

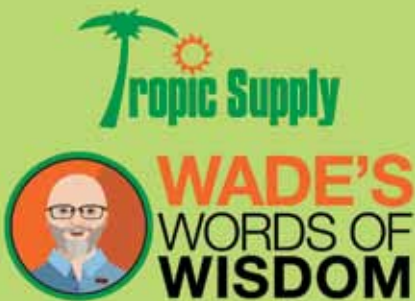
TODAY'S A/C

& REFRIGERATION NEWS

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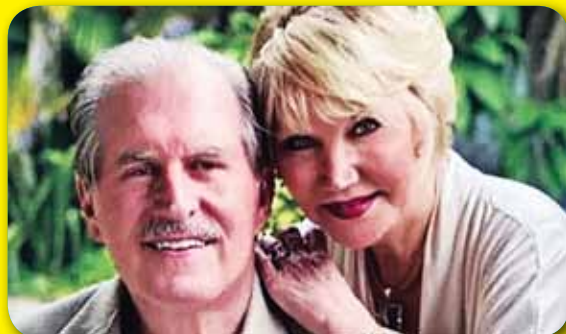
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Tips, Tricks, Theories, and Thoughts for your
Ruud Installation & Troubleshooting (see page B8)



ASHRAE Miami Virtual Annual Presidential Visit
Charles "Chuck" E. Guldage III (see page 8)



SFACA Zoom Meeting on planning a 12-week
year plan by The Case Team (see page 14)



Johnstone Supply Ware Group Hosts
Fresh-Aire UV Training (see page 4)

Current Administration Urging OSHA to Create COVID Standard



Jeff Schlichenmeyer
Publisher

business owners will have greater requirements to prevent worker infection and liability if a worker contracts the virus at work. The executive action today requires OSHA to release the rule by March 15 if it determines an emergency rule is necessary.

Last week Virginia was the first state to create a permanent worker safety rule after releasing a tempo-

rary rule last year. Virginia's rule goes into effect on January 26th. Under the Virginia rule, employers are required to develop a workplace infection protection program and ensure employees are trained on the requirements. The standard requires social distancing, cleaning and disinfection protocols, and the use of face masks in the workplace and classifies jobs into high, medium, or low risk categories. The potential OSHA emergency rule will likely contain similar requirements.

Today President Biden released a National Strategy for the COVID-19 Response and Pandemic Preparedness including direction for the Occupational Safety and Health Administration to determine if an emergency rule regarding coronavirus infections is necessary. If OSHA creates an emergency rule,

Last year as locations re-opened HARDI developed a package of facilities sanitization resources. These resources can help distributors meet the requirements of the potential emergency rule.

HARDI will monitor OSHA's actions on the emergency rule and continue to keep distributors informed of changes. If you have any questions about the emergency rule, please reach out to Alex Ayers (aayers@hardinet.org),

Goodman Launches Nest Thermostat E + Goodman

Google Nest's smart thermostat pairs seamlessly with Goodman's open protocol strategy

WALLER, Texas, January 28, 2021 – With demand for smart home automation growing exponentially, Google and Goodman Manufacturing Company, L.P. (Goodman) have collaborated to launch the Nest Thermostat E + Goodman program designed for Goodman's extensive independent dealer network across the United States.

The new offering from one of North America's largest smart home thermostat brands marks the first time Google has offered a co-branded product and experience with a heating, ventilation and air conditioning (HVAC) manufacturer. With their branded thermostat, Goodman® brand HVAC dealers now have a unique opportunity to tap into homeowners' mounting demands for home automation – on pace for 31 percent compound annual growth, according to research firm McKinsey & Company.

"The Nest Thermostat E + Goodman pairs effortlessly with new Goodman equipment," explains Rob Barnes, Vice President of Product Marketing for Goodman, "from base efficiency air conditioners to high-performing, multistage ComfortBridge™ products."

The Nest Thermostat E + Goodman is enabled with Google Assistant so that homeowners can easily adjust their indoor comfort by using the 'Hey, Google' prompt with devices like a Nest Hub display or Nest smart speakers or even a mobile phone with the Google Assistant app.

"Both HVAC contractors and homeowners will find tremendous value with

this Goodman-branded Google Nest thermostat," Barnes says, "from service alerts customized with dealer contact information to a 5-year limited warranty."

Homeowners can receive monthly, tailored Nest home reports delivering system performance and energy efficiencies of their Goodman HVAC system. If maintenance or service is needed, Nest HVAC monitoring can alert homeowners, providing dealer contact information and a means to book an appointment online with their Goodman brand dealer – a feature designed to help improve customer retention.

"These provide exciting advantages for HVAC contractors," says Gene LaNois, Google's Head of Professional Industry Partnerships. "Both our organizations saw the opportunity to more deeply integrate the HVAC system into the vision of the helpful home, while giving Goodman brand dealers something special of their own.

Our HVAC monitoring feature helps every system become more informative."

Exponential Growth

With 75 percent of connected-home devices purchased through service providers, according to McKinsey, the Nest Thermostat E + Goodman opens opportunities for HVAC contractors to continue stamping their imprint on the smart home segment. Those opportunities range from educating homeowners about the devices' energy-saving benefits to introducing customers to the entire suite of Nest products which work with the Nest Thermostat E + Goodman, including thermostats, doorbells, cameras, smoke + CO alarms, whole-home Wi-Fi systems, door locks, smart displays and speakers.



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Sometimes You Have to Get Hit Between the Eyes with a 2X4!

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

Background: The bookkeeper sends me the company's weekly cash flow report and weekly sales budget every Friday. She also sends it to the owner and managers.

The weekly cash flow report states the amount of cash at the beginning of the week, what was collected and what was disbursed. She then estimates cash in and cash out for the following week based on payables and receivables.

The weekly sales budget is a revenue budget based on the overall budget for the year. It breaks down the monthly sales goals into weekly goals for all of the departments. It's an easy way to make sure the company is on track from a revenue perspective. Assuming that your pricing is correct then you will also be on track from a profit perspective.

Send me an email (ruthking@hvacchannel.tv) if you'd like a sample of these two reports. Click here if you want my budgeting process and templates.

Back to the events: Until September the company was making its revenue budget almost every week and for the weeks they didn't make budget, the revenues the following week or weeks more than made up for the deficit.

They missed budget the first week in September. Ok, it was Labor Day week and potentially a little slower. Nothing to worry about or take action about.

The company missed budget the next week. Now it is time to be a little concerned. I sent back an email asking whether everything was billed, was work slowing down, etc. If it was slowing down we could have done some marketing to generate revenues. I was told there were some large jobs coming up and we would see them in upcoming weeks.

This email sequence got louder and louder because the company did not, or barely made budget through December. I watched the ending cash go down each week. I got no response to the inquiries and concerns.

Then on Christmas week I got an email from the owner saying they were out of money and how did this happen! I asked him whether he even looked at the weekly reports and my emails back. He said not often.

Sometimes you have to be hit between the eyes with a 2X4 to pay attention. The warning signs were there.

Even the managers didn't do anything proactively (this is another story for another day). However, in my opinion, it is a business owner's responsibility to watch cash and ensure that positive cash flow is happening. That's what the weekly cash flow report is all about! What happened:

Unfortunately he had to borrow money to survive over the Christmas week – but he has the ability to do so with a line of credit.

Amazingly, now that he is paying attention, things that were not billed have gotten billed, managers are paying attention to the revenue they must bring in every week and getting employees involved in doing so. And, the owner is looking at the reports every week.

The company started 2021 making its revenue budget. Please do not ignore warning signs whether they are cash based or financially based. Do your weekly cash flow budgets and review financial statements every month. Then, react to what the statements are telling you. You will avoid getting hit between the eyes with a 2X4 to get you to pay attention.

Next Topic - How to be Mentally Tough: 2020 was definitely a year for mental toughness: accepting what was happening and figuring out how to do what you can do. Some of you did better than others. Some businesses went bankrupt and owners had no choice but to decide, "what's next?"

As a lifelong tennis fan, I've always admired Roger Federer and Rafael Nadal for their mental toughness...it didn't matter what happened during a point,

they rarely showed emotion and just played the next point. I assumed they spent hours with a sports psychologist.

Recently I read, It Takes What it Takes, by Trevor Moawad. This book explains mental toughness in easy to understand and more importantly, easy to implement terms. Trevor explains how to thing neutral.

Thinking neutral is ignore the past. You can't do anything about it. Focus on the next steps and the next things.

Easier said than done because when an event happens, many of us become emotional about it. Practice seeing it just as an event. The graph above has helped me for many years. I realized a long time ago that I usually made terrible decisions when I was emotional. The key is to at least get to the bottom so you are no longer emotional. If need be, go for a walk, withdraw

to think about it, etc. and "get at least to the bottom of the U shape." Next you can start thinking rationally.

This is key with upset customers. They are emotional. You have to get them to neutral before resolving the situation. If they are emotional and you react emotionally, then they will get emotional and generally nothing good happens.

One time where you probably made an emotional decision: when the person you were dating asked you to marry him (or her). This was a decision made on emotion. For some of us (including me) it was a good decision. I had 35 great years with my husband before he passed away. For others, you ended up in divorce court because of a bad emotional decision.

Hopefully Trevor's book and the graph above help you to avoid emotionally reacting to events and focus on what is necessary.

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Goodman Launches Nest Thermostat E + Goodman

(continued from cover story)

“The market for smart home technology installed by professionals continues to grow exponentially,” LaNois explains. “As an HVAC contractor, if you’re not already offering smart home solutions, this may be the perfect opportunity to get involved in a new business that helps draw in new customers, new technicians and new business prospects without relying on the weather.”

