

TODAY'S A/C

& REFRIGERATION NEWS

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Tropic Supply & Glasfloss Announce Breast Cancer Awareness Selfie Winners (see page 4)



NCI's First Virtual Summit 2020 Rocks the Industry (see pages B11)



SFACA General Meeting & Post Tournament Awards (Virtual) (see page B3)



SWACCA Fall Golf Tournament at Spring Run Golf Club, Bonita Springs FL (see page B3)



ACCA/CF 2nd Annual Golf Tournament at Twin Rivers Golf Club in Oviedo (see page 11)

Chicago AHR EXPO 2021 is Cancelled; Looking Ahead to the 2022 AHR Expo in Las Vegas



Jeff Schlichenmeyer
Publisher

After exhausting all possibilities to tentatively reschedule the Show for March 2021, we regret to announce today the forced cancellation of the 2021 AHR Expo in Chicago. With roadblocks set in place by the ongoing COVID-19 pandemic and resulting current state and local restrictions that prohibit mass gatherings over 50 people, an in-person event will not take place in 2021. Instead, we'll shift our focus to 2022 and prepare for an in-person event in Las Vegas, NV.

We know how much the HVACR community looks to AHR Expo to kick off the year's business momentum, launch never-before-seen new products

and services, and to secure valuable networking contacts for the year ahead. We believe in the value of an in-person event experience as an important means to discover, explore, develop and advance the HVACR industry together as a community.

With this in mind, we now turn our attention to welcoming you in Las Vegas January 31st - February 2nd for the 2022 AHR Expo. We eagerly look forward to hosting you once again for the in-person experience you've come to expect -- three days of networking, access to HVACR's top suppliers and distributors, a floor packed with exhibitors and exciting new products and services, an education program hosted by our industry associations and the overall energizing visit with the entire HVACR community we are accustomed to.

We want to extend our sincere thanks for the support and dedication of so many industry members eager to participate.

RGF® Environmental Group Study: REME HALO Inactivates SARS-CoV-2 by 99.9%

Port of Palm Beach, Florida (October 26, 2020) – RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, has released the results of a third-party study that reveal REME HALO® efficacy of 99.9% against the SARS-CoV-2 virus, commonly known as the coronavirus 2019 or COVID-19.

Commencing in March 2020, the study was overseen by Dr. James Marsden, Executive Director of Science and Technology at RGF. "The study results show the REME HALO® to be effective in combating the COVID-19 virus and a valuable solution to immediately improve the Indoor Air Quality of residential and commercial spaces and protect occupants against exposure to the SARS-CoV-2 virus." The studies are ongoing.

The independent third-party study focused on the inactivation of SARS-CoV-2 using RGF's proprietary REME HALO® product with PHI-Cell® technology. The testing, performed at the Innovative Bioanalysis Laboratories in Cypress, Calif., looked at neutralizing the virus within the occupied space in the air and on surfaces.

"In our New Normal, the public deserves the confidence of Indoor Air Quality solutions that are backed by science. This study proves the efficacy of one of our

flagship products," said Ron Fink, CEO, RGF® Environmental Group, Inc. "From restaurants to schools and places of business, RGF's REME HALO® is a tested and proven solution that provides the peace of mind needed to get America back to work."

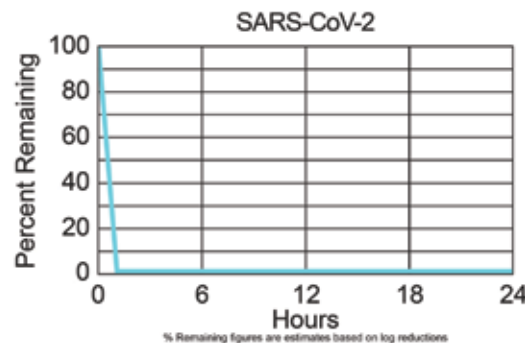
The test procedure used the SARS-CoV-2 virus inside a large chamber (1,280 cu. ft.) representing a real-world air-conditioned office or home. The virus was nebulized into the space simulating a sneeze or cough from an infected person. With the REME HALO® operating inside the chamber the virus was reduced

on contact, resulting in a 99.9% reduction of the virus within the simulated real-world space.

The REME HALO® active air purification system testing showed the SARS-CoV-2 virus was significantly neutralized within the occupied space on airborne virus, reducing the risk of person-to-person infection by respiratory particles and aerosols. The REME HALO®

is an "active" solution that neutralizes SARS-CoV-2 within the occupied space, eliminating the need for virus particles to travel through the HVAC system filters or UV air purification system.

DISCLAIMER: The summary and any comments herein are based on the results from an independent laboratory study performed under controlled conditions and are not in any way medical claims. The product(s) and technologies described are not medical devices and are not intended to diagnose, treat, cure, or prevent any disease, virus or illness.



SARS-CoV-2--PR-graph
Testing Summary: 99.9% Inactivation of the SARS-CoV-2 utilizing REME HALO®.

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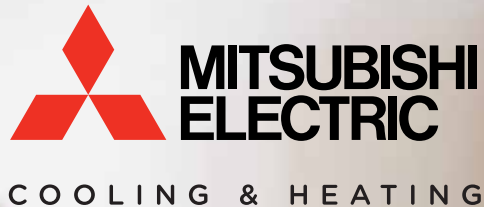
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The Most Critical, Profitability Increasing, Number to Track

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.

There are so many people giving advice about what numbers to track. It can get confusing and somewhat overwhelming to figure out what financial information you really need to know on a monthly basis. I'm going to make it simple...from my perspective. Get these right and the other "nice to know" metrics will be right too. Get these right and you will be building profits AND wealth.

I'm going to be asking a lot of questions. It's up to you to determine the right answers for your company and you. If you have questions call me at 770-729-0258 (I'm serious...call me).

The most critical number – Net Profit per Hour

You must start with net profit per hour. This is the key to everything. Why net profit per hour? Our companies are controlled by our labor force. We are not a manufacturing company that uses robots to produce products. People install and service, period. The more productive your field personnel are, the more profitable your company is...assuming that you have priced correctly.

So, what are you earning for every billable hour? What do you want to earn? If your net profit per hour is negative, then you are paying your customers to do their work...not a good idea. Most of you probably don't know the answer to this question. The best place to start is discovering what your net profit per hour is now.

Divide your net operating profit by total billable hours to get your net profit per hour. You can do this for last year, the year to date number this year or every month...even by department. Find out where you are starting. And, if you don't like the number, figure out what net profit per hour you want and put a plan in place to get there.

The second most critical number to track, over-

head cost per hour. Overhead cost per hour is total overhead divided by billable hours...the same billable hours number that you divided net profit by.

Here's why overhead cost per hour is important:

If your company's overhead cost per hour is \$60 per hour and your competitor's overhead cost per hour is \$30 per hour, on an 8-hour job, your overhead cost would be \$480 and your competitor's would be \$240.

Your competitor can earn \$240 more than you do on that job or he can lower his price by \$240 and earn the same as you would on that job.

You can departmentalize overhead cost per hour. Your service department's number will probably be the highest. Your new construction number should be the lowest.

Two more that are critical to track: current ratio and productivity ratio. Your profit and loss statement doesn't tell you whether you have profitability, long term profits. It simply states profit for a specific period of time.

Your current ratio tells you about profitability. An increasing current ratio, most of the time, tells you that your profitability is increasing. A decreasing current ratio, most of the time, means decreasing profitability. The times it doesn't mean increasing or decreasing profitability is when those of you got your PPP loan cash or when you buy a truck for cash or pay a large tax bill. These are non-operational increases or decreases of current ratio should not be considered when looking at profitability. Current ratio is defined as current assets divided by current liabilities.

Current assets are assets that are cash or turned into cash within one year. Most current assets are cash, accounts receivable from customers (NOT employees or owns), and inventory.

Current liabilities are liabilities which must be

paid within a year. Most are accounts payable, payroll taxes payable, deferred income (maintenance plans), and current portion of long-term debt.

If you don't have inventory on your balance sheet, your current ratio will not be accurate. However, you can still see the trends.

Productivity ratio is also call the percentage compensation ratio. This ratio tells you how efficiently you are using your labor: field, office, and owners. Productivity ratio is total payroll plus payroll taxes divided by sales. Payroll includes all payroll: field, office, and owners.

Payroll taxes include FICA, medicare, state, and federal unemployment. You might have additional city or state taxes, depending on your location, that you have to pay for each dollar of payroll. These taxes should be included too. Do not include worker's compensation, health insurance or other benefits. Do not include bonuses unless you pay them every month. Commissions should be included.

Calculate this ratio each month. It should be consistent or decreasing which means your company is more productive.

Our 2020 and 2021 Classes Announced... New On-line: Leadership Skills for Mid-Level Managers (seven months online class which starts November 2, 2020). Also In Person – all classes are limited to 10 attendees and will be held in my office in Atlanta. I can make sure the environment is as safe as possible. Discounted investment prices until December 7, 2020. Building Profit and Wealth: February 9-10, 2021. Service Manager Survival Program: January 21-22, 2021. Dispatcher Survival Program: January 19-20, 2021. Installation Manager Survival Program: February 11-12, 2021. Please contact me for more information and to register for classes.

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DiversiTech® Acquires SPIN® Tools from Cimport



October 1, 2020 (Duluth, Ga.) – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it has acquired SPIN® Tools from Cimport, a Brazilian company with over 20 years experience in the HVAC Market. The acquisition was completed on September 30, 2020.

Introduced to the HVAC/R market in 2014, SPIN Tools feature an innovative technology to flare or swage copper tubing in seconds. Known for being ten times faster than conventional tools, SPIN Tools were designed to use a high temperature method for shaping metal materials without changing the underlying properties of the copper. The SPIN Tools product is sold through HVAC/R wholesalers globally.



Andy Bergdoll, DiversiTech CEO commented, “With the addition of SPIN Tools to the DiversiTech portfolio we have further bolstered our presence in the HVAC/R Tools market. The addition of SPIN Tools to our comprehensive professional tools offering supports our mission to simplify the work of HVAC/R Technicians by providing labor saving solutions for flaring and swaging. The integration of SPIN Tools enables our wholesale partners to consolidate their orders with other DiversiTech products, simplify their logistics and reduce their freight costs.”

For more information about DiversiTech, go to diversitech.com. For more information about SPIN Tools,

go to spintools.com.

Headquartered in Atlanta, DiversiTech’s mission for its wholesaler partners is to simplify their work. The Company is focused on growth through internal product development, external partnerships, and acquisition.

Tropic Supply And Glasfloss Announce The Breast Cancer Awareness Month Selfie Winners



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.

During the month of October, many Tropic customers entered a selfie contest to win 1 of 4 neat Carhartt Tool Rolls. Any contractor who purchased any two cases of Glasfloss filters on a single invoice received a FREE PINK CAMO NECK BUFF. To enter the Carhartt Tool Roll contest, contractors needed to take a selfie wearing the buff and installing a Glasfloss filter. Then they emailed their selfie to Marketing@tropicsupply.com. Contestants were required to like Tropic Supply’s Facebook page, and then they were entered for that weeks drawing. Drawings were held on Oct. 9th, 16th, 23rd and 30th. Here are the winners!



1st week winner for the Selfie Contest was All Temperature Service of Southwest Ranches! They will receive a FREE Ruud Tool Roll



2nd week winner was TEDDY from Mechanical Comfort Services in St Petersburg. Teddy received a FREE Ruud Tool Roll for his pink camo selfie!



3rd week winner in our Breast Cancer Awareness Selfie Contest was Josh Klemmons with Keep It Cool in Ocala! Congratulations, Josh!



4th week winner in our Breast Cancer Awareness Selfie Contest was Thad Hudson of DC/AC Heating & AC in Tallahassee!

