

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region



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North Carolina, South Carolina



2020 First Ever Virtual HARDI Year End Summit (see page 6)



Hilmor Tool Day at Refricenter West Miami and Port St. Lucie (see page 16)



ASHRAE Miami Chapter 8th Annual Holiday Social (see page B8)



NFACCA Membership Appreciation Christmas Party in Jacksonville (see page B3)

## DiversiTech Acquires SpeedClean from Goodway Technologies



Jeff Schlichenmeyer  
Publisher

December 17, 2020 (Duluth, Ga.) – DiversiTech Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it has acquired SpeedClean® from Goodway® Technologies, an American company that has been delivering innovative maintenance solutions for over 50 years. The acquisition was completed on December 15, 2020.

With over 40 years of experience developing specialty professional maintenance tools and equipment, SpeedClean delivers on innovation for the HVAC/R Technicians. The brand has consistently introduced new maintenance solutions throughout the years including the CoilJet®, a portable and rechargeable coil cleaning system, the CoilShot®, a revolutionary tablet-based coil cleaner, the Bucket-Descaler®, a portable system for cleaning tankless

water heaters and the Mini-Split Bib® Kit, the innovative product that makes cleaning mini-splits a breeze.

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

For more information about DiversiTech, go to [diversitech.com](http://diversitech.com). For more information about SpeedClean, go to [speedclean.com](http://speedclean.com).

Founded in 1971, DiversiTech® Corporation is North America’s largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga. metropolitan area, DiversiTech’s mission for its wholesaler partners is to simplify their work.

## In Loving Memory Nicholas Johnston Willocks November 29, 1942 - December 27, 2020

Nicholas “Nick” Johnston Willocks passed away suddenly on Sunday, December 27, 2020, in Stone Mountain, Georgia, from cardiac arrest. He was 78.

Nick was born in Maryville, Tennessee, to Helen Johnston Willocks and Glenn “Doc” Willocks. The Willocks family moved to south Florida when Nick was a teen. He graduated from Seacrest High School and earned his bachelor’s in fine arts from Florida Atlantic University, Boca Raton. In his young adult life, he was a lifeguard, avid fisherman and boater, swimming and sailing instructor, served in the U.S. Army National Guard, and worked on the pit crew of Sebring Raceway – a joy he reminisced about the rest of his life. And in his Mad Men days, he owned and operated an advertising agency called Nick Willocks and Associates.

In his professional life, Nick served as a marketing and public relations director for heating, ventilation and air conditioning (HVAC) wholesale distributors and later became the owner and publisher of Today’s Air Conditioning and Refrigeration News. Over the course of his career, he was active in many contractor associations in the southeast and beyond, including the American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE), the Air Conditioning Contractors of America (ACCA), the Florida Air Conditioning Contractors Association

(FACCA), the Refrigeration Service Engineers Society (RSES), and others. Nick cared deeply about the connection between indoor air quality and health. He was especially proud to have founded the Indoor Air Quality Association that offered the first indoor air quality education and certification program to HVAC industry professionals. He was honored to have received many awards for his contributions to the industry over his many years of service.



He raised his family in Longwood, Florida. Upon his retirement, Nick split his time between his home in New Smyrna Beach, Florida, and his farm in Zionville, North Carolina. Though he spent much of his life in Florida, he remained a mountain boy at heart. He recently moved to Georgia for medical treatment at Emory and decided to stay to be closer to family.

Nick is survived by Mary Ann Lilly Willocks, his loving wife of more than 50 years; his daughter Stacey Ann Willocks, son-in-law Chris Higdon, and granddaughters Virginia Anne Willocks Hodlick, Madeline Elizabeth Willocks Hodlick, and step-granddaughter Evelyn Virginia Higdon, of Decatur, Georgia; his daughter Jessica Willocks Duncan, son-in-law Robert Massey Duncan, and grandsons Patrick Willocks Duncan and Andrew Massey Duncan of Washington, DC. He was the second of four brothers and is survived by Ronald Homer Willocks of Longmont, Colorado; Glenn Curtis Willocks of Gulfport, Florida; and James Steven Willocks of Purlar, North Carolina; and their wives, children, and grandchildren.

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# An Owner Shuts Down His Business

**Ruth King's Contractors Cents**



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This past year an owner decided to close his business. He had four investors who purchased the company's stock 20 years ago. The business was essentially dormant for the past 5 years so he decided to close it.

There was not enough money in the company to repay all of the investors. So, this owner decided to use his own money to repay the four investors with 1% interest per year...more than was currently being earned in a bank savings account. He felt a moral obligation to repay the people who had invested in him and his business 20 years ago.

The owner had not been in touch with three of the four investors for more than 10 years. He set out to find all of them. Over the next four days I will tell you each investor's reaction to receiving the repayment for their stock purchases, i.e. they got their money back plus 1% interest for 20 years.

Here is the story of Investor #1: The business owner had a really hard time finding investor #1. The email address the owner had wasn't valid any longer. The phone number was not valid either. The owner tried social media. No luck on LinkedIn. Finally through a Facebook search, the owner found the investor...and verified that this was the correct person.

The owner contacted Investor #1 through a Facebook post and asked Investor #1 to email him a good phone number. Investor #1 did give a phone number and the owner called the investor.

It was a very short conversation. The owner explained that the investor was receiving the investment back for the stock purchase 20 years ago plus 1% interest. Then he asked for an address to send the check to. Investor #1 gave it to the owner and hung up. No surprise at receiving the money, no thank you. The only comment from Investor #1: "See you on FaceBook."

There was, to my knowledge, no conversations after that telephone call. The check was cashed. How

would you have reacted? I'll tell you how the Investor #2 reacted to the receipt of money for the stock that was purchased twenty years ago.

Unlike Investor #1, Investor #2 is well known and easily found on social media. In fact the owner kept in touch through emails and an occasional phone call.

Until the phone call about the money for the stock, the investment by Investor #2 had never been part of any conversation. During the phone call about the investment, first was catch up time: How were you doing during the pandemic? How are your adult children doing?

Investor #2 asked about the owner's daughter and discovered that the owner's daughter was in an industry that was totally shut down during the pandemic.

When the topic of the investment came up, Investor #2 was surprised and had totally forgotten about it. Investor #2's comment: "You don't owe me any money. You've repaid me many times over through the years with projects we have worked on together. Give the money to your daughter who really needs it now."

The company owner thanked Investor #2 profusely and did give the money to his daughter who was very appreciative of the generosity of Investor #2... and wrote a thank you note to Investor #2.

What would you have done? Would you have taken the money or given it to someone who really needed it at that time? I'll tell you how the Investor #3 reacted to the receipt of money for the stock that was purchased twenty years ago.

Investor #3 was a former customer of the company owner. While they had not kept in touch over the years, the email address and cell phone number of Investor #3 was still valid.

The owner called Investor #3's cell phone and left a message. Investor #3 returned the call, curious about why a phone call after such a long time.

When the company owner explained that he was shutting down the company that Investor #3 had put money into 20 years ago, the investor was pleasantly surprised.

Investor #3 asked how much it was and the owner told him. He said thank you very much and explained that the money would be very useful during these times. Investor #3 was surprised, grateful, and appreciative to get the funds during a tough period.

After the conversation about the stock redemption, they brought each other up on their business' milestones over the pasts 10 years. Investor #3 cashed the check and sent back the stock certificate as promised.

What would you have done? Would you have said thank you and express gratitude for the unexpected money? Investor #4 had sold his business and retired during the 20 years since he made the investment. The owner knew the people who had purchased the business and asked them for Investor #4's contact information.

The company owner called Investor #4 and explained that he was returning the equity investment that he had made in the business. Investor #4 said thank you. The company owner sent the check and two months later it had not been cashed. When the owner called Investor #4, Investor #4 said to speak to their attorney. They were afraid to cash the check because they thought they might be liable for an unknown business event!

So, instead of saying thank you and being grateful for the funds, they were afraid of the money! Their fear took them to an attorney and paid the attorney's fee to write up a document releasing them from any future liabilities. The company owner signed the agreement, the stock certificate was returned, and Investor #4 finally cashed the check.

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## Chris Craft Joins The Target Sales Team



Chris Craft

Target Sales is glad to announce our newest team member, Chris Craft. Chris now covers the East Territory of Florida from Jacksonville through Orlando and down to Port St. Lucie.

Chris started as a Maintenance Technician in 2007 for Service Experts in Jacksonville and accelerating quickly through the ranks of Installations, Service, Sales, and Training. Working in thousands of homes with customers and training other technicians he became very proficient in his field. In 2016, Chris was named Best of the Best in the Southeast Region of the United States for Service Experts as a Residential Sales Consultant.

In 2017, Chris started as Outside Sales at North Florida HVAC Supply learning about the distribution end of HVAC. He focused on bringing value to contractors by providing training on a multitude of different products and grew sales greatly.

Chris is happily married with 3 children. They enjoy spending time at the beach, exploring new places, and hiking at state parks.