Millions of Nest thermostats already in the market are not associated with contractors. When Goodman brand HVAC dealers register as a Nest Pro, they have opportunities to access qualified jobs either through service work or potentially replacement, according to Barnes.

The 5-year limited warranty* offers an outstanding advantage for HVAC contractors and homeowners.

“Open Protocol” a Plus

LaNois says Goodman’s leadership position in the HVAC industry – plus its innovative, open protocol approach to communicating controls – set the stage for an ideal alliance with Google.



Barnes agrees, touting Goodman’s pioneering ComfortBridge communicating technology. According to Barnes, “Goodman’s ComfortBridge works with any 24-volt thermostat. This provides homeowners and HVAC contractors flexibility and freedom of choice to use any thermostat they like. And, of course, both consumers and dealers love the Nest thermostat.”



locations beginning in February.

“This collaboration with Google is very big news for the Goodman team and our network of independent dealers,” says Barnes. “We’re thrilled to launch the Nest Thermostat E + Goodman product and eager to explore future developments with Google. We’re always looking for new ways to enhance our ability to maximize energy efficiency and system performance for our customers.”

Dealers, to register as a Nest Pro visit g.co/nest-pro. For more about the Nest Thermostat E + Goodman, visit goodmanmfg.com/goodmangooglenest.

Barnes says dealers can expect to see the thermostats in Goodman branch and distribution

Johnstone Supply The Ware Group Hosts IAQ Overview and Support from Fresh-Aire UV



Matt Dove

Johnstone Supply The Ware Group hosted a Zoom training class with Fresh-Aire UV on IAQ Overview and Support on January 6th at 8am. Matt Dove, National Sales Manager at Fresh-Aire UV facilitated the meeting.

Matt opened the training with an overview on the fundamentals of UV. He spoke about the current situation with Covid-19 and the opportunities that are available using Fresh-Aire UV products. He gave an overview of the residential and commercial product lines.

Fresh-Aire UV, a world-leader in HVAC ultraviolet disinfection systems, has successfully completed phase-1 third-party testing of their residential, commercial, and healthcare products for effectiveness against SARS-CoV-2 (the virus that causes COVID-19 disease). In the test report titled “SARS-CoV-2 Neutralization by Germicidal UV Light System from Fresh-Aire UV” the systems delivered greater than 4-log inactivation (>99.99%) on the SARS-CoV-2 virus within 0-2 seconds of exposure to Fresh-Aire UV UVC 254nm light systems.

Johnstone Supply Ware Group wants you to Become the Best You can Be with their Selection of Webinars, Training Resources, and access to Johnstone University! Please visit their website at www.johnstonesupply.com/store160/training

GREE Top Gun Training Competition!

Tradewinds Climate Systems, Doral FL: GREE mini splits will be conducting an 8 week long GREE TOP GUN Training Competition beginning the week of February 28, 2021.

Competitors will earn points by successfully completing troubleshooting tasks related to the GREE mini split product utilizing 2D and 3D simulations created by Interplay Learning of Austin TX. The competition is open to all independent, licensed HVAC installers and technicians in the United States. First, second and third

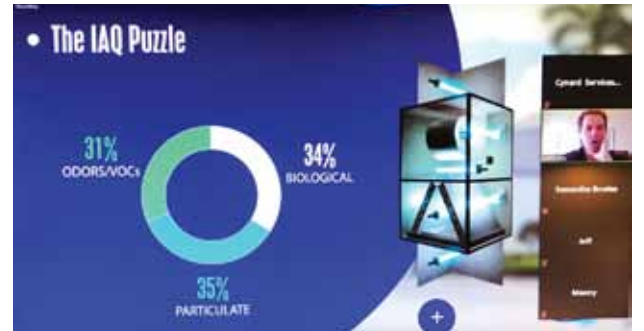
place prizes will be awarded each week with the overall GREE TOP GUN troubleshooter winning a complete GREE Sapphire 12K system.



You can learn all about the competition at www.GREEt-raining.com

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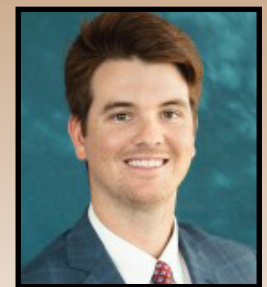
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- 10:00 - 10:15 Welcome All Attendees
- 10:15 - 10:30 Cotney - Tray Batcher, Attorney Legal Update Regarding Covid & PPP
- 10:30 - 10:45. Cotney - Clayton Osteen, Attorney & Lobbyist
- 10:45 - 11:15 Christine Ramirez, Partner, SE Florida Dale Carnegie Training
- 11:15 - 11:45 Carter Stanfield, Refrigerants & 2021
- 11:45 - 12:00 Federated - 2021 - Austin Bass, Introduction
- 12:00 Closing Remarks from FRACCA



Austin Bass



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Questions or Concerns: Paula.Huband@FRACCAair.COM

Littelfuse Acquires Hartland Controls

CHICAGO, January 28, 2021 - Littelfuse, Inc. (NASDAQ: LFUS), a global manufacturer of leading technologies in circuit protection, power control, and sensing, today announced it has acquired Hartland Controls. Headquartered in Rock Falls, Illinois, Hartland Controls is a manufacturer and leading supplier of electrical components used primarily in heating, ventilation, air conditioning, and refrigeration (HVAC/R) and other industrial and control systems applications. For 2020, Hartland Controls had sales of approximately \$70 million.

"Hartland Controls is a premier provider of control products and assemblies, with an outstanding reputation for quality, engineering, and customer service," said Peter Kim, Vice President and General Manager, Littelfuse Industrial Business. "We are excited to welcome Hartland Controls' associates to Littelfuse as we combine our capabilities and strong customer relationships."

Littelfuse will share additional details about the acquisition during the company's fourth quarter of fiscal 2020 earnings conference call on Wednesday, February 3, 2021 at 9:00 a.m. Central Time. The live conference call will be available via webcast from www.littelfuse.com. A recording of the call will also be available there.

Littelfuse is a global manufacturer of leading technologies in circuit protection, power control and sensing. Serving over 100,000 end customers, our products are found in automotive and commercial vehicles, industrial applications, data and telecommunications, medical devices, consumer electronics, and appliances. Our 11,000 worldwide associates partner with customers to design, manufacture and deliver innovative, high-quality solutions, for a safer, greener and increasingly connected world - everywhere, every day. Learn more at Littelfuse.com.

Hartland Controls specializes in the design and manufacture of mission critical custom electrical control solutions and engineered assemblies used in HVAC, refrigeration, overhead door, irrigation, welding, water heating, pool and spa, vehicle charging and other aftermarket applications that require reliable starting and safe stopping. Learn more at HartlandControls.com.

RGF® Environmental Group Provides Air Treatment Solutions for TGI Fridays® Restaurants Nationwide

Proven air treatment solutions show greater than 99.9% efficacy for neutralizing SARS-CoV-2 virus within indoor spaces

Port of Palm Beach, Fla. (January 14, 2021)— RGF® Environmental Group, Inc., a leader in environmental design and manufacturing, announces TGI Fridays® will install RGF's patented REME HALO® and Package PHI Units in the company's restaurants across the United States to support the re-opening of the restaurants' indoor dining areas.

"As a national leader in the fight to overcome the global pandemic, RGF looks forward to working with TGI Fridays in the deployment of our patented products to provide a safe dining experience for customers and patrons," said Bill Svec, Vice President - Water & Food Products, RGF Environmental Group, Inc. "RGF is collaborating with national and independently-owned restaurants across America to help them provide safe indoor dining environments. Restaurants want to—and need to—re-open so they may bring employees back to work."

"As we looked for indoor air quality technology to support the reopening of our locations for indoor dining, we determined RGF's technology to be the best solution for TGI Fridays' national footprint of restaurants," notes Jay Roach, Senior Director of Construction & Facilities, TGI Fridays. "RGF's active air treatment solution kills bacteria and viruses on surfaces and in the air, which provides both a safe dining environment for our customers and a safe work environment for our employees."

An independent third-party study focused on the inactivation of SARS-CoV-2 using RGF's proprietary REME HALO product with PHI-Cell® technol-

ogy. The study demonstrated efficacy rates of greater than 99.9% against the SARS-CoV-2 virus, the virus known to cause coronavirus 2019 or COVID-19. 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.

For more information or to schedule an interview, please contact Shawna Seldon McGregor at shawna@themaverickpr.com or 917-971-7852.

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,

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

certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 9 acres, with 130,000 square feet of manufacturing, warehouse and office facilities. RGF has recently upgraded its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market. For more information, visit RGF.com.



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ASHRAE Miami Virtual Annual Presidential Visit

ASHRAE Miami members were excited to attend a special zoom meeting on January 12th, at 7:30 pm. This meeting, was their annual Presidential visit, which was online this year. The speaker was Society's President Charles "Chuck" E. Gulledge III, and his theme for the 2020-21 ASHRAE Society Year is "The ASHRAE Digital Lighthouse and Industry 4.0."

"Why should we engage in digital transformation? To gain a competitive advantage amongst our peers, position ourselves as the go-to resource for clients, improve margins, provide greater value, and attract and retain a digitally skilled workforce."

"Digital transformation is not simply associated with adopting new technical solutions. Knowledge needs to be captured and linked in such a way that ALL relevant stakeholders' benefit. Doing so requires understanding of how to collect, store, and analyze data; so that it is insightful and actionable."