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RGF® Environmental Group Helps Students and Staff at Palm Beach Day Academy Return to School Safely

Port of Palm Beach, Florida (October 7, 2020) – RGF® Environmental Group, Inc. announces that Palm Beach Day Academy has installed RGF's PHI-Cell® throughout their upper and lower school campuses prior to students returning to in-class learning. Palm Beach Day Academy, one of the Palm Beaches most prestigious schools, completed installation of PHI-Cell® and REME HALO® in all classrooms to ensure the highest quality of air and the ongoing safety of students as they return to classes.

"We were happy to supply the PHI and REME in-duct air purifiers to Palm Beach Day following a request from the school's Director of Facilities Chris Evans," said Tony Julian, RGF's Vice President of Commercial Products. "After reviewing the RGF® technology and references, Scott and team made a quick decision to install throughout the whole school in order to help with managing concerns around COVID-19."

The PHI-Cell® and REME HALO® units, which use RGF's patented technology, install inside existing air conditioning ducts to purify every cubic inch of air throughout the conditioned space. The RGF® technology effectively reduces odors and air pollutants like bacteria and viruses, including H1N1, MRSA, Norwalk, e-coli, and others. Recent testing on SARS-CoV-2, the virus that causes COVID-19, indicates similar results to all other virus RGF® has successfully eliminated. The units work by sending out very low levels of airborne hydrogen peroxide into a room, which effectively kills microbial contaminants in the air and on surfaces, while being safe for the building occupants.

"Throughout the pandemic, our top priority has remained the re-opening of our campuses while ensuring the health and safety of our students, faculty, and staff," said Chris Evans, Facility Manager at Palm Beach Day Academy said. "As a result of our partnership with RGF and the installation of their premier air purification technology in our buildings, we felt confident that we could safely execute our Opening of School plan and re-open our doors to our community this fall."

In addition to the complete installation at Palm Beach Day Academy, RGF's PHI-Cell® and REME HALO® products are also installed at many other schools and universities, global hotels and resorts, national chain restaurants, as well as various office buildings, medical and dental offices. Many Fortune 500 companies utilize RGF's proprietary technologies for use in health care, food processing, military, government, marine, hospitality, residential and commercial applications. Over four million PHI Cell® products are installed worldwide, and growing rapidly.



Elearning for Students and Instructors

There is no doubt that 2020 is a year for the record books. Along with its many challenges, this year has presented unique and exciting opportunities for innovation, creativity and growth, especially in the area of HVACR education. Prior to this year, the terms "remote" and "blended" were most commonly used to describe a television's channel-changing device and a margarita preference. Now, we have more profound definitions for them.

A lot has changed, including the roles that instructors and students play in the education process. To better help students and instructors meet these challenges and seize the new opportunities presented to them, we are pleased to offer the following HVACR-related elearning opportunities.

The ESCO elearning center puts digital content directly in the hands of your students. If you are looking for authors or manufacturers to be guest presenters for your students, then check out our FREE webinars. If you are looking for digital curriculum, training videos, or immersive learning, check out the numerous items that are now streaming. The elearning center provides you a plethora of digital content from a singular source, all available at your fingertips.

The 2021 National HVACR Educators and Trainers Conference is going virtual for 2021. This will bring the streaming content direct to you, making it easy, safe and affordable for all to attend. To view a complete list of the presentations presenters, schedule, other conference details, and to register, visit www.esco-group.org and click the conference link.



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IAQPRO Live Webcast Series CPS Products, Inc.



CPS Products invited me to participate in a free Zoom presentation of the IAQPRO (Indoor Air Quality Meter). The webcast was held on Tuesday, October 6,

for the residential market, but has the accuracy and performance to measure indoor air quality in commercial environments as well. By using this product, you can become an air quality professional!

The SmartAir's sensors test 8 air quality factors every second. Simply place the SmartAir device in the area to be tested and begin the test. Test results include numerical air quality data plus recommendations to solve air quality problems.

The CPS Link™ app generates a customizable report of products, services and prices for the technician to resolve any air quality problems. You can instantly share a job snap-shot while viewing live air quality data on a mobile device. Technicians can take a snapshot or generate a full report for instant e-mailing to clients, the company office, and others.



at 10:00 AM. The product manager from CPS was David Jackson, who conducted the webcast, and revealed the features and additional benefits you get from using it.

The IAQPRO is the industry's first smart tool that helps HVAC professionals identify indoor air quality issues, determine potential causes, and recommend effective solutions.

The SmartAir™ diagnostic program is designed

for instant e-mailing to clients, the company office, and others.

SWACCA Starts Up Regular Monthly Program Meetings

After a long spell of scheduling and then rescheduling program meetings, SWACCA's Board finally felt the time was right to restart monthly in-person programming. To date, the meetings have been successful in number of attendees and following COVID safety practices indicating contractors were ready for non-Zoom networking. The first meeting was August 4 held at the Veteran's Museum in Cape Coral. The location offered plenty of room for social distancing. Contractors had an opportunity to see the facility that SWACCA members have been supporting and to attend the Advanced Code Class taught by FRACCA President Rick Sims.

In September the Annual Inspector Night Panel brought together inspectors and building officials from almost all Lee and Collier County jurisdictions to discuss contractor and building department concerns. Much of the discussion centered on remote inspections: what inspectors need to see, acceptable quality of pictures/videos, display of permits, etc. The venue limited the number of attendees to 55 which allowed for proper social distancing.

October brought a timely topic to SWACCA members, Safety First: New Regulations for Pandemics. Tray Batcher, partner with Cotney Construction Law, came down from Tampa to review OSHA regulations and how to mitigate potential liability to contractors due to COVID through training; following CDC guidelines at the work site and at customers' homes or places of business; and documentation, documentation, documentation.

November brings another timely topic: What IAQ Technologies Help Fight the Spread of COVID. Presented by Carlos Martinez, an IAQ specialist with NuCalgon, it will cover what products are on today's market and what level of protection (if any) will they provide customers. Discussion includes:

Air Filtration, Ozone Generators, UV Lights, Photo Catalytic Oxidation, Advanced Photo Catalytic Oxidation, and Bi-Polar Needlepoint Ionization.

SWACCA, Southwest Florida Air Conditioning Contractors Association, can be reached at 727-209-0890 or go to the website at www.sw-acca.org for more information about the Association's programs, special events and educational workshops.

New ViroBlaster™ Portable Electrostatic Sprayer



St. Louis, MO – NuCalgon has launched a new portable electrostatic mist sprayer designed to easily and effectively dispense cleaners, sanitizers and disinfectants on any hard surface. Called the ViroBlaster, the new sprayer can be used to properly sanitize classrooms, offices, living spaces, hotel rooms, medical facilities and more.

The ViroBlaster features an electrostatic method of spraying, which helps the product cling to surfaces much more efficiently than a standard sprayer. It comes with a heavy-duty 1/2 gallon bottle, and it has a spray distance of over 9 feet with a static coverage area of over 16 feet.

The ViroBlaster is a portable device, utilizing a rechargeable lithium ion battery that provides 30 minutes of run time on a full charge. The ViroBlaster is sold with one rechargeable battery and one battery charger as part of the kit, but additional batteries and chargers are available for purchase.

We recommend using the ViroBlaster with NuCalgon's EPA registered products, such as Evap-Fresh® No Rinse, IMS III, Bio-Fresh® cd and Spray Nine for most effective cleaning and sanitizing of surfaces. For more information, visit <https://www.nucalgon.com/products/indoor-air-quality/viroblaster>.

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Trade Talk:

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



What Is Secret Of Success In Life?

Yes, another month has gone by and I'm sitting here at the computer thinking, "What do I share with the readers today?"

Have you ever tried doing this watching Television? It is virtually impossible to concentrate on writing an article while watching a movie. But, I have to admit I sometimes get hooked on a movie and put off writing an article.

Then, there're times I think, "Nobody is going to read it anyway." But every once in a while, I run into a contractor who recognizes me and talks to me about one of the articles. I think that is what makes it worthwhile.

So, I'm watching an oldie. "CITY SLICKERS." I come to the part where Jack Palace is talking to Billy Crystal and he says to Crystal, "the secret to life is this. (And he holds up one finger.)"

Crystal says, "Your finger?"

Jack says, "One thing!"

Crystal asks, "What's the one thing?"

Jack says, "That's what you've got to find out."

BRILLIANT! Here I thought I am going to find out the one big secret to LIFE only to be told it's only one thing and I have to find out what it is! I think if I was paying at the movies, I'd ask for my money back.

What is secret of success in life?

It is not immediately obvious what it means to be successful in life. The term is used generally to describe a professional success, that is, a signal achievement at work, indicated in part, but only in part, by having made a lot of money. ... Or simply making more money than everybody else.

And we're all in a hurry. The pace of life has increased and rushing through our days—through our lives—has now become the norm. We want everything now; happiness now, success now, health now, love now. Not surprisingly, this is the way we approach our goals and life changes as well. Patience is hard to come by: we expect results now, and if we haven't reached our goal yet, it must be because we're not working hard enough or fast enough or we're lazy and undisciplined.

Learning to take baby steps.

This may be the simplest, yet the most effective strategy we can use, as consistency, and learning to build on small victories are the keys to success. The happiest and most successful people will tell you that they have achieved their level of life and work success by taking small steps, and making one positive choice after another.

Maybe we would be better off with mini victories. What is a mini victory? A mini victory is a realistic, quickly-achievable, smaller portion of a larger objective. This bite-size goal will vary depending upon our specific intention, time frame, and motivation. The reason this strategy works is because we are able to see tangible progress, rather quickly, so we feel a sense of accomplishment and are encouraged to move on to our next mini goal, using the small successes as stepping-stones to larger change.

We all want to be more organized, but when we attempt to organize or de-clutter our entire home or office all at once we usually get overwhelmed and don't finish the project. Instead, when we try to organize one area at a time, change one messy habit,

or develop one productive routine, we have better success. Tackle one project, and then add in another change when the first one is well established.

Most of us want career success, but it usually comes one rung up the ladder at a time.

- Take one course at a time.
- Achieve one certification.
- Improve one skill.
- Make a few new contacts at each event, conference, or gathering and slowly build your list of business contacts.

It's better to cultivate good relationships with a small network of contacts, and then gradually expand that network.

Maybe Jack is right. The one thing at a time strategy is useful in almost every area of life, and when trying to achieve nearly any goal. Just work towards one mini-victory at time and make sure you celebrate each achievement in some small way—a little success goes a long way in propelling us to the finish line.

Have a very Happy Thanksgiving. From my family to yours.

Until next time.
 Tommy Castellano

Florida-ACCPA is the professional alliance designed exclusively for today's HVAC/R contractor! Our goal is to provide our members with the best contractor resources available — to be successful today, and for many years to come.



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Hughes Supply - Jeff Snider, Cristina Edwards, Ron Miller, Shannon Gould



Johnstone Supply Ware Group
Angel Martinez, Rodney Facemyer Jr



RGF Environmental Group
Ken Zalk, Jeremy Mann, Sean Wahl



YORK - Todd Walls, Justin Platt, Anthony Marini, Bobby Pickney



APG ELECTRIC - Joel Wendt, Gerry Krieger, JR Tirado, Adam Ogg



Air Tech - Andy Brunkala, John Lackey, Chris Pontell, Ken Spiluziak



Starr Mechanical - Dustin Archer, Dean Drafts, David Evans, Shawn Bray



Duct Detectives, Inc. - Chad Cowan, Mato Barisic, Bo Levesque, Andy Booker

ACCA/CF 2nd Annual Golf Tournament at Twin Rivers Golf Club in Oviedo



The ACCA/CF Second Annual Golf Tournament was held on Friday October 16th at Twin Rivers Golf Club in Oviedo FL. The 6600 yard Par 72 championship golf course was in tip top shape. More than 80 golfers participated in the tournament. Registration began at 7:30AM with a Shotgun start at 8:30an. The weather was warm and sunny. Beverages were available on the course thanks to Blacks Supply, and Carrier Enterprise.

