

TODAY'S A/C

& REFRIGERATION NEWS

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SFACA "In-Person Meeting" with Dr. Rick Goodman (see page B6)



Tropic Supply's Food Drive for Fighting Against Local Hunger (see pages B8)



Third Meeting of ASHRAE Year Miami Chapter via ZOOM (see page B10)



SFACA & ABC Accelerated HVAC Apprenticeship Academy (see page 8)

ASHRAE Announces Move to New Net-Zero Energy Global Headquarters In Metro Atlanta



Jeff Schlichenmeyer
Publisher

ATLANTA, Nov. 09, 2020 (GLOBE NEWSWIRE) -- ASHRAE, a global society advancing human well-being through sustainable technology for the built environment, announced a move to its new global headquarters, located at 180 Technology Parkway, Peachtree Corners, Ga. The Society began renovations in January 2020 on an existing 66,700 ft² building, originally built in 1978, on 11 acres of land. Located 10 miles north of its previous headquarters building, ASHRAE joins other innovation and sustainability-focused organizations based in the popular Technology Parkway corridor.

"ASHRAE's new global headquarters is a prime example of how we are helping to pioneer a move-

ment that many expect will ultimately make net-zero energy the 'new norm' in sustainable design and construction," said ASHRAE Building Ad Hoc Committee Chair Ginger Scoggins, P.E. "Although new construction of net-zero energy buildings make a lot of headlines, reuse of existing structures is a basic tenet of sustainability – the energy performance of existing buildings must be addressed to substantially impact the 40% of primary energy consumed by buildings."

"ASHRAE's goal for this project was to renovate a three-story 1970's era, cheap energy period building into a high-performing net-zero-ready facility in a cost-effective way that can be replicated in the built environment industry," said Technical Advisory Subcommittee Chair Tim McGinn, P.E.

The photovoltaic (PV) system design is currently in progress. The building will be on its way to fully net-zero energy by March 2021 upon the completion of the PV system installation.

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Goodman Distribution's New Cape Coral Location is Now Open for Business!

The relocation and construction of the new Goodman Distribution location in Cape Corral is now completed, and they are now open for business. The new location is convenient, and easy to find, with easy access off of Hwy 41 and Pine Island Road.

You can expect less time spent at the store with super fast service to pick up your products, and get back to completing your job!

The new location is at 917 E. Industrial Ave, Cape Coral, FL 33909, and their phone is 239-214-2362. Call Steve Phalen or any member of his team to help you select the right products you need, and finish your job on time.

The new Cape Coral warehouse is stocked with Goodman, Daikin, and Amana brand equipment,

and also has a larger showroom to display all the latest products available.

Kevin Pomeroy, Regional Manager for Goodman stated, "We are excited to have this new larger facility to serve Cape Coral to better to meet the increased product demands."

Since 1982, Goodman is focused on helping millions and millions of homeowners achieve reliable, high-quality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A. Stop by and

check out the new Cape Coral location and meet the new Goodman Distribution Team! Keep watching for the Grand Opening celebration at the new Cape Coral location!



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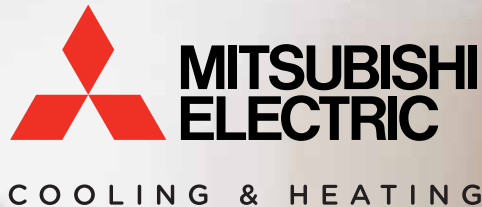
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How many times have you heard “It’s not my fault” from an employee when it really IS that employee’s fault? He is making excuses about why he didn’t do his job. If he really can’t do the job either training is necessary, or a career readjustment is necessary (my euphemism for firing someone). He has to do what he was hired for or you don’t need that employee.

Employees must be personally responsible for their work. This is one of the toughest things to teach employees because most of them have grown up not taking personal responsibility for anything... and the media promotes this!

In addition to employees not taking personal responsibility for their actions, managers being friends with employees also drives me nuts.

Welcome to the world of management. Here are six things managers MUST remember and manage by:

1. You can’t be friends with the employees who work with you.

This is probably the toughest lesson to learn. If you’ve promoted from within or a new manager is hired from outside the company, the manager must be friendly but he can’t be friends. If he goes to lunch with an employee, he has to go to lunch with all of the employees on his team. No favorites.

Managers must be objective and once fellow employees see that someone is promoted they will treat him differently. This former friend has hiring and firing authority over him. They won’t tell this person the mistakes they’ve made or complain to him anymore.

New managers, if they are working for the same company, often have to develop a whole new group of friends. And, it is very lonely at first.

2. Bad news doesn’t go away.

Many times people don’t like to deal with the difficult things. They think by ignoring it, the problem will go away. A new manager must learn that he has to deal with the problems immediately. If he ignores them they usually get worse. So, he has to deal with the tough issues first.

When you give a person the responsibility, authority, and accountability, the accountability is the tough part...many times there are negative things to deal with in accountability. He has to learn to confront the issues quickly and resolve them!

3. You don’t have to be nice. You just have to be fair.

A manager has to do things that are fair for everyone. Some people will like the actions. Some won’t. However, your decisions must be good for the group as a whole. A manager can’t make a decision that will favor one person over another. For example, if a good employee demands a raise and says that he will quit if he doesn’t get one, many times it is better to let that person quit. If he gets a raise, everyone will know that they can threaten to quit if they want a raise. This is not the environment you want.

4. You have to return telephone calls.

If you have an unhappy customer, you must deal with and resolve the issue. Letting messages sit only makes an unhappy customer even more unhappy. An issue that was small could escalate into a major problem.

Make sure that the customers are taken care of and solve their problems. Try to return telephone calls immediately and resolve problems within 24 hours. After all, customers write your paychecks.

5. You have to make the hard decisions...which

are sometimes unpopular.

Managers and owners get the privilege of seeing the whole picture. If things aren’t going well, then they get the privilege of dealing with them. So, it is important that managers and owners see the total picture so they can make informed decisions. If this means no overtime for a while, shorter hours, layoffs, etc. then they make and implement those choices. If it means firing someone who isn’t doing their job, then they have to do it.

6. Behaviors don’t change by wishing they would change.

If you need to change someone’s behavior (or a group’s behavior), then you have to clearly communicate the desired end result and the rewards for changing (or consequences if they don’t change). Often this is a slow, long term process. However, with patience and continuous follow up, changes in behavior can be made. If someone absolutely refuses to make the desired changes, maybe that person doesn’t need to be working for your company. This is one of those unpopular decisions that you have to make at times.

These are six things that all managers must manage by. If you don’t the great employees won’t put up with poor management. They will leave and find other jobs. You’ll be stuck with bad employees who will stay.

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Merry Christmas! And Happy New Year

ASHRAE Announces Move to New Net-Zero Energy Global Headquarters In Metro Atlanta

(Continued from cover story)



Focusing on the Society's 2020-21 theme, "The ASHRAE Digital Lighthouse and Industry 4.0," the headquarters building incorporates several digitally connected solutions such as remote monitoring and analysis of building performance, with online dashboarding

for transparency and advanced Building Automation System (BAS) integration with other systems, such as ASHRAE's meeting reservations systems. Other solutions include a digital twin and Building Information Model (BIM), innovative mechanical systems visible through open ceiling around radiant panel clouds and advanced conferencing systems designed to serve as a "digital lighthouse" teaching resource.

"ASHRAE's first-of-its-kind headquarters building was designed as a living showcase of what's possible through technology integration to increase efficiency, protect people and property, and enhance the occupant experience," said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. "In addition to supporting ASHRAE's technical standards, innovative product integrations from our generous donors also provide a scalable and repeatable model for a net-zero energy building design."