In addition to his contributions to ASHRAE, Gulledge's career in HVAC spans over 36 years. He

entered the industry as an engineer-in-training with Parsons Brinckerhoff Quade & Douglas, working on transit system infrastructure, vehicular tunnels and moveable swing-span bridges. Over his career, he has served the built world in the roles of a consulting engineer, municipal owner and design-build contractor. Gulledge is currently a Senior Mechanical Engineer with Environmental Air Systems, LLC. He is registered as a professional engineer in the states of North Carolina, Georgia, Kentucky, South Carolina, Alabama and Virginia.



ASHRAE President Charles "Chuck" E. Gulledge III, spoke about the theme for 2020-21 which is "The ASHRAE Digital Lighthouse and Industry 4.0."

Gulledge's comprehensive design, construction and operational portfolio covers a variety of market sectors; including transportation, commercial, educational, institutional, lodging, sports, mission critical, life sciences, healthcare, pharmaceutical, manufacturing, industrial, archival, historical, and hospitality.

ASHRAE Miami invites you to our next zoom meeting on Feb 9th, at 11:30 AM. The topic for the presentation is Present State and Future of HVAC in Space by John Constantine.

U.S. Employment Updates

BY BRIAN LOFTUS - HVAC Market Intelligence

Jobs declined by 140K during December 2020 according to the U.S. Bureau of Labor Statistics' latest Employment Situation report. This was consistent with the 123K decline in ADP's December jobs report that was released earlier the same week. A bright spot in the Employment Situation release was the jobs estimate for October was increased by 44K and the November estimate was increased by 91K. The direction of adjustments can be as important as the headline number in understanding employment trends, and these are substantial positive adjustments. This item is the national perspective. What matters more is the activity in your state and understanding the underlying estimates.

The unemployment rate is the number of unemployed persons divided by the estimated size of the civilian labor force. The labor force includes those who are fortunate enough to be employed, the unemployed (able, available, and actively seeking work), and those who are out of the labor force and not looking for work. Unemployed can also include someone entering the labor market and looking for work. This means the unemployment rate can decline, with no change to the number of people employed, if the estimated size of the labor force is reduced.

Through Demand Per Location projects we have seen that changes to the estimated size of the labor force are a good leading indicator of HARDI members' sales. Think of the estimated size of the labor force as the depth of your potential customer pool. Thirty-eight states have fewer potential customers than they did before the COVID-19 recession. The median reduction across all 50 states is the civilian labor force or potential customers for HARDI members has been trimmed by -2.5% from the beginning of 2020.

There was no change to the 10.7 million estimated number of our friends and neighbors who remain unemployed nationally, or to the 6.7% national unemployment rate. The estimated number of long-term unemployed, which is 27 weeks or more, remained steady at 4 million, while those unemployed for fewer than five weeks increased by 450K to 2.9 million.

NADCA Urges CDC to Prioritize HVACR Technicians for Vaccine

MT. LAUREL, N.J. The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — has partnered with other industry organizations to implore the Advisory Committee on Immunization Practices for the Centers for Disease Control and Prevention (CDC) to prioritize heating, ventilation, air conditioning, and refrigeration (HVACR) technicians, plumbing and utility service professionals, and heating fuel delivery drivers for

Phase 1B COVID-19 vaccine distribution. While deployment plans for vaccines does not rest exclusively with the federal government, the CDC, or national medical organizations, organizations at the federal level provide guidance to state and local governments, and will be pivotal for seamless vaccine distribution among all stakeholders, helping to ensure the long-term health of American families and workers, and bolster the national economic recovery.

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Trade Talk:

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



Top Ten Advertising and Marketing Tips for Contractors

The following scenario is very common to self-employed business owners in the air conditioning industry. When you are looking for air conditioning jobs, you're not making money ... and when you are doing the air conditioning jobs, you are not finding new jobs and prospects.

The challenge is ... how can you do both? Not only doing the actual work, but building your business to the point you can hire more people?

Here are some budget-friendly methods you can use to get the word out while you are working.

1. How to Advertise Your Service Business on a Limited Budget: I'm not talking about spending big bucks on radio, TV or newspaper. Most print shops have ready-cut door hangers. If you are computer savvy, you can make up your own on your printer.

When you do a job in a neighborhood, hang the door hangers on as many doors as you can. People are always curious about who is doing what in their neighborhood, and may ask the neighbor how the job went and if they would recommend you.

The door hangers will explain who you are, what services you offer, and provide your contact info.

2. Advertising & Marketing with Your Service Vehicles: When not in use, your service vehicles (that proudly show your company name) should be parked in high traffic areas, where they will be exposed to high traffic volume.

If you don't work on weekends, your trucks can still be working by doing your advertising for you. Phone numbers need to be featured on the rear of your trucks for people who pull up behind you at stop lights.

3. Don't Do Things in the Light that You Should Be Doing in the Dark: Things like job quotes and proposals should be done after working hours. All things done in the light must in some way be building your business.

4. Build Your Service Business by Networking: The members of churches, civic groups and service or-

ganizations (such as Lion's or Kiwanis clubs) are key to network with. People who belong to these groups are usually the movers and shakers in the community ... they will get to know you and recommend you.

You are going to have to budget your time to do these networking events, but it will pay off in the long run. Look for groups that have breakfast meetings or end-of-the-week lunches.

5. Chamber of Commerce Recommendations: Most chambers recommend their members to people who call looking for the help of contractors. If you don't have a strong chamber in your town, find another high profile group to join.

6. Marketing Your Service Business with a Business Card: My business card goes in every local bill I pay ... every time I pay it. Paying bills online is fine, but the person who opens that payment envelope might need your contractor expertise, or know someone that does.

7. Using the Phone to Market Your Service Business: Your company web site should always be included on your answering machine message or voice-mail.

Many people will not leave a message, and if it's for something urgent, they may just call another contractor. To avoid missing calls, my office phone automatically forwards to my cell after three rings. I always do my best to answer, unless I am with a client. If the phone captures the number, I call them back as soon as possible.

If you have a store front office, make sure your phone number is shown on the sign on the outside of your building for people driving by.

8. Build Your Service Business with Referrals: Be sure to follow up with all of your previous customers. Do they have air conditioning or heating needs? Is there anyone they know that might need your services? By checking in with past customers, it keeps your name front-of-mind with them.

9. Build Your Service Business with Direct Mail

Postcards: You can also make these on your home printer. Send 50-100 per week to areas you feel that match your target market. Use the "Godfather" approach ... make them an offer they can't refuse! Do this in the dark.

10. Last But Not Least ... As the current President of Florida Air Conditioning Contractors Professional Alliance (Florida-ACCPA), I recommend to all licensed HVAC contractors here in our state to consider becoming a member of our association.

For less than \$20.00 per-month, you can have access to the best tools and professional resources available ... for you and your company to be successful today and for many years to come.


Not only does Florida-ACCPA provide valuable cost-saving resources to help with all aspects of your business, members also receive free business leads with the online Member Directory ... that's free advertising for your company!

If you're not yet a member of our Professional Alliance designed exclusively for today's Florida HVAC/R contractor, I encourage you to visit www.florida-accpa.org ... where you can join for immediate access to amazing benefits of membership. Call 813-210-4949 TODAY!


Some final thoughts on marketing and advertising your service business. The important thing to remember is to always be thinking of new ways where you can keep your name in front of people. Make a commitment to do these things ... you will only have to work your tail off for a short period of time because the work will start coming in before you know it.


Plus, if you manage your time wisely and do some (or all) of the things I'm suggesting, you will likely have a very profitable cooling season as well.


Until next time,
Tommy Castellano









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Message from FRACCA President Rick Sims



I am enjoying sharing FBC2020 (Florida Building Code 2020) Code Updates with you virtually and look forward to returning to more physical training events in 2021. Feedback I am getting from attendees is that FBC2020 implementation is smooth across the state and changes are without much fanfare.

I would like to point out something that's not new in FBC2020; flammable refrigerants. That is, the flammable refrigerants that we are all discussing currently that were previously added in FBC2017.

When did that happen? In 2016 while most were more interested by new Chapter 11 requirements for lockable refrigerant port caps; they just didn't notice. During FBC2017 update workshops, we showed a slide about changes to refrigerant flammability classifications, but since there was no mandate to use those refrigerants; it was not nearly as interesting to attendees back in 2016.

Now people are asking me; when are the codes changing to allow these new flammable refrigerants? They are already here. FBC2020 did not have to change to allow these new flammable refrigerants and blends. FBC2017 took care of that four years earlier; FBC2017 updates to ASHRAE 34 Refrigerant Classifications included a new subclass of A2 flammability.

In FBC2017 we were introduced to a new ASHRAE-34 A2 flammability subclass; the "A2L". These are less flammable than the other A2 refrigerants. In all previous codes we simply had A1, A2 and A3 classifications. To transition to lower GWP (Global Warming Potential) a place had to be carved out in the code to expedite the desired HFC (R-410A) phaseout.

One interesting thing that this did was that one

of our oldest refrigerants; R717 Ammonia, had to be reclassified as less flammable as well. After 100 years 717 Ammonia became less flammable in code hazard classifications to make room for the compromises needed to bring in HFOs and phasedown HFCs.

R32 and R454 are the new refrigerants that we will most likely be using for central air conditioning that are mildly flammable. You will see that FBC2014 did not list them; neither was there ever a subclass for A2 Lower Flammability. R-32 and the other new mildly flammable refrigerants used to blend R454 were added in the FBC2017 downgrade.

R32 is the easiest to understand. R410A is made up of 50% R-32 and 50% R-125. The R-125 is only there to assure R410A non-flammability. Remove it and the remaining R32 is flammable. But the R-125 is giving R410A a higher GWP. In order to lower the GWP for climate change, we simply must remove the R-125. Now we only had to lower our standards and codes to allow use. That occurred with FBC2017.