After the tournament, a nice lunch buffet, was sponsored by Ferguson HVAC. Many great prizes, raffle, and awards followed after dinner.

Congrats to the Air Tech Team for 1st Place, the Duct Detectives Team for 2nd Place, and the Starr Mechanical Team for 3rd Place. Closest to the Pin was A. Martinez for the Men, Chris Edwards for the Women and Longest Drive - N. Diehl for the Men, and Yolanda Pizarro for the Women.

*Pictures provided by Paula Huband
Please Note: Names in random order*



ACCACF
Emery Cary and David Huband



Certipay - Beau Webster, Chad Vergason, Cal Thompson, Scott Mulhollen



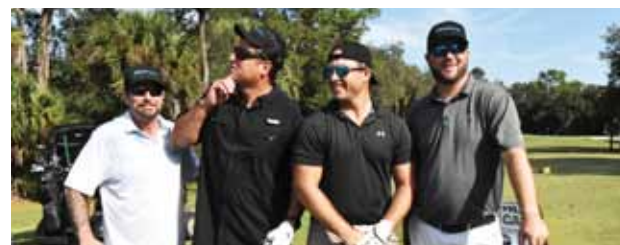
Nissan Motor Company
Paul Miles, Dan Meehan, Dave Hinson



Richard Flanders - Harlan Rosenberg, Robert McDonald, Tom Fiddelke, James Bassler



Stan Weaver - Brian White, Steve Gustavson, Brandon Ulmer



Starr Mechanical - Justin Starr, Garry Craddock, Jordan Starr, Jason Aki



Powell - Brooks Powell, Frank Terrizzi, James Grove-Hidrywall, Ralph Pratt



Orange County Ray Pearce - Jason Kipfinger, Ashley Devore, Patrick Moran, Joe Choss



Johnstone Supply Ware Group - Lance Gorney, Eric Parker, Bill Governale, Greg Beurmann



Carrier - Bob Hentz, Mike Mondul, Jim Provoncha, Jason Provoncha



SunBelt - Pete Zeitler, Kevin Zeitler, Tom Brien, Noel Huerta



Munson - Aj Munson, Alex Munson, Gary Munson, Steven Joiner



Bowen, Miclette & Britt Ins
Jimmy Drew, Steve Smith, Ziggy Espino



Ferguson - Michael Blalock, Lander Claassen, Brock Turner, Nick Diehl



Greens Energy - John Green, Bill Green, Beau Green, Jim Davis



Message from FRACCA President Rick Sims



As I write, I have just received word that the 2021 AHR Expo is cancelled completely. Sad that cancellations due to CV19 are already spilling over into next year. The news comes as Florida has returned to business as usual for the most part; with remaining safeguards for our most vulnerable.

Most FRACCA chapters have returned to some sort of limited physical gathering for live meetings or events. SWACCA (Southwest Florida Air Conditioning Contractors) began limited membership meetings in August (with safeguards in place) and has continued monthly meetings and events as each venue allows. Attendance has been far below normal of course.

Other chapters may just now be getting together physically again. Many have worked hard during the lock down to prepare for their return to live apprenticeship classes. Apprenticeship programs scrambled to find safe ways to safely complete the school year last spring. To my knowledge, all our state's apprenticeship programs have all returned to live instruction as the new year commences. Apprenticeship programs are using scheduling strategies to minimize classroom occupancy density and in some cases have alternating schedules. There are temperature checks and some classrooms have installed plexiglass physical barriers. Lots of preparation was put into reopening these programs for live instruction. Hats off to our instructors, administrators, volunteers and committees for pulling it off.

I have attended several live events in various locations around the state since July. I must say that my experience has varied from case to case. At some events, occupancy was spaced out in large rooms and at other events less distancing was maintained. At several of the events my temperature was taken as I entered, and everyone kept their masks on. At other events, masks were removed and things were more casual. I tried to adapt to the

circumstances and go along with whatever the local expectations were. As chapters reconvene live meetings and events, many are bringing presentations with new data and lessons learned from 2020. A lot of new information about CV19, transmission of airborne diseases and effectiveness of filtration, air treatments and ventilation is available and our FRACCA chapters are bringing it to their members. Customers are actually interested in ventilation improvements! It was not that long ago that it was more likely that we would discuss ventilation with respect to what the code requires rather than ventilation rates that our customers desire.

HVAC contractors are answering lots of CV19 related questions about filtration and microbial treatments. IAQ products are more popular than ever. Expect to see more new findings and technical advancements showcased at your local chapter meetings.

While saddened to see that there will be no AHR Expo in 2021, expect that there will be new FRACCA training opportunities for Florida. Planning is underway for our newest continuing education offerings and we are working with local chapters to bring events to your area in 2021. Courses will be a combination of technical and code courses, along with presentations more relevant to legal and business aspects of our trade.

This is a unique year; FRACCA presentations provide guidance for those participating in PPP programs and for those who did not. These are not normal times and one-size-fitsall approach doesn't work. It will be interesting to see how advice from our experts like Cotney and Associates varies from PPP participants compared with advice for contractors who did not participate. At the same time we can all evaluate if our decision making with regard to PPP worked out as planned or not. We have explored uncharted waters; it will be interesting to compare how various strategies fared.

HVAC Excellence Presentation Lineup Released



HVAC Excellence has officially announced its lineup for the 2021 National HVACR Educators and Trainers Conference. This virtual event will bring more breakout sessions than ever before, directly to instructors.

Knowing that the HVACR instructors are often tasked with teaching technologies that they themselves have never encountered in the field, they now need to adapt to teaching online. To help them meet these challenges, HVAC Excellence is hosting the 2021 conference as a virtual event. This will make it easy, safe and affordable for all to attend.

Although the conference will be broadcast March 15-26, 2021, HVAC Excellence realizes that each instructor's professional development needs vary, as do their availability for training. To provide flexibility in viewing breakout sessions, the classes listed in the schedule will be available for the entire day, as well as for an additional 120 days after the conclusion of the conference. This flexibility allows conference participants to watch the 50-minute sessions in any order, as many times as they wish. Upon completion of a session, attendees will be prompted to download a continuing education certificate, which they can print or file electronically.

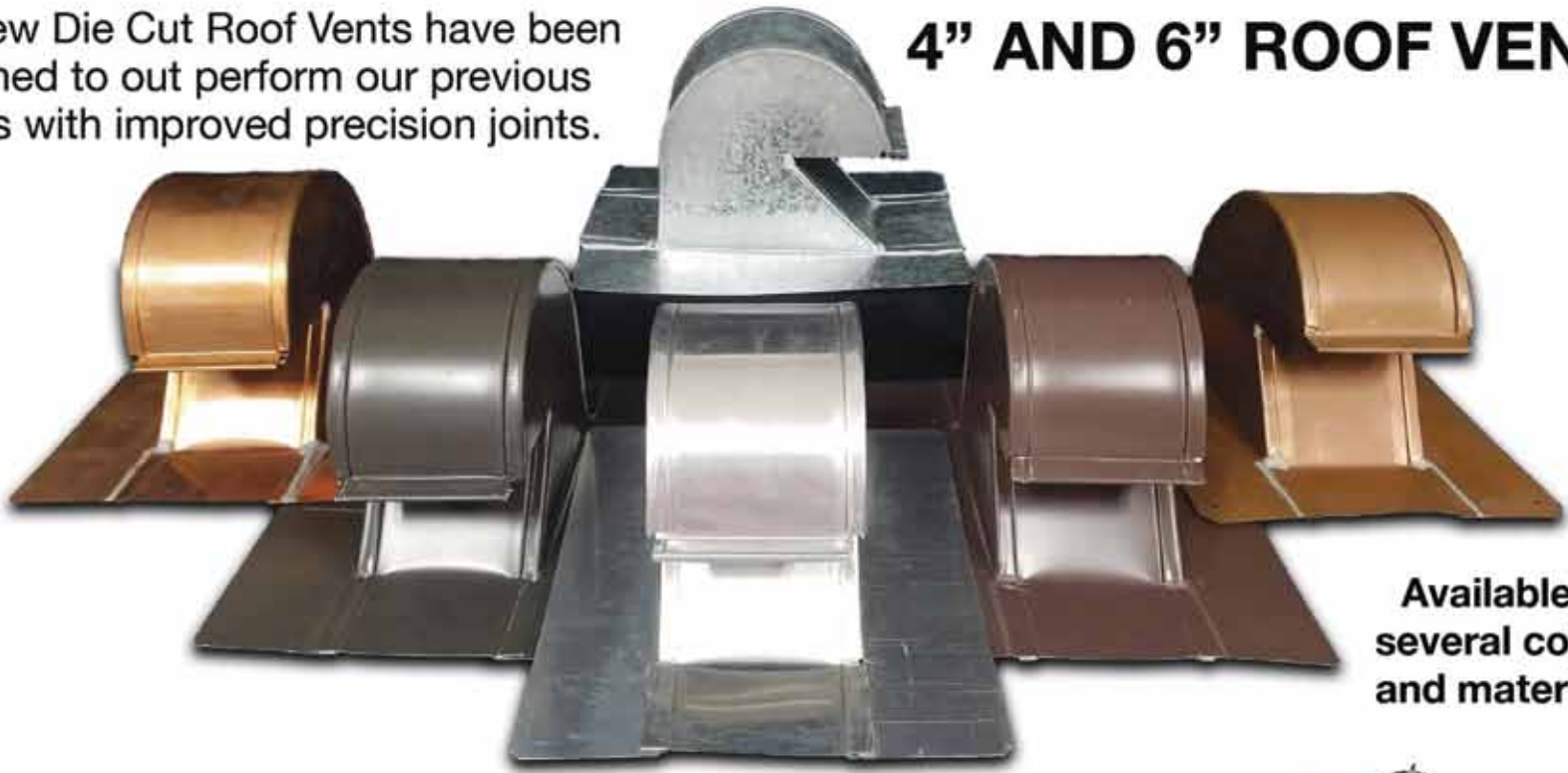
To view a complete list of the presentations presenters, schedule, other conference details, and to register, visit www.escogroup.org and click the conference link.

HVAC Excellence was established in 1994 to improve the technical competency of the HVACR industry through validation of the technical education process. By setting program standards and verifying that they have been met, we can meet the challenges facing our industry by continuous improvement in the way that we prepare technicians.

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Congratulations to Mike Champagne for 50 Years of Service!

Contributed by Crown Products Company, Inc.

Earlier this year, Mike Champagne celebrated his 50th year of service at Crown Products Co., Inc. Mike started his career at Crown in 1970 in the company's first production plant in Jacksonville, FL. Mike distinguished himself right away by showing a strong work ethic and quickly learning the art of sheet metal layout in the days before plasma tables.

In 1982 Mike was promoted to a sales position within the company and since then he has been an integral part of Crown's growth. Mike worked closely with Bill Tuggle, the founder of Crown Products to establish Crown as a leader in customer service within the HVAC industry. For the past four decades Mike has helped mentor every customer service rep at Crown.

In addition to his sales responsibilities, Mike

has been greatly involved in the company's product development. He has made important contributions to the design and development of Crown's extensive line of residential and commercial air duct products.

After 50 years of service, Mike will retire from Crown in November 2020. He is looking forward to spending more time kayaking with his wife Cheryl and being around their five grandchildren. Mike will also be able to dedicate more time to his passion for woodworking.

Everyone at Crown thanks Mike for his dedication, professionalism and friendship for so many years. We all wish Mike good health and happiness in retirement. He certainly deserves it.

Contact Mike by emailing: mchampagne@crowproductsco.com.