## Pan-Grip™ Color Change!

Carlisle HVAC Brands has made a color change to the Pan-Grip pan liner product to closely resemble Carlisle blue. Technical Data Sheets and any additional marketing literature that shows or references the color of the product will be updated. This color change was done to better align the product color with RS-100 and Pan-Grip Flex™. This will give installations involving these products (i.e. an AHU (air handler unit) restoration) a clean and consistent Carlisle-blue look.

## J&W Heating & Air Installs YORK HVAC System in Home Gifted to Injured Veteran



MILWAUKEE, WI – (December 11, 2020) – Recently, J&W Heating and Air and YORK® Factory Direct partnered with Building Homes for Heroes in

Orange Park, Fl. to gift a new YORK® HVAC system in the mortgage-free home of Army Specialist Alberto Diaz. Diaz joined the military in 2012 because he wanted to provide a better life for his family. While deployed in Afghanistan, his truck rolled over an IED, causing severe injuries, such as bleeding in his brain, nerve damage in his face and posttraumatic stress disorder, among other injuries. For his service to his country, Specialist Diaz was awarded a Purple Heart.

To support Diaz, Johnson Controls and YORK Factory Direct donated a YORK® heating and cooling system with a Wi-Fi® enabled YORK touchscreen thermostat to better assist him with adjusting his home's temperature without the need to get up. J&W Heating and Air donated the HVAC installation services for the veteran's new home.

"We're so grateful to be able to give back to our community by supporting an incredibly well-deserving local veteran and his family through Building Homes for Heroes," said Brent Marler, President, J&W Heating and Air. "While we provided the labor and YORK Factory Direct donated the equipment, for us it's an easy decision that will allow Specialist Diaz to live safely and focus on his recovery."

Building Homes for Heroes is a national organization that recognizes those who serve in the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate

quality homes and donate them, mortgage-free, to injured veterans nationwide.

"We are honored to partner with Johnson Controls, J&W Heating and Air, and YORK Factory Direct to gift a home to Army Specialist Diaz and his family," said Andy Pujol, founder and CEO of Building Homes for Heroes. "The customized amenities that companies like Johnson Controls bring to these homes provide not only a foundation for these heroes, but a hopeful path to a bright future with the opportunity to reach dreams they may have never thought imaginable when injured."

The YORK brand of Johnson Controls has been a proud sponsor of Building Homes for Heroes since 2014. The company has been recognized by US Veterans Magazine as a top veteran-friendly company. Johnson Controls is also committed to hiring veterans and military spouses. Veteran employees are honored to design, engineer and assemble systems that help improve the lives of fellow veterans.



Building Homes for Heroes invites anyone wishing to volunteer or donate to the organization to contact Building Homes for Heroes at [info@buildinghomesforheroes.org](mailto:info@buildinghomesforheroes.org). To learn more about Building Homes for Heroes [www.buildinghomesforheroes.org](http://www.buildinghomesforheroes.org).

To learn more about J&W Heating and Air, please visit [www.jandwheatingandair.com](http://www.jandwheatingandair.com) or follow them on Facebook and Twitter.

For additional questions about Building Homes for Heroes or the ceremony, please contact Jazmine Leon, public relations manager, at [jazmine@buildinghomesforheroes.org](mailto:jazmine@buildinghomesforheroes.org). For questions about Johnson Controls, please contact Ryan Nolan, global public relations program manager, Johnson Controls, at [Ryan.P.Nolan@jci.com](mailto:Ryan.P.Nolan@jci.com), and for questions related to YORK, the HVAC contractor or distributor, please contact Liz Sternby, public relations manager, Godfrey, at [lsternby@godfrey.com](mailto:lsternby@godfrey.com).

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## *Frank Leone*

40 Years Leone Green & Associates

December 31st 2020 is a day of mixed emotions as Frank Leone our co-founder and friend has officially announced his retirement. Frank first served our country in Vietnam and then came home to serve our industry for the next 50 years. With the last 40 years launching, leading and building Leone Green & Associates into one of the premiere Manufacture Representatives firms in the country. We would like to congratulate him for having the courage and the vision to follow his entrepreneurial spirit and never wavering on his convictions on how he went about representing Manufacturers and serving Wholesalers throughout his entire career.

Frank created his reputation on integrity, trust, his never say never attitude and having the guts to do what's right and say what's right even when it wasn't popular. He has contributed so much to our industry and touched so many people's lives over five decades. From the Manufactures he represented to customers who ultimately became his friend.

From all the employees at Leone Green. We would like to thank Frank for your leadership, all the hard work and sacrifices and for simply sticking with it for all these years. Thank you, for the trail you blazed throughout the state of Florida representing and pioneering manufacturer's products, leading those products to become essentials in our industry. Thank you, for the investments you made all along the way with your time, money and your determination to be the best at all times. Most of all we thank you for investing in people along your journey, and always giving back. Frank's reputation is permeated in Leone Green & Associates, and will live on for the next 40 years and beyond. Thank you just sounds like an understatement as we bid farewell to our founder and our friend. We wish you all the best as you move on to your next act, and most of all, great health and happiness!





## 2020 Virtual HARDI Summit Highlights



Talbot Gee, CEO of HARDI welcomes everyone to the 2020 Virtual HARDI Summit



Kevin O'Leary, Shark Tank Star, shared in his knowledge of finance, investing, economics and business to discuss a variety of topics

COLUMBUS, Ohio, December 10, 2020— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) wrapped up their first ever virtual year end Summit on Wednesday, December 9th.

The new virtual format welcomed 349 wholesaler attendees from 127 member companies for a grand total of 695 attendees from 270 member companies present at the virtual event. The Products and Solutions Showcase sold out with 30 vendors.

Popular speakers included Kevin O'Leary, who not only discussed how he has pivoted operations since the COVID-19 pandemic, but answered many live questions from HARDI members, tailoring his presentation to the HVACR industry. Another crowd favorite was Jim Donald, who emphasized the importance of building relationships not only with your customers but also your employees, in order to build healthy teams and organizations going into 2021.

Continuing from last year, HARDI presented the research from the second annual State of the Channel report. Sessions that branched out of the State of the Channel included The Voice of Suppliers: 2020 and the Critical Role of Inventory, The Voice of Contractors: 2020 and the Future of Sales and Service Expectations, and COVID-19 & the Small Distributor: Staying Competitive in Uncertain Times.

Presenters Senthil Gunasekaran and Pradip Krishnadevarajan returned to explore the challenges facing small distributors and offered insights on how they plan to respond in the coming year. The pair continues their partnership with HARDI by introducing two new certification programs for 2021: Inventory Management and Pricing Management.

Next year's Annual Conference is expected to take place in-person at Palm Desert, California at the JW Marriott Desert Springs, December 4-7, 2021.



Steve Tusa of JP Morgan Securities presented a segment of - The Voice of Suppliers: 2020 and the Critical Role of Inventory



Jim Luce, 2021 HARDI Chair, discussed the Annual Meeting of Membership

## In Loving Memory Nicholas Johnston Willocks (from cover story)

One of Nick's favorite comedians, Victor Borge, said, "laughter is the shortest distance between two people," and Nick lived this ethos. He loved connecting with family and friends (and strangers!) through his wonderful sense of humor. He was joyful, outgoing, had an infectious positive spirit, and he had many favorite things. Here are just a few: living his life with Mary Ann; joking around with his three (also hilarious) brothers; spending time with his daughters and sons-in-law; being called D-Dad by his grandchildren (and the neighbor kids); his countless friendships; fast cars (especially Formula One Racing); making, gifting, and drinking red wine; creating large, bold abstract paintings, graphic design, and illustration; his cabin and barns in the mountains; improvisational cooking (no recipes for our guy!); the Great Smoky Mountains; Mosquito Lagoon; fishing for speck, red fish, bone fish, and mountain trout; his Kabota tractor and utility vehicle; his Ford pickup truck; lingering in hardware stores and antique shops; mountain music (Doc Watson, Flat and Scruggs); classic rock-n-roll (Rolling Stones, Fleetwood Mac); eating carrot cake on his birthday; wood working and spending time in his workshop; petting, talking with, and adoring dogs, cats, and chickens; Smoky Mountain Black Bears; breakfast sausage; sunrise bike rides at the beach; collecting olive shells; building and fixing; growing grapes and vegetable gardening; storytelling (and story listening); and sharing food, wine, and laughter with those he loved.

He loved his life and he lived it generously, creatively, and fully. And if he were able to comment on his passing, he'd likely say (with a grin) that he was "worn slap out." His passing leaves a huge hole in our lives that we are committed to fill by honoring his unpretentious, warm, and humorous ways of staying connected with our family, friends, and even with the strangers we meet.

When the pandemic recedes, the big Willocks family will gather at the farm in NC for a cookout and fireworks extravaganza to rival all previous July 4th parties in Willocks history.

If you are moved to make a donation in Nick's memory, please donate to the Marine Discovery Center (MDC) in New Smyrna Beach, Florida. Nick volunteered with MDC because their mission was near and dear to his heart. Please note that your donation is in honor of Nick Willocks.

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# Trade Talk:

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



## HAPPY NEW YEAR!

ANOTHER NEW YEAR! It's the time to start thinking about those resolutions that we'll work on in 2021. The problem with resolutions is that they often fail because we'll never reach these unreasonable and unrealistic goals. We're businessmen. We always try and conquer the unconquerable!

