

TODAY'S A/C

& REFRIGERATION NEWS

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Refricenter Now Offering Fujitsu Unitary Product Line (see page 4)



RACCA Sporting Clays Tournament in Land O'Lakes Florida (see page B6)



Tropic Supply Hosts Fresh-Aire UV Training Webinars (see page 8)



ACCA/CF Apprenticeship Graduation in Longwood Florida (see page B10)

RGF® Environmental Group Is Helping America Get Back to Business



Jeff Schlichenmeyer
Publisher

Port of Palm Beach, Fla. (June 1st, 2020) – RGF® Environmental Group, Inc., a Florida-based environmental design and manufacturing company, is partnering with businesses nationwide in an effort to help them open their doors post-COVID 19. Businesses across America are installing RGF's REME HALO, an induct air purifier, to remove impurities such as viruses and bacteria from the air. RGF is proud to manufacture and supply this product to help businesses across the country provide a safer environment for not only their employees, but their customers as well.

CycleBar, the world's first and largest indoor cycling franchise, utilizes the REME HALO solution in various locations throughout the United States. "We are going to extreme measures to keep people healthy," said John Janszen, owner of multiple CycleBar studios in Ohio. "I don't understand how any business can run without a REME HALO; it should be mandatory."

REME HALOs and RGF's Microcon 600 HEPA filter units will soon be installed in several Lightbridge Academy locations, an early-childhood education day-

care and development center. RGF was eager to partner with this daycare network and many others, in an effort to help kids stay healthy and help their parents get back to work.

"Because parents trust us with their children, we take safety precautions extremely seriously," said Lightbridge Academy COO and President Gigi Schweikert. "As we look to the future and begin reopening more centers, we needed a solution we could rely on. We are looking forward to the REME HALO being installed in our centers so that parents will feel confident in our air quality and know that we are doing our best to get back to life post-COVID in the healthiest way possible."

Not only is the REME HALO being installed in gyms, daycares and restaurants – it is also being used in office buildings, public transit networks, government and military facilities, assisted living, hospitals and dentist offices nationwide. As front-line workers continue to risk their lives to keep us healthy and phase one workers start to open up America again, RGF is working to

keep their workplaces virus-free.

"You won't even know that this purification process is happening when you walk in the office, but rest assured it is," said Dr. Nick Ciardiello, DMD. "We are taking this very seriously and will do everything we can to keep our patients safe."



AHR EXPO Chicago Is On For January 2021

First and foremost, we want to thank the HVACR industry for its response and resilience during these unprecedented times. We are proud to see our industry professionals navigate with such dedication and expertise. AHR Expo has endured for almost a century, and we will pull through this pandemic together to celebrate another 100 years of strength in our industry.

We are nearly eight months away from our event in Chicago. With time to plan, learn and adapt, AHR Expo Show Management, our industry partners, endorsing organizations and industry colleagues are committed to hosting a safe event experience in January 2021.

The AHR Expo plays an essential role in bringing together the HVACR industry to experience products as they launch, offer demos for deeper understanding and networking opportunities for growth in both business and knowledge. We're looking forward to seeing you in Chicago as we regain our momentum. Until then, we wish you

continued business success in these challenging times.

The AHR Expo is the world's largest HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The Show provides a unique forum where manufacturers of all sizes and specialties, whether a major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The event is co-sponsored by ASHRAE and AHRI, endorsed by many industry leading organizations, and is held concurrently with ASHRAE's Winter Conference. Show Location and Dates: McCormick Place - Monday, Jan. 25, 10am – 6pm, Tuesday, Jan. 26, 10am – 6pm, and Wednesday, Jan. 27, 10am – 4pm.

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How to Salvage 2020 Profitability

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.

First, you **MUST** have profitability. Not profits. Not losses. Profitability. What's the difference? You can have profits one month and losses the next month. Or, profits one year and losses the next year.

You want to avoid swings between profits and losses. Profitability is continuous profits year after year. Profitability gives you the ability to generate the cash you need to survive and grow. Profitability gives you the ability to experience freedom to do the things you want. And, if you feel your business is a boat anchor around your neck, now is the time decide what you are going to do about getting rid of that boat anchor...Unless the anchor is mooring your boat near a place you want to be!

Here are the other two critical lessons learned:

You **MUST** save cash. Even though some of you got the PPP loans, it took two months to get them approved. You need at least three months of operating cash in a savings account at all times. How do you do it? Save a minimum of 1% of every dollar that comes in the door (and to rebuild your savings I suggest 2%).

What if you don't have the profitability to save cash? This means that your net profit per hour is negative or less than you could earn working at a fast food restaurant. First, increase your net profit per hour to at least minimum wage (and more if you can do it).

Once you determine the revenues you need for your minimum net profit per hour, increase revenues by an additional 2%. And, save the additional 2%.

Those of you with residential maintenance customers, put at least 25% of the revenues in a savings account (if you can do 100%, that is even better). Those of you with commercial maintenance customers, put at least 2% of the revenues from those customers' maintenance plans in a savings account.

No more than 20% of your revenues from one customer or one industry. One of my clients had 80% of his revenues from the restaurant industry. Then the

pandemic hit. No revenues. What did he do? He found companies who were still operating and got customers in those industries. This saved his company.

The same might be true if more than 20% of your revenues come from one customer. Suppose that customer goes bankrupt? Suppose one of your technicians really screwed up and you lost that customer? Spread your customer base around many, many customers.

Next we look at three easy to do marketing activities to generate revenue.

1. Go through your proposals, quotes and tickler files. One of my clients did this at the end of March when he let his dispatcher go due to the COVID-19 pandemic. He found \$80,000 in work. Yes, \$80,000 of work that people wanted done immediately. That saved many technicians from being laid off.

Even if a proposal is a year-old, contact that customer. There may have been many cooling proposals that you presented last year where the customer did nothing. Now is the time to get the customer to say yes. Be prepared to answer the question, "Is the price still good?"

From a service perspective, how many customers had a repair suggested late last summer where the customer said, "I'll take care of that next spring?" Hopefully you kept all of these recommendations in a tickler file. It's time to call the customer. It's work for the technicians.

2. Reactivate inactive customers. How many customers are in your database that have not done business with your company in 19 months to 5 years? It's time to contact them and give them a reason to do business with your company again. They have bought from your company in the past. So, there is some trust and familiarity.

Your promotion might be a \$25 off coupon on a repair (good through a specific date) or a repair vs. replacement question postcard or a special price on a

spring maintenance through a specific date.

In more than 30 years I've never had great success trying to market maintenance with the exception of putting a maintenance article in each newsletter you send. If a customer sees many newsletters he sees many articles about the importance of maintenance. At some point, if he is not a maintenance customer, he probably will inquire about it. However, it takes time.

3. Have a contest. It's much more fun if you don't have to think up all the ideas yourself. Have a contest with the whole company. Determine the decrease in revenues for the past two to three months. That should be the basis for the contest.

For example, if you lost \$250,000 in revenues during the pandemic shutdown, and your normal budget for May through August is \$1,500,000, the company needs to generate \$1,750,000 for May through August.

How can that happen? What can the company do to achieve this new revenue goal? Most of your employees probably won't get profit. So, keep it on the revenue level which can easily be tracked.

Let everyone come up with ideas. Put the needed revenues on a chart where everyone can see them. Break the total into weekly goals. Weekly reporting keeps everyone enthused and excited about meeting the goals. It could be as easy as increasing maintenance enrollments, increasing closing rates on sales, or increased referrals. And, everyone who recommends a sale that closes should get some monetary incentive for doing it.

Assuming the company meets the new budget, you will take everyone out for a steak dinner (or other dinner at a great restaurant in your area). This assumes the restaurants will be open! And, you need to invite spouses and significant others as well as pay for the babysitters where necessary. This should be a fun evening for everyone without having to worry about paying for a babysitter.

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Refricenter International Now Offering Fujitsu Unitary Product Line

Fujitsu General America is proud to announce that Refricenter International is now offering Fujitsu Unitary products in the southeast Florida market from the Florida Keys through St. Lucie County. Refricenter International has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies. Refricenter is a trusted name among South Florida contractors. They pride themselves on maintaining a well-stocked inventory, so when you come into one of their stores you will always find what you're looking for.

One of the most important criteria for Fujitsu, when choosing authorized distributors for a given region, is the distributor's policy regarding stocking ample warranty parts. Refricenter shares that focus and stocks original factory warranty parts in all of their stores. Their stated objective is to avoid their customers the headache of having to wait for warranty parts or maybe be forced to drive across town where the part is in stock,

i.e., Refricenter has a laser-like focus on customer service. These factors coupled with an experienced sales staff will help facilitate any special requests, no matter how big or small.

Shawn Hill, Fujitsu SE Region Sales Manager, stated, "I've had the privilege of working with Refricenter in the past and am again excited to be supporting their efforts in rolling out the Fujitsu Unitary Product line to their customer base. They are a first-class organization who strives to provide outstanding customer support before and after the sale".



Fujitsu General America offers a full line of Unitary products that include 1.5 through 5 ton split system straight cool and heat pump systems from 14 SEER up to 20 SEER, a full line up of 80% and 90%, gas furnaces, 2 through 5 ton residential package units, 6 through 20 ton commercial split systems and 6 through 25 ton packaged products.

For more information, please visit www.Fujitsu-General.com or www.Refricenter.net

AccuAir Announces New, Redesigned Website



www.accuaironline.com homepage

AccuAir Inc., Bard's Engineered and Applied HVAC Sales Representative and Florida Distributor, is proud to announce the launch of their new and redesigned website.

AccuAir's new website has been expanded to include detailed product information for educational, telecom, and commercial markets that they serve.

Also, the website includes several recent, successful projects with photos for these markets as well as a new page of TECHNOTES – Informative and Useful Technical Articles, and ABOUT – that introduces the AccuAir technical sales team that describes how they support their customers on their HVAC projects.

AccuAir has state wide sales coverage from Tallahassee to Miami and specializes in HVAC Engineered/Applied product. AccuAir Inc. is your Plan and Spec Go-To-Market Specialists with a proven track record of over 25 years in business.

Their experienced and knowledgeable team consist of sales professionals who are Engineers and ASHRAE members. The service department personnel are EPA Certified and HVAC installation experienced. AccuAir also has a dedicated, professional semi-truck driver with a company truck and trailers for local deliveries. Please visit AccuAir's new redesigned website at www.accuaironline.com



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RGF® Introduces the Guardian Halo™, an Entire Body Passive Detection and Sanitizing System

Port of Palm Beach, Florida (May 26, 2020) – RGF® Environmental Group introduces the Guardian Halo™. An entire body passive detection and sanitizing system for the office, factory, retail stores, restaurants, medical facilities, transportation modes, schools and food processors.