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ASHRAE Introduces Remote Online Proctored Exams

ATLANTA (October 14, 2020) – ASHRAE announced that a new testing method is now available for completing certification exams.

ASHRAE launches Remote Online Proctored examination as a safe, secure and convenient certification exam delivery mode. ASHRAE candidates are now able to schedule and sit for a certification exam from their home or office.

"This new exam delivery mode not only will expand the market for ASHRAE certification to every built-environment professional in the world with a desktop or laptop and a stable internet connection, but it also demonstrates yet again ASHRAE's ability to pivot in the face of a challenge and emerge a more nimble organization, even better equipped to meet industry needs," said 2020-21 ASHRAE President Charles E. Gullledge III, P.E., HBDP.

Candidates will utilize a remote testing platform which features 100% live proctoring staff and lock-down browser to ensure reliable monitoring and security risk mitigation throughout the examination process. Remote online proctored exams require a desktop or laptop, a stable internet connection, Google Chrome browser, a working webcam, and microphone. An intuitive user interface and live chat assure a seamless and supported experience.

ASHRAE Remote Online Proctored exam security features are as follows:

- Live check-in
- Identity authentication measures
- Scanning of the test taker's environment
- Lock-down browser
- Experienced proctors monitoring audio and video

At an exam's conclusion, candidates will be able to view their Pass or Fail result on their screen. Successful results are posted to the ASHRAE website by the 15th of the month following a candidate's examination, by which time successful candidates also will be invited to download their ASHRAE certification digital badge.

For more information on ASHRAE Remote Online Proctored, visit ashrae.org/remotetesting.

Attention HARDI Members!



On December 7-9, 2020 the 2020 HARDI Summit will focus on 5 themes that believe are of critical importance to our members: the impact of the election on the HVACR industry, the economic outlook, sales/customer service adaptations, the growth of IAQ products and product availability and the role of the distributor. Our Summit will feature three days of presentations focusing on these themes and provide all who attend information that will be instrumental in developing future business strategies.

Opening Keynote:

Shark Tank Star: Kevin O'leary

After his extraordinary success at the software company he founded – and a difficult period of obstacles and legal disputes – Kevin eventually found himself on television, quickly becoming a sought-after host and personality on a range of shows – including Discovery's Project Earth, CBC's Dragons' Den, and ABC's Shark Tank. Kevin has since launched O'Leary Funds, an investment fund company; O'Leary Fine Wines; and a best-selling book series on financial literacy. In 2014, Kevin founded O'Leary Financial Group – a group of brands and services that share Kevin's guiding principles of honesty, directness, convenience, and above all, great value.

Contact the HARDI Team and we can help you get your group registered for the event.

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AHRI is Leading the Transition to Low-GWP Refrigerants

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) continues to demonstrate its commitment to ensuring a safe transition to low-global warming potential (GWP) refrigerants through educational events such as a recently concluded five-part webinar series on the latest refrigerant research, which attracted more than 1600 participants. Topics included air conditioning applications, commercial refrigeration applications, understanding refrigerant sensors, predictive tools for refrigerant behaviors, and refrigerant ignition in open flames/hot surfaces.

“The Refrigerant Webinar Series was quite effective in engaging various stakeholders about the research taking place to determine application limits and safety requirements for low-GWP flammable refrigerants,” said AHRI Vice President of Regulatory Affairs Helen Walter-Terrinoni, who also heads the AHRI Safe Refrigerant Transition Task Force (SRTTF). “The impressive attendance these webinars attracted is a testament to the importance of our mission. I encourage anyone with an interest in learning more about AHRI’s efforts regarding the safe refrigerant transition to visit our website to find out how they can become involved.”

AHRI’s SRTTF was established in 2019 to address every step of the supply chain in the transition to safe low-GWP refrigerants. The Task Force comprises AHRI members and stakeholders employed with contractors, government agencies, the fire service, unions, training organizations, environmental groups, and other entities. Walter-Terrinoni works with a group of dedicated volunteers to educate stakeholders about the transition. To date, the SRTTF has led in-person and online educational sessions on regulation compliance and safety standards and codes, all of which are of critical importance to contractors, technicians, code officials, and members of the fire service.

Regulation of hydrofluorocarbons in air conditioning and refrigeration, which industry has sought on a global basis for more than 10 years, is one way to reduce greenhouse gas emissions, especially since air conditioning and refrigeration are the fastest growing industry sectors that use high-GWP refrigerants.

Information about the safe refrigerant transition, including resources and factsheets, presentations and webinars, and relevant articles, is available at <http://ahrinet.org/saferefrigerant>.

HARDI Distributors Report 4.5% Revenue Increase in August

HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 4.5 percent during August 2020. The average annual sales growth for the 12 months through August 2020 is 2.5 percent.

“August 2020 had about the same number of cooling degree days, but one less billing day than August 2019,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “We estimate sales growth with the same number of billing days was more than 9%.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 40 days. “The normal August DSO is in the range of 42 to 44 days so this was another unusually brisk report,” said Loftus. “Members have told us they presume their customers participated in some of the economic relief programs that has allowed them to quickly pay for their supplies.”

“The recovery continues with most economic indicators progressing forward slowly, and slowly is the key word,” said Loftus. “The rolling three-week average of the University of Michigan Consumer Sentiment Index is now 75, at a level it has not seen since early 2013, after cruising at 95 to 100 from 2017-19. The Conference Board’s Leading Economic Index indicates the summer’s rebound is losing steam and we see that in the weekly state unemployment claims. Good to see small steps forward but no signs of acceleration either.”

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.

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| Peanut Butter | Pancake Mix |
| | Canned Meat |

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*Minimum of one winner per Tropic Supply Resource Center

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- (3) Three \$200 Visa gift cards courtesy of Samsung, Bard & Miami Tech
- (4) Four \$200 Tropic Supply gift cards courtesy of Chemours, Intermatic, Nu-Calgon & Robertshaw
- (1) One CPS VP6D 6-CFM Vacuum Pump
- (4) Four Emerson 21.5 inch Parkland Peak duffel bags
- (1) One 44000147 Port-a-Torch with tanks & cutting attachment from Harris Products
- (1) One YERM5220R8321/U Red Link remote module and Vision Pro Thermostat from Resideo
- (1) One \$200 Home Depot gift card from HTPG
- (1) DS-200S wireless refrigerant charging scale from JB Industries
- (1) One set of CS1 smart thermostats from Johnson Controls
- (2) Two Ruud & Tropic branded duffel bags
- (1) One set of T855ish thermostats from PRO1 IAQ
- (1) One 55485 Tradesman Pro™ Tool Master tool bag backpack from Klein Tools
- (1) One BIG BOY tank stand from Metal Shop
- (1) One Mavic Drone with 2.7K video, 2.4-mile range and 30 minutes of flying time from Precision Aluminum
- \$200 of Venom Packs of your choice from Refrigeration Technologies
- (1) One \$300 Publix Gift Card from Ron McLaughlin & Associates
- (3) Three sets of Sporlan brand packs that each include a soft cooler, magnetic indicator tool, ZoomLock push koozie, rubberized work light, 6-in-1 screwdriver, insulated-grip tumbler & a headlamp
- (1) One \$200 Bass Pro gift card from Target Sales
- (1) One Deluxe Ratchet Hand Bender from Yellow Jacket
- (1) One Fresh-Aire UV APCO X Air Treatment System
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Venstar Announces New Ultra-Low-Power Wi-Fi Temperature Sensor for Remote Management of Air Temperatures

CHATSWORTH, Calif. — Venstar®, a leading thermostat and energy management systems supplier, has announced its new ultra-low-power Wi-Fi® Temperature Sensor Pro (ACC-TSENFIFIPRO). Compatible with Venstar's ColorTouch®, Explorer® and Explorer Mini Wi-Fi connected thermostats, the new Wi-Fi sensor enables users to remotely measure indoor and outdoor air temperatures.

"Venstar's new Ultra-Low-Power Pro sensor is a dual-powered device that improves the ease of monitoring and setting alarms based on the Supply Air temperatures. The sensor can be conveniently connected to 24vac at the equipment, so there is no need to run wires back to the thermostat. The included stainless duct temperature probe continually monitors the supply air. It's that easy," said Steve Dushane, president and CEO of Venstar.

Using four AA batteries, the Pro sensor's battery life is expected to last longer than two years, assuming solid Wi-Fi connection.

Venstar Wi-Fi Temperature Sensor Pro Model (ACC-TSENFIFIPRO) Features:

Multiple Uses:

- Remote temperature sensor
- Outdoor temperature sensor
- Indoor room temperature averaging
- Supply Air temperature sensor
- Return Air temperature sensor
- Walk-in refrigeration temperature monitoring

Features include:

- Easy setup using the Venstar Configurator App
- Selectable internal or external temperature sensor
- Stainless external duct sensor
- Automatic temperature averaging when multiple sensors are used
- Up to 20 sensors per subnet
- Operating temperatures of zero to 120 degrees Fahrenheit with alkaline batteries or -20 to -130 degrees Fahrenheit with lithium batteries
- Dual power supply, powered by four AA batteries (included)
- 5.2 inches high x 3.1 inches wide x 1.4 inches deep
- Expected battery life of more than two years (assuming strong constant Wi-Fi signal strength and connection)
- Compatibility with most residential and commercial Venstar thermostats

Venstar also offers the ultra-low-power Wi-Fi Mini Temperature Sensor (ACC-TSENFIFIMini). Visit Venstar's thermostat accessories page for more information.

Founded in 1992, Venstar Inc. is a leading energy management solutions provider. One of the largest thermostat suppliers with more than 10 million thermostats installed worldwide, Venstar designs and produces Venstar-branded products as well as OEM thermostat products for the biggest names in HVAC. Venstar Wi-Fi® thermostats can be remotely controlled using Skyport® Cloud Services Web or mobile applications.

Venstar's Surveyor is the industry-leading energy management system, typically saving small-box retailers 20–35 percent of their energy costs, which translates to tens of millions of dollars in savings each year and dramatic reductions in CO2 emissions. Surveyor currently controls the energy usage of 30,000+ retail locations across the United States, Canada, Puerto Rico and Mexico. For more information, visit Venstar: www.venstar.com

SWACCA Fall Golf Tournament A Winner For All

At last, SWACCA (Southwest Florida Air Conditioning Contractors Association) members got a break from COVID worries by attending the association's annual golf outing October 17. The Tournament had been rescheduled because of rain and reformatted due to COVID. Twelve teams weathered all the changes and were rewarded with a beautiful, sunny afternoon on the links at the Spring Run Golf Club, Bonita Springs.

Thanks to the following tournament sponsors there were lots of raffle and contest prizes, fun and plentiful lunch and after play brisket BBQ: Tropic Supply/Ruud, Title Sponsor; Advanced Air and Advanced Work Vans, Lunch Sponsors; Trane Supply and Modern Services, BBQ Dinner Sponsors; York Unitary Products, Golf Cart Sponsor; Goodman Manufacturing and Ferguson HVAC, Beverage Cart Sponsors; Enterprise Fleet Management, Certified Refrigerant Services, and Arzel Zoning, Closest to Pin and Longest Drive Sponsors; and Hole Sponsors WinSupply, RGF Environmental, Air Oasis, PRO1 IAQ, Victor Distributing, Federated Insurance, Johnsons Air Con-

ditioning, All Seasons of Naples, Air Flow Air Conditioning Systems, Romeo Air Conditioning.

All players were winners of the tournament but those that received special recognition were First Place Team, Victor Distributing (Larry Briggs, Rick Junkins, Geoff Pazera, Brian Major); Second Place Team Romeo Air Conditioning (Ryan Romeo, Don Romeo, Bob Romeo, Devin Walsh); Most Honest Team Speedy Air Condition (Mark Evans, Tod Cosgriff, Mike Henry, Jason Diddle); Longest Drive Front and Back Nine players Tony Lombard and

Brian Major; Closest to Pin Front and Back Nine players Chuck Swartz and Charles McIntosh.

