Communicate any changes to your sick leave policies. Make sure your employees know to not come to work sick and that you are being generous with sick leave at this time (helps your payroll costs too).

- Stop hiring unless there is a candidate you've been trying to recruit and don't want to lose. Communicate with them. Unfortunately, hard decisions will need to be made. Make a talent assessment in your company on who is valuable and how your business will be different if this person isn't working for you next week.

Finally, try to serve and help those in your community. The more you help others worse off than you, the better you'll feel. At even a short history of the United States has shown, this too will pass and we should do all we can to help one another through it while we all learn and grow from this trial.

Until Next time  
Tommy Castellano














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## RGF Environmental Is Working Three Shifts To Keep Up With Demand (Story from cover)

In a typical month prior to COVID-19, RGF might ship 10,000 units, Charles said. Now there are 50,000 or so units on back order, and the wait has increased to eight to 12 weeks from four to six weeks.

"We have had to focus a little more on New York," Charles said. "The rest of the country is super-busy as well. The U.S. is proactive with this type of thing."

The company manufactures about 100 models of air purification systems. It also makes water and food purification equipment, but demand for that has held steady.

Because demand from hospitals and first responders has skyrocketed, RGF has put manufacturing of residential equipment on hold for now. But Charles said that HVAC contractors who work with brands such as Trane, Carrier and York might have some residential purification equipment on hand.

Charles said that RGF's systems use hydro-peroxide and are placed in HVAC ductwork. The advanced oxidation technology neutralizes airborne pollutants including bacteria, viruses, odors and mold. Third-party testing on H1N1 and Avian influenza demonstrated inactivation rates of 99 percent within six hours.

"We haven't tested for COVID-19. Nobody has. We tested all the other coronaviruses such as H1N1 when that came up," Charles said.

That said, the company says there's no reason to think that the air purification systems won't kill COVID-19 in the air and keep it from spreading, as it does with other coronaviruses. But without testing specifically for the virus at the center of the global pandemic, the company won't go any further than to say there is the potential.

"We can't make that claim," Charles said. "Any-

body saying they kill COVID ... nobody has been able to test it, so they can't make that claim."

The company is evaluating testing options with partners in both the U.S. and China.

RGF sells to distributors in 60 countries, including India, Dubai and China. Deliveries to China are going by ship and that can take six to eight weeks. The Chinese government used RGF's systems to help prevent the spread of Severe Acute Respiratory Syndrome, or SARS, and Avian flu.

"Nobody can plan for a pandemic," Charles said. "It's impossible. We upped our levels.

We are just now starting to get behind and should be back up by the end of April." Charles predicts that even after the pandemic is over, interest in indoor air quality will "go through the roof." "The awareness that will come out of this will be huge. People will be concerned," Charles said. "Air conditioning spread the coronavirus to 9 people sitting near an infected person in a restaurant, researchers say. It has huge implications for the service industry."

As restaurants and other businesses begin reopening, many are installing one of RGF's proprietary in-duct air purification systems to help keep customers and staff safe. The REME HALO and HALO-LED proactively reduce 99%+ of most germs, bacteria and viruses on surfaces and in the air before they have the chance to spread.

RGF manufactures over 500 environmental products and has a 35+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015

certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.



**Prior to the December outbreak of the respiratory disease that is now a pandemic, the company had 140 employees. Since then, it has hired 40 new employees in all departments and expects that it will continue**



**A new mechanical press brake has been delivered and installed to help increase their vertical production. RGF conducted a CPM (Critical Path Method) on production, in which they learned that they had a snag in metal stamping**

## Fujitsu Announces New Organizational Structure



Dennis Stinson



Erin Mezle

Fujitsu General America has separated its sales and marketing functions into two positions, now with a Vice President of Sales, and a Vice President of Marketing.

Dennis Stinson, who has served as Director of National Accounts for the past year and as Regional Sales Manager for 4 years prior to that, has been promoted to Vice President of Sales. Dennis led Fujitsu's unitary launch last year, and maintains great relationships with national accounts. All sales segments and departments now report to Stinson.

Erin Mezle has served in multiple roles at Fujitsu for the past 20 years. She has been named Vice President of Marketing. Most recently, she has excelled as Marketing Director and has exhibited the skills needed to run a marketing department. Mezle is well respected throughout the organization and in field sales.

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## Higher Relative Humidity Impairs Respiratory Virus Transmission

By Naomi Millán

Hopes of COVID-19 slowing down in the spring and summer in part hinge on the way higher relative humidity levels boost the body's ability to fend off respiratory viruses. As dryer air is sure to return in the fall, facility managers should be taking a look now at how their facility measures and maintains optimal humidity levels in their space and taking proactive measures where needed to make sure they can hit the mark. Yale researchers have been able to pinpoint the three ways relative humidity levels between 40 and 60 percent helps to improve resistance to respiratory infection. First of all, the dryer the air the clearer the path is for airborne viral particles, say researchers. Secondly, the function of the cilia, which sweep out viral particles from the lining of the airway, improves with a higher relative humidity. And the immune system response is also boosted with higher humidity.

However, a relative humidity higher than 60 percent does not provide additional protective factor, and it also welcomes other problems, like mold. Importantly, the virus can still transmit just as easily through close contact or by touching an infected surface, regardless of humidity levels, so researchers stress proper hand washing and maintaining physical distance are still the frontline measures to follow.

To the end of refining best practices for the built environment in terms of COVID-19, ASHRAE has established an epidemic task force to address the pandemic, and future epidemics. In addition to addressing the effects of heating, ventilation, and air-conditioning systems on disease transmission, the task force will provide guidance on setting up temporary field hospitals in large municipal facilities such as convention centers.

## LG Air Conditioning Technologies Debuts Virtual Speaker Series

ALPHARETTA, Ga., April 13, 2020 — LG Air Conditioning Technologies is launching the LG Connections Virtual Speaker Series, a collection of weekly webinars that provide HVAC professionals with ongoing education, innovation updates and industry insights.

The series, which kicked off April 15, will explore a variety of topics focused on profitable strategies for enhanced building performance, comfort and control, while offering participants the opportunity to connect with LG's team of experts. LG Connections webinars will be offered each Wednesday and include a 30-minute presentation followed by 15 minutes of Q&A.