The walk-through arch includes eye, hair, and skin safe 360-degree UV high energy lights and a sanitizing Photohydroionization® (PHI) fog. This is based on hydro peroxides and silver ions that are activated by the UV energy. RGF's patented PHI-cell® technology has a long and well validated history of killing MRSA, H1N1 (Swine Flu), Avian Influenza, Picornaviruses, TB, mold, C. Diff. and Staph to name a



few. PHI or Photohydroionization® was first developed by RGF in the early 1990s and to date over 4 million PHI-Cells® are safely in use in over 60 countries.

The Guardian Halo also includes an auto thermal imaging camera for body temperature. When it detects a high temperature, the Guardian Halo will light up red. In addition, an optional alcohol sniffer, which when it detects alcohol will activate a yellow light.

Once inside the unit, the fog sanitizes your exposed skin, clothes and the bottom of your shoes.

This unit is a prototype built for third party efficacy testing and safety testing. Production is scheduled for later this year.

Ritchie Introduces The YJack™ Series

A network of devices that form a new platform offering a total HVAC/R diagnostics solution



BLOOMINGTON, MN (April 7, 2020) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the YJACK™ Series of Low Energy Bluetooth® (BLE) sensors.

These sensors include a temperature clamp, temperature strap, psychrometer (YJACK DEW™) and repeater/range extender (YJACK PATH™). All YJACK™ products are the perfect complement to the P51-870 TITAN® series of digital manifolds, or they can operate independently. They can communicate directly with any P51-870 TITAN®, a smart device or BOTH. The user can measure system pressures and temperatures, while monitoring the temperature, relative humidity, wet bulb, and dew point at the supply and return registers.

The YJACK PATH™ allows for those measurements to be taken up to 2400 feet away from the P51-870 TITAN® and Smart device. The YJACK™ sensors are sold separately or in two kits. Visit www.yellowjacket.com for details.

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. For more information, please call (952) 943-1333 or visit our website at www.yellowjacket.com.

AHRI Files Motion to Intervene in Support of DOE Process Rule

Arlington, Va. — AHRI, joined by the Consumer Technology Association and the Association of Home Appliance Manufacturers, today filed a motion with the U.S. Court of Appeals for the Ninth Circuit to intervene on the side of the Department of Energy (DOE) in a lawsuit filed by the Natural Resources Defense Council against a rule issued earlier this year governing the Department's rulemaking procedures.

The Procedures for Use in New or Revised Energy Conservation Standards and Test Procedures for Consumer Products and Commercial/Industrial Equipment rule, more commonly known as the Process Rule, outlines rules that DOE must follow when it develops new or updated energy conservation standards. AHRI has been consistent in its support for an updated Process Rule, as the current version was cre-

ated in 1996 as non-binding guidance, which resulted in its being inconsistently followed by DOE.

"The procedures outlined in the Process Rule will bring much-needed modernization to the DOE rulemaking process, including making them binding on the Department, which is why manufacturers feel strongly enough to intervene in this lawsuit," said AHRI President & CEO Stephen Yurek.

"We would have preferred for the plaintiffs to dedicate their efforts to working with DOE and industry to use the improved Process Rule to develop energy-saving regulations. We are disappointed by their choice to litigate, and we are intervening to represent our members' interests and to support what is ultimately a deliberative and thoughtful rule," said Caroline Davidson-Hood, AHRI General Counsel.



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Trade Talk:

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



Endeavor To Persevere

Who ever thought that the American Economy could be shut down? It is safe to say that the current crisis is like no other faced by business owners in the past. Even though, our business is weather driven, there are still many obstacles that present itself.

The greatest concern for most business owners is how am I going to pay my bills this month. Now is the time for when the going gets tough, the tough get going. It's called "Endeavor to Persevere."

But what does "endeavor to persevere" really mean? Well, endeavor is defined as to exert oneself to do or effect something; make an effort; strive. And persevere "to persist in anything undertaken; maintain a purpose in spite of difficulty, obstacles, or discouragement."

The best way to put it is by a poem by George Wootton:

When best-laid plans have fallen to waste
 and frustration abounds in their former place,
 when failure looms with doubts and fears
 we must endeavor to persevere!

When dreams are shattered and hopes are dashed,
 goals upon the shoals have crashed,
 when gladness is but a memory dear
 let us endeavor to persevere.

When sons and daughters from God rebel
 and the paths they follow lead straight to hell
 your fervent prayers God does not hear
 pledge to endeavor to persevere.

When wracked with pain, our body worn,
 youth is spent, don't be forlorn,
 a better day is growing near
 while we endeavor to persevere.

When all is lost, life's' cupboard bare,
 and seems like even God don't care,
 His grace is sufficient in the trials and tears,
 still we endeavor to persevere.
 This present life is hard at best
 but we must strive to complete the test
 for our redemption draweth near
 as we endeavor to persevere.

A restful home for us awaits,
 we long to enter heaven's gates,
 the promise of peace and never a tear
 if we endeavor to persevere.

Christ Himself will take our hand
 and guide us through this beautiful land,
 the saints will tell us they're glad we're here
 and that we endeavored to persevere!

Wow!
 The key word here is "Stickability!"
 The weather has changed for the better and we
 just have to stick it out.

Until next time.

Tommy Castellano

Tropic Supply Hosted Fresh-Aire UV Zoom Training Webinars



On Thursday, May 14, and Thursday May 21 at 3pm, Tropic Supply hosted two Fresh-Aire UV Zoom training webinars.

In the first informative webinar, Nick Vosburgh from Fresh-Aire UV discussed tools to help contractors sell IAQ at the kitchen table without coming across as an opportunistic seller during a pandemic. The webinar revealed how to grow your IAQ product sales year-round. Other topics included:

- The importance of IAQ (outside of the pandemic)
- Building requirements that create a need for IAQ
- The components that make up bad IAQ
- How to solve poor IAQ in a home

The second informative webinar was similar, but focused on the the tools to help contractors sell commercial IAQ without coming across as an opportunistic seller during a pandemic. Again the webinar revealed how to grow your Commercial IAQ product sales year round. Additional topics included:

- The importance of IAQ in a commercial environment (outside of the pandemic)
- Building requirements that create a need for IAQ
- The components that make up bad IAQ
- How to solve poor IAQ in a commercial setting
- Product overview of solutions to improve IAQ in a commercial setting

Nick Vosburgh currently owns and operates Value Oriented Sales (VOS) which is a rep agency covering the state of Florida. Please check www.tropicsupply.com for upcoming training events.

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New Modine Website Improves Accessibility And Support For Residential And Commercial Contractors

Racine, Wis. – May 20, 2020 – Modine Manufacturing Company (NYSE: MOD), a leader in technology in the HVAC industry, has launched a new website that enhances the user experience with improved functionality and intuitive navigation and additionally provides quick access to information about Modine's extensive line of top-rated products for commercial and residential customers.

"The entire website was rebuilt and redesigned to be more responsive and dynamic," said Kimberly Raudenz, marketing manager for Modine. "The new site meets user expectations and provides a seamless experience that showcases Modine and the products we offer. We've improved every aspect of the site, from the way it looks to how it's organized and how it operates."

The new upgraded www.modinehvac.com includes: Improved search function - Updated, easier to find information about Modine's products and where to buy them - A robust library of product documents - Streamlined organization and navigation that groups Modine products according to market and product types, making it easier for customers to find what they're looking for. For more information, visit <http://www.modinehvac.com>.

New Industry Alliance Transforms How HVACR Technicians are Trained

The Refrigeration Service Engineers Society (RSES) and the ESCO Institute have created a new alliance that will revolutionize how HVACR technicians are trained.

The organizations have signed a Memorandum of Understanding (MOU) under which the organizations have agreed to collaborate to improve the technical competency of the HVACR industry. Each organization currently is striving for the same goals but have each been doing so only addressing part of the industry. Through this collaborative effort, they are creating a cradle-to-grave educational pathway for the HVACR Industry.

"ESCO and RSES have independently worked toward this shared goal for many years now," said RSES Executive Vice President Lori Schiavo. "Together, we are stronger, as we share the same goal of ensuring that this great industry is maintained by the very best students, technicians, facility managers and contractors who are learning, continuing to learn and are already in the field making a difference each day. What better way to 'feed the RSES Member stream' of properly educated individuals who will be running the show in the next few years than to affiliate with an organization that has long

had its finger on the pulse of the very system that molds these individuals from students to qualified professionals. We look forward to what the future holds for us and our respective customers."

Renee Tomlinson, Executive Director of ESCO Institute added, "ESCO and RSES share a common goal of educating the industry. While each organization has a slightly different focus, the amalgamation of the talent and resources of these two organizations in the various areas of overlapping efforts could lead to producing a more unified, skilled and stronger industry."

ESCO Institute and its affiliates have long been known as the industry leaders to improve the technical education process for the future workforce. Similarly, RSES has been helping the current workforce improve their skills for over 80 years. Creating an alliance between these organizations establishes a transitional pathway throughout each stage of ones HVACR career (student, apprentice, journeyman, instructor). In doing so, the needs of the HVACR industry will be better served, making changes in how technicians are trained, which will result in stronger outcomes.

Several initiatives are currently underway which will be announced in the coming weeks.

RSES is the world's leading education, training and certification association for heating, ventilation, air conditioning and refrigeration professionals. RSES credentials include its Active Specialized Member, Certificate Member and Certificate Member Specialist categories, as well as one of the largest EPA Section 608 certification programs in the industry. Founded in 1933, RSES is a non-profit organization with chapters in the U.S. and Canada, as well as affiliate organizations worldwide. For more details, call 800-297-5660, email general@rses.org or visit www.rses.org.

ESCO Institute and its affiliate organizations, which include HVAC Excellence, Green Mechanical Council, Carbon Monoxide Safety Association, work to improve competency in the HVACR industry. To accomplish their goals, they offer; student outcome assessments, portable and stackable credentials (progressive levels of certification), curriculum, elearning, programmatic accreditation, and professional development. For more information, call 800-726-9696, email customerservice@escogroup.org or visit www.escogroup.org.



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Message from FRACCA President Rick Sims



Florida is back open for business. Except for a few local restrictions, the lockdown has been lifted. As I write, we have entered phase one of the governors reopening plan. Florida has done extremely well as opposed to other areas of the country. We beat the dire health predictions for our state and we are in good position as we reopen. We are cautious, but anxious to return to some normalcy.

How deeply you have been affected by the shutdown depends upon the segment of the HVAC market in which you primarily focus. New construction has carried on without much restriction. HVAC contractors who specialize in service to hospitality and food services are seeing wide sweeping change that will take longer to reconcile. Although the governor is allowing public restaurants to operate, patrons are returning slowly and cautiously. The hospitality and culinary industries are facing major disruption. Contractors serving those segments likely have more challenges yet to overcome. HVAC contractors who primarily serve the residential sector appreciate that the lockdown has

forced people home where our services are needed. We are grateful to be providing home services at a time when Floridians focus on their quality of life in their homes. Florida's HVAC contractors have found innovative ways to work safely amid the pandemic.