However, if you set goals that are achievable if you stretch yourself, New Year's Resolutions can help you gain perspective and achieve goals that can make you a stronger individual both personally and professionally.

For myself, New Year's Resolutions can be a valuable assist in determining my long-term success. Here are 10 New Year's Resolutions that every contractor should consider as they welcome this upcoming year.

**1. Understand your finances.**

Don't think that understanding the basics of accounting is unnecessary just because you have an accountant or even your own accounting department. The thing is, all Contractors should familiarize themselves with at least accounting basics since this will help them;

- Make financial predictions by examining future revenues, future operating costs, and assets needed to service future demand.
- Pay off your bad debts
- Lower your expenses as much as possible (both personal and business)
- Measure the progress of your business so that you know whether or not you're hitting targets.
- Get your personal credit up as personal credit is a factor in getting business loans.

**2. Improve your health.**

How do you expect to effectively run a business if you're exhausted and burnt out? You need to be healthy mentally, physically and emotionally.

**3. Become a stronger leader.**

One of the biggest challenges that entrepreneurs face is being an effective leader. This means delegating tasks, rallying the troops when morale is low, creating an environment that welcomes creativity and outside-of-the-box thinking, never losing sight of where you want your business to go.

**4. Get more social.**

If for some reason you believe social media is unimportant, I've got some bad news for you -- you're 100 percent wrong. Social media is one of the best ways to engage and interact with customers, spread brand awareness and connect with influencers and investors in your industry. If you have a Facebook, Twitter or LinkedIn Account that is dormant, spend the next year being active and optimizing these channels. It's expected.

**5. Spend less time in the office.**

Working 60 hours per week might work for someone like Jeff, but for most of us, that's just isn't feasible or desirable. Spending almost every waking minute in the office is a surefire way in getting burnt out and losing sight of why you became a business person.

Make time for yourself, friends and family. Step out of the office from time-to-time to clear your head, refresh and improve your overall health. Trust me. The place isn't going to burn down just because you took a vacation or a long weekend.

**6. Keep up with current events.**

Paying attention to the news keeps you cultured and assists in starting conversations. It provides entrepreneurs with insights into their markets so that they can make more informed decisions. Remember, we live in a small and connected world now. What's going on around the world impacts your business.

**7. Hire smarter.**

Hiring the right people is crucial for business owners. They'll bring out the best in you and your current team. They'll help your business grow because they'll be your biggest brand advocates. And, low turnover keeps costs low.

Hiring isn't easy, but attracting and retaining talent that fits in your company's culture greatly increases your chances of success.

**8. Be more empathetic.**

Empathy is "the feeling that you understand and share another person's experiences and emotions; and the ability to share someone else's feelings." It is one of the most beneficial traits a leader can possess. Communicating empathetically with customers, employees and associates, helps your business succeed. You'll understand what's important to them and they will appreciate that you care enough about them to make that a priority.

**9. Take some classes.**

Whether it's attending a class at your local college or participating in a free online course, learning a new skill such as accounting, marketing, programming or public speaking will make you a more well-rounded and productive entrepreneur.

**10. Remember why you became a Contractor.**

Regardless if you're in a rough patch or enjoying substantial growth, never forget why you became an entrepreneur in the first place. For most of us, we had an idea to make the world a better a place in our niche. Take the time next year to remember why you embarked on the entrepreneurial journey. Use that to guide you going forward.

Here is to an amazing 2021!

Until next time  
 Tommy Castellano




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# Message from FRACCA President Rick Sims



Happy New Year! We will be hearing a lot more about the HFC (R410A) phasedown and switch to mildly flammable R32; you may have noticed more solicitations in your inbox. I just got one telling me that I am going to love new restrictions on R-410A, switching to extremely expensive, less safe refrigerant and downgrading codes so it can be legal. It is good for business and virtue signaling according to its strongest supporters; the HVACR industry. Climate activists are not the ones leading this charge.

This story begins decades ago, but let's pick it up from 2016 when the Obama administration had weaponized the Montreal Protocol (ozone treaty) for the war on climate change. The Kigali Amendments to the Montreal Protocol could not get past a republican held senate and so executive orders were issued to the EPA to use Clean Air Act authority over ozone depleting chemicals (ODP) to restrict use of chemicals with high global warming potential (GWP). Federal Courts overruled finding that the Clean Air Act only has authority over CFCs, HCFCs and chemicals with high ODPs; since R-410A and 134A have zero ODP they cannot be restricted by Clean Air Act. The rulings were appealed by Honeywell and Chemours (Dupont Spinoff) fervent supporters of an HFC phase out. They hold the patents for the replacement hydrofluorolefines (HFOs). The judges wrote in their denial: "Industry intervenors are rent-seekers trying to use the government to foreclose their competitors' products". The judges called out the obvious attempt to fabricate a refrigerant monopoly and control prices.

Congress filed a bill that goes even further but could not get it passed during a Trump presidency; expect it to be perfectly suited for a Biden administration and Climate Czar John Kerry. At minimum, the American Innovation and Manufacturing Leadership Act ( AIM Act ) will pass easily in 2021. AIM has already attracted 16 republican cosponsors eager to score environmental points from a law that major chemical companies and climate activists have joined forces to support. At the head of the line are the few holding patents for the R410A (AC) and R134A (autos) replacements, followed by various HVACR

trade groups that do not want to risk missing a seat at the regulatory table. All of the HVACR equipment manufacturers, HARDI, AHRI, ACCA and others are lobbying hard for AIM. ACCA says it's inevitable (I agree) and that they prefer it to a patchwork of state laws (I do not ). ACCAs' claim that AIM is preemptive is not true; there is no preemption in the AIM act; California can still do whatever it wants.

Dissenting viewpoints do not come from within the HVACR industry. Some think focusing so much on non-energy related emissions is a mistake. It meets neither Bill Gates Net-Zero ( has GWP ) minimum nor Dr. Bjorn Lomborgs list of things that would make meaningful difference. It is not anybody's climate priority for achieving measurable warming reductions. BP and Koch Industries are the most notable corporate opponents. Then there are those worried about the one thing that everyone agrees the AIM Act is guaranteed to accomplish. This will be the first republican endorsement of a law targeting specific molecules based upon their GWP. The GWP is the basis for carbon taxing plans ( such as the Green New Deal ) for power plants (CO2), ranchers (Methane) and your refrigerant (HFC). This has never happened before and opens many other regulatory doors. Politicians will have to explain why not to require the same for fossil fuels, bovines, and landfills? All have much higher climate impact than HFCs.

FRACCA does not endorse the AIM Act and does not agree that it will not adversely affect refrigerant prices. The sole purpose of the AIM Act is to increase prices. Honeywell and Chemours can manufacture all the HFOs they want without any new laws. The court was right; this is about stifling competition and forcing consumers to buy more expensive HFO products and intentionally inflates HFC costs (because of phase out) that they also sell.

The AIM Act will fail to create jobs as promised. Gains are evenly offset by job losses producing HFCs; they will simply shift to manufacture HFOs instead of HFCs. Likewise, jobs lost manufacturing HFC equipment will shift to produce HFO equipment. Although the name implies that the jobs will

be American, the companies for whom this act creates a monopoly already have a terrible track record of exporting American jobs. They have long manufactured HFCs in China; most come from there and that's where they first began manufacturing HFOs. Recently they added one US location. There is nothing that binds them to the US. It is possible for the AIM Act to create a global refrigerant monopoly based entirely outside of the US; there is nothing preventing them from leaving anytime they want.

The US is the greatest contributor to the United Nations Multilateral Fund to develop HFOs whereas China is still classified as a developing nation. US taxpayers are already subsidizing HFO development for China, Mexico and others. HFC phase out dates assure that the US, Canada and EU begin immediately whereas developing countries can continue with a competitive advantage for years before they give up HFCs ( at least they promise to when the time comes ). That has not worked out so well to date. China is repeatedly (and recently) caught still using R-11 in blowing foam; one of the earliest refrigerants banned. The amounts are enough that they have measurably affected stratospheric ozone restoration levels and are traced directly to east Asia.

The AIM Act does not promote energy efficiency as claimed. It is impossible to do that by limiting which refrigerants can be used. If these HFOs were more efficient, the AIM Act would not be needed; they would stand on their own from consumer demand. Climate scientists have told us for decades that the total GHG (greenhouse gas) impact of a refrigerant is less about its Direct GWP than its Indirect GWP. The Direct GWP is the warming potential of a refrigerant when leaked to the atmosphere and accounts for 5% to 10% of total impact. The Indirect GWP of a refrigerant is based upon the energy used by the appliance it serves over it's service life and accounts for 90% to 95% of its total impact. The AIM Act only targets 5% to 10% of GWP impact and ignores 90% to 95% of the problem. The 5% to 10% direct GWP tackled by the AIM Act assume that the refrigerant will be released. But AIM does nothing new to reduce leak rates.

go to page B10

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# “THE DUCT-FREE ZONE”

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



**Wireless control versus wired:** As a proud Homo troglodyte (caveman), I thought that there was no debate...who wouldn't want another wireless remote? Come on! A hand-held device the size of an eyeglass case that controls the climate in which you dwell ... what could be wrong with that?