To summarize; R410A is already half R32, the portion causing higher GWP (R125) is being removed making the remaining refrigerant (R32) mildly flammable. Similar results with the new mildly flammable blends such as R454. They are already in the Florida Building Code and have been since FBC2017. FBC2020Mech does not have any significant changes to Chapter 11. Expect that Florida will continue to adopt ASHRAE refrigerant standards in full and without modifications. To know what is coming we must keep an eye on the changes that update the ASHRAE reference standards.

2021 Women in HVACR President: Lauren Roberts



Lauren Roberts

For the year 2021, Women in HVACR elected Lauren Roberts to serve as the WHVACR President to succeed Karen Lamy DeSousa, a leader in the HVACR Industry, who will move to the Immediate Past President position on the executive board.

Happy New Year! I've never been more excited to see a new year than in 2021. I'm sure we are all in the same boat on that feeling after the challenging year we experienced in 2020. Despite the tough year, Women in HVACR had another strong year. We had our first ever virtual annual conference and had record attendance there. Our sponsors came through yet again and were extremely generous with their contributions that helped us continue to provide the many benefits our members have become accustomed to. We were able to continue with our successful bi-weekly zoom in calls with a variety of top notch speakers on a vast array of important and timely topics to educate our members. Our mentorship program remained strong despite the ability to see each other in person. One of our biggest accomplishments was launching our new membership portal software, to allow our members and sponsors to get more out of their participation in Women in HVACR and to be able to manage their accounts more easily, learn about and connect with other members in the member directory, learn about upcoming events, scholarship opportunities, mentorship, ambassadorship and more!

Looking ahead to 2021, we look forward to helping our members and sponsors learn and adopt and use our new membership portal, continue with the amazing educational zoom in sessions, expand our ambassador and mentorship program participation and generally help our members bounce back from a challenging 2020. We wish you a happy, healthy and successful 2021!



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SFACA Monthly Zoom Meeting Planning a 12-week Year Plan by The Case Team

SFACA kicked off 2021 with a zoom meeting on Wed. January 13 at 4:00pm. The speakers were Bob and Debi Case of "the Case Team" who spoke about Planning a 12 Week Year Plan.

Researchers Brian Moran & Michael Lenington, established that if the same principals of planning and execution typical of usual year-end scrambling are implemented throughout the entire year in 12-week segments, businesses can create marked increases in both production and productivity.

Therefore, each calendar year must be broken down into 12 week "Year End" segments and viewed by both owners and employees

as "years". This presentation provided you with insights on an operational model based on these principals. The Case Team is able to provide assistance in finance, cash flow, operations, production, exit planning and more. Their "out of the box" approach to business gives their clients additional profitability options and accomplish results that may not be resolved through traditional mainstream paths.



Bob and Debi Case of "the Case Team"

The next SFACA meeting will be via zoom on February 3rd at 4pm. Special guest speaker will be Ron Saunders of Fresh-Aire UV. Join Us as we recognize our Officers and Board of Directors!

Rees Scholarship Foundation Awards \$83,000 to Aid Aspiring HVACR Technicians

Arlington, Va. — The Clifford H. "Ted" Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Air Conditioning Contractors of America (ACCA), today announced scholarship awards totaling \$83,000 to 44 students, including five military veterans, studying to become technicians in the HVACR and water heating industry.

"Each year, the Foundation provides aid to these aspiring technicians, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced," said AHRI President and CEO Stephen Yurek. "We are pleased to award scholarships to these qualified and dedicated students, and we look forward to welcoming them into the industry."

"Workforce development is a major priority for ACCA, and we're pleased to work with the Rees Scholarship Foundation and AHRI to help recruit financial support for deserving individuals," said Barton James, ACCA President and CEO. "It is our responsibility as an industry to continue to support and encourage careers in the skilled trades, and it starts with training and education."

The Clifford H. "Ted" Rees, Jr. Scholarship Foundation was established to assist with the recruitment and competency of future HVACR and water heating technicians by awarding scholarships to qualified students enrolled in an institutionally accredited school. Eligible students must be preparing for a career in either residential or light commercial air conditioning, heating, or water heating, or commercial refrigeration.

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products.

The Air Conditioning Contractors of America, is the nation's premier trade association for heating, ventilation, air conditioning, and refrigeration contractors. ACCA's member companies provide quality service in heating, air conditioning, refrigeration, building and home performance, solar, hydronics, and plumbing.

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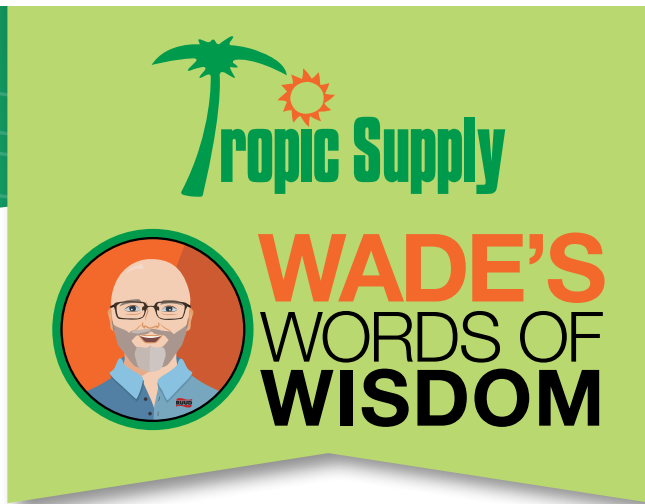
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Teacher Bio: Wade Hadaway,

District Technical Representative, Ruud

Wade is the Ruud District Technical Representative (DTR) who works with Ruud distributors and contractors to provide training and technical support in the southeast. Wade believes that training and education are integral to the future of the HVAC industry. Wade is no stranger to Ruud products as he honed his HVAC skills as a Ruud service technician and installer in the Metro Atlanta area. Prior to joining Ruud, Wade was a full-time air conditioning technology instructor at Chattahoochee Technical College in Marietta, Georgia; a position he held for 5 years. Wade joined Ruud in 2015 and was named the Ruud Trainer of the Year for 2016. He holds a Georgia Conditioned Air License as well as numerous industry certifications.

Tuesday, February 9
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Join Wade Hadaway from Ruud for an informative webinar featuring reversing valve operation and troubleshooting along with the necessity of demand defrost and its sequence of operation.

Tuesday, February 23
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Part 4 - Airflow & Static Pressure
Join Wade Hadaway from Ruud for an informative webinar explaining how to measure static pressure, the proper blower set-up, and system reliability and capacity.

Tuesday, March 9
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Part 5 - Electricity and Wiring
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Boyton Beach	Melbourne	(321) 768-0220	Tampa	(813) 217-5913	McDonough	(678) 432-2191	Wilmington	(910) 452-3313
Clearwater	Merritt Island	(321) 452-5010	Tampa	(813) 885-7641	Milledgeville	(478) 452-2208	South Carolina	
Clearwater	Naples	(239) 597-7172	Tampa	(813) 740-8704	Savannah	(912) 234-5164	Charleston Heights	(843) 554-8010
Clearwater	New Port Richey	(727) 847-0445	Vero Beach	(772) 562-7141	Savannah	(912) 233-9621	Columbia	(803) 779-8520
Daytona	Ocala	(352) 732-5271	West Palm Beach	(561) 848-1416	Statesboro	(912) 764-5162	Greenville	(864) 233-1300
Daytona	Ocala	(352) 351-2481	Georgia		Thomasville	(229) 226-8675	Myrtle Beach	(843) 626-2288
Doral	Orange City	(386) 878-4444	Albany	(229) 436-0361	Thomasville	(229) 386-0505	Spartanburg	(864) 583-5498
Fort Myers	Orange Park	(904) 272-7700	Athens	(706) 546-6411	Tifton	(229) 244-1313	Tennessee	
Fort Myers	Orlando	(407) 849-6090	Augusta	(706) 722-0292	Valdosta	(229) 244-1313	Jackson	(731) 424-6054
Gainesville	Orlando	(407) 296-7727	Brunswick	(912) 265-5553	Vidalia	(912) 537-3199	Jackson	(731) 423-2100
Gainesville	Palatka	(904) 407-4500	Byron	(478) 956-6700	Waycross	(912) 283-1838	Kingsport	(423) 247-1111
Jacksonville	Panama City	(850) 215-4200	Columbus	(706) 327-1239	North Carolina		Knoxville	(865) 673-8500
Jacksonville	Pensacola	(850) 434-7581	Covington	(678) 625-4277	Charlotte	(704) 332-4900	Nashville	(615) 883-1156
Jacksonville	Pompano Beach	(954) 691-0210			Charlotte	(704) 588-5050		

In a City Hard Hit by the Pandemic, Fisher Brothers Complete Indoor Air Quality Projects to Enhance Safety in the Firm's Iconic New York City Buildings

Port of Palm Beach, Fla. (January 27, 2021) -- RGF® Environmental Group, Inc., a leader in environmental design and manufacturing, is pleased to announce the completion of a significant indoor air quality (IAQ) enhancement project spanning five Class A buildings in New York City. Under the design and installation supervision of Clean Sciences Solutions, RGF's proprietary products with PHI-Cell® technology has been deployed, protecting over 8 million square feet of premier indoor office, commercial and residential space. Owned by Fisher Brothers, this leap forward in indoor air quality enhancement serves as an added layer of protection for tenants, employees, residents and visitors against the SARS-CoV-2, the virus that causes COVID-19.