"This move represents another significant milestone for ASHRAE," said ASHRAE Executive Vice President Jeff Littleton. "In addition to showing our commitment to building occupant health and comfort, our new headquarters building will enable us to provide industry-leading support and service to our global volunteers, while driving innovation that will push our goal of sustainability in action forward."

Ardee Toppe Named SVP and President, Goodman, Quietflex and PTAC Business Units

WALLER, Texas, November 19, 2020 – Goodman/Daikin North America announced the appointment of Ardee Toppe as Senior Vice President and President, Goodman, Quietflex and PTAC Business Units. Goodman Global Group, Inc. and its subsidiaries are members of Daikin Group, the largest manufacturer of HVAC systems and refrigerants in the world.

Mr. Toppe, formerly the Senior Vice President and President, Quietflex and PTAC Business Unit, has assumed the duties of Brad Snyder, Senior Vice President and President, Goodman Business Unit. Mr. Snyder is now serving as SVP, CEO Staff for the company.

Mr. Toppe will have full responsibility for the Quietflex and PTAC Business Units, and the Quietflex®, Goodman and Amana® brand product lines, to include parts, supplies and accessories. He will oversee both company-operated and independent distributor relationships for these brands.

"We are excited and confident Ardee can carry forward the great momentum the Goodman Business Unit has built up under Brad's dedicated leadership," said CEO Satoru Akama. "We wish Brad and his family well and thank him for his outstanding sales

and executive leadership roles, and his significant contributions to the sustained growth of the Goodman Business Unit over the last 13 years."

Mr. Toppe has been with Goodman for nearly 18 years. He joined the company in 2003 as Vice President, Corporate Controller and Treasurer, and quickly transitioned in 2004 to lead Quietflex – a leading manufacturer and supplier of flexible ductwork for residential and commercial HVAC systems, as well as fiberglass mats for industrial applications. Headquartered in Houston, Quietflex has four manufacturing plants in the United States.

In 2012, Mr. Toppe's duties expanded when he took the lead of the Amana brand PTAC business. In addition, he led Goodman's Quality Assurance group and served as Chairman of Goodman's Safety Committee.

Mr. Toppe will report to Takayuki "Taka" Inoue, who was recently appointed Executive Vice President and Chief Sales and Marketing Officer (CSMO), Goodman/Daikin North America.

Mr. Toppe graduated from Indiana University with a B.S. in Accounting and earned his MBA from Notre Dame.



Ardee Toppe

RGF and Pro-Tech Air Conditioning featured on Fox 35 News Orlando

RGF's REME HALO whole home/building induct air purification system was featured on FOX 35 Orlando. RGF's valued contractor Pro-Tech Air Conditioning and Plumbing is "Getting America Back to Work Again" by installing the REME HALO in businesses, day care centers, churches, and more!

Welcome to the New Germ Warfare for homes and businesses! The REME HALO has been found effective in providing a 99.9% reduction in the coronavirus upon contact. This is exciting news in the fight against coronavirus. Watch the video with Pro-Tech AC at <https://youtu.be/0HfHyi641e0>

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Honeywell's Low Global Warming Potential Solutions Approved By U.S. Environmental Protection Agency

Solstice® N15 (R-515B) and Solstice®zd (R-1233zd) recognized as environmentally preferable alternative refrigerants for various applications

MORRIS PLAINS, N.J., Nov. 18, 2020 – Honeywell today announced the U.S. Environmental Protection Agency (EPA) has recognized its environmentally preferable Solstice Refrigerant technology for use in centrifugal and positive displacement chillers and industrial process air conditioning systems.

Solstice N15 (R-515B), a non-flammable, low-global-warming-potential (LGWP) refrigerant, was listed by the EPA's Significant New Alternative Policy program (SNAP) as acceptable for use in centrifugal and positive displacement chillers and new industrial process air conditioning systems. In addition, the EPA also listed Solstice zd (R-1233zd) as acceptable for use in new and retrofit industrial

process refrigeration systems primarily used in chemical, pharmaceutical, petrochemical and manufacturing industries.

The EPA's SNAP program evaluates and lists substitute chemicals and technologies that reduce environmental impact compared to existing alternatives. The final listing rule notice will be published in the Federal Register in early November.

Numerous global environmental regulations have prompted companies to seek alternative solutions that are reliable, practical and help reduce carbon footprint to meet hydrofluorocarbon (HFC) phasedown requirements in support of the Kigali Amendment. In the U.S., many state governments are enacting regulations to reduce HFC use.

"Honeywell has continued to expand its range of Solstice products, which provide reduced- and low-global-warming-potential replacements for HFCs, allowing our customers worldwide to meet their sustainability goals and comply with regulations," said Chris LaPietra, vice-president and general manager, Honeywell Stationary Refrigerants. "Solstice N15, one of our newest additions to the portfolio, will provide chiller manufacturers with a long-term solution that can address any installation requirement with the same chiller design. And Solstice zd has been incorporated into improved equipment designs to deliver stronger performance for customers in various cooling applications."

Solstice N15 has a GWP of 292, 80% lower than R-134a, and is an alternative for chillers and industrial A/C including flooded evaporator designs. Its GWP is 50 percent lower than R-124, which it replaces in high ambient air conditioning applications. Solstice N15 ensures long-term compliance with EU regulations and directives like F-Gas, EcoDesign and EU's Energy Performance of Building Directives or EPBD. The refrigerant also contributes to achieving U.S. building certifications, including LEED and BREEAM.

As a non-flammable R-134a replacement, Solstice N15 can be used immediately by chiller and air-conditioning manufacturers where safety standards and buildings codes limit the use of A2L and A3 refrigerants. Its similar product characteristics to R-1234ze provides original equipment manufacturers with a long-term solution that is flexible for both A1 and A2L refrigerants.

Solstice zd is a non-flammable, ultra-low GWP replacement for R-123 for low-pressure centrifugal chillers. It offers better capacity and similar efficiency to R-123. Solstice zd has a GWP of just 1, which is 99.9% lower than R-245fa, making it an environmentally preferable alternative in applications such as Organic Rankine Cycle (ORC) and high-temperature heat pumps.

Honeywell is a world leader in the development, manufacturing and supply of refrigerants sold worldwide under the Solstice and Genetron® brands for a wide range of applications, including refrigeration, building and automobile air conditioning. Honeywell and its suppliers have completed a \$900 million investment program in R&D and new capacity based on Honeywell's hydrofluoroolefin (HFO) technology. For more information, visit www.fluorineproducts-honeywell.com/refrigerants.

Honeywell (www.honeywell.com) is a Fortune 100 technology company that delivers industry specific solutions that include aerospace products and services; control technologies for buildings and industry; and performance materials globally. Our technologies help everything from aircraft, buildings, manufacturing plants, supply chains, and workers become more connected to make our world smarter, safer, and more sustainable. For more news and information on Honeywell, please visit www.honeywell.com/newsroom.

Michael Hollis Rick Farrow Michael Cupp
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Wishing You a Merry Christmas!

Thanks for a Great 2020!.. The Best is yet to come!