Some HVAC contractors have successfully secured SBA PPP loans and are busy working through the documentation, timelines and rules for loan forgiveness. Contractors who did not borrow from the SBA need to prepare for tax provisions created to minimize damage caused by the shutdown. All HVAC contractors are touched by changes that were not planned going into 2020. Expect to see new educational programs from FRACCA to help you navigate through it. Your taxes have changed. Previous tax experience is less relevant this year. FRACCA can help you prepare for the new reality for taxes.

Politicians claim to be surprised when the IRS announced that certain SBA PPP dollars will be taxable and say that they never intended this outcome. Marco Rubio and others put together the Small

Business Protection Act to correct the problem. FRACCA joins ACCA in supporting this measure; it is likely that FRACCA has contacted you directly to inform you and solicit your assistance in supporting this measure. The act has bipartisan support as we hope that it does not get tied up with more controversial proposals that could hold it back. HVAC contractors who received SBA PPP funds will want to watch this closely.

FRACCA was already expanding HVAC apprenticeship programs across the state when this all began. Those formulating new training programs have proceeded using remote communications to work through challenges and will be ready to roll out the new programs as soon as feasible. Our established apprenticeship programs have been forced to find innovative ways for our students to complete their training while keeping them safe from infection. Our hats go off to all our volunteers, instructors and administrators who have worked tirelessly through these challenges. Even as we work to complete the 2020 school year, we see new opportunity in the availability of displaced workers from other industries. As displaced workers seek stable employment going forward, HVAC continues to be an excellent industry for employment. We can help reduce the unemployment rate in Florida. We plan to bring in new talent from many other industries and train them in HVAC. FRACCA was already working hard to expand our work force; we are eager to take advantage of Florida's high unemployment rates to help fill the talent gap going forward.

Emerson Offers Free Online Learning Programs to Support HVACR Industry

ST. LOUIS, May 18, 2020 – Emerson (NYSE: EMR) announced it will support customers during the worldwide COVID-19 outbreak by offering free online courses through the remainder of 2020. The most up-to-date information on Emerson products including Copeland compressors for air conditioning and refrigeration applications as well as refrigeration equipment will be available online.

"We realize that our customers in the HVACR industry are undergoing tremendous disruption during this global pandemic," said Brad Thompson, Director, Technical Services. "In many cases, they are working with fewer personnel and making big changes to the way they are accustomed to doing business. Encouraging our customers to continue their professional education during this challenging time is one way we can help them to adjust to their changing circumstances."

One of the free learning plans highlights the new Copeland™ ZPS*K6/KC two-stage scroll compressor, including product application, basic operation, device layout and connections and resources for product support. Training is available at www.education.emerson.com. Other contractor training can be accessed at <https://climate.emerson.com/en-us/training-support/contractor-resources>.

Free online training will be valuable to contractors, wholesalers, end users and original equipment manufacturers (OEMs) who want to stay up-to-speed on new HVACR technologies. In addition to the course described above, the following learning plans and associated courses will be available: *Walk-In Refrigeration Learning Plan - Condensers Learning Plan - Refrigeration Rack System Learning Plan - Refrigeration Showcase Learning Plan - Bottle Cooler Learning Plan - Compression: Copeland™ Compressors, Condensing Units, Valves, and System Protectors Learning Plan - Copeland™ ZPS*K6/KC Two-Stage Scroll Compressor Learning Plan - Emerson Electronics and Solutions Learning Plan - Dixell™ Learning Plan - Cooper-Atkins™ Learning Plan - and Emerson Enterprise Learning Plan.*

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ASHRAE Offers COVID-19 Building Readiness/Reopening Guidance

ATLANTA (May 7, 2020) – The ASHRAE Epidemic Task Force has developed guidance on mitigating potential health risks during reopening of buildings closed during the COVID-19 pandemic.

“We have reached a time where planning for a safe return to normal activities has become a priority,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “Safe operation of HVAC and building water management systems are critical components of building readiness and reopening, and ASHRAE’s resources provide a framework for developing plans in a variety of building types.”

ASHRAE’s recommendations for reopening buildings are outlined in the frequently asked questions section of its COVID-19 Resources webpage. Recommendations for building readiness and reopening include the following:

1) Create a strategic plan prior to opening a building. The plan should include measures to make occupants feel safer, ensuring supply chain for critical items such as filters and communication plans for building support and safety measures for occupants.

2) If the building opening takes place when Personal Protective Equipment (PPE) requirements are still in place, ASHRAE’s Occupancy Guides can be referenced to deal with functioning buildings during the epidemic.

3) Review HVAC programming to provide flushing two hours before and post occupancies. This includes operating the exhaust fans as well as opening the outside air dampers. For buildings without the capacity to treat large quantities of outside air and when outside air conditions are moderate, open all windows for a minimum of two hours before reoccupation.

4) Ensure that custodial scope includes proper cleaning procedures built from EPA and CDC guidance on approved products and methods:

- Disinfect high-touch areas of HVAC and other building service systems (e.g. on/off switches, thermostats)
- Disinfect the interior of refrigerated devices, e.g. refrigerators, where the virus can potentially survive for long periods of time.

5) Run the system on minimum outside air when unoccupied.

6) Garage exhaust, if any, should run two hours before occupancy.

“Key elements of a strategy to limit the spread of the COVID-19 virus are to perform needed heating, ventilating and air conditioning (HVAC) system maintenance, including filter changes, and to run HVAC equipment, prior to re-occupancy,” said ASHRAE Epidemic Task Force chair, ASHRAE Environmental Health Committee voting member and 2013-14 ASHRAE Presidential Member Bill Bahnfleth.

A decrease in water usage in buildings closed or with limited access during the pandemic can increase the risk of bacteria growth in building plumbing and associated equipment. Facility managers and building owners can help mitigate the risk of waterborne pathogens, such as Legionella bacteria, the cause of Legionnaire’s disease, by developing a water management plan. ANSI/ASHRAE Standard 188-2018, Legionellosis: Risk Management for Building Wa-

ter Systems establishes minimum legionellosis risk management requirements for building water systems.

“ASHRAE’s building readiness guidance empowers building owners with resources and practical guidance for safer operation of HVAC systems as we cautiously transition into a post-COVID-19 world,” said ASHRAE Epidemic Task Force chair of Building Readiness guidance Wade Conlan.

The task force also recommends guidance released in the newly updated ASHRAE Position Document “Infectious Aerosols” as well as the Emerging Issues Brief.

For extensive resources and strategies on safe building reopening, visit ashrae.org/COVID19. For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on LinkedIn, Facebook, Twitter and YouTube.

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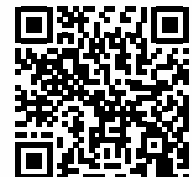
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ACCA Welcomes 2020-2021 Board of Directors

Arlington, VA (May 6, 2020) - The Air Conditioning Contractors of America (ACCA) announces the installation of the 2020-2021 Board of Directors and Officers.

Eric Knaak of Isaac Heating & Air Conditioning in Rochester, NY, passed the leadership of the ACCA Board of Directors to Lanny Huffman of Hickory Sheer Metal Co., in Hickory, NC. "Due to the devastating impact of the coronavirus, Lanny has unceremoniously taken over as Chairmanship of ACCA and will be our leader going into 2021, and we couldn't be in better hands," says Knaak. "Following tradition, we would have presented Lanny at the ACCA 2020 conference, but because of these unfortunate circumstances, we have been forced to welcome Lanny through e-mail, social media, and every other form of communication."

Reflecting on his tenure as the 2019-2020 Chairman, Knaak highlighted numerous workforce-related initiatives under his leadership, including ACCA's Pledge to America's Workers campaign. "Having and obtaining the best talent is a must, and to do that, providing workforce development opportunities is a necessity in today's changing climate. The Pledge to America's Workers campaign reminds and inspires contractors to take the extra steps needed to maintain excellence."

Huffman stated that in his new role, he is looking forward to growing ACCA's membership. "With ACCA's strategic plan in place, we have an opportunity to be more proactive and provide even more opportunities to support and best serve our members." Huffman also shares, "building our bridge with allied contracting organizations as well as state and local contracting organizations is also a priority. A big focus of this renewed partnership will be on advocacy tools, online training, and content that can be shared nationwide."

Serving alongside Huffman on the Executive Committee are; Eric Knaak, Isaac Heating & Air Conditioning, Rochester, NY, immediate past chairman; Brian Stack, Stack Heating & Cooling, Avon, OH, senior vice chairman; Keith Paton, Ivey Mechanical, LLC, Kosciusko, MS, secretary/treasurer; David Boelcke, Boelcke Heating & Air Conditioning, Stevensville, MI, vice chairman; Dan Foley, Foley Mechanical, Lorton, VA, vice chairman; and Steven Pape, Pape Service Co., Desoto, TX, vice chairman.

Directors on the 2020-2021 Board, not

serving on the Executive Committee are; Linda Couch, Parrish Services, Inc., Manassas, VA; Tim Cropp, CroppMetcalf Services, Fairfax, VA; Craig Elliott, NICE Home Services, Springfield, VA; Louis Fuentes, Air Conditioning Guys, Inc., El Centro, CA; Vince Gillette, Gillette Air Conditioning Company, Inc., San Antonio, TX; Martin Hoover, Empire Heating and Air Conditioning, Inc., Decatur, GA; Matt Marsiglio, Flame Furnace, Warren, MI; Eddie McFarlane, Haller Enterprises, Inc., Lititz, PA; Rob Minnick, Minnick's, Inc., Laurel, MD; Cody Novini, SoCal Airflow Pros, Mission Viejo, CA; and Jen Pierce, Clay's Climate Control, LLC, Linwood, NJ. ACCA is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the indoor environment and energy services community. Our member firms are the nation's most professional contracting businesses, serving residential and commercial customers in every state.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 851,939 units in March 2020, up 4.7 percent from 813,605 units shipped in March 2019. U.S. shipments of air conditioners increased 6.1 percent, to 546,992 units, up from 515,353 units shipped in March 2019. U.S. shipments of air-source heat pumps increased 2.2 percent, to 304,947 units, up from 298,252 units shipped in March 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.8 percent, to 1,950,971, up from 1,861,009 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 6.0 percent, to 1,181,000 units, up from 1,114,034 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 3.1 percent, to 769,971, up from 746,975 units shipped during the same period in 2019.

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Valdosta	(229) 244-1313
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Charlotte	(704) 588-5050

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Hendersonville	(828) 692-7863
High Point	(336) 889-5850
Morrisville	(919) 415-1665
Raleigh	(919) 821-9690
Salisbury	(704) 638-9978
Shelby	(980) 404-6006
Wilkesboro	(336) 844-7029
Wilmington	(910) 452-3313
South Carolina	
Charleston Heights	(843) 554-8010
Columbia	(803) 779-8520
Greenville	(864) 233-1300
Myrtle Beach	(843) 626-2288
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Tennessee	
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Jackson	(731) 423-2100
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HVAC AND COVID-19: GO AHEAD, MAKE MY DAY

YOU HAVE TO ASK YOURSELF ONE QUESTION: DO I FEEL LUCKY?

article by
Andrew C. Ask, P.E.



