

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region



Florida, Georgia, Alabama, Tennessee
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SFACA General Zoom Meeting and Annual Inspectors Panel (see page B12)



Women in HVACR Annual Conference (Virtual) Lead Forward (see page B9)



Tropic Supply and Glasfloss Support Breast Cancer Awareness Month (see page 8)



NFACCA Sporting Clays Tournament at Jacksonville Clay Target Sports (see page B6)



SFACA 2020 Annual Golf Tournament at Ft Lauderdale Country Club (see page B10)

RGF® Expands Operations During Pandemic



Jeff Schlichenmeyer
Publisher

RGF® takes great pride in our vertically integrated manufacturing facilities and ability to ship on demand. The pandemic has severely impacted all of us, our suppliers, and our customers, both personally and on a professional level. RGF® carried several weeks of supply to ensure timely deliveries,

but many stock levels dropped to zero in a matter of days and we had to react... FAST.

RGF® is operating as an essential business under the Department of Homeland Security definition for "Critical Manufacturer" defined as "Workers necessary for the manufacturing of materials and products needed for the medical supply chains, critical government operations, food chains ..etc.". Under these conditions, RGF® had to prioritize hospitals, healthcare facilities and first responders, while diligently handling the growing demand from our loyal HVAC customers.

RGF® has taken extraordinary measures to address the major interruptions in our supply chain and to support the over 500% increase in the demand of our residential, commercial, and medical FDA 510(K) cleared products.

Here is just a sample of the many actions taken and still underway:

* Several new hardware suppliers and fabrication houses were qualified and brought on board quickly to

increase capacity while we addressed the capacity of our internal operations.

* RGF® purchased a 24,000 ft² building on 1.5 acres in January 2020 for anticipated normal steady growth. As a result of this massive increase in demand, the fit-up of the building was successfully accelerated from a three-month plan to less than one month. This increased the RGF® Envisionland complex to 9 Acres with 130,000 ft² of manufacturing, warehousing, and office space.

* RGF's innovative team developed new programmable drilling fixtures and are implementing robotic automation methods to improve productivity and quality.

* RGF® invested over \$2,000,000 in new equipment including two new press brakes and two new state-of-the-art high-performance fiber-optic Laser metal cutting machines. These were all installed in the new building and were up and running in record time.

* Our creative metal workers and welders quickly constructed new production workstations for REME HALO® and HALO-LED™ air purification products, while also designing, building, and installing custom material handling equipment for the new fabrication lines.

* Metal fabrication and product assembly lines expanded to 24 hours, 7 days a week operation. Implemented new health and safety measures, including thermal imaging scanning.

* The size of the workforce was tripled, to over 400 including staffing of Operations, Sales, Marketing, Accounting, Quality, Customer Service, Legal and Maintenance.

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Supco® Taps Into The Ingenuity Of The HVACR Trade With Its TradeFox™ Brand



Allenwood, NJ - September 16, 2020 - Sealed Unit Parts Co.,

Inc. (SUPCO®), a global manufacturer and distributor of HVACR and Appliance parts, has launched a product line brand called SUPCO® TradeFox™. Under the TradeFox™ label, SUPCO® helps HVACR technicians bring their ideas to life and to the market through SUPCO®'s years of experience in engineering, proprietary manufacturing and expansive national and global distribution reach.

The SUPCO® TradeFox™ brand highlights the ingenuity inherent in the HVACR trade, and within it, SUPCO® boasts the most unique technician-invented tools in the industry. These include the Attic Pro® Utility lift, invented by a firefighter/one-manHVAC technician who needed a way to lift furnaces into attics and the wildly popular Magnecover® Magnetic Umbrella Kit,

invented by a technician who tied a speaker magnet to an umbrella to stay cool while working in the heat.

"There are smart, creative inventors within the HVACR trade solving problems by using what they have on hand," says Jim Adcox, Executive Vice President at SUPCO®, who works personally with each inventor in bringing their ideas onboard with the company. "We've seen a great response to SUPCO® TradeFox™ products because they come from within the trade in response to real scenarios technicians face on jobs."

Rounding out its 75th year in business, SUPCO® isn't a stranger to innovation. In fact, it was SUPCO®'s engineers who invented the patented Bullet® Line Tap valve in the 1960s, discovered the PTC technology behind their renowned two-wire air conditioning and refrigeration hard starts and manufactured the first ever electronic vacuum gauge in the 1990s.

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NCI Virtual High-Performance HVAC Summit
October 5 - 7, 2020



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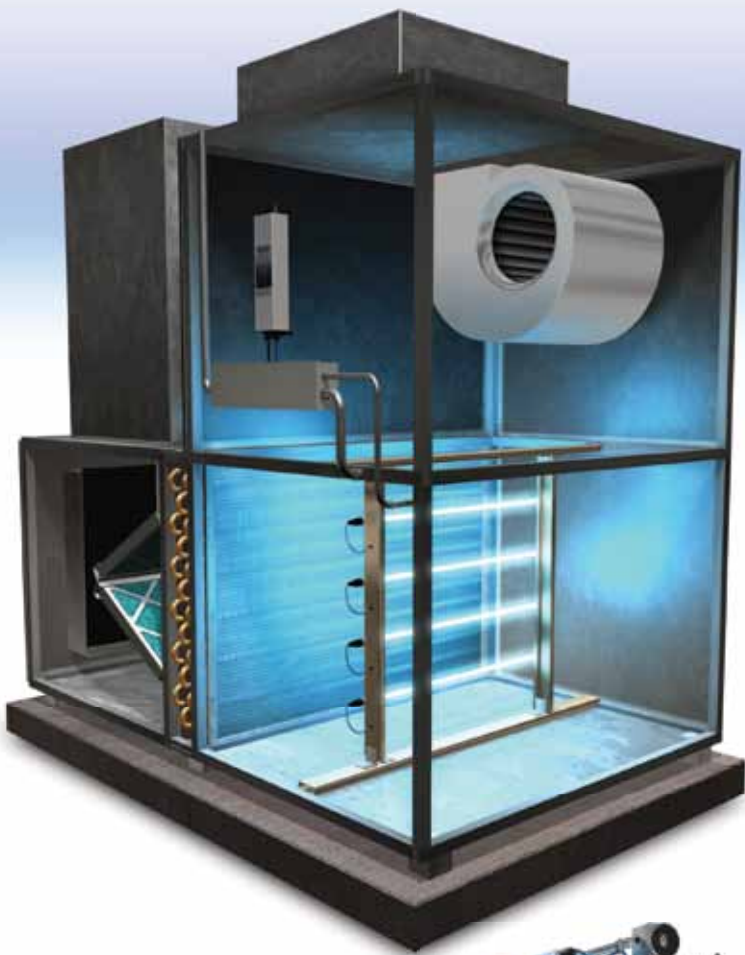


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**COMMERCIAL
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Local municipalities may offer incentives to Install UV-C germicidal lights that remove viruses, like COVID-19, and bacteria from indoor air.



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BTXL: suggested for RTU Units	TUV-APCO-MAG15-ER2	TUV-APCO-MAG15-DT2	TUVC-TRS-232S-HO-BTXL	TUVC-TRS-246S-HO-BTXL	TUVC-TRS-246D-HO-BTXL	TUVC-TRS-260D-HO-BTXL	(2) TUV-TRS-260D-HO-BTXL	(3) TUV-TRS-260D-HO-BTXL	Fill out commercial questionnaire sizing sheet-review specs

¹ <https://www.ashrae.org/technical-resources/filtration-disinfection#uvc>

People Produce Profits

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.

People, i.e. your employees, provide your products and services to your customers. Its critical to take care of your employees so they profitably take care of your customers. Some of you may be thinking, "It's a job. Employees just need to do their jobs."

Yes, they need to do their jobs. However, your employees must be HAPPY doing their jobs. If they are not, they will start looking for a "job" elsewhere.

Turnover is expensive. Not taking care of your customers profitably is expensive and leads to going out of business.

In honor of Labor Day in the United States, here are five things you can do to increase employee satisfaction and company profitability.

1. Your employees must know: a. The purpose of their job – why they are important to the company b. How they impact customer retention c. How they impact the company's bottom line.

If they know these things and feel that what they are doing is important, then they are likely to perform better.

2. Catch them doing something right and complement them publicly. Everyone likes to be praised, even people who say they don't need it. Better yet, send a note home to their spouse or significant other. If a customer sent in a testimonial praising one of your employees, post it somewhere everyone can see it.

And, send the testimonial home to the spouse or significant other with a note. This way the spouse sees that their loved one is appreciated. Then, when the employee comes home grumbling that he had a bad day, the spouse, who is more objective and less emotional, can point out all the good things that have happened too.

3. Know what makes them tick. Why do they come to work? What do they do outside of work? If they say what motivates them is time off or money. Your question should be time off for what? Or, money to do what? Time and money are the tools that give them what really motivates them. Once you know what motivates an employee you can plan incentives around that motivation.

4. Know how to communicate with your employees. Research has shown that humans exhibit four major personality styles and substyles within each major style. Managers need to communicate with their teams based on how their teams like to be communicated with. Sometimes you can be direct. Sometimes you have to be subtle. Sometimes you have to ask questions to get to the ultimate goal you want.

The better you communicate, the less frustrated you will be with performance.

You can take a class to better understand personality styles (I use them in all of my on-line and in person management classes (see below).

5. Have contests and other company wide activities. Contests bring everyone together – have a revenue or profit contest where every employee can contribute. The prize for winning could be cash or it could be a sporting event or another activity where employees and their families can participate.

Happy employees lead to long-term customers which leads to increased company profitability (as long as you've priced your products and services correctly).

Next Topic: How Do You Deal with Money? Many of you know that I am a runner. Most of you don't know that I pick up things along my run: money and lottery tickets. Over the years I have picked up hundreds of dollars and invested them.

I was running in Dallas. I picked up many lottery tickets that people had thrown on the ground. While I am running I never look at them. I got back to my hotel and started going through the lottery tickets.