"Fisher Brothers is committed to 'Excellence in Offices', and as a fourth-generation company, our history is tied to that of New York City. We want to contribute to the return of a vibrant Manhattan through the adoption and deployment of world-class air treat-

ment solutions for the hundreds of thousands of individuals who work and live in and visit our buildings," notes Kenneth Fisher, Co-Managing Partner of Fisher Brothers. "We are committed to a safe work environment for our neighbors, friends and colleagues."

"As a national leader in the fight to overcome the global pandemic, RGF is working tirelessly in the deployment of our industry-leading, patented air purification products in office buildings across the United States," notes Tony Julian, Vice President of Commercial Products, RGF Environmental Group, Inc. "This project provides improved indoor air quality for some of Manhattan's most iconic buildings. We

are pleased to partner with Clean Science Solutions and Fisher Brothers as leaders in their field."

Thomas Misco, CEO of Clean Science Solutions, notes, "Fisher Brothers is leading the way to a higher standard in Indoor Air Quality for Manhattan office and residential buildings. With the installation of RGF's air treatment solutions, Fisher Brothers demonstrates their commitment to tenant and resident safety."

The full-scale installation of RGF's PHI Cell® technology was performed following a pilot program overseen by multiple third-party independent laboratory consultants. The pilot project compared baseline air quality measurements against space with active

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Not only does RGF technology effectively eliminate VOCs, but RGF's active air treatment solution also kills bacteria and viruses on surfaces and in the air. An independent third-party study evaluated the efficacy of RGF's proprietary products with PHI-Cell® technology in the inactivation of SARS-CoV-2. The study demonstrated a rate of effectiveness that is greater than 99.9% against the SARS-CoV-2 virus. The testing, performed at the Innovative Bio-

analysis Laboratories in Cypress, California, looked at neutralizing the virus within the occupied space in the air and on surfaces.

For more information about the project or to schedule an interview with RGF, Clean Science Solutions or Fisher Brothers, please contact Shawna Seldon McGregor at shawna@

themaverickpr.com or 917-971-7852.

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.

. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 9 acres, with 130,000 square feet of manufacturing, warehouse and office facilities.



PHI-Cell® technologies installed. As a part of the pilot, engineers introduced volatile organic compounds (VOCs) into the test space. The laboratory results confirmed that RGF's equipment rapidly and effectively eliminated the VOCs. While the pilot project was active, the building engineers began preparation and planning for continued IAQ equipment installation. Upon review of the successful pilot project and confirmation of the findings, installation throughout five buildings commenced and was completed according to a fast-tracked schedule.

The five buildings include:



HVAC School
For Techs by Techs

Is Liquid Incompressible?

By Emily Gutowski



Bryan Orr

Compressibility is the ability of a substance to be squeezed into a smaller volume. It is the change in volume and increase in density that results from an increase in pressure.

The subject of compression should be familiar to HVAC techs. After the return air passes over the boiling refrigerant in the evaporator coils, the refrigerant absorbs heat and goes to an A/C unit's compressor. The compressor packs those low-pressure gas molecules a lot more tightly. When that happens, the refrigerant's temperature and pressure increases enough to release the absorbed heat into the outdoor air via the condenser.

What about the liquids?

We've talked a bit about gases and are familiar with gases from working with them. This article is about the compressibility of liquids, though.

Yes, liquids are compressible. However, that doesn't mean they are compressible enough to be relevant to the HVAC industry.

Which properties affect liquid compressibility?

Unlike gases, liquids are heavily affected by the properties of cohesion and adhesion.

Cohesion is the property that causes molecules of the same type to come together. It is what allows two different quantities of the same liquid to combine into a single large quantity. (Think about refilling a water glass. You will still have a single mass of water in your glass when you add more water to the glass.)

Adhesion promotes interactions between molecules of a like substance and an unlike one. Adhesion causes water and oil to separate when you attempt to mix them, and it causes visible water droplets to form on a sweating wax paper cup.

Both cohesion and adhesion come into play with surface tension. Surface tension is the property that causes molecules to force themselves together into the smallest possible surface area and create a barrier between themselves and unlike substances. Surface tension distinguishes a single body of water from the air above it, giving the water surface a filmy appearance to us.

As you can see, liquid molecules naturally come together rather tightly and don't require you to manipulate pressure to force them to do so. As a result, liquid molecules are already packed a lot more tightly than gas molecules. Because of that, liquids need a lot more pressure than gases to alter their volume, even by a negligible amount.

How could we apply that to HVAC units?

Bluntly put, it's impractical to think we can compress liquids in any measurable amount.

Our units compress gases because gases are easily compressible. Compressors can manipulate the gases' temperature and pressure comparatively easily.

Even though there is no such thing as a truly incompressible fluid, liquids have properties that make them resist compression, even under high pressure. Compressing liquids is essentially irrelevant for any of our purposes within the industry. When we try to compress liquids, such as when a compressor tries to pump liquid due to a flooded start or overfed evaporator, the compressor gives and breaks rather than the liquid being compressed.

While we may move liquids via pumping, we end up with a bucket of parts when we attempt to alter its volume via compression.



Performance Pointers

by David Richardson



Lessons Bowling Can Teach Us About Airside Testing

Bowling is a game that provides you instant feedback. Within seconds, you know if your ball is in the gutter or how many pins you knocked over. A glance at the scoreboard then shows you whether you're winning or losing the game. Testing the airside of an HVAC system can be the same way. Let's look a little deeper at some light-hearted lessons bowling can teach us about airside testing.

Start Simple - Bowling is simple on the surface. You hurl the ball down the lane and knock down all the pins. However, under the surface, bowling is much more complicated. As you explore the techniques and skills of the sport, they can make your head spin.

Airflow is the same way - we condense air distribution down to simple rules. Design the ducts right, install them straight, avoid sharp turns, and they work. Once again, it's a little more complicated than that. The question is, how simple do you make it? The answer is: it depends.

When I was a kid, I often bowled with my cousins. The only instructions I could handle were, "Throw the ball down the lane and knock down the pins." As I practiced with my cousins (who were serious about the game), I picked up their terms and understood them. If they used those words on me my first time out, it would have been too much too soon.

Unfortunately, we often do the same thing to newer technicians who want to learn airflow. Instead of starting with the basics such as, why ducts are important and should be installed straight, we tell them to read ACCA Manual D. They read a few pages and quit before they start. Too much too soon. Could this explain why our industry is so weak on airflow principles? How far ahead would we be if we started simple?

Follow the Dots - Dots are markers on the bowling lane that help you with ball alignment. They give you a target to aim for that's easy to see. With airside testing, you also need a target - the desired outcome you're aiming for.

Ten pins are the targets in bowling. Sometimes

you knock all the pins over and other times you miss them all - your ball hits the gutter. The "ten pins" in airside testing are the manufacturer's specifications. They are the target you aim for and include external static pressure and required airflow. If you don't test, you'll never know how many "pins" you hit.

Remember, bowling is visual - you see the target. Since airflow and static pressure are invisible, you need test instruments to help you see them.

Avoid the Gutter - The gutter is where the ball goes if you release it wrong. It's a sign you made a mistake and missed the target. Having the knowledge and gear to bowl doesn't mean you'll throw a strike every time. You realize this the first time you slide into the lane wearing those slick, multi-colored shoes and fall on your rear as the ball heads for the gutter.

To avoid this painful reminder, practice proper technique, and learn from your mistakes. It helps to know that when you mess up and hit the gutter, you get a second chance. You can chuck the ball down the lane again. On the airside, you must measure using the proper technique to get a second chance, or you can't adjust.

In bowling, you use the same gear (ball and shoes) on your second attempt. Follow the same principle in airside testing. Many technicians use different test methods and instruments between a test in and test out. Don't do this. Instead, use the same testing techniques and instruments to assure consistent accuracy from one test to the next.

Keep Score - Bowling uses a scoreboard and method that is easy to track and follow. Everyone can see it. They know the score and how they are doing. If you're winning or losing, you know it. Airside testing should use the same pattern. Technicians and installers need to understand how well they're doing.

A simple scoreboard for technicians to start with is static pressure. They can measure the pressure drop across a filter or coil before and after they make repairs to see the difference they made. Installers also

need to know if they're hitting the mark and winning the game. You can start with external static pressure and fan airflow on an install. They give you a glimpse at the ducts system's effectiveness. There are various tests you can perform, but these provide a simple starting point.

Scoreboards also create accountability and friendly competition through testing. It doesn't take long to identify the winners and losers. If you don't have a scoreboard or a way to keep track of what's happening, you'll soon find your installations in the gutter.

Work Towards Three Hundred - In bowling, a 300 score is perfection. It is the best score you can achieve and the goal of all bowlers. Bowling 300 is hard to achieve and only happens with a lot of practice.

In the beginning, bowlers don't expect to achieve 300. It's a goal they build towards. They will miss a lot of pins before they earn that score. To master airside testing, you need to acknowledge you will miss the target too. You won't achieve perfection on your first attempt, but that's no excuse not to start.

It's okay if you miss a few pins and then adjust. That is how you learn and build your skills. Airside testing lets you see how well your systems perform so you can adjust. Testing will help you discover if you're missing "pins" so you can make the right changes.

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 duct system 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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Emerson to Present E360 Webinar Exploring Regulatory Updates

ST. LOUIS, Jan. 26, 2021 – Emerson (NYSE: EMR) announced it will host an E360 webinar on Tuesday, Feb. 16 at 2 p.m. EST (11 a.m. PST) titled “Regulatory Update: Refrigerant Rulemaking and Climate Initiatives.” It will be co-hosted by Dr. Rajan Rajendran, vice president, systems innovation center and sustainability, and Jennifer Butsch, director, regulatory affairs, both of Emerson.