Next Events for SWACCA are the November 3 Program Meeting at the Crowne Plaza, Ft. Myers on "What IAQ Technologies Help Fight the Spread of COVID" featuring Nu-

Calgon's IAQ specialist Carlos Martinez and the Holiday Cheer event December 1 at the Ft. Myers Brewery.

For information on SWACCA email or call the association's Executive Director, Cheryl Harris, at charris@sw-acca.org or 727-209-0890.



Many raffle and contest prizes were awarded



First Place Tournament Winners
Victor Distributing - Larry Briggs, Rick Junkins, Geoff Pazera, Brian Major



Second Place Tournament Winners
Romeo Air Conditioning - Ryan Romeo, Don Romeo, Bob Romeo, Devin Walsh

SFACA General Meeting & Post Tournament Awards (Virtual)

SFACA conducted their fifth zoom meeting with their members at 6pm, on Wednesday, October 7th. There was no cost for this event and it was open to everyone.

The guest speaker was Vicki LaPlant of Service Roundtable who spoke about "Allocating Overhead and the Power of Pricing"

Intuitively contractors know that service causes considerably more overhead costs in a company than installations do. This session provided a simple way of allocating overhead between service and installation based on labor. But most importantly, during the session the power of using overhead allocation to be creative in margin production during the shoulder seasons was emphasized. After the presentation the raffle win-

ners and golf tournament winners were announced. Closest to the pin was Jeff Lindstrom of Lindstrom

AC, The Longest Drive was Bob Macy of Pride Air Conditioning. 3rd place tournament winner was the Advanced Vans team. 2nd place winner was the Cousins Air team. 1st place tournament winner was the Carrier team! The 55" Flat screen TV winner was Jeff Pearson.

The SFACA Nov. 4th dinner meeting will be live in person at

Tropical Acres Steakhouse in Ft Lauderdale from 6pm - 8pm. Dinner is included and the dynamic keynote speaker will be Dr. Rick Goodman. Rick is an Author, Speaker, and Entrepreneur. He will be speaking on The Adaptability Zone.



The SFACA guest speaker was Vicki LaPlant of Service Roundtable



First Place Tournament Winners
was Carrier Enterprise - Steve Rominger, Camilo Vidal, Mel Velez, and Brian Birchenough



Second Place Tournament Winners
was Cousins Air Inc. - John Brescia, Fred Perfetto, Bill Obrien, and Dave Braden

Performance Pointers

by David Richardson



Measure Total External Static Pressure on a Modular Air Handler

Last month we looked at measuring total external static pressure (TESP) on single-piece air handlers. This month we'll continue the air handler theme with a two-piece, or modular air handlers. Let's see what makes them different from their single-piece cousins and how to measure them correctly.

"As-Shipped"

The "As-Shipped" idea is helpful when measuring the TESP of two-piece air handlers. So, what is included when you unpackage a two-piece air handler from the factory, "as-shipped?" For those familiar with this equipment, you know it includes only the blower section. The coil, filter, and electric heat strips (if equipped) all ship in separate containers.

To avoid any confusion, consider what happens to the blower and coil sections at the job site. The two pieces are field assembled to form the air handler. Even though installers combine these separate pieces in the field, the "as-shipped" portion is the blower section only. This is how the manufacturer rated the equipment in the laboratory, with no coil attached.

The Coil

Don't treat the coil in a two-piece air handler as an internal pressure drop. Handle the coil just like a gas furnace – it is external. This means you must account for the pressure drop of the coil when you measure. I've seen many technicians accidentally include the coil as an internal pressure drop on this air handler style and get inaccurate readings.

It's important to note that cased coils used with two-piece air handlers have pressure drop data available for them. With this information, you can compare the coil's rated pressure drop against your measured coil pressure drop to determine if the coil is dirty or restricted. This isn't a luxury you have with single-piece air handlers.

The Air Filter

Two-piece air handlers do not include a factory air

filter - it is field installed as an add-on accessory. Just like the coil, the air filter is external, and you must also account for its pressure drop when measuring TESP.

Electric Heat Strips

Electric heat strips rarely influence airflow enough in a residential air handler to worry about them. 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 understand these factors, you must install two test ports for pressure measurement. The following steps are for TESP only.

- Install a 3/8" test port into the blower section, on the exiting air side of the coil. This is your pressure measurement after the coil, just before air enters the blower. Inspect before you drill -- you don't want to drill into the coil.
- 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 blower section. Try to get this reading about 12 inches away from the cabinet. You may pick up fan turbulence and get an inaccurate reading if you're too close to the fan discharge.
- Turn on your digital manometer, or if using an analog manometer, level and zero it.
- Attach a hose to each pressure tap of the manometer. Then insert a static pressure tip into the opposite end of each of those hoses.
- Insert the static pressure tip -- attached to the hose going to the (+) port of the manometer or the (high) port of the Magnehelic -- into the 3/8" port you installed in the supply plenum.
- Insert the other static pressure tip -- the one 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 coil.

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

• 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 data plate on the blower section's door.

Compare the measured TESP reading against the maximum-rated TESP. Most two-piece air handlers are rated for .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.

Even though most two-piece air handlers are rated at .50" w.c., many models with constant-speed fans have weak fans. Because of this, they can barely move the needed amount of airflow once a coil, filter, and duct system attach to the blower section.

The best choice when using this style of air handler is to select a model equipped with a variable-speed fan. This gives you a little more fan strength to compensate for the pressure drop of the additional components.

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 and downloads to help you improve your professionalism and strengthen your company.

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- Limited warranties: 5-yr on compressor, 1-yr on covered components

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"THE DUCT-FREE ZONE"

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



As tradespeople, we need to take better care of ourselves, both physically and financially: I'm at an age where I find myself saying, "I'm too old for this X+*#" quite a bit. I learned the hard way the wear and tear the HVAC trade can have on your body. No one told us as young apprentices and journeymen to be careful, to take care of ourselves and to think about the future...and if they did, I'm not sure I would have listened.

I started having very serious joint and muscle pain when I hit my forties...and when I say serious, I mean SERIOUS! I won't bore you with all the nasty details, but it was putting my day to day movement in jeopardy as well as my ability to make a living. I was in constant pain.

My cousin who is in public relations for hospitals, got me an appointment with a world renowned doctor who had actually been involved in keeping SARS out of the United States in 2003...a pre-COVID virus which was equally feared but controlled fairly quickly here in the US. This doctor's motus operandi was to take a patient's blood and dissect its content and make-up like the average blood test never does. He felt the answers were always in the blood work...Well, as it turned out, I had a very high level of lead in my blood.

Lead? Where the heck was that coming from? I was living in New York at the time and we got our water from a private well on our property. The New

York Department of Health had our water tested with concerns that the lead was coming from our drinking water...a potential hazard not only for me but for our surrounding community. The water tested fine.

My doctor started asking me questions about my job, what I did and how I did it. I told him that I was in HVAC and specialized in hydronic heating systems. He asked me if I used leaded solder when joining copper pipes together...and I did. Remember, I was primarily a boilerman back then and lead-free solder was only required in plumbing, not HVAC.

I could see the proverbial light bulb go off over the doctor's head! He found the source of the lead in my blood...it was from inhaling the fumes of the leaded solder! No one ever told me to wear a mask as I soldered...no one! You can bet that almost 20 years prior to COVID after learning of this hazard, I was wearing a mask when I would work with leaded solder.

A more permanent, adverse health issue resulting from my time in the trade is the limited mobility of my hands as a result of using them as a hammer, a wedge and a forklift for decades. As I worked, I never thought of the potential damage I was doing to my hands, but now I wish I had taken better care of these most precious tools.

Many of you know I took up guitar playing later in life...much later. I needed something that was strictly for "my head" as I would say that wasn't at all work related. I always wanted to learn to play guitar,

so in my forties I gave it a shot. Like most things that I get into, obsessed with some might say, I jumped into the deep end big time! There was a time when I owned 60+ instruments and took lessons for about 7 years.

Well, now at the ripe old age of 59, my fingers have limited mobility and when I wake up in the morning, my left hand is in pain for hours until I can work through it. Look, I was never Jimi Hendrix or Eddie Van Halen so to the greater music community this is no great loss, but to me it is a hardship, one I think I could have avoided or at the very least, lessened. Now, is that the result of using my hands for years as if they were Craftsman tools or just a typical 59-year-old with arthritis? Admittedly, probably both.

Whether we want to admit it or not, our financial health is as important as our physical health. I have a couple buddies who are involved with what was originally called Contractor 2000 and is now known as Nexstar. As I understand it, Nexstar is a trade mentoring group that offers trade business owners guidance in keeping one's good physical health and achieving financial goals. They realize that much like an athlete; tradespeople often have a limited time to achieve financial goals before their health becomes jeopardized. I think that is a brilliant observation that most of us don't realize until it's too late.

Another advocate for tradespeople's financial well-being is Ellen Rohr, Franchise Operation Manager for ZOOM DRAIN as well as author and motivational speaker. The first time I ever met Ellen was in the early 1990s at a national convention for a radiant floor product manufacturer. Ellen had just published a book about the importance of having a proper "business plan" and when she said that HVAC business owners should be expecting to earn six figures, well, I heard an audible gasp come over the room. The fellow I was with, a second-generation plumber and HVAC business owner practically fell off his chair. My reaction was to immediately go out and buy Ellen's book! Hey, here's the deal... In this crazy, unpredictable, volatile world, now more than ever we need to take care of our physical and financial well-being. You don't want to be the guy who wakes up to this when it's too late...

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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 950,122 units in August 2020, up 21.8 percent from 779,923 units shipped in August 2019. U.S. shipments of air conditioners increased 28.1 percent, to 639,349 units, up from 499,252 units shipped in August 2019. U.S. shipments of air-source heat pumps increased 10.7 percent, to 310,773 units, up from 280,671 units shipped in August 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1 percent, to 6,436,407 units, up from 6,370,742 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 1.9 percent, to 4,170,819 units, up from 4,092,014 units shipped during the same period in 2019. The year-to-date total for heat pump shipments decreased 0.6 percent, to 2,265,588, down from 2,278,728 units shipped during the same period in 2019.

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Lennox Installs 210 HVAC Units for 2020 Feel The Love Program



RICHARDSON, Texas, October, 13, 2020 – Lennox International installed 210 HVAC units across the United States and Canada at no cost over the weekend, bringing fresh air and comfort to many medical professionals, frontline workers and local heroes.

Each year, Lennox honors recipients facing physical, mental or social disabilities, financial challenges or those who have made an impact through military or community service. In 2020, Lennox dedicated more resources to benefiting first responders and those keeping us safe during the COVID-19 pandemic.

“Through our Feel The Love program, Lennox has made an annual commitment to give back to everyday heroes in the best way we know how – by providing clean, perfect air,” said Stephanie Bond, Director of Marketing at Lennox Residential. “As many prepare for a winter working and learning from home, a new HVAC unit can make a significant impact on one’s health, comfort and happiness.”

Since the inception of Feel The Love in 2009, Lennox and its dealers have completed over 1,500 installations for deserving households throughout North America. With the ongoing challenges as the pandemic continues, Lennox is expanding the Feel The Love program through the end of the year to continue installing much-needed HVAC units to recipients.

“Our home is our oasis where we can recharge after a long day at the hospital,” said ICU nurse Kyle Romitti and NICU nurse Jenn Moran, 2020 Feel The Love recipients and COVID-19 frontline workers. “This year has held endless obstacles, but thanks to Lennox, replacing our AC unit and purchasing a new furnace won’t be one of them.”