Andy Ask: An Interview with Lew Harriman

In *Magnum Force*, Dirty Harry said that he doesn't fight bad guys anymore. So this month we are bringing in LEW HARRIMAN, a long-time ASHRAE tech committee member who has suggestions for fighting COVID-19 using science. Lew is Emeritus Director of Research at Mason-Grant Consulting in Portsmouth, NH. "Emeritus" means you've retired after doing something well for a long time. Even though he's a short old guy with glasses, Lew stands tall globally in the indoor environment community.

So I asked Lew: "Since the virus is only 120 nanometers wide, just 1/25 the size of the 3 micron-size particles that a MERV 14 filter is rated for— would filters really help at all for COVID-19? His answer was a little longer than I expected, and includes lots of other advice:

"Filters? Well I wouldn't recommend bringing a knife to a gun fight. No HVAC improvement is going to make much of a difference compared to what we know really works. The evidence is clear: stay out of large groups, wear a mask and stay at least 6 ft away from everybody else. If you don't do all of those things, there's no use improving the HVAC; you're going to catch COVID-19 and then you'll give it to others. Wearing masks plus social distancing works. For example, as of May 22nd Taiwan, with its Florida-size population of 23 million people and its early national requirements to wear masks and stay out of large groups, has reported seven (7) confirmed COVID-19 deaths compared to 2,190 confirmed deaths in Florida. (<https://Worldometers.info>)

That said, we can improve HVAC systems so they don't add to the COVID-19 problem and may help. ASHRAE's consensus is here (https://bit.ly/ASHRAE_Guidance). Of course advice from any consensus of experts is always rather general. So after reading through dozens of relevant research reports and advice from trustworthy organizations including ASHRAE, here's what I'd personally suggest for HVAC pros:

- Use more ventilation air to dilute concentration of infective aerosols - Provided the system capacity will allow more outdoor air.

- Upgrade filtration to at least MERV 13 to reduce risk of recirculating aerosols that may be infective - Provided the system can be modified and that a professional is doing the mod.

- Install and operate wall-mounted "upper air" UVC disinfection where you can, especially where groups must gather.

- If you want to try electronic, duct-mounted equipment advertised as germicidal, insist that the supplier provide 3rd-party certification that the device meets the requirements of UL 2998 (Claim Validation for Zero Ozone Emissions).

Now, about filtration. As I understand the capture of ultrafine particles like small droplets or clusters of viruses, it's not as straightforward as particle diameter v. MERV rating. Filters have a "U-shaped" capture curve: i.e., better capture efficiency for particles that are either smaller than—or larger than—3 micrometers. Capture efficiency of 3µm particles is the "worst case." At 3 µm, neither the surface attraction (smaller particle capture mechanism) nor physical entrapment (larger particle capture mechanism) is working well. So any filter traps a smaller percentage of those 3µm particles. BUT... it still captures *some* percentage of those particles. Plus, at the smaller particle sizes (viruses) there's probably a "better-than-3µm" capture efficiency. And in fact, recent research identified viral RNA on filters after use. So they must be stopping some percentage of the little guys. On the other hand, our usual filter racks limit filtration effectiveness as much or more than the MERV rating So if you want to upgrade central system effectiveness, make the filter edges more air tight to the rack. (Perhaps compressible foam weather stripping might help.)

My question is; why isn't everybody using portable HEPA's? Portable HEPA filters in houses of vulnerable people are a very good idea. And especially a good idea in bedrooms overnight (longest exposure), e.g., nursing home rooms and rooms where infected people must live with non-infected people, or who have non-infected caregivers making occasional visits.

Now about viruses, my understanding is that the corona family is astonishingly infectious but actually

fragile, coated with a not-very-durable shell of lipids (fats). That's why soap and hand washing and detergent washing of clothes and surfaces are so effective. In a matter of a few seconds (20, to be sure of the reaction) detergent simply pulls the exterior membrane apart, leaving the RNA without either protection or any means of attaching to and entering a cell.

Also, UVC (Not UVA or UVB) destroys viral RNA in a matter of seconds—provided that the light flux of the UVC is high enough at the surface of the virus. The research shows that using UVC is very effective when the UV power is high and the virus stays near a high-power lamp for at least seven seconds. The 2008 guidance from the Centers for Disease Control recommends an average UV power density between 30 and 50 µW/cm² along with air velocity below 400 fpm. Disinfection of air using wall-mounted "upper air" UVC light fixtures has worked really well in clinics and homeless shelters. (Lamp power of 0.2 W/ft³ of the volume of the upper air zone.) Personally, I think we should be using upper-air UVC light fixtures in any space where people gather in groups: waiting rooms, hotel lobbies, conference rooms, restaurants, auditoriums, theaters, supermarkets, classrooms, common areas in nursing homes, etc.

Inside HVAC systems, perhaps UVC can be useful for more than keeping coils clean (a terrific application). Research has shown that UVC can effectively inactivate viruses in air flowing through ducts as well—provided that a reliable, high-power UVC fixture is installed in some part of the system where the air velocity is below 400 fpm. But it might be tough to find such a low-velocity location in many duct systems."

So as I summarize Lew's advice; maybe HVAC system mods could be helpful, but probably not as helpful as portable HEPA filters and wall-mounted upper-air UVC fixtures. And just like he'd bring something more effective than a knife to a gun fight, Lew suggests wearing a mask, keeping your distance and not partying in groups instead of hoping HVAC improvements will keep you safe. Unless of course as Dirty Harry suggested, you might be "...feeling really lucky today." To learn more please go to masongrant.com

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Regal Launches Regal® Perceptiv Intelligence

BELOIT, Wis., May 6, 2020 — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, announces the launch of Regal Perceptiv intelligence.

Regal Perceptiv intelligence is a new way of using and interacting with Regal products and services. It is hardware, software and “humanware.” Perceptiv intelligence is an interconnected matrix of smart, digital solutions that have the potential to empower customers when engaging with Regal, in order to maximize equipment reliability and plant production.

Regal Perceptiv intelligence provides an array of customizable solutions to meet specific customer needs. Regal’s services team provides on-site and off-site diagnostics, customized monitoring solutions, and smart products that connect to a facility’s current infrastructure. Augmented reality tools and cloud-based solutions allow monitoring from a smartphone, tablet, laptop or computer.

Regal Perceptiv intelligence also delivers enhanced web-based and mobile-friendly tools to easily find Regal product information seamlessly with online product catalogs, 3D CAD drawings, selection tools, mobile apps and QR codes on products.

“Regal Perceptiv intelligence is a culmination of Regal’s work to bring easy-to-use connected products and predictive diagnostics with 24/7 monitoring to fit a customer’s specific needs,” said Louis Pinkham, Chief Executive Officer, Regal Beloit Corporation. “By leveraging digital technology to simplify the customer’s journey — including product identification, ordering online, installation services and predictive diagnostics — our customers can maximize uptime and reduce maintenance costs.”

With Regal Perceptiv intelligence, companies have access to Regal’s easy-to-use tools, off-the-shelf connected products and customized solutions. For more information, visit www.regalbeloit.com/brands/perceptiv

ASHRAE Virtual Conference: 92 Technical Sessions for \$99

ATLANTA (May 12, 2020) —ASHRAE is responding to these extraordinary times with extraordinary measures, including a four-day live virtual event at a significantly reduced registration fee. The 2020 ASHRAE Virtual Conference is structured to allow participants from all over the world to take advantage of the Society’s strong technical content.

The virtual conference will include 90+ technical sessions, updates from Society leaders, and virtual networking events. Technical sessions will be available starting June 22, with conference activities and additional live sessions addressing the latest information relating to the COVID-19 pandemic taking place daily starting June 29 and continuing through July 2. Conference registration is now open at ashrae.org/2020virtual.

“While we realize that there is no substitute for the special level of interaction that face-to-face conferences provide, we are excited to present this unique format for our members to interact, collaborate and

learn,” said 2019-20 ASHRAE President Darryl K. Boyce, P.Eng. “The unprecedented challenges of this year’s pandemic have afforded us a great opportunity to further our reach and level of engagement in a meaningful way to professionals from across the globe.”

The cost to attend the virtual conference is \$99 for ASHRAE members (\$329 for non-members, which includes an annual ASHRAE membership).

“The traditional tech-heavy and diverse topics of the onsite technical program is maintained and enhanced by interactive elements and sessions suited for the virtual environment and a worldwide audience,” said Bing Liu, conference chair. “Literally hundreds of opportunities will be in place for attendees to interact with speakers during the Q&A session via a live chat with session speakers. Every day the virtual conference will feature several live sessions to highlight hot topics and COVID-19 related topics as well.

To learn more and to register, visit ashrae.org/2020virtual.

American Residential Services (ARS) Network Of Brands To Recognize Healthcare Heroes With Home Services Makeovers Across 24 States

MEMPHIS, Tenn. — May 13, 2020 — Honoring healthcare workers on the frontlines of the COVID-19 crisis, ARS, one of the nation’s largest providers of air conditioning, heating and plumbing services, announces its ARS Cares Healthcare Heroes program. Rewarding HVAC systems and water heaters to more than 70 recipients in 24 states prior to the start of this summer, the program is an extension of ARS Cares, which provides a new system to deserving homeowners suffering without heat, A/C or water heaters.

Requesting submissions from the general public to identify healthcare workers in need of a new HVAC system or water heater, individuals can make nominations for the ARS Cares Healthcare Heroes Program via ars.com/ars-cares.

“Everyday thousands of healthcare workers are confronting COVID-19, putting others first and making tremendous personal sacrifices,” said Luis Orbegoso, President and COO of ARS. “Our brave healthcare workers deserve to have their homes be an environment in which they can recharge. The Healthcare Heroes Program will help to ensure those most deserving of appreciation are receiving a new HVAC system or water heater to make them as comfortable as possible during this stressful time.”

Open immediately, the nomination period will close on Friday, May 29. ARS’s national network of brands will then select the recipient in each market and complete installation of the new system the week of June 8.

The ARS Cares initiative was launched in 2016 to cultivate positive relationships with communities where we live, work, and play. Since that time, more than 90 home services makeovers have been completed, donating more than \$500,000 of HVAC systems and water heaters to deserving recipients. To learn more about ARS Cares and view official Terms & Conditions, visit ars.com/ars-cares.