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SFACA & ABC Accelerated HVAC Apprenticeship Academy Going Strong



SFACA and Associated Builders and Contractors have partnered to develop a stronger skilled workforce by providing an accelerated apprenticeship education and practical learning classes for the HVAC trade. Apprenticeship classes started on September 9th. Currently, mid-year enrollment is now underway. Enroll now and class starts January 11, 2021. Class are from 6:00pm to 9:00pm – Monday & Wednesday at the ABC Institute, Coconut Creek FL. Please direct students to contact the ABCI ad-

ministrative office to make an appointment for registration purposes. CareerSource Broward is providing employers a benefit (grant) by reimbursing 50% to 75% of the wages during the first period of learning, helping to offset some of the apprenticeship training cost, and add value to your company. For more information contact CareerSource Broward: Rob Evans, Business Services Manager - Phone: 954-202-3830 Ext. 3010, or email: revans@CareerSourceBroward.com

The Specifics: 1. State of FL Accredited program with 2000 hours of annual education and on-the-job training. 2. 1-2 classes per week taught by

experienced HVAC instructor. 3. On-The-Job training component required. 4. Apprentice program is in cooperation with the ABC Institute. 5. Department of Labor and Florida Department of Education Approved

Contractor Cost: Enroll 1-5 – \$880 annually per student. Additional Enrolled 6-10 – \$440 annually per student. Additional Enrolled 11 plus – \$300 annually per student. (minimum of 15 enrollees per center required)

Ready To Begin? Contact SFACA Today!! Phone: (954) 281-5106 / Email: Director.sfaca@gmail.com An Equal Opportunity Training Provider.



Ruth Tiredo and Jason Hale of ABC, Phil London of Thermal Concepts, Howard Pearl of Pride AC, Karen Gonzales and Dan Cigalotti of ABC



The SFACA Apprenticeship Academy currently has seven students enrolled and working with contractors



Ruth Tirado, Vice President of Education, ABC Institute welcomes the HVAC apprentice students



Special guest Phil London of Thermal Concepts talks to the apprentice students about the need to learn the new technology



HVAC Instructors Dan Cigalotti and Jason Hale (in back) prepare for their evening class



Howard Pearl of Pride Air Conditioning speaks to the HVAC students about all the different areas of opportunity



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Trade Talk:

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



Don't take the "Wait and See" Approach

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

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

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

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

Failing to move forward doesn't mean you stay in

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

In addition, revenues from your customer base really don't remain flat. There is always some degree of natural loss of business as clients die, move to other places, or give in to your competitors more aggressive sales efforts. Client relationships are like their romantic counterparts: If you don't make your clients feel special, and wanted, someone down the street will.

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

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

hance their loyalty to you.

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

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

I hope you all have a very Merry Christmas. I will be spending it with my Daughters and my 10 Grandchildren. And, I just found out I am going to be a Great Grandfather. This is what family is all about.

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

Until next time

Tommy Castellano

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LG Expands HVAC Systems With LGRED° Heat Technology



ALPHARETTA, Ga., Nov. 19, 2020 — LG Air Conditioning Technologies USA has expanded its robust portfolio of single- and multi-zone products with LGRED° (Reliable to Extreme Degrees) technology, bringing powerful heating capability to more single zone products – pushing the industry forward in the electrification of residential and light commercial

building sectors.

Boasting superior heating capacity performance down to 5°F and continuous heating operations down to -13°F, products featuring LGRED° heat technology efficiently deliver heat during colder weather. LG single zone systems with LGRED° provide homeowners with an electric option that reliably delivers year-round heating and cooling in an all-in-one inverter heat pump system. For cold climate zones especially, the systems offer a greener alternative replacing expensive, supplemental heat sources.

As the movement to reduce the impact of traditional fossil fuels progresses, the expansion of LG single zone systems with LGRED° makes significant strides in the market preference for a more efficient and connected home. By offering flexible solutions for maximum occupant comfort in extreme temperatures, homeowners now have one system to heat and cool, as well as the convenience of only one system to maintain. An added benefit, the launch of LG's new single zone systems gives homeowners and contractors the opportunity to take advantage of the growing number of federal, local, and utility rebates and incentives to offset the upfront installation costs, making the switch more accessible and affordable while capturing the long term benefit of this technology.

Featuring LG Inverter technology, the new single zone products with LGRED° can intelligently sense the air conditioning demand, proportionally ramping the inverter compressor up or down. This is unlike traditional systems which have limited ability to calculate proportional energy use relative to the demand. The ENERGY STAR® certified lineup also comes packed with other industry-leading benefits of inverter technology including enhanced acoustic comfort, as well as compatibility with the LG ThinQ™ app, pro-

viding access to an ecosystem of LG products from any smart device including Google Home or Alexa.

Offered in capacities ranging from 18,000 to 48,000 Btu/h, the expanded suite of LG single zone systems meets a variety of home and load sizes and are matched with ducted and ductless indoor unit styles, including the LG Multi-position Air Handler Unit. LG single zone system products now featuring LGRED° heat technology include:

- LG Multi-position Vertical AHU Systems,
- LG High Static Ducted Systems,
- LG Low Static Ducted Systems, and
- LG 4-Way Ceiling Cassette Systems.

“As regional initiatives and demand for electrification gain ground, we’re seeing more and more incentives and rebates for the fossil fuel replacement market. By expanding LGRED° in our single zone

suite, LG is responding to the market by providing homeowners and contractors with energy efficient electric options that were previously out of reach in colder climates,” said Steve Scarbrough, senior vice president and general manager, LG Air Conditioning Technologies USA. “As one of the only manufacturers to bring cold climate heat pumps that don’t require an auxiliary heat source to market, LG is continuing to deliver advanced innovations that meet customer needs, while moving the industry forward in overall efficiency and clean energy.”

For more information on the complete portfolio of LG’s robust lineup of heating and cooling solutions and controls, visit lghvac.com.

For more information on rebates and incentives, visit the LG Rebate Center. Custom-designed for LG products, the tool enables residential and commercial customers alike to search for local and national incentives related to the purchase of LG HVAC systems.

A Special Thank You to all of our vendors, distributors, and contractors that made it possible for another wonderful year. Have a Merry Christmas and a Prosperous New Year

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Message from FRACCA President Rick Sims



The 2020 election is over and preparations for Florida's 2021 legislative session begins. This year, FRACCA supported candidates for three key Florida senate seats. The result was a trifecta; all three of our candidates won their races!

FRACCA legislative council is Cotney Law. Trent Cotney and company assist FRACCA in identifying candidates that value expeditious commerce, sensible regulation and are active in issues surrounding the construction industry. FRACCA makes modest donations to campaigns that benefit our members.

The list of races and candidates to be considered for FRACCA support was compiled by FRACCA lobbyists Clayton Ostene and Joshua Funderburke and presented to the FRACCA board of directors who made the final selection in support of three Florida Senate candidates. It does not always happen this way, but this year we picked three winners!

FRACCA supported the candidacy of Jason Brodeur in senate district 9 (Sanford), Danny Burgess

senate district 20 (Zephyrhills) and Ana Maria Rodriguez senate district 39 (Doral). Congratulations to the victors. FRACCA hopes that their public service in the Florida Senate translates into good regulatory policies for Florida's HVAC industry.

The regular Florida legislative session does not convene until March 2021. Starting in November 2020, attention turned to the legislative committees that precede the session. That is where all of those good (or bad) ideas are developed into bills. Clayton and Joshua are closely following these activities and are on the watch for any proposals that would harm the HVAC industry and its customers.

It is normal that FRACCA is entering into the 2021 legislative session in a distinctly defensive posture; on the watch for poison policies and standing guard against any new bills filed that would hurt the Florida HVAC community and its customers. FRACCA is not seeking any big new legislation or regulatory changes. FRACCA is focused on preventing harm to its mem-

bers and their customers. We would love to see one of our politicians to pick up all of our best ideas for statutory improvements and file a bill accordingly, but our primary mission is to stop bad ideas from advancing.

Now is the time to provide feedback (or brilliant ideas) to FRACCA lobbyists in time to make a difference in 2021. Clayton Ostene and Joshua Funderburke can take those ideas to Florida law makers and gage if sufficient support can be established to motivate a politician to file a bill and gain the support of others.

Contact FRACCA for more information about ongoing legislative activities or to suggest improvements to Florida laws that affect the HVAC industry. If you have specific proposals, now is the time to share them if you want consideration in 2021.