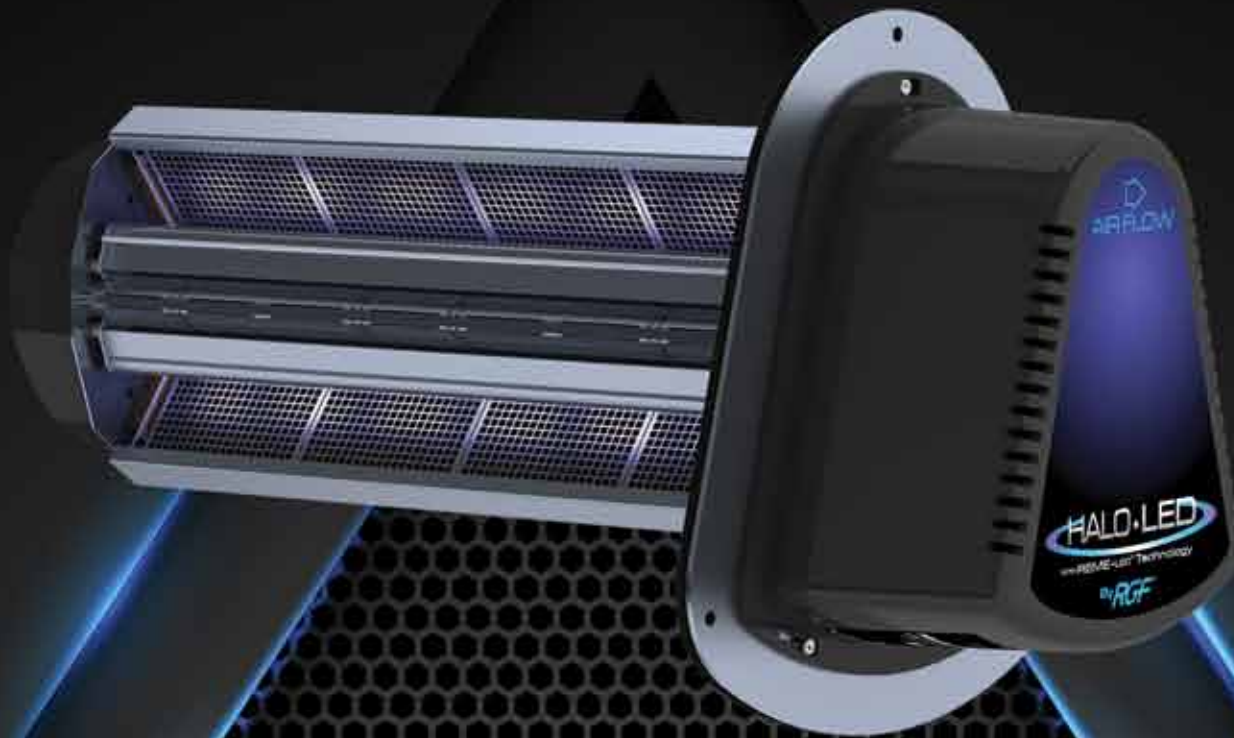
"LG remains steadfast in our commitment to the education and advancement of HVAC professionals — even in challenging times such as these," said Kevin McNamara, senior vice president and head of LG Air Conditioning Technologies USA. "This new LG

Connections webinar series is another tool within our comprehensive education arsenal that gives remote learners the ingredients to understand and apply new air conditioning technologies to an array of projects — from residential to commercial."

In late 2019, LG announced plans to significantly enhance its knowledge access and educational resources for HVAC professionals, with distance learning being a key component of its overall training strategy. This new speaker series is an extension of the company's remote learning program. According to McNamara, webinar participants can expect to receive inspiring content and tools for differentiation that they can leverage now and during the economic recovery. LG invites HVAC professionals to mark their calendars every Wednesday at 12 noon EDT for the LG Connections Virtual Speaker Series. New topics for May are coming soon on LGvac.com.



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## Message from FRACCA President Rick Sims



FRACCA member volunteers spent the entire day at recent TAC -Technical Advisory Committee meetings working to improve the 2020 Building Code and more importantly, opposing plenty of bad ideas that were proposed. The process is long and tedious, but it is crucial that we continually monitor and be prepared intervene as needed.

The modification of most interest to HVAC contractors was the proposed language that makes it clearer that replacement ducts in existing buildings are not required to have R8 insulation. Commissioner Oscar Calleja introduced new language for FBC2020 Energy. Commissioner Calleja's proposed exception to FBC Energy R501.7 Building Systems and Components was approved by the E-TAC as follows: "Replacement air distribution systems need not meet current Code's prescriptive R-value as long as overall building energy use after replacement is not more than the original buildings prior to alteration."

There is a comment period before the E-TAC finalizes their FBC2020 modifications and sends them on to the Florida Building Commission. FRACCA will monitor its progress, but this improvement is on its way through the process.

A few FRACCA chapters have had local code officials who insist that all replacement duct systems utilize R-8 insulation for a variety of twisted reasons. Fortunately, most Florida code officials are already interpreting the code correctly so many FRACCA members may not even be aware of this has been going on. FRACCA has concerns that misinterpretations like this can spread further across Florida if not corrected. The new language makes sure that doesn't happen. To make sure you understand why R-8 is not required for most duct system replacements in existing buildings under the current code attend your local chapter meetings for the background information.

Other FBC2020 modifications that will please FRACCA members include the elimination of the conflict for pipe insulation requirements between our energy and mechanical codes. Many members have pointed out that this conflict exists and

will be happy to know it's in the process of going away for good.

Similar improvements remove the mechanical attachment requirements for residential drier vents so that screws are not required in small residential vents. The gauge of metal used is also updated.

The code modification proposal that bothered me the most was one put forth for adding new dehumidifier requirements. Once an efficiency rating system was established for residential dehumidifiers it was almost inevitable that the energy code would list the minimum efficiencies required and add them to existing tables; that doesn't alarm me too much.

What caused me concern was that the proponents had added all sorts of additional requirements for how dehumidifiers can be connected and controlled. If they are successful in adding their bad ideas to the code, methods that are currently approved by the dehumidifier manufacturer will not be allowed in Florida.

Those trying to add restrictions like these always know better than everybody else and seek to limit choices for manufacturers, contractors and customers. We need to keep all of the factory approved installation, connection and control methods available as options to serve our Florida customers.

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# “THE DUCT-FREE ZONE”

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



**What a difference two months can make...**  
The two months that have passed since my last article have been nothing less than historic, but not in a good way. The elephant in the room is COVID-19 coronavirus and as I write this, only now are reports starting to show a glimmer...just a glimmer, of light at the end of this frightening tunnel.

I thought long and hard as to what I wanted to say in this month's article. I wanted to be upbeat and offer an alternative to all the doom and gloom.

...but that is not what this article will do.

I feel compelled to address an issue that has been bothering me throughout the national crisis. I am really turned off by all the advertising on TV attempting to make a company seem like some guardian angel in the midst of the virus pandemic. You know the ones I'm talking about...car companies

who want to sell cars to those in need of one with deferred payments and low interest rates. Mortgage companies offering to “work with” customers who are affected by the national emergency. Fast-food companies claiming to be “thinking of” their customers even if they aren't thinking about the fast-food company.

I actually thought in the early days of the pandemic, that advertising would cease...yes, I actually thought that no company would spend money for advertising in an environment where people could not take advantage of their products or services. Boy, was I wrong!

Many companies appear to see the pandemic as an opportunity rather than the national disaster it is. I find this rude, distasteful and frankly, gross. I was beyond disappointed when I saw some within

the HVAC industry appearing to market indoor air quality products as a way to avoid COVID-19... some more subtle than others. The New York Attorney General's office sent cease-and-desist letters to several HVAC companies making unsubstantiated claims of products that could help you avoid contracting the virus, one that actually claimed to “prevent” the virus.

Look, I'm not a complete idiot...I do understand the concept of “one man's disaster is another man's pot of gold” but do we need to be taking advantage of a situation as the world is still wrestling with it?

There will be time...a more appropriate time, when the general public will be very willing to learn about products that *may* offer some barrier between contaminants and themselves and their loved-ones. I am so turned-off by these companies that when things do go back to normal...whatever normal will ever be again, I can't imagine myself ever doing business with them.

OK...I will get off my soapbox for a minute and address the other side of this issue. Those of you who know me personally or who have attended one of my in-person GREE mini split training events know that I love McDonalds unsweetened ice tea. I always have at least four large unsweetened ice teas at the ready at all events. I so often go to McDonalds for my fix that I have come to know many of the people who work there. Have you noticed that McDonalds right now is a primary food source for many Americans? No joke, many of us are going to McDonalds, and other fast-food restaurants on a weekly basis...some daily. McDonalds has never missed a beat...McDonalds employees, young and old, have been providing interrupted service at their drive-in windows without (to my knowledge) any advertising that pats themselves on the back and / or claims to be “thinking of” me.