Based in Memphis, Tenn., privately-owned ARS operates a network of more than 70 locally-managed service centers in 24 states, with approximately 7,000 employees. As an Exceptional Service Provider, the ARS Network serves both residential and light commercial customers by providing heating, cooling, indoor air quality, plumbing, drain cleaning, sewer line, radiant barrier, insulation, and ventilation services. Providing exceptional service and ensuring the highest standards of quality, ARS has the experience to do any job right — the first time, with all work fully guaranteed. ARS: “Making it work. Making it right.”

FRACCA Legislative Report Post 2020 Session

The 2020 Legislative Session finished with 210 bills passing both chambers. Most of the legislation that passed was either good or not bad. Nothing detrimental to our industry managed to get through. Below is a brief summary on the issues we followed.

Construction Defect Reform — Construction defect reform was not passed this year. The four defect bills did not make it through their assigned committees. HB 295 was the only bill to pass its first committee, but it was temporarily postponed by the Commerce Committee. This will likely return next year.

Construction Lien Law — No lien law changes occurred this year. HB 283 by Rep. Jackie Toledo passed the House, but its Senate companion (SB 868) stalled in committee. There was a concern regarding HB 897 by Rep. Anthony Rodriguez and SB 1422 by Sen. Aniteres Flores, however neither of these bills were heard in committee. If passed, HB 897 and SB 1422 would have required contractors/suppliers to contract with the property owner to maintain their lien rights.

Deregulation (Licensure) — The construction licensing bills relating to deregulation will not make it to the Governor this year. HB 3 passed the House — however, similar to last year, it was not taken up by the Senate. SB 890 and HB 1161 (filed by Sen. Keith Perry and Rep. Scott Plakon) stalled in committee and did not reach their respective chamber floors.

Public Construction — HB 101 by Rep. Alex Andrade and SB 246 by Sen. Ed Hooper reduce retainage on public construction projects from 10% to 5%. Both bills passed their respective chambers and now await action by the Governor.

E-Verify — As expected, the legislation relating to E-Verify requirements was heavily scrutinized during the 2020 session. The Senate and the House eventually reached a compromise and passed a bill that requires employers to verify employee eligibility by either: (1) the federal E-Verify system, or (2) the standard I-9 form system. If an employer chooses the I-9 system, they must retain their employment records for three years. The requirements for verifying employment eligibility do not go into effect until January 1, 2021.

Cooling Towers — SB 1190 by Sen. Joe Gruters, which relates to sanitation regulation for cooling towers, was not heard in committee and did not pass this session.

Belimo Releases Newly Optimized Retrofit Kits



Danbury, CT, April 28, 2020 — Belimo Americas releases the newly optimized UBLK zone valve retrofit solutions.

The UBLK retrofit kits are replacement solutions for existing failed actuators on TACO Zone Sentry® zone valves, Schneider Electric™ VBB ball valves, or TAC Erie™ VM zone valves with the Belimo compact CQ actuators. This series of replacement solutions restores the service without removing the valve, saving on installation and downtime while increasing performance and efficiency, backed with a 5-year warranty. belimo-zone-valve-retrofit

“Facility managers have expressed an immediate need to retrofit some of the most prevalent zone valves in the market. The new UBLK retrofit kits provide an opportunity to leverage Belimo’s innovative actuator technology, saving time and increasing energy efficiency, states Steven Lopes, Belimo Product Manager. The Belimo Group is a leading global manufacturer of innovative electrical actuator, valve, and sensor solutions for heating, ventilation, and air conditioning systems. The Company reported sales of CHF 693 million in 2019 and has over 1,800 employees. Information about the Company and its products is available on the internet at www.belimo.com.



Pictures provided by Missy Cook

RACCA Sporting Clays Tournament at Tampa Bay Sporting Clays May 30th, 2020

RACCA hosted their Sporting Clays Tournament on May 30th, at the Tampa Bay Sporting Clays located in Land O'Lakes, FL

Sporting Clays is often considered to be more difficult than trap or skeet. It involves shooting clay targets at multiple locations (called stations). Unlike trap and skeet, sporting clay targets are thrown from clay throwing machines in a variety of trajectories, angles, speeds, elevations, and distances.

Registration started at 8am., and there was a

safety meeting just before the tournament began at 9am. Upon registration members received 50 targets, 50 shells, cart rental, and a ticket for the delicious BBQ lunch prepared by Mission BBQ. Goody Bags were given to all participants. There were many chances to win some great prizes like a new shotgun!

At 12:00pm Lunch, Awards, and Raffles took place. The Main Tournament Sponsor was R.E. Michel. The Beverage Sponsor was Tropic Supply. The

Breakfast Sponsor was Gray Flex Systems / Snap-Rite Manufacturing, Inc. The Luncheon Sponsor was Honeywell Home, Griffin Service, and Victor Distributing.

A great time was had by all! Everyone played safe not only because guns were involved but to follow the COVID19 guidelines.

(RACCA) The Refrigeration and Air Conditioning Contractors Association Inc., founded in 1949, serves the entire Tampa Bay Area.



RACCA members getting ready with their carts at the start of the tournament



Bryan Wade, President of RACCA, welcomed everyone to the tournament



A required safety meeting took place before the tournament got underway!



Everyone enjoyed the lunch from Mission BBQ!



Randy Smith wins the gun raffle grand prize!



A few words from Erik Stout of R.E. Michel the main tournament sponsor



1st Place Team - Clenzoil
Greg Booth, Scott Boise, Al Sedita, Will Bingham



Top Female Shooter - Lois Yassanye
of Air Pro West Coast



Top Male Shooter - Ken Dilallo
of Prime Air Conditioning

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WHVACR 17th Annual Conference

We will be holding our 17th Annual Conference this September 9-11th in Chicago, Illinois. Join us for this exciting event as you reconnect with old friends and network with other women leaders in the HVACR industry.

HARDI Distributors Report 3.7% Percent Revenue Growth in March

COLUMBUS, Ohio, May 1, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 3.7% percent during March 2020. The average annual sales growth for the 12 months through March 2020 is 4.1 percent.

“March was a confusing month because the historic surge of initial unemployment claims began during the week of the sixteenth, the growth for the month looks weak in a couple of our regions because they experienced very strong sales during March of 2019, and all our regions had one extra billing day this year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “When we adjust for the extra billing day, we estimate that sales declined by 1%.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 49 days. “49 this month compares to 47 in March of 2018 and 48 in March of 2019,” said Loftus. “We have been concerned about DSO given the C-19 market disruption and pleased to see it remained contained through March.”

“This March report reflected the leading edge of the COVID-19 storm as it began to engulf our country,” said Loftus. “We have seen the damage from those sustained winds with initial unemployment claims increasing like a storm surge to high teens levels, and the 8.7% decline of retail sales which was the largest decline on record, or until we see the April report.”

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

RACCA Hosts “Happy Hour” Zoom Meeting Online



RACCA conducted their first virtual meeting with an excellent group of speakers giving brief overviews on Covid related topics as well as a Q&A afterwards. There was no cost for this event and it was open to everyone. The Zoom meeting was held at 7:30pm on Thursday, May 14th. It was a perfect time allow everyone to have dinner with their families prior to the event and then grab their favorite drink and join RACCA speakers and members for “Happy Hour”!

RACCA has been working hard to answer any questions and keep their Covid Resource page on the RACCA website updated with any reliable information received. RACCA continues to only reach out with important updates as they don't want to over-

whelm inboxes, while doing their best to support you and your business during this time.

One of RACCA's goals has been to provide social networking opportunities with topical speakers to provide beneficial programs direct to our members during our meetings. Due to the current social distancing guidelines, this has been challenging to do, and the RACCA Board has worked to find an alternative to our dinners, lunches, and events. The silver lining to these alternatives is that RACCA is preparing for potential future issues as well as provide virtual opportunities to their members, especially during our busier months in the summer when they would not normally schedule programs. The Zoom meeting speakers included:

- Federated Insurance - Disaster Relief and Estate Planning, DJ Hanlin and Tyler Selesky.
- Omni - CEU Options for License Renewal, Ron Liker.
- Trane Supply - Industry Supply Chain Issues and Updates, Paula DeSantis-Tarris.
- FRACCA - PPP Loans, Legislative, and Statewide Updates, Paula Huband.
- Clayton Osteen - Industry Lobbyist of Cotney Construction Law.
- Tray Batcher of Cotney Construction Law.

Today's AC enjoyed the RACCA Zoom meeting!

RIDGID® Air Mover for Quick Drying of Large Areas



ELYRIA, OHIO – May 12, 2020 – Quickly dry any space or surface with the new RIDGID® Air Mover, the latest innovation in the RIDGID wet/dry vac line designed for fast cleanup and jobsite convenience.

The Air Mover is made for high volume air movement, making it ideal for industrial and commercial settings. Featuring an inte-

grated 3-speed heavy-duty induction motor providing 1,625 CFM and adjustable angle for efficient drying, the Air Mover has a 25-foot power cord for extended reach. Dual electrical outlets allow users to safely connect or ‘daisy chain’ multiple air movers together for additional air circulation or utilize the Air Mover electrical outlets to power additional tools.

The lightweight Air Mover weighs 29 pounds and includes integrated wheels and collapsible handle for easy mobility. Two units can also be vertically stacked for convenient transport and storage.



HVAC School
For Techs by Techs

Flex Ducts - Best Practices

By Bryan Orr



Bryan Orr

Some techs and contractors swear that flex ducts are an evil invention and should never be used in ANY circumstance. I agree with what duct design expert Jack Rise said on the podcast when I asked him about flex ducts he

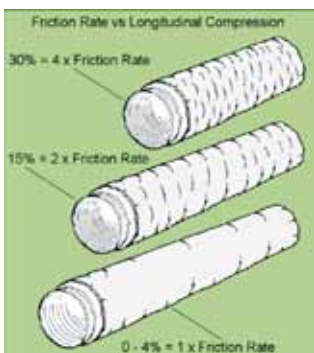
said: “There’s a lot of problems with flex duct, there really is and it’s a good product but we abuse it... It’s a good product, it’s just poorly handled”

While the proper sealing of ductwork in unconditioned spaces is nearly universally recognized as important, it is rare that a flex system get's installed properly in these other important areas.



Fully Extend The Flex

Some guidelines suggest pulling a 25' piece of flex fully extended for 1 full minute before attempting to install it. This reduces the compression and the depth of the corrugation (the accordion spiral inside the duct). The more compressed the duct is when it's installed the greater the air resistance of the duct will be. The air duct council states that

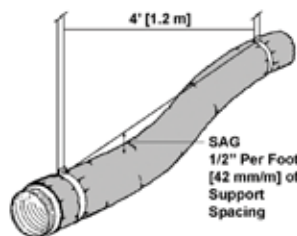


30% of compression can result in 4 TIMES the air resistance. This means that fully extending the flex is a big deal and may be one of the most overlooked aspects of flex system installations. Cutting off that 2' – 6' of extra flex on the end instead of just “using the whole

bag” can mean the difference between a good and a poor duct system in many cases.