As usual, most of them were no good. However, I had to look at one a second time – after doing that double take, I saw that no one had scratched anything

off the ticket. I was surprised. The next lottery ticket was the same way – no one had scratched anything off. Someone (or two people) had spent \$4 and never even checked to see whether they had won. I scratched off the tickets and won \$2!

Some of you may be thinking: \$2 isn't much money for picking up lottery tickets. That's not the point. The unscratched off lottery tickets laying on the ground are a symptom of how you value money. If you let it "blow away in the wind" like the person or persons did who didn't even bother to scratch off the tickets, then either one of two situations is likely: you have so much money that you don't care that you threw away \$4 or you just don't value it enough so it will slip through your hands, and you'll never have enough money.

Little ways that you deal with money are magnified as you get more and more money. If you want to change your thoughts about money, one of the best

audio CD series to do it is, Prosperity Consciousness, by Frederic Lehrman (www.nightingaleconant.com). What Frederic Lehrman suggests does work. I've used it since 2009.

Following Mr. Lehrman's suggestion to save 10%, here's what I did with the unexpected income: I saved 20 cents: 5 cents went into each of the financial independence, annual income, investment, and large purchases accounts. And yes, I have jars in my bedroom where I put the money until there is the minimum amount in the jar that the bank requires for each savings account. The jars appeared at the end of 2009 and are a daily reminder.

The other \$1.80? It went into my "Have Fun Money Jar" Again, it's not the amount. It's the pattern. It takes no time to do this and the amounts, large and small, do add up. Try it. It works. You'll be dealing with money in a responsible and wealthy way.

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LG USA Appoints Scarbrough Senior VP, Air Conditioning Technologies



Steven R. Scarbrough

ALPHARETTA, Ga., Aug. 31, 2020 – HVAC industry veteran Steven R. Scarbrough has been named senior vice president and general manager of Air Conditioning Technologies for LG Electronics USA. Scarbrough, who brings nearly two decades of experience to his new role at LG, will be responsible for leading LG's commercial, residential, and applied air conditioning business in the United States.

Based at LG's U.S. air conditioning headquarters in Alpharetta, Ga., Scarbrough reports to Senior Vice President DJ Kang, who leads the LG Electronics Air Solutions division in the U.S. Scarbrough succeeds Kevin McNamara, who has retired from LG.

Scarbrough joins LG from Mitsubishi Electric Trane HVAC U.S., where he has held a variety of key roles over the past decade, most recently as vice president overseeing its U.S. residential business. Previously, he was President of HVAC distributor Climatic Comfort Products. He brings strong sales leadership capability, industry experience and expertise in wholesale distribution sales management to LG.

"Steve's broad experience in the residential and commercial air conditioning sector will take our vision to the next level," said Kang. "His market expertise and focus on the customer and strategic growth will help strengthen our position as an HVAC industry innovator."

Scarbrough added, "LG has made tremendous inroads over the past decade with an incredible leadership team and has a well-defined vision for bringing groundbreaking HVAC products and controls to market. My focus is to build on this momentum to help the business achieve its full potential while further increasing recognition of the powerful reputation the LG brand has created in the HVAC industry."

Maximize Profits with DS3 Energy Efficiency Upgrade

Now that the summer season is winding down, what can we do to keep the revenue rolling in and retain our good talent?

Maximizing profits on every job should be a common practice year-round but we all know how critical revenue from Add-On sales can be during the off-season. Selling performance upgrades and offering solutions such as upgrading to a wifi stat has become extremely lucrative for many contractors. Since every sales call brings prime opportunity for Add-On sales we must always be looking for additional avenues that not only increase revenue for the contractor but also solves a problem and adds value for the homeowner.

Identified as some of the top complaints by homeowners, it is safe to say every tech has been asked to address Hot/Cold areas, weak airflow, and extremely long cycle times to name just a few. These are very common problems that did not have a simple and cost-effective solution until now.

We would like to introduce you to the **DS3 Energy Efficiency Upgrade**.

As we all know, Hot/Cold areas, never-ending cycle times and weak airflow are almost always caused by inefficient ductwork. In the past, reworking the ductwork was a very difficult and costly solution that most homeowners simply could not afford. The DS3

DuctSaddle is the **ONLY** duct saddle designed to be installed in retrofit applications. The patented strap channel allows the saddle to be installed after both ends of the strapping are already connected. The DS3 Ductsaddles can be installed right on the existing strapping. Removing kinks, sags and airflow restrictions has never been faster or easier!

Since airflow issues are the source of the most common complaints by homeowners, techs can feel confident recommending the DS3 Energy Efficiency Upgrade. We know that increasing airflow not only addresses their comfort concerns but it also reduces breakdowns, damage to compressor, shorter service life of the blower motor and increases energy efficiency by reducing cycle times which will save the homeowner money! The increase in efficiency can even pay for the upgrade through lower utility bills.

Consulting the customer and offering the DS3 Energy Efficiency Upgrade will let your customers know you are looking out for them. Your company will be quickly viewed as the most knowledgeable, trusted and helpful service provider in your market.

The 5 star reviews are sure to follow and the phone won't stop ringing. Ask about our **Free** homeowner focused sales tools available to help you make these profitable sales. Contact us today for more info www.Ductsaddles.com

Virtual High-Performance HVAC Summit

We are just a few weeks out from National Comfort Institute's new Virtual High-Performance HVAC Summit. The 2020 event will October 5-7, 2020.

Performance-Based Contractors from across North America will converge live online to learn, share, build relationships and explore new opportunities, products and services. This is the only event of its kind completely focused on marketing, selling, and delivering High-Performance HVAC systems.

Summit is open to all HVAC professionals. It's become the gathering place for like-minded people

to learn from and share knowledge with fellow High-Performance professionals.

This year the conference focuses on coaching your entire team to High Performance. From the opening session through every workshop, you will learn how to coach your team members on specific topics that will help bring your team together as you integrate performance into your company. The conference breakout sessions will focus on coaching your entire team, your managers, your technical team, and your sales team. Check out all the details at gotosummit.com.



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Supco® Taps Into The Ingenuity Of The HVACR Trade With Its TradeFox™ Brand

(continued from cover story)

“Innovation is part of who we are”, says Chris Mancuso, CEO of SUPCO®. “Our in-house engineering team continuously works to conceptualize new products and improvements. We also realize an endless potential for innovative ideas can be found by tapping into those who understand the challenges of the job firsthand. For years, SUPCO® has invested in and supported the creativity found within the trade and we continue to do so through the SUPCO® TradeFox™ brand.”

As for the “Fox” in “TradeFox™”, “It’s a symbolic nod to those who think on their feet,” says Melissa Bennett, Director of Marketing for SUPCO®, who was responsible for conceptualizing the brand. “A fox is clever, quick-witted, adaptable and resourceful. So are the technicians who’ve invented these products.” A central component of the SUPCO® TradeFox™

marketing campaign will focus on the inventors and the stories behind their products. “Sharing stories and experiences is a large part of the HVACR technician community”, says Bennett. We see the SUPCO® TradeFox™ brand as a way to engage with technicians and let them know our inventors are just as important as the products.”

SUPCO® encourages HVACR trade inventors who have product ideas to submit their interest in the SUPCO® TradeFox™ Inventor Program by sending an email with their contact information to: ideas@supcotradefox.com.

For seventy-five years, Sealed Unit Parts Co., Inc., has been an innovative leader in the HVACR and Appliance parts industries designing, manufacturing and distributing high-performing parts, components, test instruments and tools.

Within the last fifteen years, SUPCO®’s strategic growth has included acquisitions of Climate Technology Corporation®(CTC), A-1® Components, Cam-Stat®, Jason Industrial® Aftermarket Appliance, NAPCO® and Aquasolve Chemical Company.

RGF® Expands Operations During Pandemic

(continued from cover story)

These efforts, among others, are paying off as we see a reduction in our back-log. But the battle is not over; RGF®’s strategy to further improve business continuity includes acquiring additional buildings and development of remote sites. The RGF® facility planned for the Tampa area will employ approximately 100 technicians and will operate with the same advanced manufacturing technologies as used at the Port of Palm Beach Envisionland complex.

RGF® has continued to stay current with the ever-changing state and federal regulations, industry standards, and guidelines through active participation in technical committees. In addition, RGF® has significantly increased in-house laboratory capabilities for efficacy testing and validation to ASHRAE and other international standards.

Nearly 20 years ago RGF’s proprietary Photohydroionization® technology was validated by the BOC

Group, one of the world’s largest industrial food and medical gases companies. Performing that evaluation were three independent PhD professors including Dr. Marsden, nationally renowned Food Safety expert. All three agreed RGF’s PHI technology exceeded expectations. This strategic alliance catapulted RGF® in the world of food sanitation. After years as an independent industry advisor to RGF®, we are excited to hire Dr. Marsden, PhD as the Executive Director of Science and Technology. RGF® reached another significant milestone with Intertek announcing that the HALO-LED™ is the first product to receive certification under its zero Ozone Verification program, demonstrating RGF’s commitment to safety and corporate responsibility.

RGF® appreciates everyone’s support and understanding during these challenging times as we all contribute to “Getting America Back to Work Again”



RGF’s expanded R&D Lab & ASHRAE 185.2 Test system



New Press Brakes and Laser Metal Cutting

Service World 2020 Woman of the Year



Colleen Keyworth

Online-Access’s own Colleen Keyworth received the Woman of the Year Award from Service Roundtable for her work with Women in HVACR and efforts to educate and advance industry contractors. The award was announced during Service World Expo on September 24, 2020 by Matt

Michel of Service Roundtable.

We all know Colleen and her active support and leadership in the Women in HVACR program. It is our honor to present her with this award as she has worked hard and achieved greatness in this industry!

Online-Access was originally launched out of her family’s business in 2000 to meet their own marketing needs and those of other contractors.