The HVAC industry will play a major role moving forward from COVID-19 in offering products that can help prevent a virus from thriving in our homes and places of business and developing yet unknown products and methods to keep our customers (our citizens) safer from such a pandemic in the future.

I want to be a part of that process...I will be part of that process, but not now. Right now I want to be more like McDonalds...I want to do my job without fanfare or publicity.

That said...Doing my job in this unprecedented environment has required this old dog (me) to learn some new tricks. I can no longer travel to a city near you to conduct in-person GREE mini split training events. I have however, been conducting 3 hour GREE mini split training webinars and will continue to offer more events in the webinar / podcast format as long as my travel is restricted. Please follow me on LinkedIn to learn of all upcoming online events.

One last thing about McDonalds... In the past six weeks, I have said a number of times that the people working the drive-up windows at fast-food locations around the country during the pandemic should be receiving “combat pay.” I mean it...we may never know the risk that these people are taking by working that window, coming in close contact with strangers every few minutes for 8 hours or more a day so that they can remain employed and keeping food on their own family's table.

I hope by the time I write my next article that the world has changed again in an historic way... this time with an immunization and a cure for COVID-19.

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



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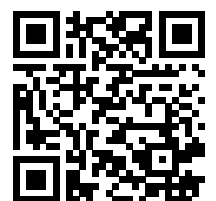
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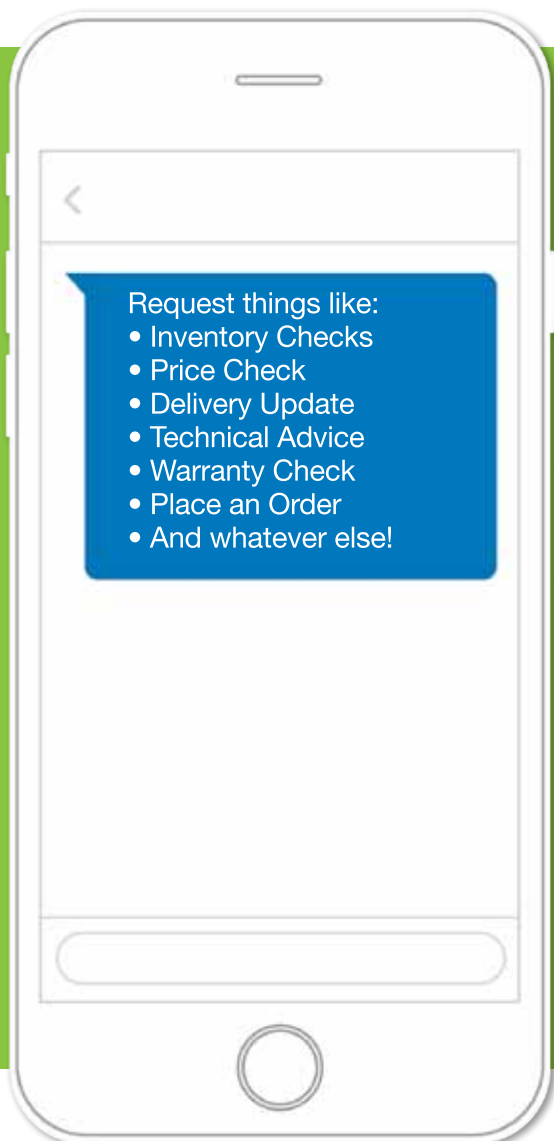
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# WHAT SHOULD WE BE DOING ABOUT THE CORONAVIRUS?

## LITTLE KNOWN SCIENCE, UNRELIABLE DATA

article by  
Andrew C. Ask, P.E.



Spoiler alert: this article contains no science; just what I'm thinking and doing.

Much has been written but little has been said. How are we supposed to know what to think and do about the Coronavirus pandemic?

Is it better to remain silent and be thought a fool? Or to speak and remove all doubt? (Proverbs 17:28, according to Google). Since I have a column to write, I'll remove all doubt.

Flatten the curve. Mitigate. Suppress. Herd immunity. Say what? It's a bad idea for everyone to wear masks (CDC January). Masks are the key (CDC April). We are supposed to be practicing Social Distancing and I didn't even know "distance" was verb.

I, for one, am in withdrawal; from data—there are no reliable data. So I went hunting for numbers.

By the time you read this, 1,500 Floridians may have died from the disease and close to 50,000 cases will have been reported in our state. That would be .23% of the population infected. That's right, 1/4 of one percent, .0023 of the population infected and .00007 dying. 500 or so people died in Florida today. 25 died from Covid-19. Doesn't sound like many people; unless of course a loved one was a victim.

By April 18th, FL had 740 deaths. NY had 731 in one day, 04-07. All of California has experienced 1,300 deaths through 04-22.

These numbers are cruel. And they are going to be politically incorrect. African Americans are being impacted 3X their share of the population.

With no reliable data, I don't know how many people have been infected. More important: how many people could still catch it? As of today, reported cases = .001 x our population. I think between 1% and 10% of our population has already been infected. That would be 10X or 100X times our local official numbers. That leaves between 90% and 99% of us still vulnerable as we go back to work. That's who we need to be worried about.

Enough with the hypothetical numbers. What

am I thinking and doing?

- As always, clean, warm, and dry is good.
- My daily dip in the pool is probably good—not because of the chlorine; rather the soapy shower I take afterward—emulsifying a fatty coating on the virus.

- Keep the thermostat up, the rh down.
- Hand sanitizer, good.
- Dusting or shaking out rugs, not so good. It could release the virus back into the air.

- Sun is good, but not hot enough to kill the virus. Neither is the UV in sunlight. UVC used in hospitals to sanitize isolation rooms might work. Any UV strong enough to kill the virus will also fry you. The UV light you installed will be effective—no chance the cooling coil is going to come down with Covid-19.

- Sheltering in place is working.
- I'm wearing a mask when I do go to Costco. I also wear disposable gloves, have been doing that for years so stuff doesn't get on my hands and my hands don't get on stuff. I carry a box of nitrile gloves in the car.

- Masks for everyone in public is a no brainer...maybe forever. Masks catch the water droplets you expel, prevent you from spreading disease. The mask helps you indirectly by keeping you from touching your face. We needed masks day one.

- Don't wait for a "certified" N-95 mask. Wrap a handkerchief around your neck if nothing else—it's better than getting sick.

- You catch the virus by aspiration—breathing it, not by ingesting it into your digestive tract. The take-out food you are eating could have the virus on its surface: from food handlers that don't wash their hands. When in doubt about something "bad," eat it. You might get a tummy ache, but you won't catch the virus.

- The virus can live on feces. Now I always wash my hands after pooping, but how about those other guys? ATM, gas pump, and elevator buttons always test positive for fecal matter. Wear gloves.

- The virus dies, quicker on cardboard than on plastic or metal. I'm leaving parcels in the garage for a couple of days. Yes, I know viruses don't die; but what the heck do they do? Just go away? When?

- Getting paid just for arranging electrons on a screen has its advantages. I've been working full-on alone in the office.

- I have on occasion gone to jobsites that are in the open, and where we can keep our distance.

That's what I've been doing. Now, what do I think they should be doing?

The "they" in this case is everyone from POTUS on down to our governors, commissioners, mayors, bosses, and the hall monitor I had in third grade. Study all available information knowing the data is probably defective. Pay attention to what is happening to those working outside the home: health care, firefighters, cops, mailmen, flight attendants, grocers, delivery drivers, journalists, repair technicians, and most of the construction trades. Not many of those people seem to be getting sick. Why not? What makes them different?