Strap and Support the Flex

Jack Rise spoke about how he tested a duct and measured a .2" wc change in static when he altered a duct from sagging to properly strapped. In retrofit applications, many companies focus on “sealing” connections but they often don't truly address sagging ducts with proper strapping. the allowable amount of sag is only 1/2" per 4' of length which isn't much. Don't ONLY rely on the code required strapping in your jurisdiction, just because a system passes inspection doesn't mean it's installed correctly.



Keep the Curves to a Minimum

When designing a duct system you must calculate TEL (Total Effective Length) not just length. In a flex system each curve has a HUGE impact on the TEL and when a field install doesn't match the design it can throw the whole system out of whack both from an air balance standpoint as well as a system performance by increasing the TESP (Total External Static Pressure). Every bend and angle matters so keep it extended, properly routed and well supported and all will be well so long as the design is correct.



Seal all the connections

As with all ducts the connections need to be well sealed. With flex, this will generally need to be done with mastic and the BEST way is to fully seal and allow the inner liner to dry before pulling the insulation over the connection. Also keep in mind that leaks, where the boot / can meet the sealing, are very cannon leak points and it's a good idea to seal them from the inside and/or outside to the final floor or ceiling before installing the grilles.

For more info go to the ADC (American Duct Council) website at flexibleduct.org

— Bryan

*Images provided by the ADC

Due to COVID-19 PBACCA will be CANCELING our Fishing Tournament



"There are too many unknowns related to COVID-19 so we will be CANCELING our Fishing Tournament. " Which was to be held June 13th.

"We don't know under what guidelines our state will be operating with regard to the virus, and your safety is of the utmost importance to us.

We will keep you informed when we will be able to reschedule the PBACCA Fishing Tournament. Thanks for your understanding.

Nominations Open for Lennox' 2020 "Feel The Love" Program

RICHARDSON, Texas, May 7, 2020 - Lennox International is now accepting nominations for its Feel The Love program, which is expanding its focus this year to bring hope and support to medical professionals, essential workers and those on the frontlines of the COVID-19 pandemic. Lennox and its dealers understand these are uniquely challenging times and look forward to benefiting the brave workforce who continues to serve the community every day.

For the past 10 years, Lennox' Feel The Love program has installed heating or cooling equipment at no cost in U.S. and Canadian homes to help those facing physical, mental or social disabilities, financial challenges or job loss. Military and community service are also key factors for choosing HVAC recipients, and this year, Lennox is dedicating even more of its resources to benefit first responders and those keeping us safe during the COVID-19 pandemic.

"As an essential business, it is our honor to provide equipment and services to individuals and families impacted by crises and circumstance," said Stephanie Bond, Director of Marketing at Lennox Residential. "The spirit of Feel The Love is particularly vital this year as the shockwaves of the COVID-19 pandemic reverberate throughout the world, affecting our health and economic stability, and of those we love. We, along with our dealers, are committed to working together to support the local heroes and frontline workers that continuously make courageous sacrifices for their communities."

With an eye toward a more hopeful future, Lennox will supply new high-efficiency heating or cooling equipment for selected nominees during Feel The Love Weekend, October 8 - 11, 2020. As dealers eagerly give back to deserving homeowners, Lennox continues to recommend following Centers for Disease Control (CDC)-approved guidelines to ensure everyone stays safe during installations.

Since the inception of Feel The Love in 2009, Lennox and its dealers have completed over 1,000 installations for households throughout North America, with 230 of those occurring last year. In 2020, new challenges to our ways of working and living have us spending more minutes at home, closer to what matters most to us. Lennox and its dealers wants homeowners to enjoy the little moments they have at home right now in perfect comfort, starting with the air they breathe.

Lennox encourages individuals and local organizations across the United States and Canada to nominate deserving families and neighbors in need of a safer, more comfortable home, especially as people spend more time indoors. To nominate a member of your community, visit [FeelTheLove.com](https://www.Lennox.com/FeelTheLove) today through August 31, 2020.

RectorSeal® Launches On-Demand Training with RectorSeal, Free Online Classes with Experts

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, and part of the CSW Industrials, Inc. [Nasdaq:CSWI] group of companies, launched its On-Demand Training with RectorSeal, the industry's most comprehensive, personalized online training program covering HVAC/R, plumbing, chemicals and installation accessories.

On-Demand Training with RectorSeal is available free to individuals or groups of HVAC service technicians, and can also be used by RectorSeal's wholesale distributors and manufacturer's representatives. The 20 to 40-minute classes cover topics, such as condensate management, refrigerant leak sealing, lineset flushing, HVAC chemicals for cleaning, compressor starting, surge protection and many other categories.

Participants can register at www.rectorseal.com/class-registration to schedule a particular course and time/day. Registrants receive a confirmation email and receive an invitation on their Google, Outlook or other calendar options. The class uses the interactive screen-sharing, VoIP audio, webcams and chat messaging of GoToMeeting software, which is free and doesn't require downloading for a Wi-Fi-connected PC, tablet or laptop (a separate phone for audio in-

teraction is best). A pre-recorded library of GoToWebinar video sessions is also catalogued and available any time. Most classes qualify for North American

Technician Excellence (NATE) Continuing Education Units (CEU).

Jerry Myren, inside sales manager and product trainer, a 26-year HVAC veteran who heads RectorSeal's overall training efforts, is the program's facilitator and trainer. Myren is

certified under NATE and Environmental Protection Agency (EPA) Section 608. Myren has published many stories in trade publications, and also conducts classes for NATE and HVAC Excellence.

"Improvements in Internet training capabilities and its interactive tools now make this unique one-on-one training accessible and very convenient for service technicians and contractors, and helps them stay abreast of HVAC/R installation guidelines as well as trends," said Myren.

On-Demand Training with RectorSeal will not supplant direct product questions called into RectorSeal's Technical Service Department, which continues to operate 7:30 a.m. to 5 p.m. (CST), Monday-Friday. For additional information, please visit www.rectorseal.com/class-registration; or call 800-231-3345.



Bryant Evolution™ Extreme 26 Air Conditioner and 24 Heat Pump Now Available

INDIANAPOLIS, April 28, 2020 - Bryant Heating & Cooling Systems recently launched the latest additions to its top-tier Evolution™ series with the Evolution Extreme 26 air conditioner (Model 186CNV) and Evolution Extreme 24 heat pump (Model 284ANV).

Both products showcase a number of industry-leading features performance, which includes numerous technological advancements with 12 patents pending. Bryant, a leading supplier of heating, ventilating and air-conditioning (HVAC) equipment, is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

The Evolution Extreme 26 and 24 offer a number of enhancements designed with technicians in mind. Bluetooth® technology is available on the outdoor unit, making it unnecessary to access outdoor unit diagnostic information inside the home. Over-the-air software updates are available and technicians can assess over 130 diagnostic points. Plus, installations can use up to 250 equivalent feet of refrigerant line length, features two-wire installation, and the units are self-configuring and Evolution™ Zoning System-capable. Bryant also offers online troubleshooting and training modules, and virtual reality, 3D simulation training is available.

For most sizes, the Evolution Extreme 26 offers the highest ratings for a ducted system at up to 26.0 SEER and 16.5 EER; while the Evolution Extreme 24 heat pump offers the highest in-class ratings at up to 24.0 SEER, 15.0 EER and 13.0 HSPF.

Furthermore, both the Evolution Extreme 26 and 24 tout market-leading quiet operation with sound output as low as 51 dB. The Evolution Extreme 26 and 24 include enhanced dehumidification and can remove up to 70% more moisture per day than a single-stage

system. Plus, both units feature a variable-speed capacity operating range down to 25% in 1% increments and provide high-ambient cooling operation with full power up to 125 F.

The Evolution Extreme 24 also offers heating operation to minus 15 F. In addition, it is the only ducted heat pump on the market with a variable-speed, 5-ton unit that can achieve 13.0 EER and features the addition of vapor-injection technology.

"We're confident that homeowners will appreciate the features and benefits that are realized in our most ambitious development project to date. We're also pleased to introduce enhanced installation and serviceability to our dealers, as we know that these improvements will make their lives easier," said Todd Nolte, senior director, product and brand marketing, HVAC-Residential, Carrier. "The Evolution Extreme 26 and 24 are a true testament to the rigorous research and development that went into this project and we're proud to be able to provide customers with



such industry-leading advantages.

In addition, an Evolution™ air purifier will be included with the purchase of every Evolution Extreme 26 and 24. The Evolution air purifier works silently in-line with the HVAC system and can improve indoor air quality. It uses Captures & Kills™ technology to trap up to 95% of particles, then uses an electrical charge to kill or inactivate up to 99% of germs and viruses. With every cycle of air that passes through this patented air purifying system, pollen, animal dander, bacteria and other pollutants are trapped and held tightly to the filter. An electrical charge then bursts the cell walls of pathogens it comes in contact with. For more information, please visit <https://www.bryant.com/en/us/>.

Performance Pointers

by David Richardson



Four Ways Air Handler Static Pressure Readings Go Bad

Total external static pressure (TESP) measurements on air handlers can confuse a technician who is just learning the airside. Because of this, mistakes occur when taking these measurements. The outcomes are incorrect readings, frustration, and misinterpretation of the data. To avoid these headaches, consider the following ways that air handler static pressure readings go bad.

Dirty Blower Wheels

A dirty blower wheel is the most common culprit. Think of each blower wheel vane like a shovel. When a shovel is clean, you can move a lot of dirt with it. However, when the shovel gets compacted with mud, it bogs down and you don't move as much dirt.

Blower wheels "scoop" air from the return duct system and move it into the supply duct system. When the vanes are clean, a properly designed and installed system moves the most air volume. But, if dirt compacts the vanes, airflow decreases substantially.

It's estimated that a 1/8" coating of dust on blower wheel vanes reduces fan capacity as much as 30%. As equipment airflow reduces, so does static pressure.

Remember this the next time you see air handler static pressure readings that look too good to be true. A quick inspection of the blower will tell you a lot. If it's dirty, clean or replace it. Once the blower wheel is clean, then you can remeasure static pressure.

Dirty Internal Coils

Rated TESP for most air handlers should include the internal coil as a factory-installed component. When the manufacturer's laboratory rates an air handler, the internal coil is new and clean. If the coil stays in that condition, your readings will be reliable.

However, if the coil is dirty, your pressure measurements won't be reliable. In fact, your measured

TESP will be very low and you might assume all is well. This happens because the dirty coil pressure drop hides within the air handler TESP measurement. As the coil becomes restricted with dirt, fan airflow decreases.

To overcome this issue, measure and document "clean" coil pressure drop at startup after you set fan airflow. Write the coil pressure drop in permanent ink on the air handler. Internal coil pressure drop data often isn't available for many air handlers coils. Startup may be your only chance to document the clean coil pressure drop as a baseline for future diagnostics and maintenance.