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Johnson Controls Launches Next-Generation YORK® Residential Package Equipment

September 24, 2020 – The YORK® brand of Johnson Controls, the global leader for smart and sustainable buildings, is driving greater efficiencies in residential and light commercial markets with its launch of the next generation of YORK Residential Package Equipment. The comprehensive AC and heat pump range is offered in both 14 SEER and ENERGY STAR® certified 16 SEER efficiencies with electric or gas heating, providing affordable performance and reduced energy use compared to older models.

YORK Residential Package Equipment works alongside other Johnson Controls HVAC products and solutions to help make buildings more safe, secure and sustainable.

“With the goal of providing industry-leading airflows and top-tier cooling and heating capacity, we set out to create the next generation of YORK Residential Package Equipment,” said Regan Axtell, residential product manager, Johnson Controls. “Not only do these units provide comfort in residential spaces, but they are also an affordable option for light commercial spaces, such as strip malls and small commercial buildings.”

The redesigned blower was engineered to bring quicker comfort and advanced air distribution to improve indoor air quality and enhance wellness. In addition, the advanced fan design and vibration-reducing technology minimize noise to provide quiet comfort year-round. These units are also thoughtfully designed with individual access panels and front-facing connections, simplifying installation and maintenance. Units also offer industry-leading warranties with a lifetime limited heat exchanger warranty, 10-year parts and compressor limited warranties, and a one-year labor limited warranty.

For more information about the YORK Residential Package Equipment from Johnson Controls, please visit www.york.com

Tropic Supply and Glasfloss Support Breast Cancer Awareness Month



Glasfloss and Tropic Supply made a \$6,000 donation to Susan G. Komen to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment.

Tropic customers can enter a selfie contest to win 1 of 4 neat Carhartt Tool Rolls. Any contractor who purchases any two cases of Glasfloss filters on a single invoice will receive a FREE PINK CAMO NECK BUFF.

To enter the Carhartt Tool Roll contest, contractors will need to take a selfie wearing the buff and installing a Glasfloss filter.

The next step is to email the selfie to Marketing@tropicsupply.com, and include your name, company name, and phone number. After that contestants will need to like Tropic Supply Facebook page, and then they will be entered for that weeks drawing. Drawings will take place on Oct. 9th, 16th, 23rd and 30th.

Tropic Supply is dedicated to supporting organizations like Susan G Komen to help find a cure and continue to help those who suffer from Breast Cancer. This disease has personally impacted many of Trop-

ic's employees, and they want to show their support to help find a cure and continue to help those who have Breast Cancer. In addition, they know many in the HVAC industry who were personally impacted either by having the cancer themselves or having a family member who had it, and they want to continue to support them as well.

Tropic Supply started this October promotion back in 2014. They have since donated \$42,000 to the Susan G. Komen Foundation and had over 225 contractors actively participate in their awareness efforts over the years. Tropic Supply couldn't have done this without the continued support from their Suppliers and contractors who actively participate in the October promotions; it truly is a team effort! Tropic's commitment to helping bring awareness and find a cure for Breast Cancer began with a customer and friend who was diagnosed with the disease. One of their Resource Center leaders asked them to rally around the cause. Since that request, they have supported Susan G

Komen's mission of eradicating breast cancer as a life-threatening disease by advancing research, education, screening, and treatment.

Tropic Supply looks forward to turning the HVAC Industry PINK this October and seeing all of your pink selfies!



Tropic Supply Sunrise T20 Counter
Derrick Marrero, Eric Santana,
Jay Delavina and Tim Murphy



John Youngblood of the Sunrise T-20 location
helps to make the customers purchase
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Trade Talk:

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



Staying in Tune with your Business

Many people do not stay on top of their air conditioning maintenance schedule. They put off getting their coils cleaned, do not pay attention to their filters or reluctant to take the time to have their refrigerant levels checked. The rationale is often: "if it ain't broke, don't fix it." They prefer ignorant bliss hoping that their air conditioning system will get them through the summer.

A lot of contractors feel the same way about facing the realities of business. They know business is "seasonal" or taxes aren't going to go down or interest rates are going up. They know that the building codes and efficiency levels can change at any time. They know they are getting old and need to plan for succession. Yet instead of facing these realities, they wait and see what happens. They put off making any plans, decisions, or changes.

Running any business involves a series of constant challenges, frequent setbacks and frustrating surprises. The longer an owner operates his business with complacency, the harder it will be to change when he or she starts thinking about "getting out."

In today's contracting business, owners can't afford to take a "wait and see" attitude towards their company. If you aren't actively working at growing the business, it's probably shrinking. If you aren't focused on developing new talent, you may well find yourself with a company that's basically worthless.

Failing to move forward doesn't mean you stay in the same place. It means you actually lose ground. This is because even when your revenues remain generally flat, your cost of doing business continues to climb. Rising costs may not particularly be noticeable, but each year inflation carves away at your profitability.

In addition, revenues from your customer base really don't remain flat. There is always some degree of natural loss of business as clients die, move to other places, or give in to your competitors more aggressive sales efforts. Client relationships are like their roman-

tic counterparts: If you don't make your clients feel special, and wanted, someone down the street will.

There's another factor many contractor business owners don't realize. When you stop working at growing your business, both your clients and employees can sense it. If they feel you are no longer enthusiastic, they'll lose their enthusiasm for working with you. Suppliers also know when you're not growing. They may be loyal to you, but their real loyalty is to your doing business with them and the income you produce for them.

Like most contractors, you probably take great pride in what you've been able to accomplish. But keep in mind that none of us lives forever. Sharing our successes with current or future employees can actually be very rewarding. By making it possible for trusted employees to create their own success wealth, you can actually strengthen your business and enhance their loyalty to you.

Have you ever heard business owners complain that their employees just don't understand what's involved in owning a business? An effective way for them to learn is for you to teach them what you go through. Something funny happens when an employee begins to notice the relationship between the work he or she performs and the financial results it creates. They see that working just a little harder pays off, and working a lot harder and smarter pays off handsomely.

Contractors who take the "wait and see" approach risk losing control of their future. Whether you are 30 or 50, you should develop a time horizon and a plan to ensure that your investment of hard work and other resources will provide the greatest return when the time comes. You may not be able to take it easy for quite some time, but you'll face far less stress along the way.

I am also inviting you to join the FACCPA family of contractors. Call Lisa Tamargo and get brought up to date on the successes we are having as members.

Until next time - Tommy Castellano

2020 NFACCA Fall Golf Tournament



Eric Neal and Jon Buehler of Johnstone Supply Ware Group, Matt Dove of Fresh Aire UV, and Scott Limer of Charlie's Tropic Heating & Air



Chelsea Karol of Enterprise and Amy O'Grady, NFACCA President

The 2020 NFACCA Fall Golf Tournament took place at the stunning Blue Sky Golf Club on Friday, September 18th with an 8am Registration & 9am Shotgun Start with over 40 golfers.

The Title sponsor was Johnstone Supply. The Swag Bag Sponsor was Tropic Supply. Hole Sponsors were York, Valpak, Enterprise, and Snyder. The Beverage Cart Sponsor was Enterprise and Coggin Nissan. The Lunch Sponsor- Fresh Aire UV and Ball Sponsor- Nimnicht. Air Angels Putting Contest Sponsor was American Standard. Danny Lewis with the Legal Shield Team won the Putting Contest.

What really made this event fun was the Bosch/McAllister Group Trailer. Nathan Adams held a skills drill for the contractors to win a tool set. Also the Coggin Hole had interactive games and a Vehicle to explore.

The club set up a private room as well as picnic area for a safe award ceremony and a delicious boxed lunch. Legal Shield Team was 1st Gross (David Shriver, Danny Lewis, Bill Grison, Brady Hillenbacher). Participants received a coupon for a Free Golf Club redeemable at TeePrize.com where you can select from a variety of FREE high-quality golf clubs.



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Ferguson Celebrates Feed The Need By Honoring Associates' Giving Spirit

In honor of our associates nationwide, Ferguson recently donated \$100,000 to Feeding America to celebrate our eighth annual Feed the Need campaign. For nearly a decade, associates have partnered with food banks and animal shelters every spring to help strengthen the communities we serve.

Many of our neighbors are turning to food banks for the first time due to the challenges posed by COVID-19," explained Ferguson CEO Kevin Murphy. "Nothing is more important right now than ensuring our communities are safe and healthy, and part of that is making sure that everyone has food on the table. Our generous associates donate more than 50,000 meals each year to food banks across the country and we could not let this year go by without helping our communities, especially when the need is so great."

Feeding America's 200 network food banks and 60,000 agency partners have seen a 60 percent increase in the number of people needing help. More

than 54 million people may experience food insecurity in 2020, including a potential 18 million children. To combat the need and keep everyone safe, the network of food banks host drive-through pantries in the hardest-hit communities. Since the beginning of March, Feeding America has helped distribute 1.3 billion meals.



Interested in doing more? Two-thirds of Feeding America food banks across the country are accepting volunteers. Many food banks need your help and have volunteer opportunities available. Before the pandemic, food banks relied on the generous time of nearly 2 million volunteers per month. Since COVID-19, volunteer numbers are down, but the need is even higher. There are many ways to help food banks right now in person or at home, including donating to the COVID-19 response fund.

If you choose to volunteer at a food bank in your community, please follow the CDC guidelines.

LG Launches First-Of-Its-Kind Commercial VRF Rebate Tool



ALPHARETTA, Ga., Sept. 16, 2020 — LG Air Conditioning Technologies USA has expanded its online residential LG

Rebate Center tool to now include commercial HVAC products – the first in the industry to include rebates for Variable Refrigerant Flow (VRF) systems.

Custom-designed for LG products, the tool enables residential and commercial custom-ers alike to search for local and national rebates and incentives related to the purchase of LG residential, light commercial and commercial HVAC systems.