Listen to businesses who are lobbying to reopen. Weigh their (everyone's) needs against the health risks, both to individuals and to society in general. Economics plays a role. Reopen the country in phases: most essential goods and services provided by populations at less risk go first. Schools are obviously essential. So are bowling and booze.

Shout out to FRACCA Board; businessmen avoiding going broke while guarding the health of workers. Stay home if they say so, Work if they say work.

Sixty-five and older? We go out last, stay out of everyone's way. I'm good until the bacon and M&M's run out. This won't be over until the virus peters out. That, and when the fat lady sings.

Did I mention? This article contains no science. Until next month then...stay tuned.

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

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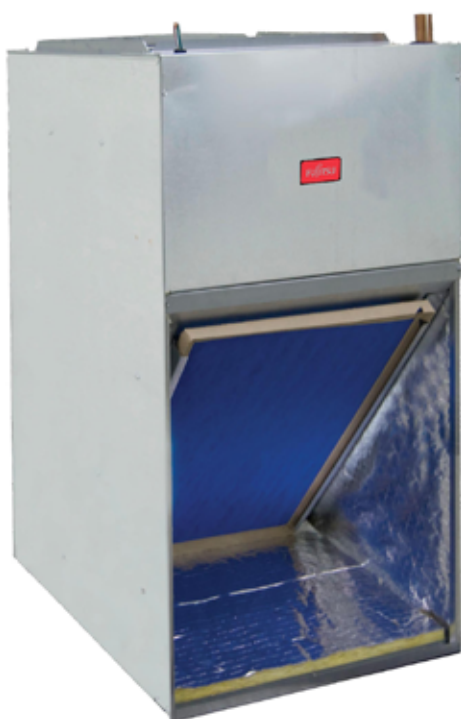
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## ASHRAE Supports World Refrigeration Day 2020

ATLANTA) – ASHRAE has joined with associations and societies around the world in pledging support for World Refrigeration Day 2020 on June 26.

Called the “Coolest Day of the Year,” World Refrigeration Day is an international awareness campaign created to raise the profile of the refrigeration, air-conditioning and heat-pump sector and focuses attention on the significant role that the industry and its technology play in modern life and society. This year’s theme will be Cold Chain 4 Life.

“Since 1904, ASHRAE’s contributions to refrigeration research and technology continue to advance the cold chain industry and benefit the public in profound ways,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “We are proud to partner with other global organizations to support World Refrigeration Day, in this its second year, as we celebrate refrigeration’s vital role to the modern world.”

Participation is expected from prominent industry associations and societies, in dozens of countries for a series of refrigeration-related activities to support the day. Governmental officials have also joined in recognizing the event, including issuing letters and statements of commendation.

ASHRAE’s refrigeration webpage aligns with World Refrigeration Day by encouraging the expansion of refrigeration technology and its application.

“Refrigeration and the cold chain are part of a growing, worldwide industry,” said Rajan Rajendran, chair of ASHRAE’s Refrigeration Committee. “ASHRAE’s resources and the work of our members will continue to make a difference in improving the quality of life for people throughout the world.”

Visit [ashrae.org/refrigeration](http://ashrae.org/refrigeration) for resources, information and publications concerning refrigeration and refrigerants such as standards, design guides and ASHRAE courses.

To join in the World Refrigeration Day celebration connect with ASHRAE on LinkedIn, Facebook, Twitter and YouTube.

For more information about World Refrigeration Day visit [worldrefrigerationday.org](http://worldrefrigerationday.org).

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.

## Pipe Prop Achieves ICC-ES Certification

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

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

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

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

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

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## Carlisle HVAC Brands Launches Contractor Loyalty Program

Carlisle HVAC Brands frequent shoppers can now earn points for each purchase as part of the company's Contractor Loyalty Program. The process is simple: sign up; send a photo of your delivery ticket or invoice, and the Carlisle HVAC Brands; Hardcast, Gripnail, and Dynair will do the rest.

"Carlisle HVAC Brands launched this contractor loyalty program in order to better support the end user of our products as well as the efficiency of all HVAC systems," explains Billy Prewitt, marketing manager

at Carlisle. "As a believer in the idea that better training and information results in better installations, Hardcast, Gripnail and Dynair are endeavoring to leverage our traditional distribution network in educating the contractor community. Additionally, we want to engage our loyal contractor base directly and offer them the most value we can when choosing From The Carlisle HVAC family. For more information on Carlisle HVAC Brand's Contractor Loyalty Program, visit [hardcastrewards.com](http://hardcastrewards.com).

## SWACCA 2020 Florida Legislative Alert - E-Verify Passes Legislature

April 30, 2020 – The Florida Legislature passed SB664 that requires contractors doing work for any public agency in Florida (state, county, municipal, etc.) to register with and use the E-Verify system to verify all newly hired employees. The requirement becomes effective July 1, 2020.

Private employers beginning July 1, 2021 will be required to either use the E-Verify system or the I-9 system to verify newly hired employees. If using the I-9 system, which is currently required by the

Federal government, copies of documents used in the employee verification process must be retained for a three-year period. Take note that this document retention is beyond what the Federal government requires for the I-9.

Contractors can be audited for compliance and those found not following the State's requirements can have their license suspended and for multiple offenses permanently lose their contractor license. Any questions contact SWACCA at [info@sw-acca.org](mailto:info@sw-acca.org)

## NAVAC Offers Three-Year Warranty on Premium NRDD Recovery Unit



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps and recovery machines in addition to a wide array of tools, gauges, charging machines, and other

industry-specific items, has announced a generous three-year warranty, with product registration, for its next-generation NRDD Recovery Unit, whose twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery. The standard warranty remains two years without registration.

The extended, comprehensive three-year warranty surpasses those offered by most major brands, and matches guarantees granted by some less prominent HVAC/R industry players. The move provides an extra layer of reassurance to NAVAC's technician-centric commitment to user-friendly equipment and tools that are less complicated and save time – both crucial to busy techs charged with conducting efficient yet exacting service.

## What Women in HVACR Membership Has Meant to Me

by Karen Lamy DeSousa



Karen Lamy DeSousa

The WHVACR organization has helped me both personally and professionally in so many ways. Membership, for me, has meant deeper access to industry events as well as new HVACR technology and innovations.

Through WVACR, I have also developed mentorship and networking relationships that have challenged me to improve my knowledge and skills as a business owner, and invaluable friendships with women across the country that I likely would never have met otherwise.

One such friendship developed from the Women in HVACR Annual Conference in Denver two years ago. I met a woman in the industry with a passion for writing, but who was shy about sharing her work. After the conference, she shared some of her ideas with me and it turns out she not only had passion, but a great talent. With some encouragement, she submitted her first article to an HVACR magazine and was thrilled to find it immediately published. Five more published articles later, she is now working on publishing her first book! Without WHVACR, we likely would have never met. Though I believe she would have found her way into print eventually, I hope that my cheerleading helped move along her success and brought her ideas and talents to the HVACR world sooner.

I have the great honor of being president of the Women in HVACR organization for 2020. It is my mission in this role to provide greater opportunity for members and sponsors of the organization to utilize their considerable talents to take leadership roles in their organizations as well as to enhance the WHVACR mission of empowering women to succeed in the HVACR industry.