With families spending more time at home, Lennox and its dealers want everyone to enjoy the little at-home moments in perfect comfort, starting with the air they breathe. To nominate a member of your community, visit FeelTheLove.com.

Since 2009, Feel The Love (formally known as Heat U.P.) has been a key program for Lennox Residential to give back to its communities. Culminating in Feel The Love Day every October, Lennox partners with HVAC installers and local community members in the United States and portions of Canada to deliver units at no cost to people who consistently put others before themselves and need a helping hand. For more information about how Lennox is bringing perfect air to deserving households across the United States and Canada, visit FeelTheLove.com.

Lennox Residential, a division of Lennox International Inc. (NYSE: LII), is in constant pursuit of perfect air because we believe everyone deserves it. Whatever your version of perfect is, we can help make it happen. Offering some of the quietest and most efficient units on the market, the first ultra-low emissions furnace, and hospital-grade air filtration, Lennox has a history of designing innovative heating, cooling and indoor air quality products. Lennox’ approach to product design has earned it more Dealer Design awards than its competitors combined and multiple ENERGY STAR Most Efficient certifications. Lennox is a proud contributor to its communities, investing in the future of the HVAC industry and giving back through its corporate social responsibility program, Feel The Love. For more information about how Lennox is redefining air, visit Lennox.com/Residential.

PBACCA Lunch-N-Learn - Significant Changes to the 7th Edition (2017) Florida Building Mechanical Code

Palm Beach Air Conditioning Contractors Association Inc. conducted a “Lunch-n-Learn” Zoom Meeting on October 15, at 12 Noon. The Zoom Host was Jim Carr. The presenters were: John Farinelli, of JC Codes and Jim Pickard, VP, PBACCA.

The zoom meeting topic was about the significant changes to the 7th Edition (2017) Florida Building Mechanical Code.

It was a fast-paced (40 minutes) and informative online gathering. Those who attended learned about the several changes which are coming to the mechanical, residential mechanical and energy codes that will affect the systems HVAC contractors install and service.

Attendees also learned about the revisions to the provisions for return air, clothes dryer venting, dwelling unit ventilation, and the use of dehumidi-

fication units. After the presentation by John Farinelli, there was a time for open Q&A.

John Farinelli stated “As construction professionals, it is incumbent on all of us to keep up with the changes coming in the next edition of the Florida Codes”.

There was a GREAT attendance at the PBACCA Lunch ‘N Learn with John Farinelli of JC Code. Some have expressed the desire to share this valuable training with their install/design teams. John is a tremendous

resource and friend to our industry - please take advantage of his services at JC Code.

PBACCA works hard to provide value to their members - contractors, distributors, and others associated with the HVAC trade in Palm Beach County. If you are not already a PBACCA member, take action and join today.



John Farinelli, of JC Codes

Local Education Director for Jacksonville School of Autism named “True Hero” by Charlie’s Tropic Heating & Air

[Jacksonville, October 30, 2020] – Trina Middleton, a local Education Director at the Jacksonville School for Autism, was announced as the 2020 Bryant True Hero Award Winner. The award was presented by Amy O’Grady with Charlie’s Tropic Heating & Air Conditioning as part of a national program to honor people who have gone above and beyond to make a difference in the Jacksonville, FL community.

Charlie’s Tropic Heating & Air Conditioning will be partnering with Bryant Heating & Cooling for the installation of a new HVAC system for this local Jacksonville family.

Mrs. Middleton was honored to accept the title as our 2020 Bryant True Hero. This year the presentation became the most unique aspect of the process.” Said Amy O’Grady, General Contractor for Charlie’s Tropic Heating & Air Conditioning. Trina Middleton was awarded following the current social distancing rules outside of the Jacksonville School for Autism. While she could not be among her peers or part of an on field presentation with the Jacksonville Jumbo Shrimp; the Award Ceremony still held its significance and will be a moment to remember during such an unprecedented year.

Trina is the Education Director at Jacksonville School for Autism who has dedicated her life working with children with special needs. She has worked so hard to facilitate the ability for students to receive remote learning during Covid-19. Trina is also the mother of 2 grown children and now 3 adopted siblings under the age of 5. She simply goes above and beyond in every way, every day. She may not be on the front lines with Covid as a nurse but she has lived on the front lines of Autism for over 20 years, impacting the lives of her students and families. She is a True Hero every day! “Trina is simply a gifted individual with children and it takes a special person to connect with children with developmental disabilities. She has not only touched my life and my precious child’s life, but so many other families and children who have been blessed by her love and

commitment.” Said Michelle Dunham, Executive Director Jacksonville School for Autism.

The Bryant True Hero Award is a way to thank people who go out of their way to help others and positively impact their communities. Not often recognized for their efforts, Bryant True Heroes are real people who are making a difference in their communities every day without stopping for a moment to receive recognition for their actions. “Upon meeting Trina Middleton it was evident that she was unaware of how much impact she had on her peers and community. She was not expecting the award thanks to all the planning to keep it a surprise even in the midst of stricter requirements. While most of her expression was hidden behind a mask as she entered the outdoor courtyard you could tell in from the gratefulness in her eyes she was just as generous as she was described.” Said Amy O’Grady with Charlie’s Tropic Heating & Air Conditioning.

“Here at Charlie’s Tropic Heating & Air Conditioning, we realize the importance of an Educator like Trina Middleton. As a Trades based company, we depend on Educators

to develop a variety of talents in students. Not just traditional tactics but also a hands-on approach to help the next generation of trades workers prosper.” said Charlie Marks, owner of Charlie’s Tropic Heating & Air Conditioning. “It takes a true hero to do something that so greatly impacts the lives of others while living through a challenge pandemic at the same time. Trina’s ability to adapt her teaching around the needs of her students is a gift that will set her students up for success in the years to come. We are thankful for the impact Trina has made on the students in our community.”

We know that Trina is setting a foundation of success for her students and those she influences around her. The Jacksonville Community sees her as an impactful Educator for the Autist in Jacksonville and we are privileged to know her as our True Hero.

To learn more about the Bryant True Heroes Program, visit www.bryant.com/trueheroes.

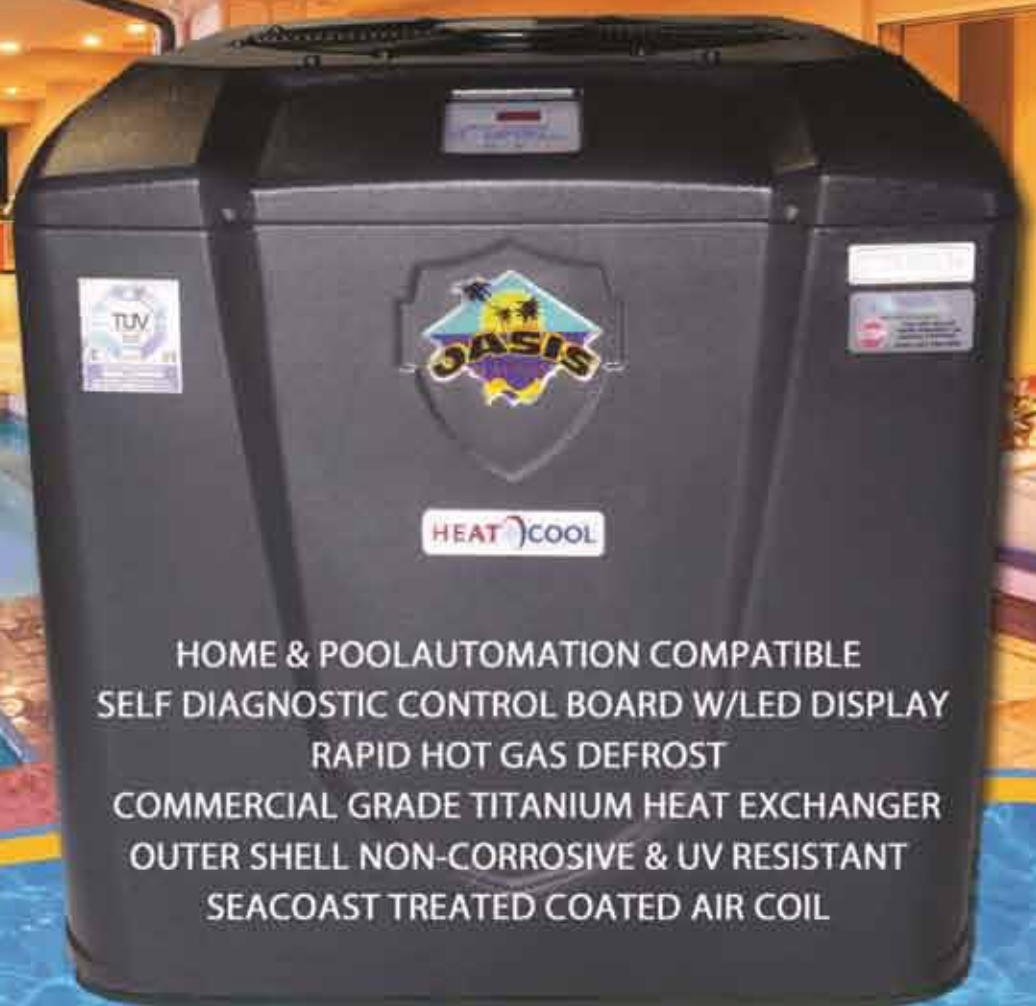




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LOW TEMP, MID HUMIDITY 50 / 63 / 80	60,758 BTH/h 4.01 C.O.P.	110,532 BTH/h 5.73 C.O.P.	116,450 BTH/h 4.8 C.O.P.
EXTREME LOW TEMP 38 / 69 / 80	48,533 BTH/h 3.31 C.O.P.	86,296 BTH/h 4.36 C.O.P.	95,250 BTH/h 4.1 C.O.P.
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Venstar's Surveyor Energy Management System Helps Learning Care Group Reduce Energy Costs by 25 Percent

CHATSWORTH, Calif., Oct. 28, 2020 — Venstar® today announced that its Surveyor® Energy Management System is helping Learning Care Group Inc. (LCG) reduce energy costs by 25 percent. With 900 school campuses, LCG is the second-largest for-profit childcare provider in North America and is a leader in early education for children aged six weeks to 12 years old.

“With Venstar’s Surveyor, we cut our energy costs by 25 percent while setting a good example of sustainability for our students,” said John McNiff, senior director of Procurement and Category Management at Learning Care Group Inc.

“Our Venstar energy management system gives us unprecedented visibility into and control of the energy usage at our schools,” added Kristyn Hamilton, facilities coordinator at Learning Care Group Inc.

LCG’s eight unique brands include La Petite Academy, Childtime, Tutor Time, The Children’s Courtyard, Montessori Unlimited, Everbrook Academy, Creative Kids Learning Center and Pathways Learning Academy.

Responsible for the HVAC management, McNiff was challenged with finding an energy management system to meet the company’s sustainability goals and cost-saving initiatives.

McNiff chose Venstar’s Surveyor as it is the

leader in multi-site energy management and is able to provide remote monitoring and control of HVAC equipment and lighting with proven reduction in energy usage. Surveyor is compatible with leading manufacturers’ HVAC equipment, which is very beneficial for multi-site companies that have a variety of brands.

LCG’s energy management deployment consists of Surveyor controls and sensors installed in each HVAC unit to monitor its efficiency and ensure its viability. The average campus is 8,000 square feet and typically has 4–6 HVAC units.

Surveyor manages the HVAC systems to control indoor comfort and efficiency. Lighting control panels independently control interior and exterior lighting zones. A highly secure Internet gateway transmits data from each school’s equipment controls and sensors to the corporate data center for remote management via the Surveyor website.

When LCG had to temporarily close schools due to COVID-19, McNiff’s team was easily able to remotely change select schools’ thermostats and lighting control panels to unoccupied settings to contain energy costs and avoid wasting energy.