Representing 7.6 percent of commercial building energy consumption, commercial space cooling is among the most prioritized areas for energy-efficiency programs. To encourage business owners, building managers, architects and contractors to choose energy-efficient systems, LG delivers simple and convenient access to rebate offers directly through the LG website. Users can search for rebates and incentives related to product purchases in a one-stop shop manner, by simply entering their zip code.

The program was created in collaboration with EcoRebates, the leading provider of in-centive and rebate tools for energy-efficient products and green home solutions. LG is the first company to collaborate with

EcoRebates to provide rebates and incentives on a broader suite of commercial HVAC products. VRF is now added to the general categories of boilers, water heaters and heat pumps that include both residential and commercial offerings.

"Offering the first program for commercial VRF products is another example of our dedication to providing the best tools and resources for our customers, including the extension of our popular online rebate resource center," said Chuck Hughes, director of commercial HVAC sales, LG Air Conditioning Technologies. "We remain committed to bringing the most innovative, energy-efficient and cost-efficient HVAC solutions to market, and that includes providing our customer base with greater access to our award-winning product suite."

The comprehensive database tool includes offers from utilities, state and local governments, and federal programs, as well as promotions sponsored by retailers and brands. Coverage of LG products for commercial applications span 750 commercial programs in 42 different states across the country, with VRF technology programs potentially eligible for up to thousands of dollars in rebate savings.

For more information on the complete portfolio of LG's products and to explore the LG EcoRebate Tool, visit lghvac.com.



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Message from FRACCA President Rick Sims



During a political season we may hear that someone has “flip-flopped” on something when a viewpoint or opinion has changed. What happens when your local building department flip-flops? What if a building department approves thousands of air-cooled condensing units that are spaced closer together than the manufacturer recommends (or requires) during new construction and then flip-flops on the interpretation when units are replaced and now there is not enough space to replace them like-for-like?

The problem starts when the building departments approved thousands of air-cooled condensing units over decades that had less clearance between units than the manufacturers recommended; architects and engineers also took liberties with space allowances. There is no doubt that if more clearance space is going to be required by inspectors, then during initial construction is the best time to work things out.

When the equipment is replaced with a model exactly of the same size it fails inspection from the exact same building department because it does not meet the minimum clearances. The same was true during new construction but current code officials refuse to honor previous approvals of their predecessors. Code officials driving this are usually not the same ones that issued the original approvals, if they are shame on them for their own flip-flop.

Harm and hardship have been inflicted upon property owners and their condominium or homeowners' associations where building departments have flip-flopped on this. Individual owners need to replace just their own AC system that is located between two of their neighbors condensing units. If the neighbors units are the same size and the replacement is the same size as previously approved; then the only difference is that the building department has flip-flopped on their interpretations. Performance may have been fine for decades; but now some code officials want to start moving the units around when they are replaced to meet unit installation instruction minimum clearances.

The contractors are failing these inspections after start-up. By ordering relocation (or repositioning) the new system will have to be re-opened to the atmosphere. This is not something we take lightly. We

should not be opening up refrigeration systems without good reason. Unnecessary surgery on a brand new system is a bad thing; its harm. Adding pipe segments, elbows and fittings needed to reposition the equipment may create losses greater than any potential clearance losses. We have to recognize that we may just be shifting the losses from intake clearances to pipe losses or even making things worse.

As a practical matter, installation instructions are not written to be used directly as codes. They all start with “obey all local codes” when installing this product; but that is about as far as it goes. Unlike actual building codes, the Florida Building Commission does not issue expert opinion or declaratory statements about the installation instructions. Installation instructions are intended to be used in context with other factory resources and training between factory support and installers and were not written with code enforcement in mind and so there is no definitive code support for interpretations.

As a matter of code, most of these code officials are citing FL2017-MECH 304.1 requiring equipment be installed as per the installation instructions. I recommend that you insist that the exact code section be cited so we know they are using current mechanical. Make sure that you know what code is being cited. If we break this down, we are talking about like-for-like replacements in existing buildings. Since that is the case, the 2017FBC Existing Building takes precedent over all other codes. In this case we do not have to worry with the current mechanical code or energy code or any other current volume. All we must do is install “like” components (without creating a safety hazard) while comply with FL2017 Existing Building Chapters 1 thru 4 (and the fire code). That literally means that you should never receive an inspection failure that cites any code other than FBC-Existing Chapter 1 to 4 (or the current fire code) when you are installing a like-for-like replacement in an existing building.

Since failures in question are citing the current mechanical code; findings are not supported by code. During new construction the building department had legitimate opportunity to enforce the current mechanical code, but did not and so now we only have an ap-

proved existing building and system. It is too late to legitimately cite the current mechanical code; now that it's an existing building, we have to choose something from FBC Existing Building - Chapter 1-4 to be legit. Approvals do not just expire. Revoking approvals is reserved for safety hazards; everything else may be as originally approved.

There are no such code provisions for installing a larger unit than existing (resulting in reduced clearances). It is less conforming at best and if clearances are compromised sufficiently may result in measurable subcooling losses. Nobody likes the guy who crowds up all of the space (before you got there) with an unnecessarily large condenser selection for the neighbor's replacement; especially if it was readily available in much more reasonable cabinet sizes for the available space.

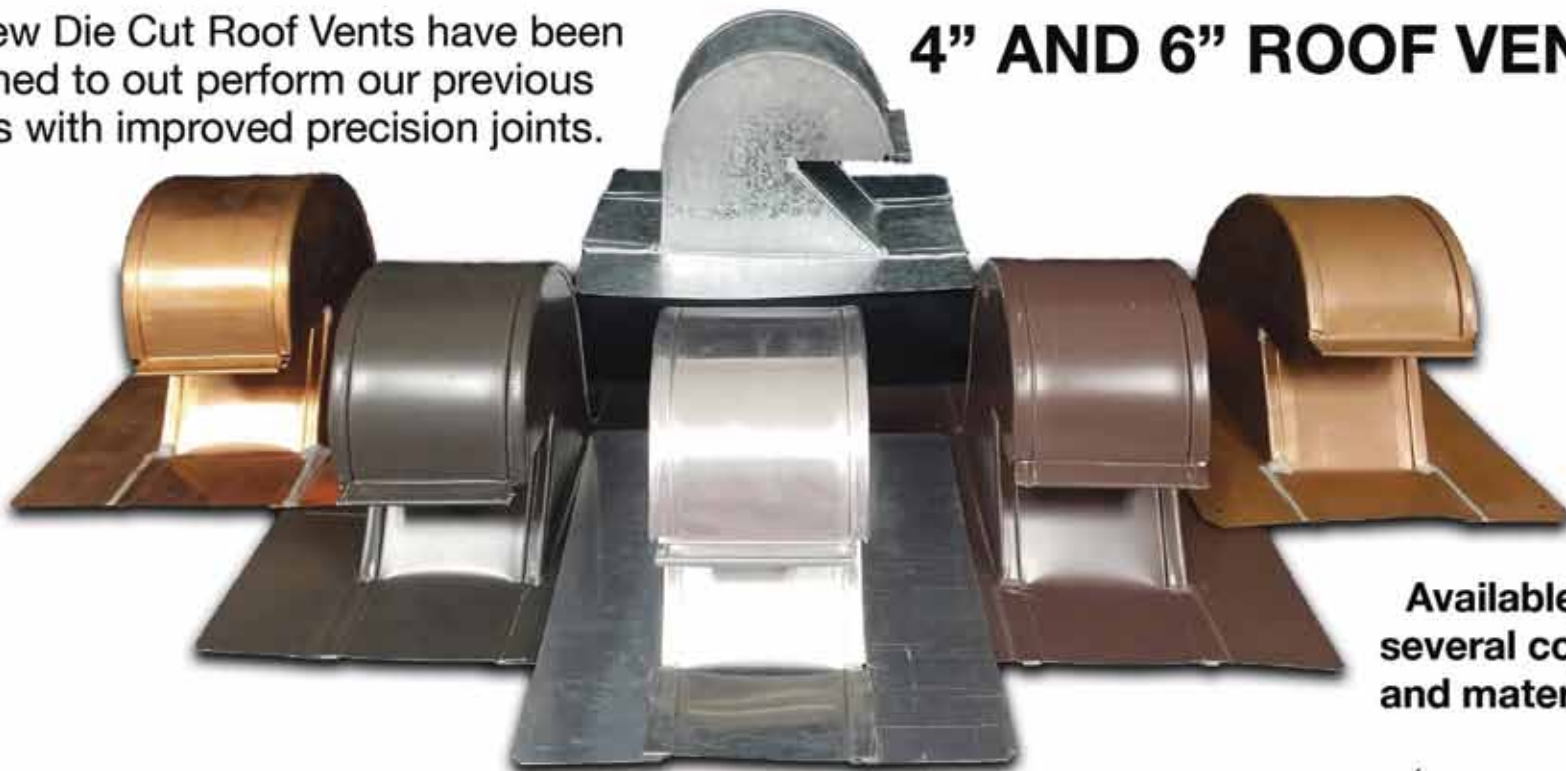
Condensing units that are obstructed on three sides are tested flat on the ground to determine their minimum clearances. If the units are elevated >12” air is conveyed below the unit to feed the rear areas of intake and reduces effects of reduced clearances. It works but you will have to get your manufacturer to supplement your installation instructions with product bulletin or factory directive to use as code compliance support. As the physics go, it's settled; raise the unit above the ground and reduce losses on obstructed sides. This practice has worked with tightly packed restaurant refrigerant equipment for years and works great. The coils stay cleaner and you can hose the ground under them. Use >12” high 140 mph aluminum rack (roof-racks) fastened to existing or new concrete pad and convey air under the unit.

Commissioning data is the best way to confirm if any condenser clearance compromises have resulted in measurable performance losses. While factory support rarely provides any opinions on code issues or speculations about deviation from the installation guide; they can look at your performance data and give a professional opinion about whether any irregularities exist, including determining if subcooling has been compromised for any reason. If you must compromise clearances, use your performance data to confirm whether it actually translates into measurable losses in the real world.