*Karen Lamy DeSousa is the Women in HVACR president and owner and president of Advance Air & Heat Co., Inc.*

*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. For more information on their organization or to enter your sponsorship request, please contact them at [info@womeninhvacr.org](mailto:info@womeninhvacr.org).*



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# Refrigerant Updates: Anti-Dumping, New SNAP Rules, & AIM Act Comments

BY ALEX AYERS - HARDI - HVAC Government Affairs

Last week brought about several updates regarding current and future refrigerants. The U.S. Circuit Court of Appeals added complexity to the future of SNAP Rules 20 and 21. The Senate Environment and Public Works Committee accepted written comments on the American Innovation and Manufacturing Act. And the U.S. Department of Commerce released a ruling to enforce anti-dumping duties on several refrigerants including R-410a and its components.

The U.S. Circuit Court of Appeals determined the EPA exceeded its authority in removing all of SNAP Rules 20 and 21. Earlier cases determined the EPA could not force companies or individuals who have already moved away from ozone depleting refrigerants to also move away from HFCs under current law. The EPA then remanded both SNAP 20 and

21 rules. This latest decision will require the EPA to bring back SNAP Rules 20 and 21 and allow for public comment. The EPA was already working on an update to SNAP Rules 20 and 21 which would require certain end-uses to skip HFCs when they transition away from ozone depleting refrigerants.

Due to COVID-19, Congress has been on extended recess and avoiding in-person meetings including a previously scheduled hearing on the American Innovation and Manufacturing Act (AIM Act). To make up for this cancelled hearing, the committee accepted written comments from the public about the bill. More than 100 groups submitted testimony including the entire HVACR supply chain. More than 2/3rds of the comments were in support of the bill while many of the opposition comments were seeking exemptions from the phase-down to

protect specific products outside the HVACR space including foams used in marine and aerospace applications, and protective sprays such as pepper or bear spray.

After a lengthy investigation, the Department of Commerce determined that some importers of refrigerants were bypassing anti-dumping duties by multiple means to put cheaper product on the American market. Specifically, Chinese exporters were accused of moving product through India, adding components and then exporting refrigerants (R-404A, R-407A, R-407C, R-410A, R-507A) to the US to avoid anti-dumping duties. In addition, the department also determined there was circumvention of anti-dumping duties by importing components (R-32, R-125, R-143a) from China that were then processed in the US to create refrigerants.

## Johnson Controls Introduces LUX® KONOse for Senior Care Market



MILWAUKEE – (April 23, 2020) – Johnson Controls today announced one of the first smart thermostat products to address the senior care market. Designed with seniors in mind, the LUX® KONOse offers increased visibility, focused ease of

use and adjustment assurance to create the best experience for residents of senior living facilities. The Energy Star® certified thermostat is the latest innovation from the Johnson Controls brand of LUX Products, which are known for their intuitive design and technology. The introduction of the KONOse also marks the start of an exciting new collaboration between Johnson Controls and K4Connect, a leading technol-

ogy partner for senior living communities.

“The KONOse enhances senior comfort through an easy-to-understand display and improved control for those with limited fine motor skills,” said Justin Pasquale, product management, thermostats and sensors at Johnson Controls. “It also provides connectivity, energy efficiency and cost savings for facility managers.”

The KONOse is an extension of the KONO smart suite of products for commercial facilities. To increase visibility, Johnson Controls designed the KONOse with larger primary and secondary digits as well as enhanced backlight options for ideal viewing in all environments.

When it comes to ease of use, large icons on the KONOse like a flame and snowflake call out heating and cooling functions, while an “emergency heat” function visible only to facility managers allows for

passive monitoring. Users can rotate the thermostat’s dial to easily adjust the set temperature or push the dial to change HVAC modes. While adjusting the set temperature, the KONOse displays the new temperature as well as the current HVAC mode to ensure the user is setting the temperature in the right direction. These intuitive settings and tactile feedback are specifically tuned to users who have limited fine motor skills.

And on the connectivity front, the KONOse offers a host of features to help facility managers and residents alike effortlessly control comfort and savings. It leverages the power of the Z-wave smart home technology hub, allowing managers to easily connect all smart devices throughout the facility. The thermostat is also compatible with the LUX app so users can make temperature and scheduling adjusts from any device. To learn more, visit [pro.LUXProducts.com/KONOse](http://pro.LUXProducts.com/KONOse).

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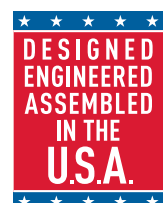


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## Fresh-Aire UV® Introduces PLP-LED Air Filtration for HVAC Systems



Jupiter, Fla.-- Fresh-Aire UV®, Jupiter, Fla., a leading manufacturer of indoor air quality (IAQ) products, introduces the Purity Low Profile LED (PLP-LED) the HVAC industry's first one-inch-thick (24-mm) replaceable filter that combines biological contaminant disinfection, VOC removal and particulate capture. The PLP-LED offers high efficiency filtration with minimal static pressure loss and is designed to fit the most common one-inch filtration rack sizes in residential and commercial air handlers.

The PLP-LED is the 2020 Air Conditioning Heating and Refrigeration (AHR) Expo Innovation Award winner in the IAQ category. Fresh-Aire UV also won the same award in 2011 for its APCO® combination UV, carbon-media and photocatalytic oxidation air purifier.

The PLP-LED is a three-stage filter using mini LED light arrays, advanced photocatalytic-coated reactive chemical adsorption media, and polarization technology to disinfect biological contaminants, remove VOCs and collect particulates, respectively.

The PLD-LED consists of three filter layers held together inside a corrosion-resistant, latched aluminum framework/mesh grill clamshell. The top and bottom blue layers are a particulate-capturing, UV reactive fiberglass media treated with Nanotech™ antimicrobial and photocatalytic coatings. They're sandwiched between a black carbon core for improved VOC removal. The frame's grill, which includes two UV LED disinfecting arrays, opens easily for quick media replacement every four to six months. The PLP-LED also employs low-voltage negative and positive polarization to charge, attract, impinge and agglomerate particulates into the fiberglass media.

The three stages are:

- The UV-reactive media adsorbs household odors from chlorine, acetones, formaldehyde cooking odors, pet smells and other VOCs from the air.

- The polarized media capture 97-percent of particulates as small as 0.3-microns (.00001-inch). The polarization, activated by a 24V connection or optional plug-in transformer, electrically charges particulates so they attract to polar opposite counter-

parts and agglomerate in the fiberglass media. Unlike electrostatic technology where collector plates need periodic cleaning to continually attract contaminants, the PLP-LED polarized media requires only replacement.

- The LED disinfecting light field, the first in the HVAC industry to appear on a one-inch polarized filter, disinfects biological contaminants, such as viruses, bacteria, mold and mildew, that agglomerate into the fiberglass media.

The PLP-LED performance can be enhanced with an optional installation of a Fresh-Aire UV's renowned Blue-Tube UV® or APCO system for keeping the evaporator coil, air handler interior surfaces and airstream free of mold and other biological contaminants. The PLP-LED is available at most HVAC wholesale distributors.

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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 558,853 units in February 2020, up 5.8 percent from 528,416 units shipped in February 2019. U.S. shipments of air conditioners increased 3.3 percent, to 325,697 units, up from 315,183 units shipped in February 2019. U.S. shipments of air-source heat pumps increased 9.3 percent, to 233,156 units, up from 213,233 units shipped in February 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.9 percent, to 1,099,032, up from 1,047,404 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 5.9 percent, to 634,008 units, up from 598,681 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 3.6 percent, to 465,024, up from 448,723 units shipped during the same period in 2019.



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# Performance Pointers

by David Richardson



## The PATH to Airside Performance

It takes commitment and discipline to implement airside performance testing. One of the biggest obstacles is to decide where to start. With so many options, it can drive you crazy figuring out what should come first. One concept I've found that makes performance testing easy to follow is called PATH.