We are at the end of a very strange year and we are all hopeful that the new year will be better, or at least closer to normal. We have all seen things in 2020 that we have never seen before. Everyone is ready to bring this one to an end and move on to 2021.

Bryant Heating & Cooling Systems Announces Charles Bryant Award Winners

INDIANAPOLIS, Nov. 10, 2020 — IERNA's Heating & Cooling, Inc. of Lutz, Florida and Trotter Air Services, LLC of Plano, Texas were named the 2020 Charles Bryant Award winners. The Charles Bryant Award, named for the company's founder, recognizes loyal Bryant Factory Authorized Dealers (FAD) that epitomize the characteristics of Charles Bryant, including professionalism, quality, reliability and community spirit.

"We're so proud to have been named a 2020 Charles Bryant Award winner," said Charlene Ierna, owner, IERNA's Heating & Cooling, Inc. "We pride ourselves on providing our customers with reliable, quality equipment that is installed and serviced by a team of skilled and courteous technicians. So, it's truly wonderful to be recognized for how we conduct business. Our relationship with Bryant has been fantastic since we first opened our doors in 2003 and we

make sure we are doing 'Whatever it Takes' for our customers each and every day."

IERNA's Heating & Cooling, Inc. is a family owned and operated, full-service air conditioning, heating and plumbing contractor that services the greater Tampa Bay area, including Hillsborough, Pasco, Hernando, Polk and Pinellas counties. They strive for excellence and settle for nothing less, while striving to do it all at fair and reasonable prices. Notably, through IERNA's consistent commitment to excellence year after year, they were named the 2016 National Bryant "Dealer of the Year" and they are the first and only HVAC company in the state of Florida to earn the highly coveted Bryant Pinnacle Award.

"Winning this award is such a blessing and great honor to all of us here at Trotter Air Services," said Sean Trotter, owner of Trotter Air Services, LLC.

"The fact that our company was recognized, in part, for volunteering and supporting our community is a big achievement for us as a business and a family. Bryant has been nothing short of spectacular to us, which is why we choose to represent what we believe to be nothing short of the best."

Trotter Air Services, LLC was founded in Plano, Texas in 1970. A family owned and operated business for over 50 years, they specialize in heating and air conditioning repair, service and replacement. After serving in the Army, Don Trotter started a business to support his growing family. This eventually turned into a multi-generational company with the addition of Don's first son, Sean, followed some years later by Sean's son, Chris. Throughout the last 50 years, over 10,000 Bryant home comfort systems have been installed into homes across North Texas by Trotter Air Services, LLC.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 902,546 units in September 2020, up 47.1 percent from 613,607 units shipped in September 2019. U.S. shipments of air conditioners increased 50.7 percent, to 573,565 units, up from 380,581 units shipped in September 2019. U.S. shipments of air-source heat pumps increased 41.2 percent, to 328,981 units, up from 233,026 units shipped in September 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 5.1 percent, to 7,338,953 units, up from 6,984,349 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 6.1 percent, to 4,744,384 units, up from 4,472,595 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 3.3 percent, to 2,594,569, up from 2,511,754 units shipped during the same period in 2019.

HARDI Distributors Report 13.9% Percent Revenue Increase in September

COLUMBUS, Ohio, November 2, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 13.9% percent during September 2020. The average annual sales growth for the 12 months through September 2020 is 3.25 percent.

“Sales growth during September was helped by an extra billing day and challenged by difficult comparisons and heavy rains in the Southwest and Southeast,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “HARDI members see the supply chain challenges this summer in the

elevated sales-to-inventory ratio per region. This insight each month is another benefit for participants.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 41 days. “DSO ticked-up from 40 last month. The normal level for September is closer to 45 days so this was another unusually brisk report,” said Loftus. “Customers who participated in the economic relief programs are paying their bills quicker than normal, while the inventory shortages and search for scarce product increased the share of cash transactions.”

“Weather did not help this month. Besides the heavy rain in the Southwest and Southeast, cooling degree days during



September 2020 were down by -30% to -50% versus September 2019 in five of our seven economic regions,” said Loftus. “Distributor sales growth was helped by the housing market that is getting a boost from the historically low mortgage rates, and consumer confidence that is getting its own boost from the employment recovery”

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.

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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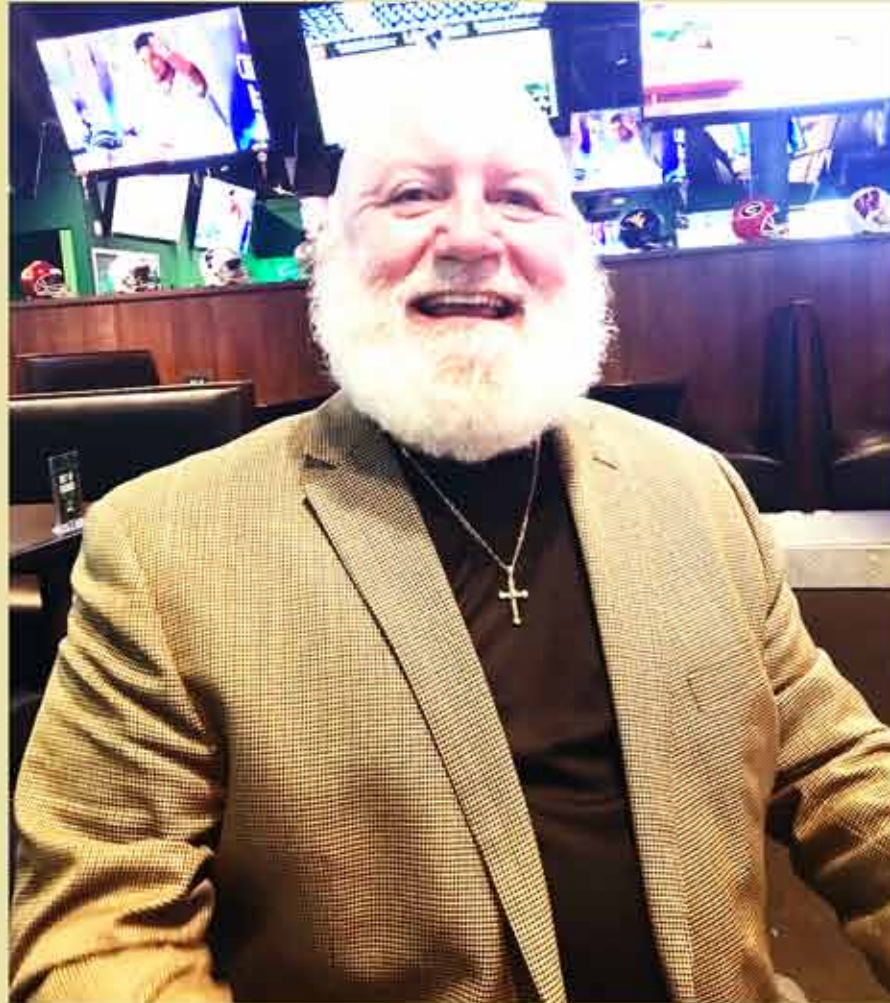
Thank you for a great 2020!

We will sure miss everyone coming together to celebrate our Annual Holiday Pig Roast this year. Stay safe until we are able meet again!



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Thank You!



Kenny Laycock Sr. For 37 Years of Dedicated Service

In recognition and appreciation of 37 years of dedication and service to Goodman Distribution, we acknowledge the career of Kenneth Laycock Sr. This December Kenny will be retiring from Goodman, and we are pleased to have been a part of his journey. Kenny, thank you for your contribution to our industry! You have been a mentor to many people over the years, and will be greatly missed. Your honesty and integrity have resulted in many loyal customers and friendships. Most of all, thank you for your wisdom and leadership. As Kenny always said when departing...LOVE YA MAN!!! We say to Kenny....LOVE YOU MAN!!! We wish him much happiness as he spends time with his wife, children, and grandchildren.