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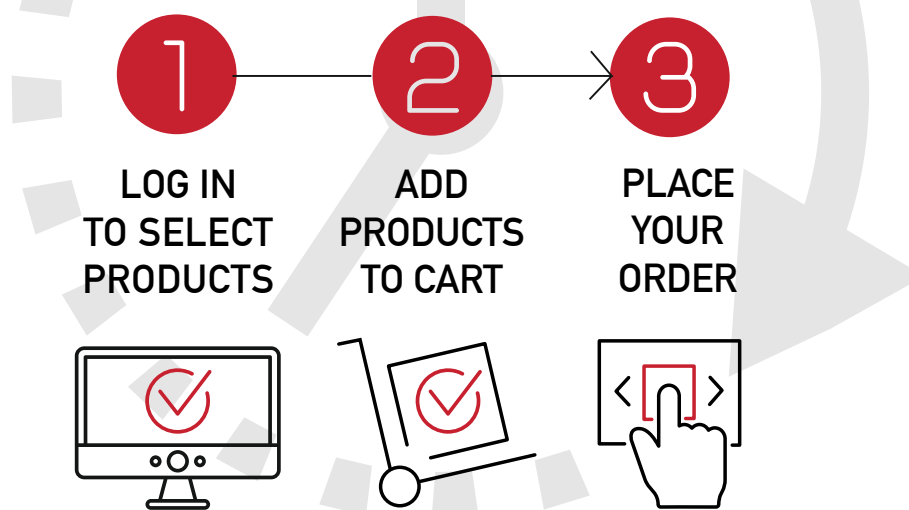


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New Study Shows Indoor Air Quality is a Top Concern Among People Returning to Work During the COVID-19 Pandemic

DAYTON, Ohio – 09.14.2020 – Americans are worried about their health and safety when returning to work, especially the cleanliness of indoor air at their workplace, according to a new study released today by Aeroseal, LLC.

The study includes insights from 710 respondents and explores how, in light of COVID-19, Americans feel about their eventual return to the workplace. A majority of survey participants, who work in a range of environments including large and small offices, hospitals, schools, retail, and other small business spaces, believe their workplace's indoor air quality is the most important component in protecting their health and safety.

Survey respondents are, however, skeptical whether that quality, or cleanliness, will exist at work – 89% report that they believe the air in their homes is cleaner than at work. In fact, they are more concerned with the cleanliness of the air at work than they are with the cleanliness of surfaces in bathrooms, meeting rooms, and elevators.

"It's understandable that Americans are worried about indoor air quality," says Dr. Mark P. Modera, Director of the UC-Davis Western Cooling Efficiency Center, and advisor to Aeroseal. "Air is not something they can see or easily clean, like your hands, a doorknob, or a table. Even before COVID-19, we were spending 90% of our time indoors, so indoor air quality is an important issue."

Key findings from the study include the following:

- 57% of people surveyed believe they'll return to work by the end of the year;
- 42% will work in an office building, school or healthcare facility;
- 64% are worried about their health and safety when returning to work;
- 32% are concerned about indoor air being clean and fresh compared to surfaces in bathrooms (27%), meeting rooms (15%), and elevators (9%).

Proper Ventilation is Key to Clean, Healthy Air

As these concerns come to light, scientists are stressing the importance of proper building ventilation in preventing the spread of COVID-19,

citing it is as important as social distancing, wearing masks and washing hands regularly. A building's HVAC system – the air conditioner, furnace, and ducts – must be working properly to prevent the spread.

The HVAC system cannot establish proper airflow and ventilation with leaky ducts. And according to the Department of Energy, the majority of ductwork leak. Leaky ducts take longer to remove contaminated air from a room. And by staying in the room longer than it might otherwise, this contaminated air increases the risk of an infection spreading.

The study was commissioned by Aeroseal, LLC and conducted by Quartr, a community-driven mobile research platform


RGF Environmental Group Announces the Hiring of their 500th Employee



Ron Fink, CEO, presents Jackie Tymowczak, Office Manager, with a plaque and \$500 for being the 500th employee

RGF® Environmental Group, Inc., a Florida-based environmental design and manufacturing company, announces the hiring of their 500th employee. Jackie Tymowczak is the new Office Manager at RGF®. She is a fourth generation Floridian with family roots in Okaloosa

and Palm Beach Counties. Jackie has worked for local franchise and distribution companies as an Office Manager for the last 15 years. She is also currently a student at Palm Beach State College. This extraordinary growth has pushed RGF's four buildings in the Port of Palm Beach, FL to the limit. RGF® has added an additional 40,000 sq. ft building in Lakeland, FL and plans to hire another 100 people there.



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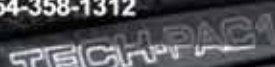
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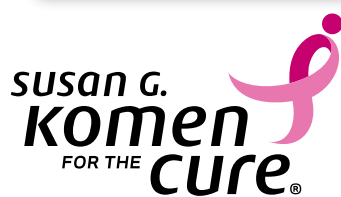
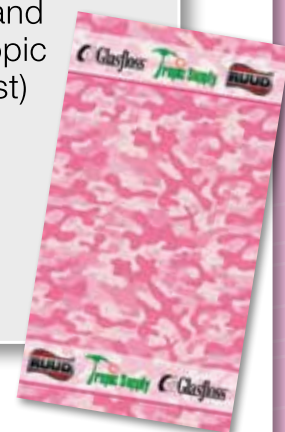


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*One winner will be selected randomly from all entries received during each week. Drawings will be held on October 9th, 16th, 23rd and 30th. Winners will be contacted via phone the same day and the prizes will be mailed immediately. Submission of your selfie gives Tropic Supply consent to post your picture to the Company's social media sites.

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Okinus Credit Solutions Getting ALL Customers Approved During Covid-19 with a “No Credit Needed” Finance Solution

Prior to Covid-19, many Americans were already financially challenged. The Covid-19 pandemic has had many impacts globally, and the economy is NOT immune. Lenders and credit card issuers are trying to mitigate their risks as the economy remains uncertain. Prime Lenders are seeking to identify customers in vulnerable employment situations because their loans could be categorized as high risk. Even before the pandemic, many contractors would run a customer's credit application through a few of their prime lenders and if the customer would not get approved, the contractor would give up on the replacement sale and leave the home. A contractor needs to close every possible replacement sale to drive top-line revenue. Okinus Credit Solutions can help do that!

Okinus Credit Solutions provides a “No Credit Needed” finance solution for HVAC and Water Heater Contractors. They can convert your turndowns into funded sales. When your company has a cus-

tomers that you can not get approved from your main consumer lenders, Okinus can help. Their program offers an instant approval up to \$8,000 with a max approval up to \$12,000.

“We have a very fast and easy process that helps customers with credit issues and bankruptcies enjoy a new HVAC or water heater. The best part about our 2nd & 3rd look finance solution is that it costs the Contractor NOTHING! The contractor installs the unit and we fund the contractor in two business days”, says Thomas Murphy, Director of Home Improvement products. “Our electronic/paperless application process is easy and can be done in minutes”, Murphy goes on to say.

“Okinus has been delivering satisfaction to our employees, contractors and customers for over a decade. Our family started in the finance business dating back to the 1950s” says Gary Allen, President & CEO. “We have done so by knowing and understanding their needs. We have always recognized

that satisfied employees and satisfied contractors create satisfied customers. Our focus is on providing our customers; the credit-challenged consumers, with the best lease-purchase financing solutions.”

At Okinus, our ambition is to provide qualified credit-challenged consumers with an exceptional lease-purchase experience: an easy application, technology of their choice, clear and secure payment methods, customer service with a smile, and fast delivery.

We are focused on what we know we can do well, which is provide lease-purchase financing of quality merchandise at an affordable price. We began in 2004 by financing furniture. Today, we finance HVAC/Water Heaters, furniture, appliances, electronics, and more.

Check out Okinus Credit Solutions at <https://www.okinus.com> or text HVAC to 484848 to receive more information. Thomas Murphy can be reached at Tmurphy@OKINUS.com or 813-220-1115.

ASHRAE Technical Committee Release Technical Bulletin on Edge Computing Design and Operation

ATLANTA (September 25, 2020) – ASHRAE Technical Committee (TC) 9.9 (Mission Critical Facilities, Technology Spaces and Electronic Equipment) has addressed the unanticipated risks associated with edge computing design and operation through a new technical bulletin, “Edge Computing: Considerations for Reliable Operation.”

“ASHRAE TC 9.9's first edition of Thermal Guidelines for Data Processing Environments (2004) was both groundbreaking and foundational. Prior to this publication, there was no global, unified source for environmental conditions (e.g. temperature). Data centers relied on recommendations from each IT man-

ufacturer. The Thermal Guidelines book became the global de facto standard, ultimately opening the door for economizers in data centers. Edge computing/digital infrastructure has no global, unified source for environmental conditions until now. This publication is groundbreaking, foundational, and will become a de facto standard,” said Don Beaty, first chair of TC 9.9.

“Edge computing can expose IT equipment to adverse environmental conditions that compromise reliability and uptime. ASHRAE TC 9.9 has carried out years of R&D in collaboration with leading IT equipment manufacturers on best practices to mitigate these risks. I believe this publication is a trailblazing work

that will serve as a blueprint for all new edge deployments.” said Jon Fitch, lead author of the technical bulletin.

ASHRAE Technical Committee 9.9, Mission Critical Facilities, Technology Spaces and Electronic Equipment, is composed of a wide range of industry representatives, including but not limited to equipment manufacturers, consulting engineers, data center operators, academia, testing laboratories, and government officials who are all committed to increasing and sharing the body of knowledge related to data centers.

To download a free PDF of the full Technical Bulletin, visit ashrae.org/datacenterguidance.

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Performance Pointers

by David Richardson



Measure Total External Static Pressure on a Single-Piece Air Handler

The last month I've had an increase in questions about static pressure testing air handlers. Since this can be a confusing subject, I thought we would revisit it. This month we'll look at how to measure total external static pressure (TESP) on a single-piece air handler.