PATH is an acronym for Pressure, Airflow, Temperature, and Heat. These are the components that make up airside performance. Think of each piece as a step on the pathway to system performance. The acronym represents a sequential process you can use to implement testing, diagnostics, and solutions. Let's look at an overview of each step and offer some simple ways you can start.

### Pressure

Static pressure is the first step on the airside performance path. It is a foundation for airside performance and an indicator of overall HVAC system health.

Total external static pressure (TESP) is the first test to master. It uncovers hidden airflow restrictions that lead to premature equipment failure and comfort issues. To diagnose TESP, compare your measured TESP to the maximum rated TESP found on the equipment nameplate. If measured TESP exceeds rated TESP, you need to investigate further to figure out why.

A simple blood pressure comparison can help you understand why it's important. High static pressure -- just like high blood pressure -- means you are getting ready to have major issues and are probably not healthy.

To help visualize this relationship, you can use the NCI Static Pressure to Blood Pressure Tables. Email me for your pdf copy.

### Airflow

Airflow is the second step on the airside performance path. It is key to a well-performing and long-lasting system. Without it, you won't achieve rated efficiency and the system will suffer long-lasting neg-

ative impacts.

Many customers have endured low airflow issues for years but never had it pointed out through measurement. You can plot fan airflow on a fan table to begin the troubleshooting process.

Once you measure TESP, plot it and the fan speed setting on a fan table to estimate fan airflow. This helps you see approximately how much air the fan is moving.

To diagnose, compare plotted fan airflow to what the equipment needs for proper operation. You can also look at a fan table to see the relationship between elevated static pressure and airflow.

### Temperature

Temperature is the third step on the airside performance path. It is an important aspect of system performance that you might overlook. The air handling equipment could have correct airflow but without proper temperatures, comfort and efficiency won't happen.

Start with four temperature measurements to see how much influence the duct system has on the system's comfort and efficiency. Measure the following air temperatures to show its impact with the system running:

- Temperature entering the equipment
- Temperature leaving the equipment
- Temperature at the farthest supply register
- Temperature at the farthest return grille.

Once you have these four readings, use them to calculate duct system temperature losses. Such losses provide a lot of insight into why a properly sized system can't keep up and why oversized equipment appears to work correctly.

### Heat

Heat (delivered capacity) is the final step on the airside performance path. It provides proof that your work does what you said it would. As a result, you can show that customers received what they invested in. Delivered capacity is what defines real airside system

performance.

Btuh (British thermal units per hour) is the measurement for delivered capacity. The number of Btus shows how much heat the HVAC equipment and system transfers.

Master airflow and temperature measurements before you move to this final step. Then start by measuring sensible Btus at the equipment. First, plot fan airflow and record it. Next, measure temperature entering and exiting the air-handling equipment. Let the system run for at least 15 minutes and then record your equipment  $\Delta t$  (temperature difference).

Plug these readings into the sensible heat formula ( $\text{cfm} \times \Delta t \times 1.08$ ) and see how close you are to manufacturer specifications. If your readings are within +/- 10% you're doing great.

### Don't Freeze

Unfortunately, it's easy to freeze when you look at the performance PATH. If you try to do everything at once, it results in paralysis. Don't believe the multitasking myth. You can have success one step at a time.

If you develop a clear purpose and vision for how to use these measurements, they'll quickly become part of your company. Focus on one step of the path at a time. It will help you steadily reach your goals. Remember, small consistent steps and habits pave the way.

*David Richardson serves the HVAC industry as a curriculum developer and trainer for 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 airside performance, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*

## Cooper&Hunter Is Staying Optimistic In Light Of COVID-19 Pandemic

As COVID-19 continues its impact, it's understandable to shift through various emotional states. But, by understanding our consumer landscape, we are managing to remain optimistic about the future of the mini split market.

Communities, industries, and businesses are certainly feeling the weight of coronavirus' economic effects. Here in Florida, we've been hunkered down for a while already with schools and colleges closed, mandated work-from-home arrangements and everything from sports and entertainment events to planned trips and church services canceled.

So, we would like to help keep you clued into what's happening across the consumer landscape: which factors are influencing, how people are reacting, how consumers' behaviors are shifting, where they are turning, and what this all means for our business.

Here are a few things keeping us confident here at Comfortside/Cooper&Hunter:

1) Increased amount of time spent at home - Based on recent research, 95% of consumers say they're spending more time at home, either unable to continue working or working from home. Air conditioning is essential. Due to economic uncertainty, homeowners are looking for energy efficient options that won't break the bank.

2) Home additions are becoming a new trend - The coronavirus outbreak has forced sports and entertainment facilities to temporarily close their doors. People who are used to spending their time actively

are quickly tiring of limited in-home activities. For example, some are converting their garages be used as fitness and gym areas. Sportsmen are converting their homes to training facilities with in-home training aid. Movie goers are creating a similar experience at home, with soundproof home theater rooms. Mini splits can be a perfect solution: energy saving, economical and easy to install.

3) It's a perfect time for renovating business premises - Many restaurants, cafes and small businesses providing services were previously unable to find an opportunity to renovate their premises, now can invest in a mini split system.

4) Family budget non-essential expenses shift - Due to shelter in place orders, some non-essential family expenses were immediately cut, including: eating out, entertainment, non-essential shopping, beauty & wellness, travel, extracurriculars for kids, gym memberships, and cars. so, those families who were dedicating a big chunk of their budget to out-of-home activities might now consider prioritizing home improvement investments instead.

5) Unexpected financial aid - The direct stimulus checks are expected to be deposited by the end of April, right before summer hits the US. For some, it will help alleviate the financial pressures to cover essential expenses while, for others, it will serve as extra, unexpected income to spend.

6) Late tax refund & consumers' plans to spend it - The Treasury Department and the IRS are providing special tax filing and payment relief to individuals and

businesses in response to the COVID-19 Outbreak. The filing deadline for tax returns has been extended from April 15 to July 15, 2020.

This year's annual tax return survey, conducted by NRF and Prosper Insights & Analytics, found that nearly two-thirds (65%) of consumers expect a refund. 10% of the consumers were planning to use their refunds for home improvement. The extension of the tax filing deadline will result in the tax refunds shifting into the summer period, increasing the chance that the funds will be spent on air conditioning as a part of home improvement.

Taking all of these factors into consideration, we are optimistic and well-prepared for the upcoming season. We strongly believe that consumers behavior change due to COVID-19 outbreak will result in mini splits growth. Cooper&Hunter products positioning and price niche between "big names" and "no names" brands is a golden spot during these times. With a current full stock of products and parts, our production orders have not decreased but, increased by 20%.

We haven't stopped working. Not a single person was laid off at this uncertain time. We hired an additional technical support staff member to ensure multilingual customer support. We have invested to additional technical equipment to provide online trainings, including video broadcasting of the tear-down practice & troubleshooting of our mini split systems. We will continue to service our existing clients and looking forward to welcoming new ones that share our vision to develop business under uncertain circumstances!





## LG Electronics Honored By U.S. EPA As 2020 Energy Star Partner Of The Year

WASHINGTON, March 31, 2020 – LG Electronics has been named 2020 ENERGY STAR® Partner of the Year by the U.S. Environmental Protection Agency (EPA). The Sustained Excellence award recognizes LG's continued leadership in protecting the environment through high-performing, energy efficient products loved by millions of consumers across the country.