This is shaping up to be a transitional year in the arena of federal and state regulations that govern commercial refrigeration and air conditioning applications. This E360 webinar will explore these developments in more detail, place them into their proper context, and offer insights to help you understand the impacts on your business.

At the federal level, the recent enactment of the American Innovation and Manufacturing Act of 2020 (AIM Act) gives the Environmental Protection Agency (EPA) the authority to phase down the consumption and production of hydrofluorocarbon (HFC) refrigerants and establish sector-based limits. Elsewhere, California and other members of the U.S. Climate Alliance are moving forward with their own state level HFC phase-down mandates.

“While retailers outside of the state of California currently may not face an imminent regulatory man-

date, member states of the U.S. Climate Alliance are moving forward with their own HFC phase-down initiatives, which include the adoption of EPA SNAP Rules 20 and 21,” said Butsch. “With a new administration taking office, we’re likely to see a new tone and urgency with respect to broader climate initiatives.”

Join us as we place all these important developments into their proper context and offer insights to help you understand the impacts on your business. Attendees will learn about:

- Status of California Air Resources Board (CARB) regulations/proposals and their potential impacts
- Review of U.S. Climate Alliance state activities and adoption of EPA SNAP Rules 20 and 21
- Overview of AIM Act and its potential impacts
- Updates on codes and standards for flammable refrigerants, such as UL 60335-2-89 and ASHRAE 15
- Impacts that a new administration may have on climate initiatives

Mark your calendar now for this free E360 webinar. To register, go here. For more information on Emerson’s heating, ventilating, air conditioning and refrigeration (HVACR) technologies, visit <https://climate.emerson.com/en-us>.

Air Pros USA Hiring 250 HVAC Technicians and Installers

Davie, FL (January 25, 2021) – One of the fastest-growing heating, ventilation, and air conditioning (HVAC) repair and service companies in the nation, Air Pros USA, is hiring 250 HVAC technicians and installers for open positions across locations in Florida, Colorado, Georgia, Texas, and Washington. Air Pros USA is extending career opportunities to Veterans and candidates from outside the HVAC industry and non-tech backgrounds, paying them while being trained for those interested in a career in the HVAC industry. Selected candidates will be trained by highly experienced and qualified Air Pros USA technicians and installers.

“Air Pros USA is continuing to expand and we are always looking for new talent, even if they don’t have experience in the HVAC industry, including military Veterans who are looking for a new career. Good HVAC technicians are in high demand, which is why we are willing to train people on the job in order to attract the best talent,” said Anthony Perera, founder of Air Pros USA. “With unemployment rates being so high, we are looking for people who are interested in a career in the HVAC industry. With a team of talented technicians, we know we can train new employees on-the-job safely, while also providing them with financial stability as they get up to speed.”

Air Pros USA is looking for HVAC installers and technicians to assist in installing, maintaining, and repairing heating, ventilation, and cooling units for both commercial and residential customers. In addition, there are a variety of management positions available to support administrative functions at the company’s headquarters.

Air Pros USA offers residential and commercial air conditioning services across 14 service locations in five states, with over 600,000 customers. Currently, Air Pros USA owns 150 trucks and employs over 250 experienced professionals through a combination of organic growth and mergers and acquisitions. For more information on the application process and requirements, interested candidates can visit <https://airprosusa.com/careers/> or call 877-299-0228.

How Schools Can Take Advantage of Funds for HVAC Improvements

Through Section 313 of the Coronavirus Response and Relief Supplemental Appropriations Act, Congress approved \$82 billion for the Elementary and Secondary School Emergency Relief Fund to make adjustments to help deal with the pandemic including updates and maintenance to HVAC equipment.

Under this bill schools will be able to inspect, test, maintain, repair, replace, or upgrade their HVAC systems with the intention to improve indoor air quality in school facilities. These Section 313 funds can be used for HVAC systems, filtering,

purification and other air cleaning, fans, control systems, and window and door repair and replacements.

All public and charter schools are eligible to receive these funds. The funds will be transferred from the federal government to state governments by the end of January and states are expected to provide the funds directly to the school districts to use the funds for approved purposes including HVAC projects.

States have one year to spend these funds before they will be returned to the federal government.

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Tropic Supply Hosts Wade's Words of Wisdom Webinar Series on Zoom



Wade's Words of Wisdom is a 5-part training series that will leave you with tips, tricks, theories, and thoughts that will improve your Ruud installation and troubleshooting game.

Wade is the Ruud District Technical Representative (DTR) who works with Ruud distributors and contractors to provide training and technical support in the southeast. Wade believes that training and education are integral to the future of the HVAC industry.

Wade is no stranger to Ruud products as he honed his HVAC skills as a Ruud service technician and installer in the Metro Atlanta area. Prior to joining Ruud, Wade was a full-time air conditioning technology instructor at Chattahoochee Technical College in Marietta, Georgia; a position he held for 5 years.

Wade joined Ruud in 2015 and was named the Ruud Trainer of the Year for 2016. He holds a Georgia Conditioned Air License as well as numerous industry certifications.

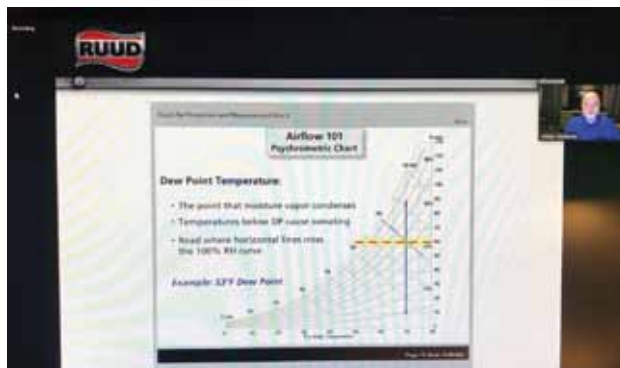
This 5-part webinar series began in early January and will run through the beginning of March. During parts 1 and 2, Wade covered HVAC terminology and the science behind it, and the refrigerant circuit. In the remaining webinars, Wade will discuss reversing valves and demand defrost, airflow and static pressure, and electricity and wiring.

Each webinar is worth (1) Pro Partner continuing education credit hour, for any pro partner who attends. Each attendee will also have the option to participate in the webinar quiz questions. Each webinar will have 4 quiz questions, the first person to enter the correct answer in the chat box will win one of 4 prizes valued at \$50 or more.

For additional webinar details and registration information, please visit your local Tropic Supply Resource Center or visit the events calendar at www.tropicsupply.com/eventscalendar.



Wade's Words of Wisdom webinar discussed tips, tricks, theories, and thoughts to make your Ruud installation and troubleshooting easier!



Wade spoke about Airflow and the Psychrometric Chart as it relates to Dew Point Temperature in the first webinar

HARDI Distributors Report 3.6% Percent Revenue Increase in November

COLUMBUS, Ohio, January 6, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 3.6% percent during November 2020. The average annual sales growth for the 12 months through November 2020 is 3.2% percent.

“This month was warmer than normal and warmer than November 2019 in six of our seven economic regions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “November is an important month for annual furnace sales, and the weather was not helping demand.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 44 days. “The normal DSO for January is 48 days,” said Loftus. “It is increasing from the summer lows consistent with the normal annual pattern. One of many things that was unique about this year is how low DSO was this summer due to the unusually high share of cash transactions.”

“It looks like the modest temps offset the strong housing market, but the recovery is far from over,” said Loftus. “The easy part of the recovery is behind us, but another economic surge is likely if the vaccines can prevent a COVID surge.”

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.



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RectorSeal® Introduces Aspen M4R and RTP Series Condensate Pumps



RectorSeal® introduces the Aspen® Pumps M4R Series and RTP™ (RectorSeal Tank Pump) Series of condensate tank pumps. The multiple-model introduction represents the HVAC industry's most flexible, diverse and compact tank pump product lines for the North American unitary air conditioning, furnace and dehumidifier condensate markets.

The product line offers tank pumps for most residential and commercial applications ranging from entry level value to feature-rich, premium models all with water level float mechanisms, thermal overload protection and safety cut-off switches that inactivate the system to protect property-damaging condensate overflow.

The three-model M4R Series features a noise rating operation of less than 45-dB at one-meter (comparable to a refrigerator compressor). The Series also offers a small footprint of 11.2 x 5.6-inches (284 x 142-mm), and a compact height of 5.3-inches (134-mm). The M4R lineup's 230-V and two 110-V models are designated by 15, 17 and 20-foot (4.5, 5.1, 6-m) head capacities.

The RTP Series consists of one 230-V and two 110-V models with either 15 or 24-foot (4.5 or 7.3-m) head capacities. The RTP's compact footprint is 11 x 5-inches (279-127-mm) with a 7-inch (177-mm) height. Visit www.rectorseal.com for more info.

Trane Introduces Wellsphere™ Holistic Approach to Indoor Environmental Quality and Building Wellness



Davidson, N.C., Jan. 19, 2021 – To support building owners and others navigating a new era of indoor environmental concerns, Trane® – by Trane Technologies (NYSE: TT), a global climate innovator – is introducing Wellsphere™, a holistic approach to building wellness that cultivates healthier indoor spaces by enhancing air quality, lighting and acoustics.

Wellsphere brings Trane's unmatched experience and expertise to take a holistic approach to optimizing a building's indoor environmental quality (IEQ). This approach offers a multi-disciplinary collective of experts and an innovative portfolio of products and services to put the well-being of people first.

"People are more keenly aware of the environment around them, and building owners must look out for the well-being of occupants in ways likely never considered before," said Donny Simmons, president, Commercial HVAC Americas, Trane Technologies. "As building owners rethink the needs of their occupants, they face a daunting challenge of how to enhance indoor spaces without negatively impacting energy efficiency, the environment and operating costs."