Internal and External Components

There are three internal components that affect the pressures in a single-piece air handler. They are the coil, the factory-shipped air filter (if equipped), and the electric heat strips (if equipped). Failure to understand how these internal components respond to pressure, and how manufacturers account for them, leads to inconsistent measurements and results. If a component isn't in the air handler, like the duct system or grilles and registers, it's an external component.

"As-Shipped"

"As-Shipped" is a concept we use at NCI to help students understand where to measure total external static pressure. To apply this term, think about how a single-piece air handler comes from the factory as-shipped in the box. When you take it out of the box, what's included? These are the components included in the TESP measurement by the manufacturer — everything else is external.

The Coil

Manufacturers include the coil in a single-piece air handler TESP measurement. A single-piece air handler comes from the factory with the coil as part of the "as shipped" package. This means you should leave out coil pressure drop when measuring. By adding it in, you will chase excessive static pressure that doesn't exist.

Also, including the coil as part of the overall TESP reading can present some issues when the coil is dirty. This is one reason why you **measure coil pressure drop separately**. Assume nothing. When manufacturers rate an air handler in a laboratory, the coil is clean. If the coil is dirty, and you only measure TESP, it will be low.

To overcome this issue, measure and document

"clean" coil pressure drop at startup. Performance data for internal coil pressure drop often isn't available for many coils used in single-piece air handlers. Startup may be your only chance to document the clean pressure drop as a baseline for future diagnostics and maintenance procedures.

The Factory Air Filter

Various manufacturers include a factory air filter with a single-piece air handler. Though this practice is becoming much less common, you need to know the effects it can have on TESP readings. Most factory filters have a low pressure drop. To keep things simple, **include** the pressure drop of the filter in the TESP reading. Don't get tied up trying to account for the factory rated filter pressure when doing this — you'll end up pulling your hair out.

Electric Heat Strips

Electric heat strips rarely influence airflow enough in a residential air handler to worry about them. If you're interested in this value, look at the engineering data for the heater. **Whatever you do, don't measure the pressure drop across the heater.** You might get electrocuted trying to get a reading that doesn't have much value.

Measure Total External Static Pressure

Once you account for these factors, install two test ports to measure your pressures. The following steps are for TESP only.

1. Install a 3/8" test port into the duct or equipment on the exiting air side of the filter. This is your pressure measurement **after the filter**, just before air enters the coil in the air handler. Inspect before you drill — you don't want to drill into a drain pan.
2. Install a 3/8" test port into the supply duct on the leaving air side of the equipment (supply plenum). This is your pressure measurement **as air leaves the air handler**.
3. Turn on your digital manometer, or if using an analog manometer, level and zero it.
4. Attach a hose to each pressure tap of the ma-

nometer and insert a static pressure tip into the opposite end of each of those hoses.

5. Insert the static pressure tip attached to the hose going to the (+) port of the manometer or (high) port of the Magnehelic into the 3/8" port you installed in the supply plenum.

6. Insert the static pressure tip attached to the hose going to the (-) port of the manometer or (low) port of the Magnehelic into the 3/8" port you installed after the filter.

7. The measured TESP reading will appear on the display of the manometer.

8. Read and record the measured TESP.

Diagnose the TESP Reading

Ideally, the measured TESP reading should not exceed the maximum rated TESP of the air handler. You can find this rating on the air handler's data plate on the blower door.

Compare the measured total external static pressure reading against the maximum rated TESP. The rating for most residential air handlers is .50" w.c. (inches of water column). In this example, the measured TESP reading should not exceed .50" w.c. If it does, you could have problems. The typical air handler can't move proper airflow when pressure is high.

It may surprise you how many systems you find that run high static pressures. These systems provide a source of opportunity for you to better serve your customers by correcting the issues that contribute to high pressure and poor operation.

David Richardson serves the HVAC industry as a curriculum developer and trainer at 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 diagnosing and solving airflow problems, 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.



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Pictures provided by Amy O Grady



NFACCA Sporting Clays Tournament at Jacksonville Clay Target Sports August 28th, 2020



Chelsea Karol and Amy O Grady of NFACCA, welcomed everyone to the tournament

NFACCA hosted their Sporting Clays Tournament on August 28th, at the Jacksonville Clay Target Sports in Jacksonville, FL.

Sporting Clays is often considered to be more difficult than trap or skeet. 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 27 shooters participated. There was a safety meeting just before the tournament began at 9am. The Winning Team was Tropic Aire. Jim Jones, with Tropic Aire was our \$1000 Gun Raffle Winner.

At 12:00pm a delicious Lunch of grilled Steak or Salmon was made to order. The Event Title Sponsor was Johnstone Supply Ware Group. The Goodie Bag Sponsor was Tropic Supply. The Shooting Station Sponsors were York - Sourcel and Enterprise Fleet Leasing.

A great time was had by all! Everyone played safe not only because guns were involved but to follow the COVID19 guidelines. This was their first event back in person. It was a chance to breakout of the office routine and connect. Even though the set up was changed for safety it did not interfere with the fun. It was nice to hear what other companies have been implementing as essential businesses keep their staff safe.



Jim Jones, T J Hawk, Andy Davidson, and Jimmy Jones of Tropic Aire



Riley Tennant, Ed Tennant, Corey Tennant, and James Tullis of A/C Designs



Alex Puente - Johnstone Supply Ware Group, Mike Winkel of Cain Sales, Jody Long of Nu-Calgon Andrew Gause of Powell Heating and A/C



Dan Griffin, Amy O Grady, and Chelsea Karol of NFACCA helped with preparing the tasty grilled steaks and salmon lunch!



Bart, Luther Delp, Pete Pellegrinelli, Debbie Delp, and Dennis Thompson



Jim Jones of Tropic Aire wins the \$1000 gun raffle grand prize!

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Does The Voltage Or The Amperage Kill You?

By Bryan Orr



Bryan Orr

I hear the following phrase a lot

It's the amperage that kills you not the voltage

While there is truth to the statement it is sort of like saying "it's the size of the vehicle not the speed that kills you

when it hits you"...

OK so that's a pretty bad example, but hopefully, it gets the point across. BOTH of them are needed to cause injury or death and in the case of voltage and amperage the higher the voltage the higher the amperage.

This statement about amperage being the real danger as led to many people inaccurately believ-

ing it is the size of a panel or the gauge of wire that makes something more or less dangerous... which is 100% incorrect.



Let's take a quick look at OHM's law –
Amps = Volts ÷ Ohms

The resistance (ohms) of the human body depends on a lot of factors including things like the moisture content of the skin, what other objects the current path is traveling through, what path the current is taking through the body etc...

While the resistances vary based on these factors Ohm's law still holds true that when you increase the voltage you ALSO increase the amperage.

Take a look at this chart from the CDC on Effects of Electrical Current* on the Body [3] by Current and Reaction.

1 milliamp; Just a faint tingle.

5 milliamps; Slight shock felt. Disturbing, but not painful. Most people can "let go." However, strong involuntary movements can cause injuries.

6-25 milliamps (women)† & 9-30 milliamps (men); Painful shock. Muscular control is lost. This is the range where "freezing currents" start. It may not be possible to "let go."

50-150 milliamps; Extremely painful shock, respiratory arrest (breathing stops), severe muscle contractions. Flexor muscles may cause holding on; extensor muscles may cause intense pushing away. Death is possible.

1,000-4,300 milliamps (1-4.3 amps); Ventricular fibrillation (heart pumping action not rhythmic) occurs. Muscles contract; nerve damage occurs. Death is likely.

10,000 milliamps (10 amps); Cardiac arrest and severe burns occur. Death is probable.

*Effects are for voltages less than about 600 volts. Higher voltages also cause severe burns.

†Differences in muscle and fat content affect the severity of shock.

Let's say that a particular shock is traveling through a 20 KOhm (20,000 ohm) path in your body
At 120V this would produce a 6mA shock

At 240V it would be 12mA

At 480V it would be 24mA

It becomes clear pretty quick that higher voltage does lead to more dangerous shocks as does the resistance of the path.

High Resistance and Low Voltage = Safer

Low Resistance and High Voltage = Danger

This is why working around live electrical should only be done with insulated tools, proper PPE and in dry conditions. These all serve to keep the resistance up to reduce the likelihood of a fatal shock. The higher the voltage the more diligent you need to be.

Some people may bring up high voltage shocks from a taser or static electricity as proof that "voltage doesn't kill".

In these cases, the power supply is either limited, intermittent or instantaneous. This means that while the voltage is high it is only high for a very short period. Unfortunately in our profession, those sorts of quick high voltage discharges aren't the big danger we face, most of the electrical work we do is on systems that will happily fry us to a crisp before the power supply cuts out.

A circuit breaker or fuse will never protect us because we draw in the milliamp range when we are being shocked as almost all fuses or breakers don't trip or blow until much higher levels are reached.

Be safe around high voltage and keep your resistance high.

— Bryan



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- Patent Pending

Mini Split A/C units are becoming increasingly popular, and require flare connections on each end of the line set to connect the evaporator and condenser. Since R-410A is a much higher-pressure refrigerant, Mini Split manufacturers established R-410A flaring specifications that require a larger diameter, deeper flare for more surface area to seal against the male flare fitting and produce a stronger connection. Uniweld's Deluxe Flaring Tool features a built-in tube stop height gauge that makes a perfect R-410A flare without the guess work. Specifically designed to meet R-410A flaring specifications and can also be used on all 45° flares for Soft Copper, Brass and Aluminum Tubing.



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Women in HVACR Celebrates Successful (Virtual) Annual Conference, Lead Forward



September 9th - 10th, 2020

On Wednesday, September 9 and Thursday, September 10, 2020, Women in HVACR hosted its 17th annual conference which went virtual for the first time due to the COVID-19 pandemic.