Air Conditioning & Heating

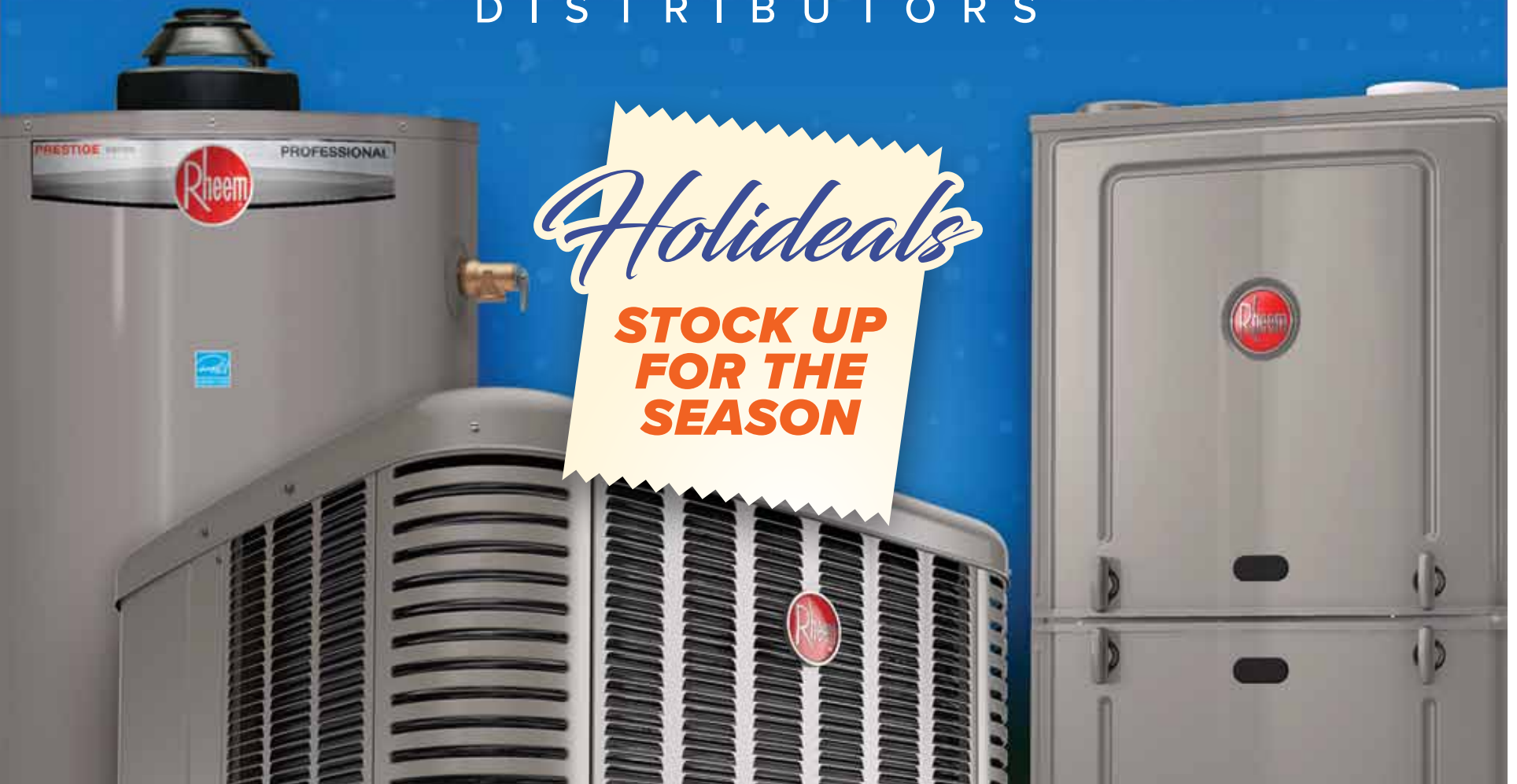
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*Prices valid from December 14th to December 18th, 2020 at all 22 Tropic Supply Resource Centers. Rain checks will be issued should demand exceed current stock for all orders placed between December 14-18, 2020.

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Taka Inoue Named Chief Sales and Marketing Officer of Goodman/Daikin North America

Unified Sales and Marketing Strategy Aims to Create a Next-Generation Customer Experience that Leverages a Strong and Connected Portfolio of Brands, a Powerful Distribution Network, New Product Technologies, and Emerging Digital Capabilities

WALLER, Texas, November 5, 2020 – Daikin today announced that Takayuki “Taka” Inoue will lead sales, marketing and distribution for the Daikin, Goodman, Amana® and Quietflex brands in his newly created role as Executive Vice President and Chief Sales and Marketing Officer (CSMO) of Goodman/Daikin North America. Goodman Global Group, Inc. and its subsidiaries are members of Daikin Group, the largest manufacturer of HVAC systems and refrigerants in the world.

“Taka’s strong leadership and energy will accentuate ongoing digital sales enhancements and strong product offerings across our brands as we further build a world-class customer experience,” CEO Satoru Akama said. “Taka has remarkable talent on his teams and outstanding support to deliver on the current and future needs of our customers.” Mr. Inoue has served as Executive Vice President and President, Daikin Business Unit since 2016.

“Our customers are at the center of everything we do, and we want to deliver on their vision for a great customer experience,” Mr. Inoue said. “To accomplish this, our people and our culture need to align as closely as possible to our customers, and we need to work every day to deliver on the promise of our brand portfolio. This means creating levels of value that are uniquely recognized in the marketplace, providing distinct products and services that have a lasting impact on all we serve, and bringing innovative capabilities to market that make doing business intuitive and profitable for our customers.” Mr. Akama made several announcements that coincide with Inoue’s transition to his new role.

Senior Vice President North America Daikin Business Unit Sales & Distribution, Doug Widen-

mann has been named Senior Vice President and President, Daikin Business Unit and will report to Mr. Inoue. “Doug has supported Taka for many years and will seamlessly continue to expand the Daikin brand in North America,” Mr. Akama said.

Senior Vice President and President, Goodman Business Unit, Brad Snyder, will retire from his position but continue to serve as an advisor to the company. Ardee Toppe, who is currently Senior Vice President and President, Quietflex and PTAC Business Unit, has been named as the Senior Vice President and President, Goodman, Quietflex and PTAC Business Units and will report to Mr. Inoue.

“We wish Brad and his family well and thank him for his outstanding sales and executive leadership roles, and his significant contributions to the sustained growth of the Goodman Business Unit over the last 13 years,” Mr. Akama said.

“We are excited and confident Ardee can carry forward the great momentum the Goodman Business Unit has built up under Brad’s dedicated leadership,” Mr. Akama said.

Daikin has transformed the North American HVAC industry over the past several years making significant inroads into the space including the purchase of Goodman Global Group, Inc., by Daikin Industries, Ltd. (DIL) in 2012 for \$3.7 billion. In 2017, Goodman completed construction of the Daikin Texas Technology Park “DTTP”, a state-of-the-art business campus near Houston, Texas that includes research and development, manufacturing, engineering, logistics, marketing, distribution, and sales operations all under one roof. The \$450 million facility is the largest single investment in the 96-year history of DIL.



Taka Inoue

Independent Lab Validation Study: Fresh-Aire UV Systems Inactivate >99.99% of SARS CoV-2 Virus

Fresh-Aire UV®, announced that third-party lab tests successfully proved its residential and commercial UVC disinfection equipment for HVAC systems are >99.99-percent effective in inactivating SARS CoV-2, the virus which causes COVID-19 disease.