Optimizing a building's indoor environment requires a comprehensive approach that considers all

the interrelated elements of indoor environmental quality: air quality, thermal comfort, lighting and acoustics. Wellsphere leverages Trane's decades of industry leadership and expertise among its engineers, technicians, account professionals and others to help building professionals, including owners, contractors and engineers, make the right indoor environmental decisions and investments.

"Trane has always led with the philosophy that every building is unique and deserves an individualized approach; there is no one solution that meets the needs of every space," said Simmons. "Wellsphere represents our commitment to a holistic approach, fact-based engineered solutions and innovative technologies to help building owners and operators create an ideal environment for the people who work, live, eat and shop in their buildings."

By taking an occupant-focused, science-based approach, Trane helps building owners cultivate healthier indoor spaces while balancing energy efficiency and sustainability with business realities. Trane engineers and technicians design custom solutions based on a building's unique needs so building owners and operators can invest in the improvements that deliver the best outcome for occupants and the biggest returns for operators.

For more on Wellsphere and Trane's holistic approach to building wellness, visit www.trane.com/wellsphere.

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Optimizing HVAC Contractor Productivity with All-Purpose Spray

Industrial-grade corrosion inhibitor, lubricant, and cleaner prevents and removes rust, helping contractors to be significantly more productive, while improving equipment reliability and extending its lifespan



For HVAC contractors to be optimally productive on the job, stopping the accelerated corrosion of metal components and facilitating maintenance is essential. Left unprotected from rain, snow, runoff, humidity, condensation, and coastal salt air, a host of metal HVAC parts can seize up with corrosion, slowing routine maintenance and repair jobs considerably until the “frozen” part is worked loose.

So, it can be advantageous for HVAC contractors to streamline future maintenance by preparing surfaces and connections with lubricants and protectants on a variety of components – from air fans and cooling coils, to mechanical dampers, pulleys, and adjustable motors, to shafts, fittings, and even fasteners. This can significantly speed service and repair, optimize heating/cooling performance, and even extend the life of equipment.

“As an HVAC contractor, the more jobs you can perform each day, the more money for the company. So, you do not want to waste time trying to break a seized, corroded component loose – or in the worst case cut it off [which can happen with seized fan blades] – so you can complete the service or repair,” says Louis Bakane, an HVAC technician in Alabama who has worked with residential, commercial, and industrial clients since 1979 before his recent retirement.

While standard “wet” lubricant, anti-corrosion, and cleaner sprays exist, traditionally these tend to build up into messy, relatively ineffective “gunked up” layers that attract dirt and dust over time.

For contractors seeking to become significantly more productive and profitable in the business of delivering reliable HVAC service, now all-purpose sprays have been developed toward this end. These function as corrosion inhibitor, lubricant and cleaner to protect metal components such as heat exchange fins and cooling coils to keep them in good working order, so servicing can be accomplished in a fraction of the time.

“Labor is the biggest HVAC contractor expense, so if they can cut their service time by a third or even in half – like I did – with an anti-corrosion spray, lubricant, and cleaner such as Force5 HVAC, that is a great return on investment,” says Bakane.

The Force5 HVAC corrosion inhibitor penetrates into metal parts to prevent rust and corrosion while forming a bond that repels water and other contaminants. The protectant goes on wet and dries in place. A shield-like film coating protects equipment against the effects of moisture and corrosion, including coastal salt air. This helps to ensure HVAC equipment reliability and prolongs its usable life.

As a lubricant, the fast-acting, penetrating compound cuts through corrosion, rust and dirt, quickly getting into metal parts that have become frozen or encrusted to get them working again. It contains synthetic-based additives that act like microscopic

ball-bearings to reduce friction, facilitate maintenance and improve operation.

According to Bakane, he has used the anti-corrosion spray and lubricant on anything metal with mechanical, moving components.

“I have sprayed it on nuts, bolts, shafts, fittings, and anything that I put in new, so I didn’t have to work so hard to open the HVAC unit, get inside, and fix it if it breaks down. It has helped to prevent freeze up on rooftop equipment, exhaust hoods, air balancers, mechanical dampers, pulleys, fans, and adjustable motors. Any HVAC equipment exposed to the elements can benefit from its use,” he says.

The end result is expedited maintenance, which allows the HVAC professional to complete more jobs in the work day, with less physical strain and exertion.

He adds, “If a contractor is replacing belts on a six-month basis, he or she can spray the connections, shafts, etc. so servicing it is simplified. I’ve had jobs where it cut my service time in half because I was able to change out a belt, motor, fan, or condensing unit so much faster.”

According to Bakane, use of the corrosion inhibitor, lubricant, and cleaner extends the life of HVAC equipment and improves its reliability as well.

Without sufficient protection, HVAC condenser and evaporator fins, made of aluminum or copper, will corrode in humid or moist settings, particularly in high salt environments near the coast.

These components, as well as cooling coils, can fail due to corrosion and electrolysis in these environments.

The protectant and cleaner also helps waterproof and dry out wet electrical gear and other water-sensitive parts, and improves electrical performance by cleaning and protecting contacts and internal circuitry. Because of this capability and its dielectric properties (ability to transmit electric force without conduction) to 40,000 volts, it helps keep motors, electronics, circuit boards, lighting, wiring, connectors, switches, etc. working properly.

“I use it on HVAC control boards where there might be a lot of humidity,” says Bakane. “When I install new equipment, I spray some on the control board, which helps to prevent it from shorting out if ‘sweat’ [condensation in a heated environment] drips onto the control board connections.”

Due to such capabilities, adding use of the spray to an annual HVAC checkup will help to prolong the life of the unit, which is a key benefit for the contractor’s clients. For best results, apply the spray once a year, or twice annually if the heat exchangers are fully exposed to sunlight to compensate for some UV breakdown of the product.

For contractors who know that using the right tool simplifies the job, the availability of effective, all-purpose anti-corrosion, lubricant, and cleaner sprays can help to expedite HVAC work.

For more info, call 678-883-3578; visit www.force5products.com; or write to Force5 Products at 3434 Howell St. NW, Suite B, Duluth, GA 30096.

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ASHRAE Seeks Presentations for 2021 Building Performance Analysis Conference

ATLANTA (January 29, 2021) – ASHRAE has announced a call for presentations for the 2021 Building Performance Analysis Conference to be held September 22-24 in Denver, Colorado. The theme for the conference is “Design and Operation for Resilient and Healthy Buildings”.

“The past year has brought forward new challenges for the design and operation of new and existing buildings, in particular challenges related to the health and well-being of occupants,” said John Bynum, conference chair. “Additionally, interest in embodied energy and operational emissions continues to grow across the industry due to regulatory and other drivers. This conference will provide an opportunity for building professionals across disciplines to share and learn about these topics and many others as we continue to work towards a better built environment.”

Building performance analysis professionals and practitioners are invited to submit proposals for individual presentations between 20-30 minutes in length or 90 minute panel or seminar sessions. Proposals can cover a broad range of topics addressing the needs of the building performance analysis community. Creative and interactive presentation formats are strongly encouraged.

The 2021 Building Performance Analysis Conference requests the following submission types:

- Individual presentations on projects, research or career/business development topics.
- Panel with 3-4 industry experts on a current topic of interest or team case study.
- Seminar session with a chair and 1-4 speakers on one of the topic areas.

Topics include:

- Modeling Advances
- Cost Effective & Efficient Modeling for Design Support & Facilitation
- Modeling for Greenhouse Gas Targets
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- Lighting and Daylighting
- CFD Applications for Architectural Decision Making

The 7th ASHRAE LowDown Showdown Building Modeling Competition will also be held in conjunction with this conference. More details on the competition will be announced soon.

Presentation proposals will be accepted from February 8 thru March 19, 2021. If accepted, presentations will be due August 6, 2021. For a full list of presentation topics and more information, visit ashrae.org/buildperform2021.

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields.

As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

WE'RE IN THIS TOGETHER.

Energage Names Comprehensive Energy Services A Winner Of The 2021 Top Workplaces USA Award

Longwood, Florida January 28, 2021 - Today Comprehensive Energy Services has announced it has earned the 2021 Top Workplaces USA award, issued by Energage, a purpose-driven organization that develops solutions to build and brand Top Workplaces. This is the inaugural year for Top Workplaces USA, built on the program's 14-year history surveying more than 20 million employees across 54 markets for the regional Top Workplaces awards.

"We are honored to be recognized as one of the Top Workplaces USA. The key to our success since inception is to be relationship based and performance driven in everything that we do, which truly embodies our company culture," said Todd S. Morgan, president & CEO. "Comprehensive Energy Services (CES) is a family-owned and operated company that embraces each team member as a member of the CES family. We are sincerely humbled to be recognized by our team members in this incredible way."

Top Workplaces USA offers national recognition for large organizations, those with more than 150 employees, and those that may have operations in multiple markets. Several thousand organizations from across the country were invited, and more than 1,100 participated in the Top Workplaces USA survey. Winners of the Top Workplaces USA list are chosen based solely on employee feedback gathered through an employee engagement survey, issued by Energage. Results are calculated by comparing the survey's research-based statements, including 15 Culture Drivers that are proven to predict high performance against industry benchmarks.

"During this very challenging time, Top Workplaces has proven to be a beacon of light for organizations, as well as a sign of resiliency and strong business performance," said Eric Rubino, Energage CEO. "When you give your employees a voice, you come together to navigate challenges and shape your path forward. Top Workplaces draw on real-time insights into what works best for their organiza-

tion, so they can make informed decisions that have a positive impact on their people and their business."