Led by President Karen DeSousa, the conference featured keynote speakers, breakout sessions, roundtable networking opportunities, and post-conference hangouts, all on a colorful, beautifully displayed, and well-organized platform. In keeping with true Women in HVACR style, attendees were also shipped their branded "swag boxes," featuring promotional items such as t-shirts, mugs, message boards, and hand sanitizer from some of the conference sponsors.

On the platform, conference attendees had the ability to answer live polls about the conference, view the schedule of events and link to presentations, view resources such as presentation slides, visit and learn more about the many conference sponsors, and complete session surveys.

Most impressively, participants were also able to virtually connect with one another via private chat, an ongoing social feed "wall" where participants could publicly communicate, a photo gallery where attendees could upload and share photos during the event, and the ability to share virtual business cards by adding contacts.

The platform's atmosphere was conducive to not

only networking, but also friendly competition. As attendees navigated the hub, they were able to earn "points" that could be viewed on a leaderboard within the platform. At the end of each day of the conference, the top two most "engaged" participants were awarded gift cards for their participation.

In addition to the social and educational aspects of the platform, participants were able to take notes within the platform and bookmark pages that were significant for them. Soon after the conference, all attendees will be given a "packet" with all of their saved information so they can continue to network and take action on what they learned.

On day one, keynote speaker Kristen Brown gave an engaging talk, "Charged Leadership: Energize Your Work and Life." On day two, keynote speaker Lee Ann Piano guided participants on how to "Accelerate Your Influence & Impact Change." Both speakers fostered participation with attendees via live chat by asking questions, specific calls to action, and even requests to post specific photos in the conference photo gallery. The inspirational keynotes encouraged attendees to harness the power of their strengths in order to make a greater impact, both in our personal lives and in the world.

Other presenters for breakout sessions and roundtable discussions included Erik Wyrwal,

Marcia Christiansen, Erica Leonor, Angie Snow, Danielle Putnam, Renee Joseph, Colleen Keyworth, Susan Archer, Lauren Roberts, David Richardson, Sarah Hammond, and Jennie Bryan, many of whom represented the hardworking board of the Women in HVACR organization. The board has been one of persistence and innovation throughout this planning process, and they all carried huge pieces of the conference on their shoulders in preparation. As is customary, in a true act of humility and graciousness, current President Karen DeSousa gave a heartfelt thank-you speech to her personal Women in HVACR mentor and Immediate Past President Danielle Putnam as she presented her with the WHVACR traditional crystal gavel.

Thanks to the generous support of over 50 industry sponsors, Women in HVACR proudly offers scholarships to women who are up-and-coming in the industry. This year, Women in HVACR was thrilled to award seven women each a \$2,000 scholarship in order to continue their education in the HVAC industry. These seven scholarship recipients were Trisha Becton, Sarah Benoy, Elizabeth Sandoval, Michelle Grisby, Margaret O'Neill, Celeste Jones, and Emily Untershuntz. Women in HVACR wishes these seven ladies all of the best as they further their educations and pursue their careers in the HVAC field.



Karen DeSousa, current president of WHVACR, passes the gavel to Danielle Putnam, Immediate Past President of WHVACR



Karen DeSousa, president of Women in HVACR and owner and president of Advance Air & Heat, officially opened the 2020 Conference



Angie Snow said Look what arrived today!! Thank you WHVACR and all the sponsors who made this a really cool swag box!



One of the most anticipated sessions of every Women in HVACR Conference is when the new Scholarship Recipients are announced



WHVACR welcomed Kristen Brown, author, as keynote speaker. Kristen's topic: Changed Leadership: Energize Your Work & Life



A Great Technical Presentation on "Vital Signs That Sell HVAC Upgrades" was delivered by David Richardson of NCI

First Meeting of ASHRAE Year Miami Chapter via ZOOM

The First Meeting of ASHRAE Year Miami Chapter was conducted via Zoom on September 9th, 2020 at 11:30am. The topic for the meeting presentation was "Everyone Communicates, Few Connect" by DL Karine Leblanc.

Talk is easy! Attendees learned how to really connect when you communicate and avoid misunderstandings, missed opportunities, conflict and lack of teamwork.

Anyone can learn how to make every communication an opportunity for a powerful connection. Karine spoke about how success is related to your ability to connect. She also shared some principles and practices to develop the crucial skill of connecting. The ability to connect with others is a major determining factor in reaching your full potential. It's



ASHRAE guest speaker, DL Karine Leblanc

no secret! Connecting is a skill for you to learn and apply in your personal, professional, and family relationships.

Karine is a sales engineer and leadership expert, she helps busy consulting engineers with their HVAC design projects by supporting them with various system ideas and efficient equipment solutions.

ASHRAE Miami chapter invites you to our next meeting on October 6th, at 12pm. This meeting will be online via zoom. The topic for our Presentation is Understanding ANSI/ASHRAE 188-2018 'Legionellosis: Risk Management for Building Water Systems by DL Patricia T. Graef. Patricia Graef, P.E., Fellow ASHRAE, LEED GA, retired from Munters Corp., Fort Myers, Fla.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,010,414 units in July 2020, up 11.1 percent from 909,164 units shipped in July 2019. U.S. shipments of air conditioners increased 10 percent, to 675,373 units, up from 613,974 units shipped in July 2019. U.S. shipments of air-source heat pumps increased 13.5 percent, to 335,041 units, up from 295,190 units shipped in July 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 1.9 percent, to 5,486,285 units, down from 5,590,819 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners decreased 1.7 percent, to 3,531,470 units, down from 3,592,762 units shipped during the same period in 2019. The year-to-date total for heat pump shipments decreased 2.2 percent, to 1,954,815, down from 1,998,057 units shipped during the same period in 2019.



SFACA 2020 Annual Golf Tournament at Ft Lauderdale Country Club September 28, 2020

This year's golf tournament was on Monday September 28th at The Ft Lauderdale Country Club. The 7100-yard course was in tip top condition.

More than 60 golfers participated in the tournament. RGF Environmental was the Title Sponsor for

the SFACA golf event. Registration began at 8AM with tee off at 9am. The weather was warm and sunny. Beverages were available on the course thanks to Saez Distributors. Hot breakfast sandwiches and coffee/tea were available for grab & go upon

arrival. A delicious lunch was prepared for all the hungry golfers after the tournament. The SFACA Golf Tournament winners will be announced on the next Zoom meeting on October 7th, along with any prizes and raffle winners.



The most popular hole was the RGF ladies and their "Best Shot Tent"



Ramon Rodriguez, Alfredo Andrial, Omar Zamora, and Raul Andrial for Brown and Brown Insurance



Joe Bowden, Matt Ullrich, and Greg Allen for Advanced Work Vans



Doug Lindstrom, Jeff Lindstrom, and Craig Sanscrainte for Lindstrom Air Conditioning



John Brescia, Fred Perfetto, Bill Obrien, and Dave Braden for Cousins Air Inc.



Jim Schaefer, Howard Pearl, Randy Macy, and Bob Himmelheber of York-JCI



Howard Montgomery, Tyler Rush, Ed Abreu, and Rob Scher for Baker Distributing



Steve Rominger, Camilo Vidal, Mel Velez, and Brian Birchenough for Carrier Enterprise



Ed Lawton, Christina Anthony, Kenny Tyson, and Kat Williams for Enterprise Fleet Management



Albert Barcia, Steve Simms, Javier Perez, and Jim Janka for Carrier Enterprise



Rafael Castillo and Mike Lloyd for Gemaire Distributors



Javier Cepero, John Mahoney, Larry Smorgala, and Andre Saez for Saez Distributors



Jaime Bernat and Miguel Ceballos for Saez Distributors



Randy Castricone, Adam Ruessuea, Joe Von Stetten, and Sean Wahl for RGF Environmental Group



John Marinello, Chris Marinello, and Steve Trembley for Pyke Mechanical



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HARDI Distributors Report 8.4% Revenue Increase in July

COLUMBUS, Ohio, August 28, 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 8.4 percent during July 2020. The average annual sales growth for the 12 months through July 2020 is 2.75 percent.

“Sales growth during the prior year was 14.9%, so this month was not an easy comparison,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Nationally the cooling degree days during July 2020 were comparable year-to-year even with 30% or more cooling degree days than normal in three of our regions last July.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 39 days. “39 days is a record low and compares to a normal 43 to 44 for July,” said Loftus. “We have been focused on the DSO as an indicator of economic distress. What we see so far is caution by customers with anecdotal references to higher share of cash transactions.”

“The economic data reminds me of the recent variation of availability of items at the grocery store,” said Loftus. “Generally, the data is getting better like product availability, but the empty sections are reminders that challenges persist. Much of the economic data can be interpreted as stabilizing, but we are not surprised by random blank shelves. Is an economic report good if it is down from the prior year but better than estimated? Should we focus on the seasonally adjusted estimate or the trends of actual results? The data continues to be confusing or a little unpredictable, like item availability at the grocery store or like the unusually low DSO this month.”

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.

Modine Delivers Cutting-Edge IAQ Technology Upgrade For School Products

Racine, Wis. – Sept. 1, 2020 – Modine Manufacturing Company (NYSE: MOD), a leader in technology in the HVAC industry, has announced a state-of-the-art technology upgrade for the company's major school projects that ensures high-quality indoor air quality (IAQ) for students returning to in-person classes following pandemic-related closures.

Modine has partnered with Global Plasma Solutions® to deploy a patented, auto-cleaning, needle-point bipolar ionization (NPBI™) technology that combats airborne pathogens and particulates to provide a safer and healthier classroom environment.

“Indoor air quality is a critical subject as schools reopen this fall and students return to their classrooms,” said Kimberly Raduenz, Marketing Communications Manager for Modine. “Modine is committed to providing the best commercial HVAC solutions, and with this technology we're offering educational facilities managers a crucial tool in the ongoing effort to keep students safe.”