Well, maybe not a whole lot, but what if it's not where you dwell but rather where you work (I'm talking pre-COVID of course when most of us went to an office building). A wireless remote could, and would get hoarded by the office “control-freak” (no pun intended) and end up in the possession of a singular employee with only selfish intentions.

My experience has been that most business owners and building owners prefer the wired controller for any number of reasons; none the least of which is the office nudge who will take a wireless control home with them every evening to insure no one can change their comfort setting.

There is one employee in most companies who has always preferred the wired controller option and it is the IT (Intellectual Technology) guy or gal. They understand better than most, the need to keep the tools of their trade (computer servers) cool even when it's snowing outside. They can ill afford a wireless remote getting lost and / or being hijacked and temperature settings changed, either intentionally or otherwise, compromising their technology systems in turn, potentially losing precious data.

Rental property owners who pay utility costs often want a traditional wired controller so they have singular control over setpoint temperatures so that the tenant in apartment 3B can't set the controller to 62°F all summer long and 80°F all winter long. The GREE wired controllers all have a “privacy lock” feature to prevent unauthorized access to the controls and tampering with system settings.

But are there any compromises or trade-offs when choosing one controller over another?

The GREE wireless controllers all offer a unique feature that the wired controllers do not and that is the I FEEL feature. This feature allows the remote control to be used as the indoor temperature sensor as opposed to the thermistor, internal to the high-wall mount, universal mount, console and ceiling cassette indoor units.

Frankly, I like this feature better as a diagnostic tool rather than a homeowner bell and whistle. I use the example of Mrs. Gillacuddy's indoor unit which is not operating until we put the unit in the I FEEL mode ... clearly indicating to me a faulty indoor air temperature thermistor (F1 error code). The problem I have experienced with homeowners using the I FEEL option is they press I FEEL and then put the wireless remote in their pocket ... and now what is it sensing? DON'T BE FRESH!

Although the I FEEL feature is unique to the wireless control, all the GREE wired controllers have an IR (Infra-red) receiver that allows the wireless remote to be utilized (I FEEL feature included) when paired with a wired controller ... so, no trade-off there.

A common question from homeowners is, “can I program my GREE mini split for different setpoint temperatures when I'm at work and at night while I'm asleep as well as different settings for weekend?”

The answer is not with the wireless controller alone. The wireless controller unto itself, is not programmable however, when paired with a wired controller as described earlier, the wireless controller can be paired with a XK76 wired controller for full 7 day programmability.

The only clear advantage I have found from a

function / feature standpoint that the wireless has over the wired controller is WiFi. Currently the GREE product here in the US, WiFi is only available with wireless controllers (and the addition of the WiFi kit with certain high-wall mount indoor units).

You may remember in my March, 2019 edition of this column I questioned the need for WiFi, facetiously equating it to putting a Pop Tart in a microwave oven because 60 seconds in a conventional toaster is just too long to wait.

Well, no matter what I think, the market has demanded WiFi capability and GREE has met that demand but only with the wireless control ... but not so fast! The new, soon to be released GREE XE72 wired controller will have WiFi capability.

So, the answer to the question of wireless versus wired is based more in application than features. Once you scratch below the surface, the features available in both GREE wireless and wired controllers are similar ... some require a pairing of the two but neither having a clear advantage until you look at the application in which they will be utilized.

Currently GREE offers four different wired controllers, soon to be five with the XE72. The caveman in me will always gravitate to the seemingly magical ability of the wireless control; but the Homo sapiens in me recognizes the need for the wired control.

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

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# Refricenter Hosts hilmor Tool Days at Miami West and Port St Lucie Locations

On December 1st and 3rd, Refricenter West and Port St Lucie stores hosted hilmor Tool Days. The hilmor tool van, loaded with tools, was parked on site showcasing all of the hilmor tools that are available for purchase at Refricenter.

Refricenter and hilmor followed all of the Covid safety protocols including: social distancing, sanitizing tools after they are handled, and wearing facial covering.



Counter sales representatives Brian, Mike, and Eddy showing a few of the hilmor tools available at the Refricenter West location

Kevin Pridmore of Diversitech and Tyler Campbell of The McAllister Group were manning the hilmor tool van which displayed a complete line of HVAC/R tools. Tyler Campbell of McAllister said "The tool days were perfect to get contractors to look over and test the tools up close and personal."

Hilmor is revolutionizing the HVAC/R world by creating tools that are a step ahead. Every tool they make is designed to give you all the features



Juan Moreno of East Coast Cooling, Kevin Pridmore of Diversitech, and Tyler Campbell of The McAllister Group at the Hilmor tool van, testing out all the new products

you need and none of the ones you don't. Hilmor is determined to deliver smart, innovative solutions when and where you need them most. So, you'll be fully equipped to retool and conquer.

Refricenter has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies. Visit your local Refricenter location to check out the new hilmor tools!



Counter sales representative Michael Roberts posing for a photo in the showroom of the Refricenter Port St Lucie location

## Ocean-Aire Named 2021 Medium Business of the Year from Anna Maria Island Chamber



Bill Long

Ocean-Aire Conditioning Inc was awarded the Anna Maria Chamber of Commerce 2021 Medium Business of the Year award on November 19th, 2020.

"I appreciate this very much. I've been in business here since 1979. It's a long time – and seeing so many changes, I hope the new ones help

Bless you all," owner Bill Long said.

Bill Long has spent most of his life in the heating and air conditioning business. As sole proprietor, founding his business on the values of: honesty, integrity, hard work and treating others as you want to be treated in all residential and commercial projects.

Ocean-Aire's motto "treat every customer as a customer for life" has proved to be well received by homeowner's in the Sun Coast area and given the company one of the best reputations from Sun City Center to North Port.

Finding that very few homeowners had a good experience with local services, Bill wanted to provide a company that served the community where homeowners not only had quality work performed but also an exceptional overall experience.

At Ocean-Aire, customers can count on clean installations, friendly staff, honest estimates and exceptionally trained technicians who are constantly continuing their education with owner paid classes.



## EMPLOYEE SPOTLIGHT

*"What sets JB Warranties apart? The phenomenal support from our internal staff, they go above & beyond every day. The ability to make quick decisions and tailor our Warranty program to the specific needs of our contractors. Management's willingness to listen to needs in the field."*

Don Seaward



Don Seaward is the longest tenured member of the sales team here at JB Warranties. Don started in his current capacity as the Regional Sales Manager of Florida back in 2008, but his relationship with Mr. Bohannon goes back before then. Since 2008, Don has been the #1 salesman in the company every single year, accounting for a large portion of all JB Warranties business, affirming that Don is one of the foremost experts in HVAC warranty.

Don's attitude and work ethic are unmatched and appreciated by his customers, who constantly com-

mend his performance and dependability. Don has more face to face contact with Florida contractors than anybody in the HVAC industry. Don is a true professional and an absolute pleasure to work with, day in and day out. Over a 30+ year career in the HVAC industry, Don has established his reputation as the go-to guy in extended warranty to Florida contractors of every size.

Thank you, Don, on behalf of everyone here at JB Warranties, for all you do and have done to help us get to where we are.

## Special Meeting of ASHRAE Miami Chapter via ZOOM

All of the ASHRAE Miami members were invited to this special meeting on Dec 8th at 5 pm EST. This was in collaboration with the Brazil Chapter and was oriented mostly to Students and young members.

The topic was ASHRAE DL Students Presentation Region XII Chapters: "Tools to discover your purpose and reach your potential" by speaker Karine Leblanc. Karine is a sales engineer and leadership expert, who helps busy consulting engineers with their HVAC design projects by

supporting them with various system ideas and efficient equipment solutions. Not your typical engineer,

Karine Leblanc is passionate about helping engineers step up their leadership skills by learning how to build lasting relationships, communicate effectively and become an influencer without relying on any title.

Also check out the recap and pictures from the Annual ASHRAE Holiday Social in this issue. This event was held December 9th, at 7pm, at Veza Sur Brewing in Miami.



ASHRAE guest speaker, Karine Leblanc (top row 2nd left) talked about tools to discover your purpose and reach your potential





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## Ferguson HVAC Tampa Supports Hope Childrens Home 40th year!

"I had the pleasure of being part of something very special this month. Our store was able to keep their yearly tradition and present our local Hope Children's Home with Christmas gifts for all of their children, along with a very big check!" said Amy McPherson of Ferguson. "Absolutely one of the best days of my career!"



Amy McPherson of Ferguson, Matt Higgins of the Hope Childrens Home, Kate McPherson of Recover Tampa Bay Initiative and Susan Cardinal of Ferguson

Founded in 1968, Hope Children's Home has rescued nearly 5,000 children between the ages of infant to 18 years of age. The type of children they care for are not juvenile delinquents, but rather children that, through no fault of their own, find themselves in a situation of needed rescue. Ferguson HVAC Tampa continues the tradition, even in a pandemic!



So much love and support for the Hope Childrens Home in Tampa!

## HARDI Distributors Report 2% Revenue Increase in October

COLUMBUS, Ohio, December 1, 2020 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 2% percent during October 2020. The average annual sales growth for the 12 months through October 2020 is 3.1 percent.