Partnering with Venstar has given LCG’s team the ability to meet return-on-investment goals. Working with utilities on rebates and incentives helped further reduce the overall investment.

HVAC/R Tools Leader NAVAC Inc. Introduces Industry's Lightest Power Flaring Tool



Lyndhurst, NJ – NAVAC, the world’s largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, has introduced the industry’s lightest cordless flaring tool. Weighing less than three pounds, the new Model NEF6LM Power Flaring Tool produces precise, automatic flares in a fraction of the time compared to traditional flaring methods.

NAVAC’s new cordless flaring solution makes flaring faster and far simpler without sacrificing accuracy or consistency. Offering easy flare connectivity, it can create flares in five sizes, ranging from 1/4” to 3/4”. Designed to perform reliably in harsh environments, the NEF6LM Cordless Power Flaring Tool also offers quick-connect functionality.

Featuring easy, one-button operation and a luminous LED flashlight, the NEF6LM Cordless Flaring Tool can complete a flare in just 15 seconds and can make over 100 flares per charge. Charging itself also is exceptionally fast, as the device is fully charged in just 30 minutes. The cost-effective device is one third less expensive than its predecessor, the NEF6Li cordless flaring tool.

Traditional, manual flaring tools are largely dependent on the individual installer’s expertise, a factor that can lead to inconsistent, often damaged flares. In addition, conventional flaring blocks are cumbersome and require assembly and disassembly. By comparison, the NAVAC NEF6LM Cordless Flaring Tool is far easier to use, with positioning and securing the tube taking mere seconds. From there, all the operator does is press the button to make a flare – also in a matter of seconds.

The ultra-lightweight tool aligns with NAVAC’s goal of meeting HVAC/R industry needs for user-friendly equipment and tools that are less complicated and save time – all crucial to busy technicians charged with conducting efficient yet exacting services.

“When we introduced our original cordless flaring tool two years ago, it addressed the challenge that flaring by conventional means is often laborious, time-consuming, and not always adequate in terms of accuracy,” said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. “At under three pounds, the newest cordless flaring tool is even more convenient, building upon the original’s strongest asset – simplicity – while mirroring its ability to increase speed without sacrificing precision.”

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NCI's First Virtual Summit 2020 Rocks the Industry



Performance-based contractors took center stage at NCI's 17th Annual Summit from October 5-7, 2020. But this year was different. Because of the COVID-19 Pandemic, Summit could not be held as an in-person event. So, it was converted into a live online event in a very short order.

Despite having to do this virtually, Summit 2020 attracted more HVAC contractors than any previous Summit and the interaction between speakers and attendees throughout the event was superb.

A record-breaking 230 HVAC contractors from across the country attended the NCI Virtual Summit to learn how to coach their teams to success.

This year's theme was "Coach Your Team to High Performance." From the opening session through every workshop, attendees learned how to coach team members on everything from why become a Performance-Based Contracting™ firm, to how to manage, train technicians, and sell performance based on testing and measuring the entire HVAC system (including the ductwork).

Once again Summit was open to the entire HVAC Industry with the intent of shining a spotlight on like-minded people willing to share their performance-based experiences with their peers.

The Breakout Sessions

Virtual Summit 2020 included four breakouts as well as live, online testing demonstrations through NCI's famed Performance Town training labs.

The breakout sessions included:

- **Session 1: Coach Your Entire Team:** NCI's David Richardson presented how contractors can coach their teams on what High-Performance contracting is and why the company should be on that path.

- **Session 2: Coach Your Managers:** Contractor David DeRose of Masterworks Mechanical, Craig, CO presented attendees how, after the team knows the performance mission, to coach other managers on some of the subtle changes necessary to integrate higher performance into the company.

- **Session 3: Coach Your Technical Team:** NCI Instructor Casey Contreras presented the field perspective on integrating performance testing into service and installation technicians' daily work. He

shared the importance of how to support the technicians during the transition to High Performance and also coach them on the processes necessary for success.

- **Session 4: Coach Your Sales Team:** The final step is integrating a High-Performance sales approach with your sales team. NCI's David Holt led this session and he discussed how to coach both the inside and outside salespeople on the specifics of adding air upgrades and renovations to their proposals.

Performance Town 2020: Hands-on Demonstrations: NCI's Performance Town returned to Summit this year. Three labs led by NCI's Rob Falke, Jeff Sturgeon, David Richardson, Casey Contreras, Scott Fielder, and Justin Bright provided contractors with insights on how to conduct testing and calculations in the field. They also showed how to diagnose issues and offer customers choices regarding solutions. **Partners Tradeshow**

For the first time, Summit attendees experienced a virtual tradeshow where they visited booths, attended one-on-one and group meetings online, then downloaded brochures, catalogs, and more. Virtual Summit booths were "manned" by the exhibitors who had plenty of "face-time" with attendees through Zoom-type appointments, meetings, and discussion groups.

Panel Discussion

In addition to the breakouts and labs, attendees were treated to and participated in a contractor panel discussion facilitated by NCI's own Dominick Guarino. The topic: how the COVID-19 Pandemic impacted their businesses and what they did and continue to do to meet those challenges.

Panelists included:

- Dawn Mroczek, Comfort Consultant, GV's Heating, Glenview, IL
- Dave DeRose, Founder, Masterworks Mechanical, Craig, CO
- Dan Squires, President, Vincent's Heating, Port Huron, MI
- Michael Greany, Service Manager, All Pro Plumbing, Ontario, CA
- Greg Wallace, Owner, Progressive Heating, Newnan, GA.

This highly interactive discussion was one of the highlights of the three-day virtual event.

Idea Meeting

The Annual Idea Meeting has been a popular Summit event from very early on in its history. The Virtual Summit edition was no different. In this meeting, contractors share their ideas on how to creatively build lead generation and sales into their companies. Once ideas are presented, all session attendees vote on the best idea in each of the two categories. Winners received a cash award.

The winners this year are:

Lead Generation: Ronald Amaya of Punbar LLC in Houston Texas.

Sales: Will Horner of Canco Climate Care in Ontario, Canada. 16th Annual Contractor Recognition Program

In this final part of the 2020 Virtual Summit, the management of NCI recognize those member companies for various achievements as they walk down the path to High-Performance HVAC contracting.

These awards include three Contractors of the Year, as well as six others for training, sales, and technical excellence. They also include the recognition of a partner-vendor for their outstanding excellence serving NCI members and the coveted Chairman's Award.

Contractor's of the Year: Each year, NCI presents three Contractor of the Year Awards based on company size – Small (less than \$2 million in volume), Medium (\$2 to 6 million), and Large (more than \$6 million).

The 2020 Winners include:

- **Small Contractor of the Year** — Four Seasons Air Conditioning and Heating, Kingsville, TX
- **Medium Contractor of the Year** — Kennihan Plumbing, Heating, and AC, Valencia, PA
- **Large Contractor of the Year** — Jansen's Heating and Air, Effingham, IL.

In addition, NCI recognizes individuals for their contributions to the Performance-Based Contracting™ industry. These awards and the winners include:

- **John Garofalo Implementation Excellence Award:** All Pro Plumbing, Heating, Air, & Electrical, Ontario, CA
- **David Debie Award:** Vic Updike, Masterworks Mechanical, Craig, CO
- **Scott Johnson Training Excellence Award:** Getzschman Heating, Fremont, NE
- **Sales Excellence Award:** Dawn Mroczek, GV's Heating and Cooling, Glenview, IL
- **Preferred Partner Award:** R.E. Michel, Inc., Glen Burnie, MD

The highest award NCI gives out recognizes a contractor who is a strong supporter of NCI and its mission, who implements all aspects of NCI's methods on service, sales, and installation, and who goes above and beyond when it comes to advising NCI regarding ideas, energy and time. This award is known as the Chairman's Award and this year's recipient was Ronald Amaya of Punbar LLC, Houston, TX.

Mark Your Calendars

Preparations for the next Summit are already underway. Mark your calendars for September of 2021.

Summit returns to being an in-person event barring any unforeseen issues. Summit 2021 will be held in Branson, MO.

Fieldpiece Instruments Introduces the Largest Pipe Clamps on the Market



Orange, Calif., October 13, 2020 – Fieldpiece Instruments, HVACR tools and test instruments specialist, announces the launch of the largest jaw pipe clamps for the HVACR industry, the wired TC48 and the wireless

JL3LC. With an unprecedented 4 1/8" jaw opening the new pipe clamps are perfect for commercial and refrigeration field service professionals and also serve the residential market. The clamps, sporting a 3/4" to 4 1/8" range, can be used on a wide variety of pipe sizes, especially in large commercial and refrigeration applications.

The new pipe clamps incorporate Fieldpiece-patented Rapid Rail™ Sensor Technology making the response time to get an accurate temperature reading merely seconds, thereby enabling the HVACR pro to

be more productive. With this proprietary technology, temperature readings are not affected by ambient air as the thermocouple is thermally isolated and the clamps will perform immediate reaction to changes in system adjustments as the technician is working. This can greatly facilitate taking a superheat and/or subcooling measurement on most commercial refrigeration appliances or commercial/residential air conditioners.

"It may not seem like a big problem, but field service professionals have a tough time getting good readings on larger pipes. Fieldpiece offers these two new solutions to that problem with our large 4 1/8" jaw-opening clamps," said Tony Gonzalez, Fieldpiece Technical Training Manager. "Other pipe temperature tools on the market use straps or tape to hold the thermocouple on the pipe. Place our rugged pipe clamps and they will stay put making it easy to get instant, accurate readings."

The versatile clamps fit virtually anywhere they need to and offer a secure connection even on wet or damp pipes. They are compact, and have an easy-to-

open design that allows for quick single-handed placement.

When used with the Fieldpiece Job Link mobile app, the JL3LC makes it easy to record and share data. Their compatibility with Job Link means that the data can be displayed in a professional report to be emailed to the customer or home office. In addition, the JL3LC leverages a strong wireless system. Measurements are sent up to 350' away directly to a mobile device with the Job Link App, and the JL3LC also works seamlessly with the Fieldpiece SMANs, models SM380V and SM480V. The wireless signal is able to penetrate even the thick walls of walk-in coolers and freezers.

Included with the TC48 Large Pipe Clamp Type K Thermocouple is a long 6' kink-free cable and an Emery Cloth for Cleaning Pipes. The Job Link® System Premium Large Pipe Clamp Probe includes the probe, batteries, and an Emery Cloth for Cleaning Pipes.

For more information about the TC48 and JL3LC please visit www.fieldpiece.com, or call us at 714.634.1844.

Flexible Parking Garage Gas Monitoring Design Key to Safe, Profitable Projects

Whether new or retrofit construction, HVAC contractors can also be responsible for ventilation in parking structures. But to comply with building codes for life safety in confined spaces, parking structures require gas monitoring to prevent the dangerous accumulation of gases such as carbon monoxide and nitrogen dioxide.

However, design specifications written at the start of a project can evolve, and as they do, the requirements can change. Also, local buyers, jurisdictions, and code officials may have different demands that must be accommodated.

Consequently, for HVAC contractors, working with a vendor with expertise in gas monitoring systems, along with utilizing advanced modular systems and even wireless alternatives that offer flexibility, can speed project completion while facilitating design changes later.

For large parking garage projects where interest on multi-million-dollar loans can quickly escalate due to completion delays, and not to mention late penalties, this approach can simplify the completion of code compliant work.

"On almost every project, design changes occur so we choose to work with expert vendors that help us quickly adapt," says Adam Hitchen, President of Atlantis Comfort Systems, a HVAC contractor that provides service across the East Coast. The company contracts up to 5,000 apartment units a year and is involved with about 30 major multi-unit housing projects at this time.