The “SARS CoV-2 Neutralization by Germicidal UVC LightSystems” study conducted by independent laboratory Innovative Bioanalysis, Costa Mesa, Calif., validated a 4-log, >99.99-percent coronavirus inactivation in less than two seconds of exposure to Fresh-Aire UV’s germicidal UVC 254-nanometer light systems. The exposure time is comparable to a moving airstream model within a facility’s HVAC or ventilation system. The lab used Fresh-Aire UV’s ADS™ airstream and BlueTube XL™ coil and airstream disinfection systems designed for healthcare, education, office and other commercial facility applications. The residential and commercial APCO-X™ coil and air disinfection system also exhibited the same positive results.

The study is one of the first successful SARS CoV-2 inactivation tests in the HVAC industry and is available at www.freshaireuv.com.

“Consulting engineers, contractors and facility managers can now confidently specify, install and use our UV equipment, knowing they are being proactive in improving the building’s indoor air quality,” said Aaron Engel, Vice-President–Business Development, Fresh-Aire UV. “Dosage is critical for effectiveness; however, our Blue-Calc™, a UVC light design and analysis using state-of-the-art sizing software, can accurately help facility directors, engineers and contractors specify UV equipment for any disinfection application,” said Engel.

In the FDA-sponsored test published in the American Journal of Infection Control, Fresh-Aire UV systems were used to show the efficacy of UVC light in disinfecting and extending the life of N95 respirators.

Now with a proven study validating Fresh-Aire UV’s equipment effectiveness against SARS-CoV-2, Innovative Bioanalysis, a CAP, CLIA and AABB-certified laboratory, is now executing the next phase of Fresh-Aire UV testing.

Merry Christmas!

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Performance Pointers

by David Richardson



Look Out for Clues of Discomfort

Many homeowners live in uncomfortable conditions. Sadly, most believe it's normal. There are some common steps you can take to deal with their discomfort and make conditions much more bearable. When you know what to look for, you can easily spot the clues. Let's look at these clues of discomfort and how you can help your customers overcome their causes.

Heating Season Clues

In the heating season, it's common to hear complaints about cold floors and drafts. Now that heating systems are on, look for these clues that show uncomfortable conditions exist:

- Portable electric heaters
- Blankets and comforters
- Heavy clothes worn inside.

Your customers use electric heaters to knock the chill off specific areas, while blankets and heavy clothes keep them from freezing while watching television. Are these items truly a solution? Unfortunately, they show your customers need help.

Cooling Season Clues

In the cooling season, it's common to hear complaints from customers who say that part of their home is too hot to use. These "parts" range from bedrooms to entire floors. To offset the heat in these areas, you'll often find the following clues:

- Portable fans
- Register scoops
- Window air conditioning units
- Window shades.

How frequently do you see these items in homes? Customers use them to cool down uncomfortable areas and make them a little more tolerable. Freestand-

ing fans and register scoops are used to direct airflow towards your customers, while window units and shades are an attempt to reduce excessive heat gain.

Discover the Source

These items are attempts to solve a much larger issue: failing to properly condition a problem area. Help your customers understand why they have these problems—that is why testing so powerful. It makes problems visible to your customers and provides essential clues to diagnose the system based on your results. You need to look at a system differently than before to discover these issues. Understand that adding refrigerant charge or changing the blower speed might not solve the problem.

Static pressure and system temperatures are two of the most effective and simple tests you can use to show the source of customer discomfort. Use static pressure to discover restricted ducts and low airflow conditions, and system temperatures to expose excessive temperature loss across the duct system. Once you take these measurements, ask the customer questions related to their problems.

Step one is to test and measure the existing system. Step two is to ask pointed questions about their comfort issues and find out what they believe they want in terms of solutions to those problems. Avoid yes and no questions. Be sure you ask these questions after testing. It helps to establish credibility and prevents you from looking like you're trying to sell something.

This is the method a doctor would use. They measure blood pressure, temperature, and weight before discussing symptoms or looking for clues to an illness. They test first. Imagine how you would feel if your doctor recommended open heart surgery based on your appearance and the answers to a few questions. Wouldn't you question their motives? Your customers will probably have the same response if

you try to diagnose their comfort systems without measurements.

Solve the Issues

To solve comfort issues requires understanding which tests to perform and how to interpret the readings. Diagnostics may need to go much deeper and will dictate the repairs.

One home we tested had an uncomfortable bonus room that doubled as a home office. The homeowners rarely used it since it was too hot in the summer and cold in the winter. After some testing and a visual inspection, we discovered the bonus room was only getting half of the airflow it needed. We also discovered excessive amounts of heat coming into the room because of insulation defects. With a bit of duct renovation and insulation repair, the temperature in the room dropped. The homeowners couldn't believe the difference.

It's important to remember that new equipment, an extra system, or zoning might make issues worse. To truly solve these problems, you may have to go beyond the HVAC system. However, you must know where to draw the line and when to get other professions involved. Keep your solutions focused on what you do best and offer your customers new answers to age-old problems.

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 comfort 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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SFACA "In-Person Meeting" with Dr. Rick Goodman

SFACA was excited to start November with their "welcome back" dinner at Tropical Acres Steakhouse on Wednesday, Nov. 4th at 6pm. SFACA is following all of the safety guidelines to safely meet, network and enjoy dinner together. Tables were socially distanced and there was additional masks and sanitizers available at the check-in table. Thanks to Kelly Dexter with Air Quality Control Environmental, an air purifica-

tion system was provided. Dr. Rick Goodman was the keynote speaker who presented "The Adaptability Zone - Achieving Certainty In Uncertain Times."

In today's volatile business environment where uncertainty and fear are the norm, there is a common theme. People are scared, they're not sure how to move forward and survive the crisis. Now you can play a key role creating new and exciting business growth oppor-

tunities for your business. Dr. Goodman spoke about how to transform your thinking, optimize your assets and accelerate your connectivity to produce transformational results for your organization.

The 2020 Vendor Night & Holiday Party has been canceled. We look forward to having live events again starting in January. Please stay tuned for updated information on when we reschedule Vendor Night!



Skip Fahrinas, president of SFACA welcomes the members back "in person"



SFACA guest speaker Dr. Rick Goodman with John Marinello of Pyke Mechanical



There was a nice turnout for the first "in person" SFACA meeting since the pandemic started



Skip Fahrinas, president of SFACA with guest speaker Dr. Rick Goodman



Tropical Acres Steakhouse prepared a tasty choice of sirloin steak or chicken franchise



Ernie Sariol of Gil Garden Avetrani Insurance talks with one of the SFACA members

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Tropic Supply's Food Drive for Fighting Against Local Hunger was a Great Success!



The food collection bin at the T-14 Sarasota location

Tropic Supply's 22 Resource Centers throughout the state of Florida collected over 946 food items to support their yearly November Food Drive. Donations were delivered to 16 different organizations throughout the state.

It's great to see how really creative the Tropic Supply Resource Centers can get when they work together on such a great cause!

Special Thanks to all the Tropic Supply customers who donated food to make the food drive a great success!

For each donation, customers were given a chance to win one of 34 prizes valued at \$200 or more.



Tom of Tom Vo LLC at T-23 St. Petersburg with his generous contribution to the November Food Drive!



Ronnie of Alina Group at T-23 St. Petersburg with his food contribution



T-12 Port Charlotte just received some food donations



At the T15 East Tampa Resource Center, another cart of food donations is received



The donation canister says "Feed Me Seymour!" at the T-21 Tallahassee Resource Center



Warm and Cold display at the T-22 Ocala Resource Center



Bruce from Pegasus Mechanical Inc. in Tampa. Thank you for your generosity, Bruce & Henry!