"Sales growth during October was trimmed by one less billing day," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "We estimate the sales growth for the month would have been near 6.5% with the same number of billing days."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is now at 43 days. "DSO is increasing month-to-month since July consistent with the normal seasonal pattern, but remains much lower than the prior year level," said

Loftus. "An unusual combination of events led to a larger than normal share of cash transactions and historically low DSO levels. This is another one of the many unusual features of 2020."

"2020 is ending with encouraging economic trends like the strong retail sales report and strong housing market reports," said Loftus. "The recovery remains at risk while the pandemic risk persists. If the health care system gets overloaded, it will interfere with progress like our overloaded trucking system this summer."

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 members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

# Happy New Year 2021!

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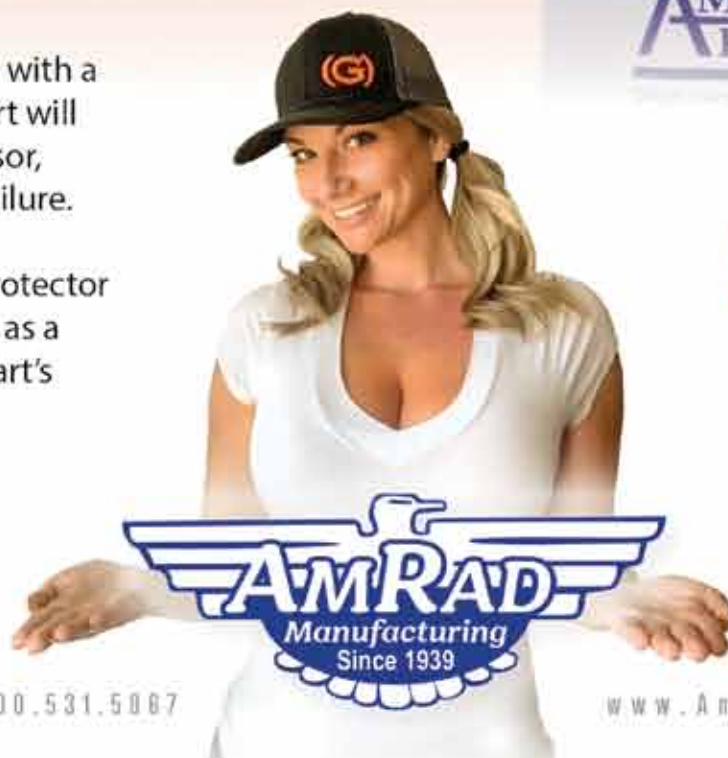
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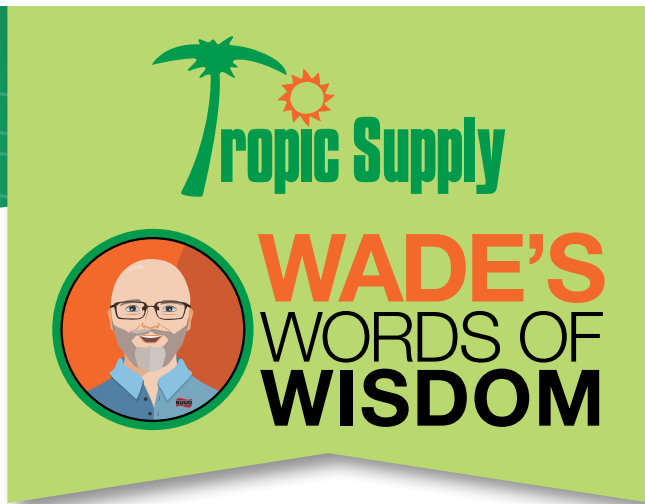
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<sup>1</sup> Alerts can notify you of a potential issue with an eligible HVAC system. They're meant to provide helpful information, not an endorsement, representation, or warranty of any kind about the health of your HVAC system. Alerts aren't intended to replace a diagnosis by a qualified HVAC professional. To be eligible for leads via HVAC monitoring, join the Handy Platform at [partnerships.handy.com/nestpro-onboarding](http://partnerships.handy.com/nestpro-onboarding). <sup>2</sup> Remote control and mobile notifications require working Internet and Wi-Fi.



## Tips, Tricks, Theories, and Thoughts that will Improve Your Ruud Installation and Troubleshooting Game

**Tuesday, January 12**  
8:00 am - 9:00 am

**Part 1 - HVAC Terminology and the Science Behind it All**


Join Wade Hadaway from Ruud for an informative webinar on psychometrics, gas laws, and thermodynamics.

**Tuesday, January 26**  
8:00 am - 9:00 am

**Part 2 - Refrigerant Circuit**

Join Wade Hadaway from Ruud for an informative webinar about the refrigerant circuit. This webinar will feature:

- Key Components
- Refrigerant States
- Superheat
- Subcool

 **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**  
8:00 am - 9:00 am

**Part 3 - Reversing Valve and Demand Defrost**

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**  
8:00 am - 9:00 am

**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**  
8:00 am - 9:00 am

**Part 5 - Electricity and Wiring**

Join Wade Hadaway from Ruud for an informative webinar explaining electrical theory, schematics and diagrams, and basic electrical troubleshooting.

**Pro Partner Education Credit:**  
Each webinar is worth (1) one Pro Partner Credit Hour.



### PERKS & REGISTRATION INFORMATION

**Webinar Perks:**  
Participate in all five webinars and receive a FREE copy of the Ruud Heat Pump Service Manual (\$34 value). You can also win one of four FREE giveaways (valued at \$50 or more each) during each webinar. Simply be the first to answer one of four questions asked throughout each presentation.



**Register Once for the Entire Series:**  
To register for the entire series, simply use the QR Code to the right. The QR Code will expire on Monday, January 11th at 10 am. Once you complete the registration for the entire series, you will receive five individual email confirmations for each of the five sessions of the series. The emails will arrive within 48 hours of completing your registration. These emails will provide you with the links needed to access each webinar.



**Register for Individual Sessions:**  
If you are not interested in attending the entire series, please register for your desired event(s) by visiting our events calendar at:  
[www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar)

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Scott and Debbie Liner buying their tickets for the Christmas party



**Membership Appreciation Christmas Party**

The NFACCA Christmas Gala was held on Saturday, December 12, 2020, from 6-9 PM at The Elks Lodge. The dinner sponsor was Nimnicht Chevrolet, raffle sponsor was Tropic Supply & York, The entertainment sponsor was Weather Engineers and the dessert sponsor was Enterprise. Everyone had a great time dressed in flannel, enjoying the great food, big raffle, live music, and bonfire outdoors.



David Shiver and Linda Shiver of Legal Shield looking over the many raffle prizes



Katelyn Orr, Dr. Robert Karol, Chelsea Karol with Enterprise Fleet Management



Amy O'Grady, president of NFACCA, gave some instructions before the big raffle began



Patrick and Amy O'Grady, president of NFACCA with Patty and Dan Griffin of Weather Engineers (front)



Branford Highway rocked the NFACCA Christmas party outside on the patio



Lori Theus and Paul Theus Weather Engineers enjoying the bonfire and live music!

# Congratulations to a legend, Frank Leone!

Mason Industries would like to wish you the very best on your retirement and congratulate you on an illustrious and extremely successful career.

We were honored and lucky to have you as a part of the Mason family for the last several years.

Best wishes for your well deserved and happy retirement. You will be missed.....

Your friends at  **MASON INDUSTRIES**

# Performance Pointers

by David Richardson



## A New Year's Craftsmanship Resolution

It's disheartening that our industry has folks who only focus on equipment replacement at the lowest possible price. This mentality undermines the true value our industry brings to the public. Unfortunately, it's easy for good HVAC professionals striving to compete with inferior companies to fall away from one cornerstone that makes this industry great — craftsmanship.

Sloppiness has become the norm in many installations. A quick peek in many attics across the country reveals high-efficiency equipment attached to pathetic duct systems. Pride in an installation appears to be on the decline instead of a common occurrence. Let's look at some ways our industry can resolve to revive craftsmanship this new year.

### The Family Influence

Like many of you reading this, a family member no doubt played some part in how you view craftsmanship. My dad made a big difference in how I view this subject. He is an old-school sheet metal guy who taught me that an installation should be neat, level, and in order.

He pounded into my head that each duct system is your signature and a reflection of who you are. If I wouldn't sign my name to the install, there was more to do. It was incomplete. If I did something wrong, I had to start over and do it right the second time. The cleanliness of my service van was on the same level as a system installation. It was our responsibility to care about our appearance.

You might not realize it, but you influence those you work with. How? By what you say and what you do. Are you encouraging them to take the extra step and provide attention to detail, or do you rush them to get the system slapped in and off to the next job? Small decisions like this slowly strengthen or tear

down our industry for the coming generations. We must be the right type of influence to revive craftsmanship in the HVAC industry.

### HVAC System Installers Provide Your True Product

One of the most under-appreciated roles is that of an installer. It's easy to forget installers make the magic happen every day. They are in the trenches and ultimately determine how well a system performs.