"Responsible innovation is the foundation of creating Innovation for a Better Life," said Thomas Yoon, President and CEO, LG Electronics North America. "With ENERGY STAR, LG is helping consumers make a difference – with products that deliver energy savings to help save money and the planet without sacrificing performance or style."

Bolstered by its leadership in ENERGY STAR promotions last year, LG helped educate millions of consumers about energy efficiency while increasing sales of ENERGY STAR certified products. The 2020 award recognizes a number of key LG accomplishments:

- American consumers purchased 3.7 million LG ENERGY STAR certified products in 2019. All told, LG's sales of ENERGY STAR certified products exceeded \$2 billion.
- Heeding the EPA's call for increased attention to ENERGY STAR Most Efficient, LG's unit sales of Most Efficient products increased 27 percent to over 750,000 units.
- More than 80 percent of LG product models across various categories were ENERGY STAR certified in 2019.
- The number of LG ENERGY STAR models increased by 70 percent for mini-split air conditioners, 31 percent for refrigerators, 25 percent for clothes dryers and 12 percent for washing machines.
- LG raised consumer awareness of ENERGY STAR benefits through retail promotions, social media engagement and advertising on its Times Square billboard in New York.
- Commemorating ENERGY STAR Day, LG partnered with Lowe's on efficiency upgrades (with LG refrigerators, washers and dryers) for deserving families in Charlotte, N.C.

First recognized as ENERGY STAR Partner of the Year in 2012, LG consistently demonstrates "exemplary commitment and dedication to leadership in energy efficiency and the ENERGY STAR program," according to Ann Bailey, chief of the EPA's ENERGY STAR Product Labeling Branch.

"LG continues to be a leader in its commitment to ENERGY STAR as seen by its ever-expanding ENERGY STAR product offerings. EPA applauds LG for participating extensively in our campaigns, exposing millions of consumers to the value of ENERGY STAR," she said

The ENERGY STAR Partner of the Year – Sustained Excellence Award is the highest ENERGY STAR honor, presented to partners that have already received Partner of the Year recognition for a minimum of two consecutive years and have gone above and beyond the criteria needed to qualify for recognition.

Since its inception in 1992, ENERGY STAR and its partners like LG have helped American families and businesses save nearly 4 trillion kilowatt-hours of electricity and achieve over 3 billion metric tons of greenhouse gas reductions. In 2018 alone, ENERGY STAR and its partners helped Americans avoid nearly \$35 billion in energy costs.

LG Electronics USA, Inc., based in Englewood Cliffs, N.J., is the North American subsidiary of LG Electronics, Inc., a \$53 billion global innovator in technology and manufacturing. I




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## New Carrier OptiClean Negative Air Machine to Help Hospitals Slow Spread of COVID-19



PALM BEACH, Fla., April 16, 2020 — To help hospitals treating patients with the novel coronavirus (COVID-19), Carrier launched the OptiClean™ portable negative air machine, which cleans and removes air potentially contaminated by the virus. In a closed room, the machine uses high-efficiency particulate air (HEPA) filters, an air management system to significantly reduce the presence of coronavirus and other contaminants in the air, and flexible ducting to exhaust the filtered air. The machine creates negative pressure so that when the hospital room door is opened, air is pulled into the room from outside instead of letting potentially contaminated air out from the room. If negative pressure is not required, such as in an open-air, temporary hospital, the machine can be used as an air “scrubber,” pulling air in, removing many contaminants, and discharging cleaner air back into the room.

“During this global pandemic, it is essential that companies like Carrier do what we can to help stem the spread of the disease and protect caregivers, hospital workers, and patients,” said Carrier President & CEO Dave Gitlin. “Carrier’s strength lies in the expertise, creativity and passion of our employees to solve some of society’s most challenging problems. I am so proud of our team for identifying a need and quickly developing an innovative solution that will have an immediate impact for hospitals throughout the country.”

While hospitals generally have air filtration systems that reduce the spread of infectious diseases, those systems might only be available in certain sections of the hospital. The rate at which COVID-19 spreads has put inordinate strain on hospitals in the most affected cities, where there are more COVID-19 patients than there are infectious isolation rooms. As a result, hospitals have had to convert rooms that were not intended for patients with infectious diseases, and new field hospitals have been established that are not equipped with hospital-level air filtration.

“The Carrier negative air machine fills a significant need in these critical situations when it is necessary to create a negative offset in temporary facilities,” said Mark Schwartz, Director of Facilities at the University of Rochester Medical Center, which trialed the machine. “As the number of coronavirus cases continues to grow, facilities must expand their capacity to treat patients in spaces that typically do not have the same air handling capabilities as hospital rooms, which are specifically designed for treating airborne infectious diseases. Solutions from Carrier like the OptiClean are necessary to effectively remove contaminants from the air, create negative pressure within the patient care space while protecting the adjacent areas, and slowing the spread of the disease.”

Carrier began developing the OptiClean in late March. After quickly and successfully testing prototypes in Carrier facilities, the company began field trials in hospitals across the country and expects to begin shipping units shortly. The machines are portable, plug into a normal wall outlet, and sit on wheels that enable hospitals to move them to rooms as needed.

“Using existing Carrier fan coil technology and working with suppliers to quickly secure additional raw materials, we’ve thrown away the playbook to ramp up testing and production to get machines deployed as fast as possible,” said Chris Kmetz, Carrier’s vice president of engineering. “Going forward, with professional installation OptiClean could be used in homes, businesses, assisted living facilities and elsewhere to provide cleaner air and protect vulnerable populations and communities.” For more information, visit [www.Carrier.com/commercial](http://www.Carrier.com/commercial).

## ASHRAE Issues Statements on Relationship Between COVID-19 and HVAC in Buildings

ATLANTA (April 20, 2020) – ASHRAE has published two statements to define guidance on managing the spread of SARS-CoV-2, the virus that causes COVID-19 disease (Coronavirus) with respect to the operation and maintenance of heating, ventilating and air-conditioning systems in buildings.

ASHRAE developed the following statements in response to widening false statements surrounding HVAC systems. ASHRAE officially opposes the advice not to run residential or commercial HVAC systems and asserts that keeping air conditioners on during this time can help control the spread of the virus.

**ASHRAE’s statement on airborne transmission of SARS-CoV-2/COVID-19** -Transmission of SARS-CoV-2 through the air is sufficiently likely that airborne exposure to the virus should be controlled. Changes to building operations, including the operation of heating, ventilating, and air-conditioning systems, can reduce airborne exposures. **ASHRAE’s statement on operation of heating, ventilating, and air-conditioning systems to reduce SARS-CoV-2/COVID-19 transmission** -Ventilation and filtration provided by heating, ventilating, and air-conditioning systems can reduce the airborne concentration of SARS-CoV-2 and thus the risk of transmission through the air. Unconditioned spaces can cause thermal stress to people that may be directly life threatening and that may also lower resistance to infection. In general, disabling of heating, ventilating, and air-conditioning systems is not a recommended measure to reduce the transmission of the virus. HVAC filters, along with other strategies, help to reduce virus transmission while removing other air contaminants that may have health effects.

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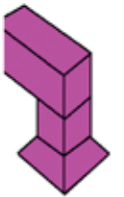
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Uniweld Products	14
Tropic Supply	B1
Venstar Thermostats	B2
Yellow Jacket	6

## TODAY'S A/C NEWS

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# Blacks Supply Stocks Nu-Calgon & Air Oasis Products!