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HVAC/R Tools Leader NAVAC Inc. Introduces Precise, Impact-resistant Manifold Gauge



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 a precision impact-resistant manifold pressure gauge with Class 1.0 accuracy. The new N2A4 Manifold

Gauge effectively measures the pressure of various gases and liquids used in HVAC systems, helping technicians to troubleshoot and reduce leaks and system failure.

Featuring a premium construction with a durable aluminum body and ball valves, the N2A4 Manifold Gauge is used to diagnose and determine the status of four refrigerants: R-22, R-410A, R-134A and R-404A; by contrast, similar models frequently handle three or less refrigerants. With the most commonly used refrigerants (R-410A & R-22) laid-out in its larger outer rings, the N2A4 Manifold Gauge is exceedingly easy to read. The tool also features an "impact-resistant" design with a molded protective shell and rubber covering for shock absorption, and an integrated folding hook design offers ease of transport.

"Our newest manifold gauge aligns with NAVAC's larger goal of making technicians' jobs easier and more efficient," said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. "Its ability to handle four commonly-used refrigerants offers contractors an expanded range of usage, and its user-friendly design improves the gauge's readability and accuracy."

Third Meeting of ASHRAE Year Miami Chapter via ZOOM

The Third Meeting of ASHRAE Year Miami Chapter was conducted via Zoom on Tuesday, Nov 10th, from 12pm - 2pm. The topic for the Presentation was "Understanding the ASHRAE Advanced Energy Design Guide for Large Hospitals", and achieving 50% energy-savings by DL David N. Schurk. This seminar was intended as a "primer" for those healthcare design and facility professionals who may not have had time yet to review the ASHRAE Design Guide and its recommendations in detail. It covered various HVAC technologies and systems that have been demonstrated to produce substantial energy savings, and will qualify the financial aspects of those savings to a typical hospital facility. Many of the recommendations in the guide can be applied equally to new construction as well as add-on/retrofit or energy upgrade projects.



ASHRAE guest speaker, DL David Schurk DES., CEM., LEED-AP, CDSM., CWEP., SFP., CIAQM., HCCC.,

David serves as Director of Business Development for Global Plasma Solutions, headquartered in Charlotte NC (USA). In previous positions he worked for three of the world's largest HVAC manufacturers, including Carrier, Daikin, and Trane.

David is a Licensed Designer of Engineering Systems with over 38-years of experience in the design and analysis of heating, ventilating, and air-conditioning systems for a variety of market sectors, with a special focus on hospital/healthcare environmental control and indoor air quality.

It is that time of year once again to hold our Annual ASHRAE Holiday Social. This event will be hosted outdoors for only 30 people due to the COVID pandemic. Tickets will include 3 drinks and appetizers. The event will be held December 9th, at 7pm, at Veza Sur Brewing in Miami.

ARS/Rescue Rooter Commitment to Military Veterans Showcased on Military Makeover: Operation Career

Memphis, Tenn. – November 5, 2020 – ARS/Rescue Rooter, one of the nation's largest providers of air conditioning, heating, and plumbing services, participated in Military Makeover: Operation Career, a nationally televised show that is traveling the country capturing stories of military veterans who are transitioning out of the military and back to civilian life through a trades career path.

Highlighting ARS/Rescue Rooter's commitment to hiring and supporting veterans, the show follows Jason Poucher, ARS General Manager Myrtle Beach (US Marine Corp), Troy Meadows, ARS Divisional Human Resources Manager (U.S. Air Force), and Josh Will, ARS Atlantic Division Recruiting Manager (U.S. Army). They have taken their military training

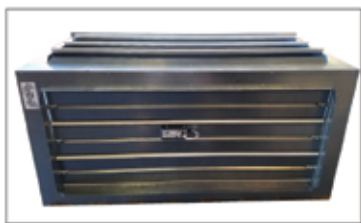
and experiences and applied these skills to build a career in the trades as key contributors to the company.

"ARS/Rescue Rooter recognizes the sacrifice and commitment active military, Guard and Reserve, and veterans have made to our country, and we have made honoring them a priority. Veterans know the value of honor, integrity, and self-discipline, which are the same values all our employees are committed to in servicing our customers here at ARS," said Chris Snow, Senior Vice President, Chief Human Resources Officer. "We look forward to continuing to provide rewarding careers to veterans and are honored to partner with Military Makeover: Operation Career to showcase these three hard-working military veterans who have grown their civilian careers here at ARS."

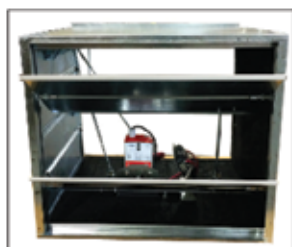
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Lennox Provides Program For Contractors To Improve Indoor Air Quality

DALLAS – Nov. 18, 2020 – Lennox International (NYSE: LII), a global leader in the heating, air conditioning, and refrigeration markets, has announced additional training that will provide contractors with the proper knowledge to help improve indoor air quality (IAQ) through their Building Better Air initiative.

The Building Better Air training program provides a structure to improve indoor air quality of commercial spaces through the Evaluate, Solve, Maintain framework. Contractors trained through the program will have key information to explain how HVAC systems impact IAQ and offer the right solutions for their clients.

“Contractors are seeing an increased demand for IAQ solutions recently with the second wave of COVID-19,” said Elliot Zimmer, president and Chief Operating Officer of Lennox Commercial. “Our training program will help provide contractors with the support system they need to assess equipment and make a proper recommendation to better improve IAQ for their customers’ facilities.

“Our strong partnership with our Lennox Commercial Alliance Contractor network gives us a unique ability to help buildings improve their indoor air quality and get back to business safely.”

In October, Lennox introduced the Building Better Air initiative, which helps facilities evaluate the state of their HVAC systems by using an IAQ survey and creates solutions tailored to the needs of the building. The training program is an additional step to further Lennox’s goal to create safe working environments for restaurants, movie theaters, schools, offices and similar facilities.

“Our goal is to help businesses return to a normal routine safely, and improved indoor air quality is a great start,” said Bobby DiFulgentiz, vice president of product management and marketing. “If COVID-19 has taught us anything, it has shown just how important HVAC is in our everyday life. We are focusing our efforts on spreading the knowledge we have on air purification, ventilation, and humidity control so that our customers have access to the right solutions to safely return to business.”

For more information about the Building Better Air initiative or to find a qualified contractor in your area, visit <https://www.lennoxcommercial.com/buildingbetterair>.




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Daikin Names Doug Widenmann Senior Vice President and President of Daikin North America LLC



Doug Widenmann

HOUSTON, November 17, 2020 – Daikin North America LLC, part of Daikin Industries, Ltd. (“DIL”), the world’s largest manufacturer of heating, cooling, and refrigerant products, announced today the appointment of Doug Widenmann as Senior Vice President and President of Daikin North America LLC. It was previously announced that Executive Vice President and President of Daikin Business Unit, Takayuki “Taka” Inoue, will assume a new role as Executive Vice President and Chief Sales and Marketing Officer, Goodman/Daikin North America, leading the operational efforts for all company brands, Daikin, Goodman®, Amana® and Quietflex®.

Taka Inoue said, “I am delighted to have Doug as my successor and continue to work with him in this capacity. Doug has excelled at strategic leadership and execution and is well positioned to lead Daikin North America in its next stage of growth. He has a strong track record of customer development and engagement. I can’t see anyone better than him to continue fostering our relationships in North America.”