Comprehensive Energy Services (CES) is an award winning, self-performing provider and recognized leader in Design Build and Maintain Mechanical Contracting and Plumbing, providing a full range of advanced services throughout the State of Florida.

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AHRI Applauds Inclusion of HFC Reduction Language in Omnibus Bill

Arlington, Va. —The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today expressed its gratitude to House and Senate negotiators who included language in the just-passed Omnibus bill to bring about a national phasedown of HFC refrigerants. Particular appreciation also is due to Sens. John Kennedy (R-La.), Tom Carper (D-Del.), and John Barasso (R-Wyo.) as well as Reps. Frank Pallone (D-NJ), Pete Olson (R-Tex.), and Paul Tonko (D-N.Y.) for their tireless efforts to see this bipartisan initiative through to completion.

The language included in the bill would bring about a national phase down of a class of refrigerants known as hydrofluorocarbons (HFCs) and allow for a market- and consumerfriendly transition to new and better performing refrigerants and related products and equipment.

“We are gratified that negotiators included this bipartisan, jobs-promoting language in the Omnibus bill and we are grateful to the Senate and House champions who worked so hard to see it accomplished, and to the House and Senate for passing the bill,” said AHRI President & CEO Stephen Yurek. “Our industry has been working toward this goal for more than 10 years and it is very exciting to see our vision of an HFC phasedown reach the home stretch. We are hopeful that President Trump will quickly sign the bill so we can pivot toward implementation.”

According to a 2018 study by Interindustry Forecasting at the University of Maryland (INFORUM), an HFC phasedown will create 33,000 new manufacturing jobs, increase direct manufacturing output by \$12.5 billion, and increase the U.S. share of the global HVACR export market by 25 percent.

ASHRAE Learning Institute Opens Registration for Spring Online Courses

ATLANTA (January 8, 2021) – ASHRAE Learning Institute announced that registration is open for its 2021 Spring online instructor-led course series. The 16 online offerings, including eight new courses, run from January through June.

A new course, “Reopening Commercial Buildings: Evaluating Your HVAC System’s Readiness to Mitigate the Spread of SARS-CoV-2,” taking place on January 27, expounds the online ASHRAE COVID-19 details for reopening buildings and the Building Readiness Plan for HVAC systems. The course will help reiterate mitigation strategies available and understand specific buildings arrangements.

Health Impacts of Indoor Air Extraction, Ventilation, and Filtration – Same or Different, scheduled for February 17, covers the future design of forced air ventilation systems and the most cost-effective HVAC operational changes and system modifications to improve existing indoor environments in reducing the spread of viruses.

Hospital HVAC – Infection Mitigation, Comfort, Performance, scheduled for February 23, addresses the role of HVAC systems in helping to reduce Hospital Associated Infections (HAI), explaining airborne vs contact transmission. This course describes the why and how filtration, air patterns, air changes, dilution, temperature, humidity, UV and pressurization in hospital HVAC can either help or hinder efforts to reduce HAI. To register, visit the ashrae.org/onlinecourses.

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields. For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on Instagram, LinkedIn, Facebook, Twitter and YouTube.





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U.S. Department of Labor Announces Final Rule to Clarify Independent Contractor Status Under the Fair Labor Standards Act

Washington, DC – The U.S. Department of Labor announced a final rule clarifying the standard for employee versus independent contractor status under the Fair Labor Standards Act (FLSA).

“This rule brings long-needed clarity for American workers and employers,” said U.S. Secretary of Labor Eugene Scalia. “Sharpening the test to determine who is an independent contractor under the Fair Labor Standards Act makes it easier to identify employees covered by the Act, while recognizing and respecting the entrepreneurial spirit of workers who choose to pursue the freedom associated with being an independent contractor.”

“Streamlining and clarifying the test to identify independent contractors will reduce worker misclassification, reduce litigation, increase efficiency, and increase job satisfaction and flexibility,” said Wage and Hour Division Administrator Cheryl Stanton. “The rule we announced today continues our work to simplify the compliance landscape for businesses and to improve conditions for workers. The real-life examples included in the rule provide even greater clarity for the workforce.”

The Final Rule includes the following clarifications:

- Reaffirms an “economic reality” test to determine whether an individual is in business for him or herself (independent contractor) or is economically dependent on a potential employer for work (FLSA employee).
- Identifies and explains two “core factors” that are most probative to the question of whether a worker is economically dependent on someone else’s business or is in business for him or herself: The nature and degree of control over the work. The worker’s opportunity for profit or loss based on initiative and/or investment.
- Identifies three other factors that may serve as additional guideposts in the analysis, particularly when the two core factors do not point to the same classification. The factors are: The amount of skill required for the work. The degree of permanence of the working relationship between the worker and the potential employer. Whether the work is part of an integrated unit of production.
- The actual practice of the worker and the potential employer is more relevant than what may be contractually or theoretically possible.
- Provides six fact-specific examples applying the factors.

The rule will take effect 60 days after publication on the Federal Register, on March 8, 2021.

WHD’s mission is to promote and achieve compliance with labor standards to protect and enhance the welfare of the Nation’s workforce. WHD enforces federal minimum wage, overtime pay, recordkeeping, and child labor requirements of the FLSA. WHD also enforces the paid sick leave and expanded family and medical leave requirements of the Families First Coronavirus Response Act, the Migrant and Seasonal Agricultural Worker Protection Act, the Employee Polygraph Protection Act, the Family and Medical Leave Act, wage garnishment provisions of the Consumer Credit Protection Act, and a number of employment standards and worker protections as provided in several immigration related statutes. Additionally, WHD administers and enforces the prevailing wage requirements of the Davis Bacon Act and the Service Contract Act and other statutes applicable to Federal contracts for construction and for the provision of goods and services.

The mission of the Department of Labor is to foster, promote and develop the welfare of the wage earners, job seekers and retirees of the United States; improve working conditions; advance opportunities for profitable employment; and assure work-related benefits and rights.

HVAC/R Tools Leader NAVAC Inc. Names Ice-Kold as Official Repair Center Partner

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, names Wisconsin-based Ice-Kold as its official repairs center partner. Ice-Kold will handle repairs for the full portfolio of NAVAC’s HVAC/R tools, which are designed to simplify and streamline the jobs of today’s busy service technicians.

Initially founded in 1978 as Midwest Refrigeration, Ice-Kold has more than four decades of experience repairing HVAC/R tools – a timeframe spanning various industry technological advances and trends. For HVAC’s modern line-up of tools, then, the company is well-positioned to provide expedient, precise repairs that are as close as possible to original factory specifications.

“Ice-Kold is an experienced repair center serving HVAC contractors for over four decades. They share NAVAC’s values concerning excellent customer services. We are looking forward to working together and offering a quality and efficient repair service for NAVAC HVAC contractors,” said Jason Sierra, of NAVAC.

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For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.

John 3:16



God Bless The USA

Johnson Controls Named "IoT Partner Ecosystem of the Year" in 2021 IoT Breakthrough Awards

CORK, Ireland, January 14, 2021 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, was awarded "IoT Partner Ecosystem of the Year" in the 2021 IoT Breakthrough Awards. The company was honored for its OpenBlue digital platform and extensive work implementing a network of OpenBlue Innovation Centers around the world. Both are part of Johnson Controls' commitment to deliver healthy people, healthy places and a healthy planet.

"We feel extremely honored that our OpenBlue digital strategy is being recognized for reimagining how artificial intelligence and machine learning can enhance building ecosystems by delivering a new level of security, comfort and efficiency," said Mike Ellis, executive vice president and chief customer & digital officer at Johnson Controls. "Our OpenBlue innovation centers as well as our OpenBlue platform mark the beginning of our collaboration with leading companies to develop breakthrough technologies that foster a more sustainable future for generations to come."

This is the third consecutive year Johnson Controls won an IoT Breakthrough Award. The awards program is devoted to honoring excellence in Internet-of-Things (IoT) technologies, services, companies and products. The company was named "Overall IoT Company of the Year" and "IoT Innovator of the Year", in 2020 and 2019 respectively.

"Our goal is to deliver the most comprehensive analysis of the IoT industry each year. With over 3,850 nominations from all over the world, the industry evaluation was broad and extremely competitive for the 2021 program," said James Johnson, managing di-

rector, IoT Breakthrough Awards. "Once again, Johnson Controls rose to the top as a leader in advanced digital solutions that enhance performance, reliability, safety and energy use for buildings and its occupants."

Johnson Controls has nine OpenBlue innovation centers around the world in Milwaukee, Wisconsin; Boca Raton, Florida; Cranston, Rhode Island; Birmingham, Alabama; Cork, Ireland; San Jose, Costa Rica; Wuxi, China; Singapore and Pune, India. These centers are designed to accelerate the reinvention of the building landscape, creating dynamic smart facilities that help businesses meet their sustainability commitments, while delivering healthy places, enriched experiences and cost savings.

Johnson Controls has already formed partnerships with major organizations and recently announced a global collaboration with Microsoft to digitally transform how buildings and spaces are conceived, built and managed through the integration of their Digital Twin technologies and OpenBlue platform.

In addition, the company recently opened its Singapore OpenBlue innovation center at the National University of Singapore. The facility serves as a "living laboratory" where occupants interact with a variety of connected solutions designed to improve productivity, deliver safe and respectful security, boost well-being and increase sustainability. These solutions are driven by advanced technologies including artificial intelligence and machine learning – meeting future demands for healthy people, healthy places and a healthy planet.

To learn more about OpenBlue and our innovation centers, please visit: <https://www.johnsoncontrols.com/openblue>



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