The value of a great installer steadily declined as we began referring to equipment as the system instead of a component of the system. Installers use these components to complete the installation of a custom-built system unique to the customers' needs.

When you place the focus back on the finished custom-built system, you change the game. This takes the focus off equipment anyone can sell and puts it back on the specialized skills of the installer. Something only they can provide.

True craftsmanship extends beyond the looks of a system to include measuring pressures, airflow, and temperatures. This assures it performs and looks good. You can make the invisible aspects of your handiwork visible to your customers and show them craftsmanship makes a difference.

### Measure and Verify

To measure and verify craftsmanship, you compare system measurements against system requirements. These comparisons show how well a job was installed. You can prove an improvement in quality because of these measurements. Imagine being able to show a customer you decreased their excessive static pressure and increased fan airflow to manufacturer specifications. These hidden results of

craftsmanship remain invisible unless you uncover them.

Craftsmanship requires a commitment to accountability. Measuring to prove the system truly performs as well as it looks can uncover issues you need to address. Once corrected, you'll be proud to share the results of your measurements with customers. You won't have to worry about hiding mistakes or making excuses.

Measuring reveals the true value and worth of your installations. Remember, instead of selling only equipment, you're now selling your expertise and solutions to correct unique problems.

Our industry is changing. How will you influence it? How will you affect the craftsmanship in your company? For those of you who maintain craftsmanship in your companies, stay persistent, and continue to impress your customers.

However, if you believe the cheapest price wins, there is a better way. Have the courage and resolve to provide a better product than your competition. Let's get back to the foundational principles of a job well done, attention to detail, and doing the right thing.

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

*If you're an HVAC contractor or technician interested in diagnosing and solving comfort problems, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website [www.national-comfortinstitute.com](http://www.national-comfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*

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## Rheem® Names Amy Johnson Vice President Of Global Air Operations And Supply Chain



Amy Johnson

FORT SMITH, Dec. 2, 2020 – Rheem Manufacturing has promoted Amy Johnson to serve as the company's Vice President of Global Air Operations and Supply Chain. In this role, Amy will lead efforts to develop and execute the global manufacturing strategy for Rheem's air conditioning business division and oversee operating systems and

best practices.

Amy has more than 20 years of operations and leadership experience. She joined Rheem in 2012 as a lead quality engineer and has risen through the organization. As the Senior Director of Operations and Quality, a role she held from July 2019 until now, Amy led the Fort Smith Operations team in a complete factory and operational transformation.

"Amy has been a remarkable leader for Rheem," said Mike Branson, President Rheem Global Air.

"She transformed our 50-year-old Fort Smith facility into a state-of-the-art operation which will benefit Rheem and the community for many years to come. With her proven leadership and passion, she will now lead all of our air manufacturing and distribution operations globally."

Amy holds both a bachelor's degree in chemical engineering and an MBA from the University of Arkansas. She is a 1994 graduate of Northside High School in Fort Smith.

Active in the Fort Smith Chamber of Commerce, Amy currently holds a seat on the Board of Directors. She is a 2018 graduate of ELI (Executive Leadership Impact) Leadership Lab and a member of Hope Fellowship Church.

## High Season Not Over For Cooper&Hunter



MIAMI, Florida, – As air conditioning's "high season" comes to an end, Cooper&Hunter switches gears to promote their Hyper Heat systems with cold state targeted literature, branded promo materials, a new video advertisement on their YouTube channel, and specialized trainings for contractors and distributors. The campaign heavily targets consumers who use mini splits as a main or supplementary source of heat, even in extreme climates.

Cooper&Hunter's Sophia Hyper Heat systems, which offer dependable heating in ambient temperatures as low as -22°F, are available for Single Zone, Multi Zone, and Light Commercial applications. The energy efficient condensers pair with a variety of indoor model types, including Wall Mounts, Ceiling Cassettes, Mini Floor Consoles, Universal Floor/Ceiling Types, and Slim Ducts.

Unlike conventional Hyper-units, the Sophia Hyper line maintains efficiency in both cooling and heat-

ing modes, in moderate climates as well as extremely cold areas. This means that even those customers who do not experience temperature drops to -22°F can still benefit from energy savings in middle seasons as well as winter time.

Single Zone and Light Commercial condensers are available in 9K, 12K, 18K, 24K, 36K, and 48K Btu/h models, while Multi Zone options include 18K, 19k, 24K, 28K, 36K, and 48K Btu/h. The entire product line includes innovative features such as energy-saving inverter technology, anti-corrosive GoldFin coating, quiet operation, and more, making C&H Hyper Heat systems an excellent solution for garages and add-ons as well as full home and office installations.

Much of Cooper&Hunter's Sophia Hyper Heat line is officially listed on the NEEP (Northeast Energy Efficiency Partnerships) directory. However, customers and contractors are encouraged to check their C&H combinations for rebate eligibility in regions across the US.

As with all of Cooper&Hunter's products, the Sophia Hyper Series is backed by a reliable Limited Warranty, covering 5 years on parts and 7 years on compressors. Furthermore, Cooper&Hunter has gained a reputation for offering outstanding, in-house technical support in English, Spanish, Mandarin, Russian, and Ukrainian, to customers throughout the U.S. and Canada.

## HARDI Welcomes Four New Board of Directors Members

HARDI announced four new members of the 2021 Board of Directors. Directors: Loran Liu, Standard Supply & Distributing Company, Inc., Dallas, Texas. Brian Blaushild, Famous Enterprises, Akron, Ohio. Michael Gallagher, Design Air LLC, Kimberly, Wisconsin. For Chair: Jim Luce of Luce, Schwab and Kase Inc., Fairfield, New Jersey.

This slate was approved by HARDI's Distributor membership during a vote at the 2020 Virtual HARDI Summit. They replace Greg Toler, Andrew Barton, Steve Carboni, and Tom Boutette, whose terms have

ended. "The addition of Loran, Brian, and Michael is the latest achievement of the governance model installed by the Board in 2018," says HARDI CEO, Talbot Gee. "This year's was perhaps our most impressive set of candidates and Loran, Brian, and Michael bring unique talents and experiences specifically sought by our Nominating Committee. Their diverse skill sets will make immediate impacts on the next stage of HARDI's strategic direction and growth, and our efforts to further wholesale distribution's share of the HVACR channel."

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Oscar Villatoro from Climantia, The owners of Quamec, Tulia Rios from Flow Control Technology, Jason Ayala from HVAC Associates and Roger Coll from ICS



The 2020 ASHRAE Holiday Social was held December 9th at 7pm at the Veza Sur Brewery. A tasty variety of beer and food was consumed by only 20-30 members, due to gathering limitations. ASHRAE raised money for RP which is what the event was intended. A special thank you to all their sponsors for supporting them during these tough times!



Tulia Rios and Jason Ayala



Juan Carlos Martinez from Modine, Diva Martinez, Tulia Rios Flow Control Technology and Jaime Bernat from Saez Distributors



Nicolas DiCairano, Andy Saez and Jaime Bernat from Saez Distributors



Danny Marrero from Protec, Quamec's Owners, Diva Martinez



Viviana Augello from FIU, Estefania Augello from FIU and Victoria Garcia Massimo, President of the ASHRAE Chapter



Tulia Rios, Jaime Bernat, Jason Ayala, Juan Carlos Martinez, Will Goodspeed, Victoria Garcia Massimo and Nicolas DiCairano

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## Message from FRACCA President Rick Sims (continued from page 12)

It is impossible for an HFC to have any impact to the environment while contained within vessels and equipment and used as intended. It does nothing to force equipment manufacturers to start building coils that do not leak; it's all about regulating installing contractors and end users.

Handling refrigerants results in only a few lbs. and ounces of losses; leaking coils add up to metric tons but manufacturers will still profit from their own leaks; contractors and end users still assume all costs. It would be interesting to know if equipment manufacturers would pull support for AIM if it held them accountable for environmental damages resulting from their leaking products. We have a metric to calculate the fines (GWP) that they already agree with.

The AIM Act claims that the HFC phaseout will occur with minimal impact and assures smooth transition. It relies upon the EPA to do this but offers little direction for how the EPA makes rules or timelines. The EPA can accelerate or extend timelines as they please. The EPA blessed us with one dumpster fire after another in the CFC/HCFC phaseout. They started by requiring approved recovery machines years before they finally agreed on standards for them. The same with refrigerant handling certification for our techs; it took years to find out if your certification was acceptable. The EPA moved timelines up and down dozens of times often created runs on CFCs and HCFCs with leaked information (remember the EPA letter?) and market instability. The EPA does for refrigerants what a pandemic does for toilet paper. The

EPA gave us "dry units" in the final hours of HCFC equipment production and disrupted a phaseout that we had planned on for decades. The result of EPA mismanagement of the CFC/HCFC phaseout gives us no confidence with HFCs. Politicians will take credit for environmental actions and then turn over the actual rulemaking to the EPA. A few industry insiders and climate activists will have influence over EPA policy and speak for the rest of us. The HVAC industry is fine with that and does not really want to do it any other way; perhaps it does not know how anymore.