If you're working on an older system with no information, there is a simple method you can use to estimate clean internal coil pressure drop. Multiply the maximum rated TESP found on the equipment nameplate times 40%. This provides you a target to aim for when you measure coil pressure drop.

To illustrate, let's say the maximum rated TESP is .50 in. w.c. (inches of water column). Multiply .50 x 40% to find the internal coil estimated clean pressure drop equals .20 in. w.c. (.50 x 40% = .20). If you measure a pressure drop much greater than .20, inspect the coil to check its condition.

Factory Air Filters

Many equipment manufacturers include a factory air filter in their air handlers. If the manufacturer includes the filter from the factory, that means they also include it in the air handler's rated TESP. Although factory air filters are becoming much less common, you need to know the affects it can have on TESP readings.

Most factory filters have a low pressure drop and don't affect your readings much. However, some can be restrictive. If you include the filter pressure drop in your TESP measurement, it will cause the same results as a dirty coil. Your readings are not as good as they appear.

To keep it simple, treat the factory air filter as an

external air filter. Don't get tied up trying to account for the factory rated filter pressure when you measure — you'll end up pulling your hair out. There are other variables that can mess with your readings far more than this issue.

Two-Piece Air Handlers

Two-piece air handlers differ from their single-piece cousins. The TESP rating in two-piece air handlers doesn't include the coil and filter. Instead, the blower is the only component included in the rating.

So, if you measure a two-piece air handler the same way you would a single-piece unit, the results can lead to a false sense of security. When you do this, the TESP reading does not see the coil and filter pressure drop. In the past, I've seen this cause technicians to miss fan airflow estimations by 500 cfm (cubic feet per minute) on five-ton air handlers.

The bottom line: make sure you know what type of air handler you're dealing with. If the cabinet is a single-piece, it probably includes the coil in the pressure drop readings. However, if the installers had to fasten the blower cabinet and coil sections together, you need to dig a little deeper to assure the air handler type. That leads us to the next point, 'footnotes.'

Find the Footnotes

When you look in an air handler's installation instructions, find the accompanying fan performance tables. There is an important section that accompanies these tables called footnotes. These footnotes provide information about how the equipment manufacturer rated the air handler fan.

If you dig deep enough, you will find the manufacturer rated test conditions of the air handler. These include whether the coil was wet or dry, filter velocity ranges, blower motor voltage ratings, and any included pressure drops. These footnotes are an important reference when deciphering performance readings. Without them, you could wander off into the dark.

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2020 ACCA Central Florida Apprenticeship Graduation

May 27 & 28, 2020



The Air Conditioning Contractors Association Central Florida (ACCA/CF) hosted their Apprenticeship Graduation on May 27th (Longwood) and 28th (Westside) from 6 - 7:30 PM at the Longwood Training Center. Due to the COVID-19, ceremonies were held at each location for apprenticeship students only. ACCA/CF honored 94 2020 graduates!

The ACCA of Central Florida Apprenticeship Program is a REGISTERED full 3-year course, Florida State Certified through the Florida Bureau of Apprenticeship. This program curriculum was handpicked by

the ACCA of Central Florida Apprenticeship Committee for the local contractors to train their employees. Contractors sponsors: 4 Seasons A/C, Above All AC & Htg., Advanced AC, Air Excel, Air Flow Designs, Air Mechanical & Service Corp, Air Tech of CF, Ambrose Air, Apple AC & Htg, Associated Piping Services, Automated Buildings, Blair AC & Htg, Certified Mechanical, Coastal Mechanical, Commercial AC, Comprehensive Energy Services, David Moss A/C, Del-Air, DHR Mechanical, EC Waters, Energy Air, Engineered Cooling, English Air, Facemyer A/C

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Graduates received their certificates along with so gifts. Awards were given, like the "Chris Bright" Apprentice of the Year Award, Highest GPA each class, Perfect Attendance, and Gary MacLeod Award.



Tony and Paula taking a selfie during the graduation ceremony!



1Yr Longwood-Erik Benitez, Walter Bess, Jose Burgos, Bryan Caldwell, David Chipman, Saxton Duke, Alexander Figueroa, Kelvin Gomez, Tyler Haas, Nikolaos Kopsidas, Ignacio Magdiel Calderon Mosely Corey



3rd Yr Longwood - Alex Benitez, Alexander Dery, Dino Gosto, Arthur Lopez, Dante Parenti, Robert Ramirez, Christopher Schultz, Peter Soto, Joshua Johnson, Tyson Andrea



Special gift bags were distributed to Apprenticeship Graduates - Thank You to the Apprenticeship Committee!



3rd Yr Longwood - Alex Benitez, Alexander Dery, Dino Gosto, Arthur Lopez, Dante Parenti, Robert Ramirez, Christopher Schultz, Peter Soto, Joshua Johnson, Tyson Andrea



2nd Year Longwood - Greg Conley, Jorge Cossio, Ellis Cox, Philip Knudsen, Michael Lambert, Travis Link, Steve Miller, Juan Ordenez



1Yr Longwood (cont) Alberto Maldonado, Josh Perez, Jaime Rentas, Jonathan Rivera, Adrian Sanche, Jose Santiago, Larry Stewart, Dwayne Thomas, Tran Truoug, Manuel Wall, Adam Wehri, Tyler Wesson, Roland Wiley



Apprentice of the Year - Chris Bright Award Winner is Christopher Schultz (left), Perfect Attendance for 3 yrs and Highest GPA for his 3rd Year Class



ACCA/CF Apprenticeship Westside Instructors not pictured - Longwood Instructors A HUGE THANK YOU!!!



1B 1st Year - Mr Cary - Joseph Bahadur, Derek Berrios Gonzalez, Salim Hernandez Heredia, John King, Bobby Lewis, Robert Madara, Libny Maldonado Pena, Ralph Martin, Nelson Ken, Mara Sierra, Chandler Smithie



1st Westside-Robert Cox, Richard Forbes, Marcell Guzman, Jevaun Harvey, Felix Marrero, Kyle McHugh, Louis Reyes, Juan Rodriguez, Andrew Rodriguez, Garrett Sherrod, Elijah Thomas, Eric Weller, Kevin Zeitler



2nd Year Westside - Mr Pearce - Dominic Bell, Brian Bernier, Gary Brown, Charles Butler, Victor Canino, Ironce Celeste, Robert Colwell, Bruno Delivrance, Thomas Dunworth, Oscar Frometa



3rd Year Westside - Mr Shehane - Aaron David Ashley, James Bush, Dustin Davis, Enock Gabriel, Carl Haas, Justin Minnick, Chris Svehlek



Mr Ken Zalk - President of ACCA/CF speaks a word of encouragement to the graduates!



1A Year Westside - (cont) Robert Hardwick, Shawn Jessmore, Logan LaForest, Daniel Molina, Atif Mouimi, Matthew Rodriguez, Steven Sharp, Hemraj Singh, Terrance Tillman, Huynh Vu

Carrier Expands TruVu™ Family of HVAC Controls

KENNESAW, Ga., April 30, 2020 — Carrier is proud to add two new multi-purpose controllers (MPCs) to their TruVu™ family of flexible, scalable building controls for the i-Vu® building automation system. These new controllers feature integrated input/output (I/O) points, built-in BACnet routing and integration capabilities, and expansion modules that can be added to support up to 224 total I/O points for a variety of heating, ventilating and air conditioning (HVAC) applications.

The latest TruVu MPC controllers are field programmable and include a comprehensive library of factory-engineered control programs for both air-side and water-side HVAC systems, greatly reducing the need for custom programming. They are also customizable for any equipment application using Carrier's SNAP graphical programming tool. They are ideal for controlling complex central plants, air handlers, and rooftop units, supporting up to 44 physical I/O points on the baseboard and up to 180 additional I/O points using expansion modules. They offer plug and play connectivity to the Carrier® i-Vu building automation system, allowing building operators to manage the connected HVAC equipment from any web-based device.

"We are proud to expand our TruVu controller line for added flexibility and scalability," said Mark Jones, Carrier Controls Business Manager. "The new controllers adapt easily to a wide variety of HVAC applications with their integrated I/O point and expansion capabilities, while also supporting routing, integration, and easy connectivity to our i-Vu building automation system."

The latest MPC controllers also include new connectivity options for Carrier's smart field devices. ComfortVu™ operator interfaces can now be connected to the IP port, and i-Vu smart valves can be connected to a new Act Net port.

The MPC controllers are BACnet Testing Laboratories (BTL)-certified to BACnet protocol revision 14 and conform to the BACnet Building Controller (B-BC), BACnet Router (B-RTR), and BACnet BBMD (B-BBMD) device profiles. For more info please visit carrier.com.

ASHRAE Publishes Updated Legionella Guideline

ATLANTA (May 29, 2020) – ASHRAE has published an updated guideline to assist in control of legionellosis associated with building water systems.

ASHRAE Guideline 12-2020, Managing the Risk of Legionellosis Associated with Building Water Systems, provides guidance useful in the implementation of ANSI/ASHRAE Standard 188, Legionellosis: Risk Management for Building Water Systems. The guideline is intended for use by owners of human-occupied buildings and those involved in the design, construction, installation, commissioning, management, operation, maintenance, and service of centralized building water systems and components.

Guideline 12 applies to spaces such as hotels, office buildings, hospitals and other health care facilities, assisted living facilities, schools, universities, commercial buildings, industrial buildings and centralized systems in multifamily residential buildings. Buildings with noncentralized water systems, and single-family residential buildings, though not included, may also benefit.

While Legionnaire's Disease has been known for many years, recent outbreaks have increased awareness of the disease, its causes, and prevention strategies. According to the World Health Organization, because many countries lack appropriate methods of diagnosing the infection or sufficient surveillance systems, the rate of occurrence is unknown.

Please contact ASHRAE by phone at 1-800-527-4723 for more information.

Panasonic Selects Quantum Cooling to Deliver VRF, Mini-Split and Fresh Air Solutions in Florida

NEWARK, NJ (May 19, 2020) – Panasonic, an industry-leading manufacturer of air conditioning, heating and indoor air quality systems, today announces that Quantum Cooling, an independent HVAC manufacturers' representative firm, will distribute Panasonic VRF and mini-split equipment, including its new ECO Ventilate Packaged Dedicated Outside Air Systems (DOAS), to its customers in Florida. Dedicated to energy efficient HVAC design and green building methods, Quantum Cooling customers will have access to the latest Panasonic climate control solutions as well as its robust services and support team.

By working with the Quantum Cooling team, Panasonic will introduce fresh air systems to new customers across the Florida region. With a focus on quality and end-to-end support, the Quantum Cooling team brings 20 years of industry expertise specific to HVAC equipment and mechanical engineering to offer its customers top-of-the-line products and services. Additionally, with its emphasis on not only VRF and mini-split solutions but also fresh air systems, Quantum Cooling aims to create

improved indoor environments for commercial customers alike.