With multiple mounting options and carbon fiber and composite construction, the NPBI™ technology offers durability, energy savings, reduced pressure loss, odor control, and particle reduction and smoke control. The NPBI™ technology solution can currently be installed in existing top-of-the-line Modine school products, including the Airedale ClassMate® DX Cooling and Heat Pump, the Airedale School-Mate® Water/Ground Source Heat Pump, the Airedale Sentinel® Vertical Unit Ventilator and Horizontal and Vertical Unit Ventilators. A factory installed option will be available soon. Visit www.modine.com.






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SFACA General Meeting and Annual Inspectors Panel

SFACA conducted their fourth zoom meeting with their members at 6pm, on Wednesday, September 2nd. There was no cost for this event and it was open to everyone. This was their Annual Inspectors Panel Meeting. This always popular annual forum is designed to encourage dialogue between city and county inspectors and contractors from Broward and Miami-Dade counties regarding areas of mutual concern and interest. In attendance was Amador Barzaga, Senior Code Officer Miami-Dade County, Pete Quintela, Senior Code Officer Miami-Dade County, Ulises Perez, Mechanical Inspector City of Fort Lauderdale, Timothy De Carion, Chief Electrical Code Compliance Officer, Broward.

Here were some of the questions that were addressed. 1) A contracting company who has gone out of business and has not closed the permit is creating difficult situations with a new contractor such

as closing on the sale of that home. Several inspectors just said to close the permit.

2) If an air handler is installed in an interior closet on stand with an emergency pan put on the floor with the stand inside it and a wet switch, does the

pan need to be 3" larger than the air handler? Several inspectors said no because the primary pan works in that case.

3) Any changes in codes due to covid-19. Inspectors said no.

One of SFACA's goals has been to provide social networking opportunities with topical speakers and to provide beneficial programs direct to their members during their meetings. Due to the current social distancing guidelines, this has been challenging to do.

Use this QR code to RSVP for the Virtual Awards Zoom Meeting on Oct. 7th. We will announce the winners of the Golf Tournament held on September 28th.



RGF® R&D Engineers Using Meteorites as Electrodes for Revolutionary New UV-C Germicidal Cells



Port of Palm Beach, Florida (September 14, 2020) RGF® Environmental Group, a leading manufacturer of air, water, and food purification systems announced that its research and development

team, led by Dr. James Marsden, has successfully created a new UV-C germicidal UV cell using fragments of a meteorite that pre-date earth's existence.

After acquiring a handful of meteorites (outer space debris), Jeff Behary, assistant to Dr. Marsden, and his research team at RGF decided to employ the material to create electrodes for a unique ultraviolet (UV) lamp or UV cell. The result was a near continuous spectrum of UV-C that fell along the theoretical curve of wavelengths thought best to disrupt the DNA of bacteria/viruses. RGF now has a patent pending on this novel UV-C generating cell.

"We went on to replicate modern alloys based on the materials found in the meteorites and were able to secure similar results," says Jeff Behary, RGF's R&D Technician. "We then started exploring new alloys in addition to many softer elemental materials that were not able to be experimented with successfully in the past because of inferiorities of the apparatus used, lack of adjustability, etc. The next stage is to employ the various formulas under different gases and gas pressures."

RGF's patent employs a unique variable pulse capacitor based purely off mathematics as opposed to mechanics, allowing experiments to be replicated more accurately. The capacitor has no moving parts and is adjustable over a wide range not formerly available for this type of specialty component. "In the past, engineers were resigned to choose what was available to them on the market and make do with them, largely due to the high cost and limited availability of such items. This capacitor can have over 500 values, and to have a custom pulse capacitor built with any one of the values would exceed \$500 apiece," said Behary.

Due to the increased application of UV-C in germ fighting around pandemics, Behary and his team believe the application of alternate electrode materials unlocks the potential to open up more UV-C wavelengths in addition to accessing parts of the UV spectrum that have been less-explored. Vacuum UV (VUV) and Far UV have been an interesting topic for years and with these new prototypes it is possible to explore the extreme limits of ultraviolet radiation extending from the shortest wavelengths to near visible light. These enhanced or focused wavelength UV-C cells may offer improved efficiency in real world applications, significantly reducing the exposure time required to inactivate microbes like COVID-19 (SARS-CoV-2) and other infectious pathogens that have proved difficult to manage in a variety of commercial settings.

Along with pioneering some of RGF's most advanced research and development projects, Behary is also the curator of RGF's electromechanical museum. Through the museum RGF has access to authentic, historical UV equipment dating back to the 1800s. Behary goes on to say "Of course much of the inspiration for this work is based directly off that of the pioneers in the field – people like Victor Schumann, Theodore Lyman, Heinrich Kayser, William Marshall Watts. These are major pioneers in the UV field and I'm fortunate to have some personal history of many of them."

New Trends In Medical Refrigeration



September 2020 - The proper conservation of medicines, research samples, blood banks and other medical items are indispensable in the health sector, in which

refrigeration has an essential role. When products like those get deteriorated due to lack of proper conservation, it can add risks to patient's health and the financial loss is also significant. In moments like the current ones, where the world is fighting against a virus, health infrastructure and refrigeration for medical applications play an even bigger role, having reliability as its first priority.

"Every medical material must be kept inside a specific temperature range. For example, test samples for Covid-19 must be kept in the temperature range of 2°C to 8°C", explains John Prall, Technical Support Engineer for commercial refrigeration at Nidec Global Appliance, holder of the Embraco brand, a global reference in technology for the complete domestic and commercial cold chain. Embraco has been strengthening its position in medical refrigeration since 2011, when it started producing compressors optimized for ultra low temperature applications, in which the temperature inside the cabinet reaches up to -80°C.

In recent years, concerns other than reliability have been added to this equation, strengthening a trend towards variable speed compressors (VCC). "We have noticed that refrigeration equipment manufacturers and end users are also looking for solutions that reduce energy consumption and noise, since these applications have to stay on 24/7, and that can be obtained with variable speed compressors", states Prall.

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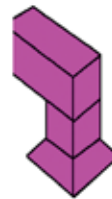
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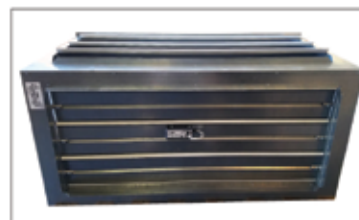
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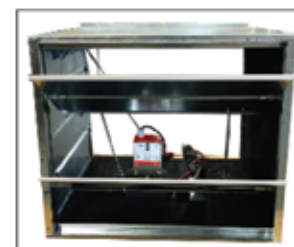
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LG Launches HVAC Pro Dealer Program

ALPHARETTA, Ga., Sept. 3, 2020 – LG Air Conditioning Technologies has launched the new LG Pro Dealer Program, providing residential and light commercial HVAC contractors with access to premier benefits, state-of-the-art training and comprehensive dealer support. Designed to assist dealers in selling, installing and servicing the company's award-winning product portfolio, the LG Pro Dealer Program will provide even greater resources and incentives to help drive growth for HVAC contractors.

The program enhances the LG Excellence Contractor program, which had experienced an average annual growth rate of 50 percent since 2016. The newly minted LG Pro Dealer Program offers contractors greater product and technology education, along with recognition and incentives for providing competitive differentiation in their respective market areas upon completion of the program. Program benefits include technical, business, sales, and marketing support, as well as financial and partnership incentives. All current LG Excellence Contractors will be automatically transferred into the new program.

The LG Pro Dealer program debuts with a new portal for one-stop access to all program tools and resources for seamless management, added consumer financing services and access to bolstered training programs focused on technical expertise and sales effectiveness. Under a new tiered achievement model, the LG Pro Dealer program offers increased loyalty and rewards points for certain tiers, as well as the opportunity for recognition at the LG Pro Dealer National Meeting.

"At LG, we understand that training and product expertise equate to contractor confidence, leading to overall growth and consumer trust," said Sean Boyer,

Senior Director of Operations, LG Air Conditioning Technologies USA. "That's why we're doubling down to arm our dealers with more tools and resources. By expanding their technical expertise and support, we will ultimately drive sales for their overall business success. Our partners are our biggest asset and this enhanced program ensures we are providing a higher level of value, including access to state-of-the-art training and premier benefits."

To qualify as an LG Pro Dealer program participant, HVAC contractors must be nominated by an LG Distributor, participate in a local LG Contractor Opportunity meeting and complete a series of online training courses on LG's products and applications.

Upon completion of program requirements, LG Pro Dealers will have

access to the following benefits:

- New portal for one-stop access to all program tools and resources for seamless management;
- Access to advanced training programs, including virtual options and hands-on opportunities with the technology at state-of-the-art LG Academies;
- Priority listing on the LG Dealer locator and access to consumer sales leads;
- Extended 12 years cumulative limited warranty on compressor parts for qualified registered LG residential/light commercial products;
- Access to branded marketing materials, including advertisements, literature, truck decals and promotional items; and
- Priority technical support.

For more information on the LG Pro Dealer program and LG's complete portfolio of HVAC offerings, visit www.lghvac.com. Cam-Stat®, Jason Industrial® Aftermarket Appliance, NAPCO® and Aquasolve Chemical Company.



Ferguson Hosts Manual J,S,D Workshop



Bob Volin

The Tampa Ferguson HVAC Branch hosted an ACCA Manual J,S,D workshop at their new training facility in September. The workshop was developed and taught by Bob Volin with Air Design Concepts and managed by Cheryl Harris with CRG, Inc.

It covered the basics of performing load calculations, equipment selection and duct design. HVAC contrac-

tors anxious to go back to in-person training responded quickly to the limited number of social distanced seating allowed by Ferguson. There was even a wait list for the two-day class. Licensed contractors were offered 8 hours of CEU credit for license renewal and NATE certificants received 12 hours of CEU credit towards recertification.

Volin will be announcing other locations throughout the state for the ACCA Manual J,S,D workshops in October through November and early 2021. Any company or group interested in bringing the workshop to their area should contact Cheryl Harris at 727-578-1962 or email charris@cragnet.net or Bob Volin at airdesign@gate.net.



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