## THE IWAVE DIFFERENCE

- ▶ Proven technology – over 100,000 installations
- ▶ Actively purifies the whole house!
- ▶ Kills mold, bacteria and viruses
- ▶ Reduces allergens, odors, smoke and particles
- ▶ Maintenance free
- ▶ No replacement parts
- ▶ Self-cleaning design
- ▶ Installs in any duct air conditioning system
- ▶ Three-year warranty



**iWave-R** 4900-20

### No Maintenance Air Purifier for Residential A/C Systems

- ▶ Patent-pending self-cleaning design, no maintenance needed
- ▶ For duct systems up to 6 tons (2400 CFM)
- ▶ Universal voltage 24VAC to 240VAC
- ▶ Universal mounting
- ▶ Programmable cleaning cycle with integral alarm contact
- ▶ No replacement parts needed



**iWave-M** 4900-35

### Mini-Flexible Air Purifier for Ductless and Other HVAC Systems

- ▶ Special ion needles routed in a flexible bar circuit
- ▶ Compact design applicable for HVAC cooling coils up to 36" wide
- ▶ Can flex easily in the field to accommodate virtually any application - ideal for ductless systems
- ▶ Chemical and temperature resistant, durable for long service life
- ▶ Flexible voltage input – 110VAC to 240VAC
- ▶ No replacement parts needed



**iWave-V** 4900-40

### Low Maintenance Air Purifier for Residential A/C Systems

- ▶ Low maintenance air purifier
- ▶ For systems up to 6 tons (2400 CFM)
- ▶ Installs quickly with universal mounting options and integrated magnets
- ▶ Small compact design with no replacement parts
- ▶ Voltage input 24VAC



**Evap-Fresh® No Rinse**  
4166-08  
Evap-Fresh has demonstrated effectiveness against viruses similar to 2019-nCoV on hard, non-porous surfaces. It is listed on the EPA's Registered Antimicrobial Products for Use Against Novel Coronavirus SARS-CoV-2, the cause of COVID-19.



**IMS-III Sanitizing Concentrate**  
4211-34  
IMS-III Sanitizing Concentrate is approved for use by EPA and is on the Products with Emerging Viral Pathogens AND Human Coronavirus claims for use against SARS-CoV-2.



**Bio-Fresh cd**  
4126-38  
Bio-Fresh cd is a ready-to-use bacteriostat, fungistat and deodorizer based upon chlorine dioxide technology. It is recommended for control of bacteria, mold, mildew, fungi and yeast in IAQ applications.



**Alka-Brite® Plus**  
4120-08  
A non-acid, alkaline based product for brightening and cleaning air-cooled condensers. It contains the best available detergents to quickly penetrate and remove oxidation. Its foaming action helps to lift greasy soils out of the coil. Biodegradable. NSF registered.



**Evap Pow'r®-C**  
4168-08  
A no-rinse product formulated for cleaning evaporator coils. Metal-safe and cleans and emulsifies even the most stubborn soils and deposits. Biodegradable. USDA approved. Great for microchannel coils.



**Nu-Brite®**  
4291-08  
The most effective coil cleaner available today. It foams, brightens, and cleans more effectively than acids, particularly in removing grease. Biodegradable. The liquid versions are USDA approved and NSF registered.



**Evap Foam® No Rinse**  
4171-75  
A high-performing, heavy-duty detergent. It is formulated with special surfactants and alkaline cleaners that have been developed into a foaming, no-rinse product. Ideal for use on most coils, but it is particularly suited for use on cooling or evaporator coils. The aerosol can be sprayed either right side up or upside down. NSF registered.



**Tri-Pow'r® HD**  
4371-88  
An outstanding general purpose coil cleaner, providing detergency and degreasing as well as deodorizing capability. Its positive emulsion technology is very effective against oily grime as it converts the deposits into a more liquid form that can be easily rinsed. Non-acid, non-toxic, and biodegradable. NSF registered. Great for microchannel coils.



**PurCool® Green Strips**  
61044  
Prevent slime, sludge, odors, and overflow of condensate pans. Time release formula adheres to pan and fully dissolves over time. Utilizes plant based suspending and dispersing action to keep drain pans clean and free flowing. Available for commercial, residential, and mini split applications. Lasts up to six months. Biodegradable and environmentally friendly. Will not harm aquatic life.



**PurCool® Pan Strips**  
61043  
Keep A/C and refrigeration condensate drain pans clean and free flowing. Prevent condensate drain clogs, costly overflows, and corrosion. Place anywhere in the drain pan where the strip will contact the condensate water and enjoy up to six months of economical protection. They adhere to the drain pan and will not float or move. Dissolves completely, leaving no residue. Safe for metal and plastic drain pans.



**Drain Solve**  
4165-24/4165-08  
Ideal for condensate pan drains. Drain Solve saves time and money with its ease of use. It eliminates application concerns associated with more reactive, fuming drain openers. Simply pour it down the drain and let it work without fear of noxious fumes or reactions. Does not contain sulfuric acid.



**AC Drain Sucker®**  
61038  
A/C condensate drain pan overflow is caused by slime and sludge that builds up and clogs the drain line. The A/C Drain Sucker quickly removes the clog and the excess water, resolving the overflow problem. The kit includes a PurCool® Green 3 ton tablet to provide months of preventive treatment and free flowing drains, as well as all fittings and hoses for suction or pressure applications.



**BI-POLAR**  
2400

Whole Home Air Purifier

### Highly Durable

Made in the USA with quality materials.

### BMS Connectivity

Can be monitored from a building management system.

### Installs Directly inside AC Units

Can be installed in almost any system ducted or not.

### Energy Efficient

Only uses 10 Watts of electricity.

### Easy Installation

In less than 10 minutes, it can be installed using the included screws, zip ties, or magnets.

### Multiple Mounting Options

Can be mounted in multiple directions using the included screws, zip ties, or magnets.

### Produces No Ozone

Produces a high concentration of positive and negative ions, without the production of ozone.

### Highest Output

Our 12 Kv output produces over 200,000,000 positive and negative ions per cm<sup>3</sup>.

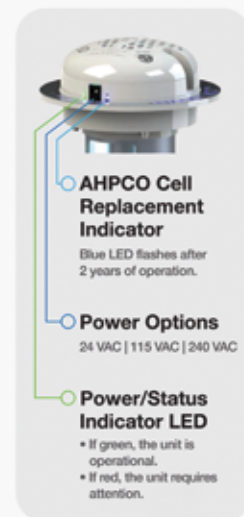
### No Replacement Parts

Gone is the day of constantly replacing filters or UV Lamps.



**NANO INDUCT™**

Whole Home Air Purifier



**AHPCO Cell Replacement Indicator**  
Blue LED flashes after 2 years of operation.

**Power Options**  
24 VAC | 115 VAC | 240 VAC

**Power/Status Indicator LED**  
• If green, the unit is operational.  
• If red, the unit requires attention.

### Two-Tube Linear Technology

Insulates UV lamp and protects against temperature fluctuations, humidity, and fractures.

### Easy AHPCO® Cell Replacement

Takes less than 5 minutes every two years.



### Long Life Coating

Doubles the lifespan compared to most UV lamps.

### Self-Protecting Ballast

Measures temperature & voltage fluctuations to ensure safety and longevity.

### Rotational UV Shield

Proprietary Rotational UV Shield protects the HVAC system from UV light.

### Highly Durable Polycarbonate

UV stabilized, V0 fire rated, polycarbonate.

### nano AHPCO® Catalyst

Proprietary blend of catalysts more effectively reduces contaminants.

### Energy Efficient & Environmentally Friendly

Only uses 13 Watts of electricity.

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- **You need products** – we have over 50,000 at our fingertips
- **You have questions** – our knowledgeable staff have the answers
- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

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