Yesterday, Elon Musk ranked priorities for good regulatory policy. His first answer was that the default posturing should be to get out of the way and that regulators should be officials "not players in the game". His second priority was more interesting: "after that, making sure that there are not artificial monopolies. What can happen over time is that they can get regulatory capture for large companies where they influence the regulators and legislators to favor their situation. The big companies don't need the support but will generally try to work the system to establish a monopoly of some kind; we should be wary of that". Musk was being interviewed about why he is leaving California for Texas.

FRACCA also knows that these regulations will further increase illegal activities and bolster black market services. California is always held as the regulatory example we should follow. California's own research finds that 8% to 29% of required HVACR

permits were pulled despite harsh sanctions against violating owners and contractors. Florida has seen similar results and refrigerant phaseouts have historically increased noncompliance. Barely any HVACR contractors have ever even seen an EPA official during the first 35 years of phaseouts. We know the results of unenforceable laws too well. FRACCA members abide by all rules and laws and are saving the planet in measurable ways, in broad daylight. Our experience has been that excessive regulation unfairly hurts legitimate contractors and their customers and encourages the same illegal activities that were targeted in the first place. FRACCA is confident these new regulations will come soon and is working to help our contractors and technicians safely transition to the mildly flammable refrigerants and new uncertainties.

Unlike the ozone restoration effort, we will never be able to see any result. We can log onto NASA.GOV anytime we want to monitor the ozone hole. We are even able to use our satellites to spot cheaters that persist in releasing large quantities of CFCs (we just don't do anything about it except keep paying them to stop doing it). It is quite different this time. There will be no way to prove any of this had any positive effect. We will be offered expert estimates and computer models as evidence of success but that is all there will ever be. This one takes pure faith and never provides proof that it ever made any difference. But do not worry, soon enough we will be phasing out HFOs as well and we can do this all again.

## Nortek Air Solutions Saves Charity's Holiday Season by Designing a Visiting Booth with COVID-19 Safe HVAC

Okarche, Okla. (Dec. 15, 2020) COVID-19 precaution was the Grinch that tried to steal the 2020 holiday season's annual family and Santa Claus visitation from the intellectually and physically disabled residents at the Center of Family Love (CFL).

However, custom HVAC equipment manufacturer Nortek Air Solutions (NAS), Oklahoma City, helped preserve the holiday season with an innovative visiting booth solution it custom-engineered with cutting-edge, anti-viral ventilation.

Annual holiday visitation was originally cancelled by the CFL last fall based on Oklahoma State Department of Health's (OSDH) and CDC COVID-19 safety recommendations amid intermittent coronavirus spikes within the state. Consequently, CFL principals were concerned the cancellation might affect the psyches of its 130 residents, who look forward to holiday season visits by hundreds of family members and even Santa Claus himself. "Our residents crave love, attention and physical interaction from their family members during the holiday season, so losing that visitation would be earthshattering," said Nellie Tayloe Sanders, chief philanthropy officer, CFL, a 40-year-old direct-care facility.

Kevin Flynn, NAS' group vice president of engineering and a CFL Board of Directors member, envisioned an HVAC solution after watching a TV network news story on a Florida nursing home's residents that were forced to visit family members through makeshift shower curtain barriers as a COVID-19 precaution. "I thought there must be a better and safer way, so I challenged four of our engineers and we started brainstorming a solution," recalled Flynn.

After five weeks of design, two weeks of parts fabrication, one week of testing, assembly and OSDH approval, the temporary visiting booth was assembled in CFL's auditorium and donated on November 25, just in time for Thanksgiving visitors.

The booth features three recommendations by the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) for COVID-19 mitigation; 100-percent outdoor

air, enhanced particulate filtration and ultraviolet germicidal irradiation (UVGI) equipment. The latter was donated by NAS' manufacturer representative, Tom Barrow Co., Atlanta, Ga. and UV manufacturer, Lumalier, Memphis, Tenn.

The booth is solidly constructed of wood and 1/4-inch-thick, transparent polycarbonate plastic. Structurally, the booth is penta post-framed and tightly sealed with the same steel Integrated Thermal Break Frame (ITF) support used for NAS custom air handlers, which recently received a Notice of Acceptance as the HVAC industry's strongest screwed frame (135-PSF/230-mph) cabinet by Miami-Dade County hurricane building codes.

The 100-percent outdoor air is supplied by a two-fan array of NAS' FANWALL Technology mobilized with wheels for easy positioning near an exterior doorway. An 8-inch-diameter, 25-foot-long flexible duct connects the fans to the booth's CLEANSUITE ceiling plenum, which is typically used for air purification in mission critical hospital operating rooms and clean rooms. The booth is positive pressured with 400-CFM of air distributed through the plenum's 12-inch-thick high efficiency particulate arrestance (HEPA) filters and then expelled through a manual adjustable damper.

The booth uses a duct-mounted UVC light kit to disinfect the supply air of any viruses, bacteria, mold and other biological contaminants. The booth's exterior wall-mounted upper air UV kit disinfects the area where visitors congregate. UVC was proven in several third-party studies last October to kill SARS CoV-2 at 99.9-percent within two seconds.

The booth also incorporates dimmable interior LED light fixtures, a two-way, volume-adjustable microphone/speaker audio system to accommodate sound or light-sensitive residents. The natural acoustics inside the booth lend a quiet 20dB sound level.

The booth is part of an ongoing partnership that includes "Nortek Gives" employee community service days; and most recently a redesign, re-tooling, renovation and expansion of CFL's 20,000-square-foot Filters For Life manufacturing facility where

residents fabricate custom media filters for Oklahoma state building HVAC systems. "The CFL partnership has also changed our lives at NAS," said Buddy Doll, NAS' president. Giving back to such a worthy cause, has left a lifetime impression on our employees."

"Enabling family visitation is one of the most beautiful Christmas gifts Nortek can give our residents during the holiday season and beyond," added Sanders. "Plus, our residents are true believers, so providing a safe environment that now allows them to tell Santa Claus what they want for Christmas is a big event for them."



**Rick Dunkin, facility manager for Center for Family Love (CFL) Okarche, Okla., assists CFL resident, Caleb, as he gives Santa his Christmas gift list from a COVID-19 prevention visiting booth that Nortek Air Solutions, designed, built and donated.**

## National HVACR Educators and Trainers Virtual Conference



The 2021 National HVACR Educators and Trainers Conference is going to be held online. The virtual format for our 2021 event provides our presenters with the extraordinary opportunity to bring training right to you, in the comfort of your home or office.

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

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- View sessions over and over again for 120 days.
- Same great industry renowned presenters you've come to know from our live event!

Some of the classes you can expect to attend simply could not have been conducted during a face-to-face conference in a hotel or other similar venue.

We look forward to the HVACR industry uniting around education March 15-30, 2021, for the National HVACR Educators and Trainers Virtual Conference.

To view a complete list of sessions, presenters, participating organizations, and other details, visit [escogroup.org](http://escogroup.org).



## Johnson Controls Releases 2020 Energy Efficiency Indicator Survey Results

CORK, IRELAND — December 2, 2020 — Johnson Controls (NYSE: JCI), the global leader for smart and sustainable buildings, released the findings of its annual Energy Efficiency Indicator survey, which found that more than half of organizations plan to increase investment in energy efficiency, renewable energy and smart building technology next year, comparable with investment trends after the 2010 recession.

Of the factors determining investment, the majority (85 percent) said that reducing energy costs was a very or extremely important driver of investment and more than three-quarters (76 percent) believe that protecting the health and safety of occupants during emergencies was a very or an extremely important driver of investment.

“The Covid-19 pandemic has highlighted the need to improve the health and safety of buildings, particularly by increasing their ability to operate under different conditions, both planned and unforeseen,” said Clay Nesler, vice president of global energy and sustainability at Johnson Controls. “Though the pandemic has altered how people are investing in their buildings, occupant health and energy efficiency continue to be top of mind and we anticipate these investments will be a priority in 2021 as more people return to shared spaces.”

Despite reduced occupancy, the study found that facility energy use dropped surprisingly little during the pandemic, with less than 10 percent of facilities reducing energy use more than 20 percent.

As the world learns more about the spread of Covid-19 through aerosol transmission, indoor air quality has become one of the most pressing issues for facility managers to address. The survey found that 79 percent have already or are planning to increase air filtration, three-quarters have already or are planning to install an air treatment system and 72 percent have already or are planning to increase outdoor air ventilation rates.

The majority of respondents, 81 percent, said that increasing the flexibility of facilities to quickly respond to a variety of emergency conditions was very or extremely important driver of investment.

Further, in an increasingly digital world, the integration of systems has become more important than ever. Three-quarters (75 percent) of respondents' organizations have invested in the integration of security systems with other building technology systems, a 36 percent increase from the 2019 study. And one-third of respondents (33 percent) plan to invest in the integration of building technology systems with distributed energy resources in the next year, a 15 percent increase over 2020.

“Digital offerings that integrate a number of systems are more of a priority than ever for organizations evaluating their investment plans for 2021,” said Michael Ellis, executive vice president and chief customer and chief digital officer at Johnson Controls. “We took note of this trend, which is why we invested in our comprehensive OpenBlue offerings and continue to expand those with partners to meet their increasingly interconnected needs around energy efficiency, sustainability, digitization and occupant health.”