DIL has transformed the North American HVAC industry over the past several years making significant inroads, including the purchase of Goodman Global Group, Inc. in 2012 for \$3.7 billion. In 2015, DIL began construction of Daikin Texas Technology Park (“DTTP”), a state-of-the-art business campus near Houston, TX that includes research and development, manufacturing, engineering, logistics, marketing, distribution, and sales operations all under one roof. DTTP was completed in 2017, costing over \$450 million, which is the largest, single manufacturing investment in the 96-year history of DIL. DTTP sits on over 500 acres, employs over 7,000 people and at over 4 million square feet is one of the largest manufacturing facilities in the world – the size of 74 football fields.

Widenmann has amassed 34 years of experience in the industry in various sales and marketing leadership roles with three major HVAC product manufacturers. As Daikin continues its growth in North America towards its goals for Fusion 25, Doug will be instrumental in leading the Daikin premium strategy, supported by Daikin’s core values of absolute credibility, enterprising management, and harmonious personal relations.

“It is my pleasure to lead this great team that we’ve already established at Daikin North America to an industry leadership position where we, and our entire supply chain, will secure the distinction as North America’s number one indoor comfort solutions provider,” said Doug Widenmann. “I firmly believe that the organization as a whole, inclusive of Daikin, Goodman, Amana, and Quietflex, can leverage our powerful brand portfolio into the marketplace, through the largest, and I believe, the best sales and distribution network in the industry, to achieve our vision and goals,” he continued.

Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 76,000 employees worldwide and is the world’s number one air conditioning company.

TIME Names Carrier’s OptiClean a Best Invention of 2020

PALM BEACH GARDENS, Fla., Nov. 19, 2020 Carrier Global Corporation a leading global provider of healthy, safe and sustainable building and cold chain solutions, today announced that its OptiClean™ Dual-Mode Air Scrubber & Negative Air Machine has been named as one of TIME’s 100 Best Inventions of 2020.

The OptiClean was developed through rapid innovation in early 2020 to help support infectious isolation rooms in hospitals. TIME featured OptiClean in the Medical Care category of its prestigious annual list that recognizes 100 ground-breaking inventions that are making the world better and smarter.

“We are honored the OptiClean is being recognized by TIME for a product we developed and brought to market in record time while maintaining strict standards to ensure the highest quality,” said Carrier Senior Vice President, Engineering, Chris Kmetz. “At Carrier, we’re committed to doing our part to develop smart, sustainable and efficient solutions that will address our most critical needs.”

At the onset of the pandemic, Carrier invented the OptiClean as a negative air machine for hospitals treating COVID-19 patients to help hospitals protect caregivers, workers, and patients. OptiClean can plug into standard wall outlets and has a footprint of less than three square feet. As an air scrubber OptiClean can improve the indoor air quality of classrooms, restaurants, dental offices, commercial buildings and more, by pulling in air, scrubbing it using a HEPA filter, and then exhausting cleaner air back into the room, reducing contaminants in the air and offering further protection as part of an overall mitigation strategy.

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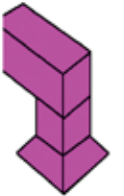
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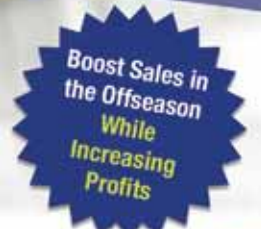
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YORK® Unveils New Complete Home Comfort Solution With Communicating Zoning Technology

MILWAUKEE – (November 4, 2020) – The YORK® brand of Johnson Controls, the global leader for smart and sustainable buildings, and the architect of OpenBlue connected solutions, unveiled a new complete home comfort system with state-of-the-art zoning technology, offering improved, high-efficiency comfort with simplified installation and setup. The Hx™3 Communicating Zoning System gives consumers ultimate control of individual room temperatures in up to eight zones that they can manage anywhere with the new and improved Hx™ app. In addition, the new app gives contractors remote access and monitoring with homeowner permission.

“More than ever, today’s connected consumers expect a complete system that provides efficient performance, worry-free reliability and customizable functionality that fits their family’s lifestyle,” said Jason Wilson, product manager, Johnson Controls. “That’s exactly what the best-in-class technology of the Hx™3 Communicating Zoning System delivers, making it the ideal solution for the new generation of smart homes.”

The entire system can be directly controlled by the homeowner on a mobile device using the completely re-engineered Hx™ app or via the Wi-Fi-enabled Hx™3 Main Controller, which acts as the primary control point for the entire home. It features multiple, customizable schedules for up to eight zones and advanced settings such as humidity control, geo-fencing, away mode and vacation mode, which can be set for individual zones or the entire home. It partners with additional, secondary thermostats or sensors to enable control of the re-

maintaining zones, which can be customized based on the homeowner’s needs and budget.

The innovative, easy-to-use Hx™ app empowers consumers to take full control of their HVAC system, featuring a simplified set-up process and intuitive schedule control for enhanced efficiency. The app has a new, refreshed interface with a user-friendly design, allowing first-time users to seamlessly navigate based off in-depth customer research. It’s available on the Apple Store and Google Play and compatible with Apple Watch and Amazon Alexa voice control.

Unlike zoning equipment that require bypass and barometric dampers, the Hx™3 Communicating Zoning System is compatible with any existing 3-wire, 24V power open/close damper. This reduces changes to existing ductwork, saving homeowners on material and costs, while saving contractors on installation time. In addition, the system features intuitive, easy-to-read error messages and one-touch testing of airflow and damper settings without additional sensors and probes. Installation is further simplified for contractors with an easy setup and maintenance interface on the Hx™ app, along with remote access and monitoring with homeowner permission.

The Communicating Zoning System is compatible with YORK Affinity™ premium variable capacity or two-stage indoor and outdoor communicating equipment with QuietDrive™ technology and a full range of indoor air quality products. These high-efficiency HVAC systems maximize energy savings while offering superior performance.

To learn more about the YORK Hx™3 Communicating Zoning System, visit: www.york.com/residential-equipment/residential-thermostats

ASHRAE Learning Institute Releases New HVAC Design Training Schedule

ATLANTA (November 16, 2020) – Registration is now open for HVAC Design and Operations training through ASHRAE Learning Institute (ALI). The training will run from December 2020 through June 2021.

“As technology continues to change, the need for training that incorporates the latest building performance solutions will become critical,” said 2020-21 ASHRAE President Chuck E. Gullledge III, P.E. “ASHRAE’s HVAC Design training offers comprehensive professional development that is useful in addressing the today’s industry challenges.”

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

HVAC Design Level II – Applications provides instruction in HVAC system design for experienced HVAC engineers and those who have completed the HVAC Design: Level I – Essentials. The training

covers the technical aspects of design and methods to increase energy savings through innovation in HVAC design.

In light of COVID-19 and the safety of ASHRAE course participants, the HVAC Design trainings will be held online.

ASHRAE HVAC Design Training
December 7-11, 2020 – Level I – Essentials
Instructors: Julia Keen, Ph.D., P.E., Fellow ASHRAE, HBDP, Joel Primeau, Eng., ASHRAE Member, HBDP LEED® AP

December 14-18, 2020 – Level I – Essentials
Instructors: Donald Brandt, Life Member ASHRAE BEAP, CEM, Julia Keen, Ph.D., P.E., Fellow ASHRAE, HBDP

January 11-15, 2021 – Level I – Essentials
Instructors: Julia Keen, Ph.D., P.E., Fellow ASHRAE, HBDP, BEAP, Donald Brandt, Life Member ASHRAE BEAP, CEM

January 20-22, 2021 – Level II – Applications
Instructors: Julia Keen, Ph.D., P.E., Fellow ASHRAE, HBDP, Joel Primeau, Eng., ASHRAE Member, HBDP LEED® AP

To register, visit the HVAC Design and Operations page on ashrae.org.

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