"After working with the Panasonic team for over 15 years, I knew Panasonic would be the right HVAC manufacturer to collaborate with when it was time to launch my own firm," said Heather Hsi, President, Quantum Cooling. "Not only does Panasonic provide quality products, but its team is truly dedicated to providing the support and services its partners and customers need. Fresh air is more important now than ever, and by collaborating with Panasonic, Quantum Cooling is able to offer our customers a complete services and support package, with a focus on fresh indoor air solutions."

"We're excited to expand our reach in the Southeast with Quantum Cooling's network of commercial and residential customers," said Nathan Oliver, Eastern U.S. Sales and Business Development Manager, Panasonic Appliances Air-Conditioning North America. "Quantum Cooling is building a reputation that shows dedication to its customers for quality support and quality air. We're proud to be on this new journey with them every step of the way."

Grundfos Marks 75 Years of Pioneering Together



HOUSTON, May 12, 2020 – Grundfos, a global leader in water technology, marks its anniversary by celebrating a commitment through generations to strong values, creating a better future and making an impact by pioneering together. From the very first pump in 1945 to today's digital solutions, Grundfos has been synonymous with a pioneering spirit, social awareness and innovative solutions. The 75th anniversary is dedicated to the shared values of the company's 19,280 colleagues all over the world.

"We celebrate the pioneering and socially responsible spirit that has driven Grundfos since the begin-

ning and continues to drive us today. We carry that mindset forward with a profound commitment to fight the imminent climate and water challenges affecting all of us," said Mads Nipper, Group President and CEO, Grundfos.

The pump company's history began at the end of the Second World War, when Grundfos founder and engineer Poul Due Jensen was asked by a local farmer if he could procure a pump. In the aftermath of the war, there was a shortage of almost everything, so he had to develop and construct a complete quality water supply from scratch. The solution proved a great success and, as history shows, the foundation of the organization we know today.

Learn About The Latest Commercial Refrigeration Trends, Best Practices, And Safety Tips



Denny Martin Matthew Sopp

May 25th, 2020 – Embraco, a portfolio brand of Nidec Global Appliance, and a global reference in technology for the complete domestic and commercial cold chain, announced the launch of two free educational webinars, which will be held on June 4th and 18th. Both have as target audiences professionals and students in the field of HVAC&R, including refrigeration technicians, contractors and wholesaler's countersales and management personnel.

June 4th - Refrigeration Basics and Compressor Technical - The first one, "Refrigeration Basics and Compressor Technical", will be about the basics of refrigeration, compressor main parts, electrical components and common problems in the field. The webinar will be conducted by Denny Martin, Technical Service specialist at Nidec Global Appliance, responsible for technical service of Embraco compressors in the North American region. He has more than 20 years of experience working in the HVAC&R sector. The webinar will be held on June 4th, at 2PM (US EST). For registration, just click here.

June 18th - Flammable Natural Refrigerant Use In Commercial Refrigeration - The second webinar, "Flammable Natural Refrigerant Use In Commercial Refrigeration", will bring all the fundamental topics

on this theme: natural refrigerants evolution, regulations, environmental aspects, why choose natural refrigerants, safety recommendations and compressors replacement. It will be presented by Matthew Sopp, Key Account manager at Nidec Global Appliance. He represents the distribution and aftermarket segment for the Embraco brand in North America. "With this webinar we hope to help contractors and other professionals to understand the advantages of working with natural refrigerants and also the best and safest ways to do so", says Matthew. The webinar will be held on June 18th, 2PM (US EST).

Embraco has also been offering webinars in portuguese and spanish.

The ones in spanish will be on:

- June 11th - Natural refrigerants and trends in commercial refrigeration

- June 25th - Condensing units and variable speed

In portuguese, there was one webinar already broadcasted, on May 19th, about "Refrigeration best practices". The next ones will have the following subjects and dates:

- June 9th - Natural refrigerants and variable speed

- June 23rd - Condensing units

With 49 years of history and as a pioneer in variable speed compressors and refrigeration solutions with natural refrigerants, Embraco is dedicated to promoting quality knowledge among professionals of HVAC&R sector, from engineers to contractors, technicians and wholesalers teams.

Four Ways Air Handler Static Pressure Readings Go Bad

Continued from page B9

Action Steps

If you're aware of these potential issues before you test air handler static pressure, it will help to minimize your mistakes. On your next call, track down the installation instructions for the air handler you're testing and locate the fan performance table and footnotes. Try to locate the information described above and then write down what doesn't make sense.

If you can't find the manual, you can always try Google. I've had a lot of luck searching for the equipment manufacturer's name and the first four to five digits of the model number. In less than a minute, I can have the air handler fan table and footnotes on my iPhone.

Most manufacturers make their tables easy to understand. However, others are like an ancient Egyptian hieroglyphic on a pyramid wall. Unless you research the information and try to use it, you'll end up questioning your results. Gather all the data that you can so you can have confidence in your readings and your results.

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

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

Tecumseh Offers Tecumseh University as Free Webinars



Tecumseh Products Company LLC is expanding its Tecumseh University training program with a series of free webinars to help refrigeration engineers and technicians. The webinars cover a wide range of re-

frigeration topics for contractors, wholesalers and OEM customers to refresh on basics, sharpen their skills and catch up on the latest technology in the refrigeration industry.

Tecumseh University has been training OEM design engineers and HVAC/R professionals for nearly ten years both in webinars and in-person training sessions at their facilities in some parts of the world. With webinars on everything from "Basic Refrigeration System Components" to "DC-Powered Mobile Refrigeration Technology," there is something for everyone regardless of position or experience level.

"Many of our customers are essential businesses who use our refrigeration technology to provide services, or develop equipment in the medical, pharmaceutical, food retail and transportation industries," Hiroshi Saito, The Director of Global Marketing at Tecumseh said. "We know this is a difficult time for everyone. We are glad to offer our popular refrigeration training as free webinars to help customers advance their refrigeration knowledge."

As many businesses are working remotely during the pandemic, refrigeration specialists can access the Tecumseh University free webinar series online at: <https://www.gotostage.com/channel/tecumsehuniversity>.




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AHRI Urges State Department Help for HVACR Industry in Mexico

Arlington, Va. — In a letter to Secretary of State Mike Pompeo this week, AHRI President & CEO Stephen Yurek requested the urgent assistance of the Department of State in “convincing the federal, state, and local jurisdictions in Mexico to allow continued manufacturing operations, while our members commit to adhere to strict workplace safety and health standards.” Yurek explained that in addition to potentially harming customers in Mexico, “the continued inability of some of our member companies to manufacture products in their Mexican factories will very soon severely impact our ability to supply these essential products to the American market, putting American lives and health at risk.”

The products and equipment produced in those factories is vital for the health, safety, and productivity of both countries, particularly with respect to water heating for handwashing, sterilization, cleaning, and disinfecting; air filtration; and refrigeration for food and medical supply preservation.

While AHRI and its industry allies have been very successful in having the HVACR and water heating industry designated as “essential” in nearly every part of the United States, the situation in Mexico has been quite different, which has led to factory closures and reduced manufacturing capacity in that nation.

There currently is no clear federal directive in Mexico designating essential status for HVACR and water heating, and because of that, the situation for equipment and supply chain manufacturers there is dire. Absent such a directive, state and local governments have inconsistently decided the operating status of manufacturing plants, creating great uncertainty and disruption in the supply chain.

New EPA Section 608 Online Preparatory Course

The ESCO Institute is pleased to announce an online course to prepare for the closed-book EPA Section 608 Certification Exam.

While the certification has been a staple of our industry for nearly 30 years, the opportunity for training has been difficult for most during the COVID-19 pandemic. To address this issue, ESCO developed an online course, based on their Section 608 Preparatory Manual. This immersive learning tool contains text, lectures, definitions and practice questions, allowing those taking the course to read content, hear it, and then practice what they have learned.

To further assist the HVACR community, ESCO has released several ways of conducting the closed-book exam, remotely. In the event that a teacher or trainer cannot meet in person with those seeking the test, the new option allow those who have a computer, web camera, and microphone, to take the closed-book exam from the comfort and safety of their home.

To learn more about the online EPA Section 608 Preparatory course, visit escogroup.org, and click on elearning. Here one will find the EPA preparatory course, and a great deal of other training resources to help them learn. Once one is ready to take the closed-book EPA exam, they should contact ESCO Institute at 1-800-726-9696 for testing options in their area.

Air Pros USA Named Official AC Partner for the Miami Dolphins

Davie, Florida (May 11, 2020) – Davie-based Air Pros USA, a leading residential and commercial air conditioning services company, announced it has become the official Air Conditioning partner for the Miami Dolphins.

“As a child, I dreamed of signing a contract with the Miami Dolphins, and now, as the President of Air Pros USA, in a way, I can check that off my to-do list!” said Anthony Perera, President of Air Pros USA. “We’re excited for the excitement that the Dolphins will bring to sports fans and families across Florida on the field this season, and are thrilled to partner with the Dolphins off the field as we team up through FOOTBALL UNITES to help the community.”

As part of the partnership, Air Pros will be donating three air conditioning units to three FOOTBALL UNITES™ community partners.

“We’re excited that Air Pros USA has joined the Miami Dolphins as our official air conditioning partner and look forward to working alongside them to give back and donate air conditioning units to some of our FOOTBALL UNITES™ community partners,” Dolphins Vice President of Corporate Partnerships Steve Mullins. Under the agreement, the new partnership entitles Air Pros USA to stadium signage and activations and hospitality seats.

Air Pros USA was founded in South Florida in 2017 on the premise of integrity, reliability, and putting our customers first. The company has quickly expanded to many metro areas within Florida, Colorado, Georgia, Texas, and Washington, with more franchise partners expected to be introduced soon. Air Pros USA currently employs over 250 experienced professionals with 10 Service locations. For more information or details on franchise opportunities visit www.airprosusa.com.

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Wednesday, Jan. 27, 10am – 4pm

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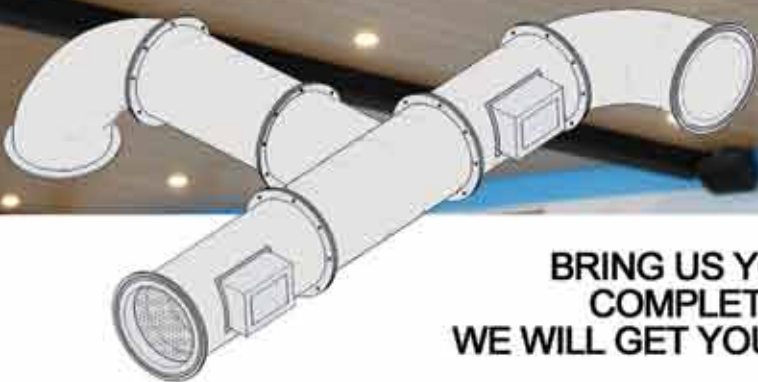


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