In regard to installing parking structure gas monitoring systems, Atlantis Comfort Systems relies on Acme Engineering, a manufacturer of environmental controls. The company has expertise providing equipment for monitoring a variety of gases such as carbon monoxide, nitrogen dioxide, carbon dioxide, hydrogen, ammonia, and refrigerants.

Richard D'Amico, a project manager for the company says, "When we order a gas monitoring panel at the very beginning of a project, Acme Engineering always gives us the wiring diagram, the schematics, and the sequence of operations. We provide this to the fire department, to electricians, to plumbers, to whichever trade professional needs to see how it works, which helps to speed project completion."

When design changes occur, the gas monitoring company reacts quickly as well, says D'Amico. "When project requirements change, they rapidly revise it and provide what is needed," he says.

One example was a parking garage change on a recent multi-residential project. "When the size of car spaces was changed in the parking garage, that altered the gas monitoring coverage," he says. "So, their engineering department sent us a revised plan with the radius of their gas sensor coverage overlaying the parking garage, showing what could be done. They also added the additional sensors that were necessary, which made the change very easy."

Although wired installations have long been utilized to install gas monitoring networks in parking garages, new advanced wireless systems from companies like Acme Engineering are now available to speed installation and reduce wiring costs when retrofitting or expanding detection in existing structures. For large garages that are more than 100,000 square feet, the wireless capability dramatically reduces installation time and costs.

For more info, visit Acme Engineering Prod. Inc. at www.acmeprod.com or in the U.S. Phone: 518-236-5659; In Canada Phone: 514-342-5656.






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Johnson Controls Launches New FCP Thermostat

MILWAUKEE (October 21, 2020) – Johnson Controls, a global leader for smart and sustainable buildings, announces a compact, easy to install thermostat featuring a contemporary design, entry-level price, and seamless user experience.

The FCP Thermostat is designed for 2-pipe and 4-pipe fan coil units with up to a 3-speed fan, conventional packaged terminal air conditioners (PTAC) and heat pump PTAC with or without auxiliary heat.

"The FCP is an affordable thermostat that will appeal to a variety of industries because it's easy to install, configure and control," said Justin Pasquale, product manager, thermostats and sensors at Johnson Controls.

As a non-connected and non-wireless thermostat, the FCP Thermostat is a cost-conscious solution ideal for high-rise offices, apartments, hospitality, primary and secondary education facilities, government buildings and more. Attractive, intuitive and easy to use, the FCP Thermostat is perfect for those looking for an approachable digital unit.

The FCP Thermostat includes these features:

- Compact design for greater versatility
- Pre-wiring for simplified installation
- Quick setup menu for ease of operation and commissioning



- Improved large display with adjustable backlight for optimal user experience
- Min/max temperature protection for greater peace of mind
- Remote sensor ready to ensure compatibility with applicable sensors, such as occupancy, pipe changeover or remote temperature sensors
- Non-programmable, plus 7-day programmable option to better manage occupancy, save energy and costs, and optimize the HVAC system

The FCP Thermostat also includes the option for custom branding to build awareness and keep the HVAC manufacturer or supplier top-of-mind for future business. For more information, visit the website or contact your local Johnson Controls representative.

RectorSeal® Introduces the RectorSeal Academy of Self-Direct, E-Learning Trade Product Courses

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R, plumbing, electrical and firestop tools and accessories, a wholly-owned subsidiary of CSW Industrials Inc. [Nasdaq:CSWI], has launched the RectorSeal Academy of self-directed e-learning courses for U.S. and Canadian trades people, service technicians, contractors, distributors and manufacturer's representatives.

The RectorSeal Academy is powered by the BlueVolt® learning management system (LMS) platform. The curriculum offers more than two dozen RectorSeal-produced, product knowledge online video subjects, such as condensate management, surge protection/voltage monitoring, plumbing/appliance leak detection, firestop, coil cleaning, tools and other topics. The cloud-based platform operates easily on all computer devices and smartphones regardless of the operating system, browser or preference settings.

Participants can access the free courses immediately after a brief online registration at www.rectorseal.com/academy. Most course videos are less than 15 minutes long and completion is at the student's own pace. Product and platform navigation help requests get linked to the RectorSeal product's website pages, or to BlueVolt customer service, respectively. Each course requires a short survey for future facilitation improvement. Some courses require a short test, knowledge check and other interactive elements. A certificate is emailed afterward. Some courses qualify for North American Technician Excellence (NATE) Continuing Education Unit (CEU) accreditation.

Besides educating trades people and service technicians, the RectorSeal Academy offers new opportunities for distributors to train their front-line counterpeople on the latest product trends and technology. RectorSeal anticipates interfacing its academy with distributors, buying groups and trade school curriculums compatible with the BlueVolt platform.

One of the most requested educational video subjects is the PRO-Fit™ Quick Connect, the HVAC/R industry's only major refrigerant fitting system that doesn't require flaring, brazing or expensive crimping connection tools. Other popular courses are videos on RectorSeal's enhanced Safe-T-Switch® product line of low-voltage, condensate drain overflow cutoff switches; and TripleGuard™, a smart, electronic water leak monitoring, detection and prevention system product line that guards against property-damaging, plumbing water source leaks in residential and commercial real estate buildings.

The RectorSeal Academy supplements the recently-developed On-Demand Training with RectorSeal, the industry's most comprehensive, instructor-led online training program presented as interactive webinars. On-demand training, www.rectorseal.com/class-registration, is led by Jerry Myren, inside sales manager and NATE-certified product trainer; and Michael Emerick, global ductless manager, who have 50-years combined HVAC/R industry experience.

For additional information on RectorSeal Academy or the company's entire product line, please visit www.rectorseal.com; email: marketing@rectorseal.com; or call 800-231-3345.

In Memoriam Robert "Mike" Heinmiller



Robert Michael "Mike" Heinmiller passed away on October 19, 2020 at the age of 61. Mike was born March 19, 1959 in Orlando to Bernal and Joan Heinmiller. He is a lifelong resident of Orlando and Boone High School graduate. Mike continued the family business legacy at Heinmiller Heating & Cooling throughout his life.

Mike was an accomplished enthusiast of a diverse array of ventures. He owned and operated a marine electronics company, was an active apiarist, an exceptional chef and much more.

Mike was perhaps most well known for being an avid outdoorsman where many memories with friends and family were shared. Mike never met a stranger. He was known for his sense of humor, his warmth, and his deep caring for others. Referred to by many as "Dad," Mike treated everyone as his own, providing patience, love and guidance. He cherished the friendships he built throughout his life and never missed an opportunity to reach out. Mike will be deeply missed by many.

Mike is survived by his daughters, Robyn Gudelanis and Kayce Pratt, grandchildren, Kamron Salisbury and Kaylyn Pratt, mother, Joan Heinmiller, sister, Cynthia Kelly, nephews, John Michael Kelly and Carson Kelly, son, Tyson Belles, and his beloved dog, Baci.

Always a Smile on Your Face, Love in Your Heart and a Laugh to SHARE. Thanks for being an Outstanding Member of the HVAC Industry and the ACCA/CF Association. You will be GREATLY MISSED!

A visitation was held on Friday, October 30, 2020 from 5pm to 8 pm at Baldwin Fairchild Alternatives at All Faith 4901 S. Orange Ave. Orlando, FL 32806

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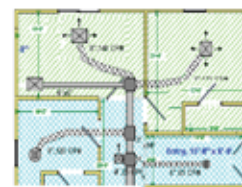
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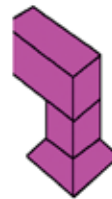
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Danfoss Debuts Alsense™ IoT Food Retail Services, powered by Microsoft Azure.



Danfoss has updated and enhanced its service offering to create a more sustainable, scalable, and secure cloud-based portal for managing food retail operations. Previously known as Danfoss Enterprise Services (DES), Alsense™ is optimized to provide new levels of efficiency. Food retailers can reduce their net energy consumption by up to 30% with Alsense, saving money, and reducing food waste.

“We’re excited to offer a modern interface and powerful cloud capabilities to our food retail service customers,” Stephane Nassau, Senior Vice President, Global Sales at Danfoss Cooling. “The added benefits can make it significantly easier to track asset performance, respond to alarms, and reduce energy consumption — lowering overall operational costs and extending asset lifetime. This is an ideal cloud solution for those looking to keep day-to-day operations efficient and cost-effective.”

Increased efficiency and streamlined performance

All services are integrated into one hub, offering a seamless user experience and added functionalities. Some of these functionalities include:

- Actionable insights — Rather than cluttered dashboards, Alsense delivers relevant, easy-to-digest insights. This allows customers to take corrective actions faster, significantly reducing food and energy waste.
- Increased security and availability — Alsense allows for easy expansion to different regions, with higher serviceability and a new VPN structure for added security.
- Improved performance and stability — The new service platform on Microsoft Azure provides smoother service operation, faster

reaction to alarms, reduced nuisance alarms and higher asset uptime.

- Dynamic feature roadmap — Features will be updated and introduced every two weeks. This provides customers with continued enhancements based on real-time feedback.
- Responsive portal — Whether on a mobile device, tablet, or desktop, users will experience a seamless, responsive portal. This increases ease of use and accessibility to necessary information at a desk or on the go.

Trusted partnership

With the updated Alsense platform, customers can depend on the combined expertise of two notable enterprises. Danfoss brings more than 80 years of engineering and mechanical experience to its cloud-based services enabled by the new platform powered by Microsoft Azure. Microsoft has the trusted security, scalability, and sustainability that customers have come to expect in their digital tools.

Danfoss and Microsoft announced the partnership in October 2019. The new Alsense platform is the first of many solutions to come from this IoT collaboration. “With Alsense Danfoss has proven the ability to understand and tackle device diversity and connectivity challenges of the food retail industry and deliver tangible benefits with an IoT platform that reduces operational costs and energy savings. This is how we empower enterprises to deliver sustainability through the smart use of technology,” said Nina Lund, EMEA Retail & Consumer Goods Lead at Microsoft.

Existing DES customers will experience the added value of Alsense via automatic updates on the current platform. New customers can explore the solutions that best fit their needs by contacting a sales representative. For additional information, please visit alsense.danfoss.com and alsenseFR.danfoss.com.

Developing a Program Advisory Committee: Free Course

When hired, most instructors who are new to education, are informed they must conduct a program advisory committee meeting two or more times each year. However, all too often, they are told to do so without being informed of the reasons for holding one, and the best methods for establishing a successful program advisory committee. No one can be successful at something, when they do not understand the goal.

To help HVACR instructors understand how to develop and maintain an effective program advisory committee, the ESCO Institute offers instructors a FREE online course. It contains information how a local advisory committee can be organized and maintained to function effectively. In addition, upon completion of the FREE course, instructors can download a FREE continuing education certificate. Please visit ESCGroup.org

Comfort Supply Announces Change to Flagship Brands

NASHVILLE, Tenn. – Oct. 15, 2020 – Leading Tennessee HVAC wholesale distributor Comfort Supply announced today that it has added two Carrier brands – Bryant and Payne – to its product lineup. The new lines will replace Ruud brand equipment previously carried by Comfort Supply.

“By offering the Bryant and Payne product lines, we will be able to meet all price points in the industry and offer our customers a better selection of products with higher owner satisfaction,” said Comfort Supply President Clay Blevins. “From air conditioners and heat pumps to ductless systems and commercial prod-

ucts, the Bryant and Payne product lines offer variety that we know our contractors – and their customers – will love.”

Since 1904, Bryant has been a trusted source for quality home comfort. The line offers exceptional reliability and energy efficiency through an extensive line of durable heating and cooling products. Payne, founded in 1914, provides a simple line of highly efficient and dependable products at an affordable price.

“We are extremely proud to have Comfort Supply carrying the Bryant and Payne product lines,” said Cliff Jones, senior vice president of Carrier Enterprise.

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