The integration of new technology continues to be a theme, with 79 percent of respondents noting that data analytics and machine learning will have an extremely or very significant impact on buildings, up five percent from last year's study.

The study found growing interest in net zero energy buildings and resiliency, with 70 percent of organizations very or extremely likely to have one or more facilities that are nearly zero, net zero or positive energy or carbon status in the next 10 years – an increase of seven percent from 2019.

Further, two-thirds of organizations are very or extremely likely to have one or more facilities able to operate off the grid in the next 10 years – an increase of three percent from 2019. Additionally, 63 percent of organizations invested in onsite renewable energy in 2020, a 22 percent increase from the organizations that said they were planning to in the 2019 study.

The 2020 survey found that funding for facility improvements increasingly came from internal capital budgets (71 percent), energy services agreements (24 percent) and economic stimulus and recovery funds (20 percent).

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# Tropic Supply's Food Drive Winners! Thanks Everyone for your Great Support!



Here is Michelle with SWFL A/C Services of Port Charlotte with their \$200 Visa gift card supplied by Samsung!

THANK YOU to all those who participated in the Tropic Supply November Food Drive this year. Your kindness and generosity means the world to us! Together, you helped us collect over 1,550 donated items for local food organizations!

Thanks to our amazing suppliers for all the great prizes that were awarded! We selected one winning contractor from each location at the end of the Food Drive. Here are some of raffle winners. Each winner also received a Cooper&Hunter Swag Pack! It's great to see how really creative the Tropic Supply Resource Centers can get when they work together on such a great cause!



Torrey of Tropic Sarasota presents JC and Jesse of The Cooling Company with a Mavic Drone bundle courtesy of Precision Aluminum



Troy of Goddards AC in Naples won a Fresh-Aire UV APCO X Air Treatment System



David with Target Air Conditioning of Cape Coral won a Milwaukee Power Tool Combo Pack



Dave Sears with American Pride in North Miami was presented with a \$200 Tropic Supply gift card from Robertshaw and SWAG PACK from Cooper&Hunter



Congratulations to Todd Williams with All Temp Services of Sunrise! Todd wins \$200 in Bass Pro Shops gift cards from Target Sales!



Steve with Teagues A/C of Cape Coral was our first Food Drive raffle winner! Steve won a Harris Products Group Port-A-Torch kit valued at \$200!



Pablo with Reclisa Air Conditioning in Miami with his Food Drive raffle prize! Pablo scored a VP6D from CPS Products

**We ❤️ you Frank!**  
**Thanks for all the great years!**  
**All the best as you enjoy retirement!**



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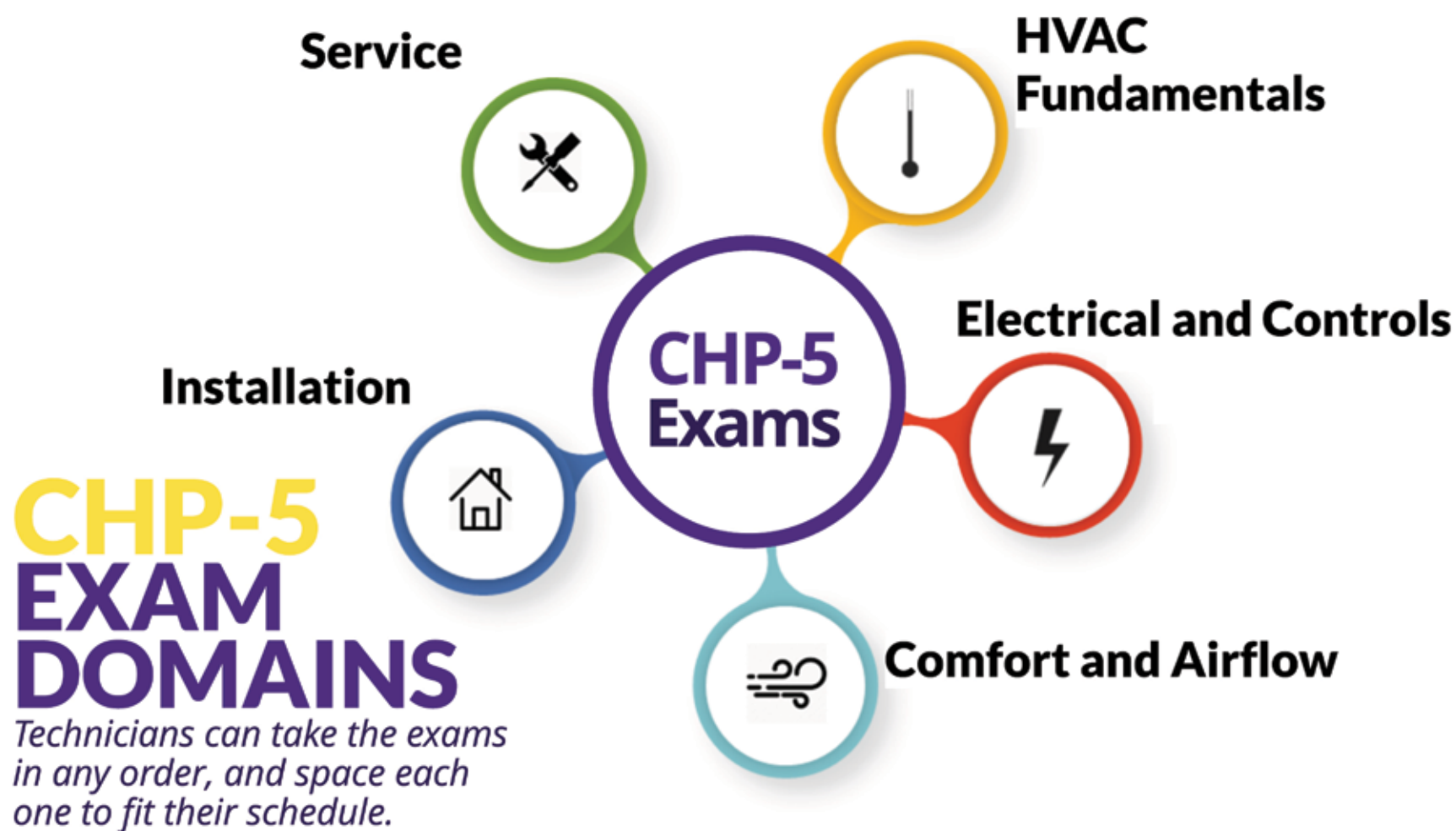
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## Congratulation Schelle Wood President of Dolphin Sheet Metal



Schelle Wood

We are honored to announce PBACCA Member Schelle Wood has been Appointed 2021 Chair Person of the Florida Construction Industry Licensing Board.

In 2016 Schelle was appointed by past Florida Governor Rick Scott to the CILB Board.

She has been the Chair of the Recovery Fund Committee, and Probation Committee for the State of Florida. Schelle previously had served on the

Palm Beach County Office of Small Business Assistance Advisory Board. Appointed by Palm Beach County Board of County Commissioners from Oct 2012 - Jan 2016 when she accepted the appointment to CILB Board.

She is also past co-chair of National Association of Women in Construction OSHA Alliance from Oct 2014 – 2019.

Thank you Schelle for all the time, dedication, and continued support you give to the Palm Beach Air Conditioning Contractors Association, and all Air Conditioning Contractors of the State of Florida. A well-deserved appointment!

## RectorSeal® and TRUaire® Combine Forces

Houston, TX, December 15, 2020 – RectorSeal®, a leading manufacturer of quality HVAC/R tools and accessories, announces its acquisition of TRUaire® to provide residential and commercial grilles, registers, and diffusers to its expanding product line designed for professional contractors.

Following an integration period, the combined organization will operate with a unified market approach giving distributors access to RectorSeal and TRUaire products. As leading brands, the transaction provides a compelling value proposition to HVAC/R and plumbing contractors.

The combined organization will focus on five key goals necessary for maintaining and growing its customer base. The goals include robust product availability, timely and accurate shipments, ease of doing business, enhanced product quality, and industry-leading training programs supported with differentiated technology.

“Both RectorSeal and TRUaire products have distinct advantages that will continue to serve our customers,” said Don Sullivan, President of RectorSeal. “This combination will only enhance the performance of both organizations. I would like to personally thank Yongki Yi and Tony Yi of TRUaire for trusting us to be

the long-term stewards of their legacy.”

Current customers will continue to enjoy the same service level and support they enjoy today.

One change resulting from the acquisition will be the implementation of new technology platforms across both organizations. An ERP system, an eCommerce system, and many additional technology tools will become available to support TRUaire customer interactions. The systems will support business automation to help manage costs, increase sales visibility, and upgrade orders, billing, and additional customer touchpoints. “The opportunity to continue to provide the legendary quality of TRUaire products combined with upgraded technology tools is an instant win for our customers and our company,” stated Ken Grubbs, VP of Sales, TRUaire.

With a legacy of maintaining and promoting the brand names known to contractors in a given market segment, the TRUaire brand becomes the largest brand within the RectorSeal family of brands. Further efforts will be made to expand and grow the TRUaire brand. As part of the acquisition, legacy RectorSeal distribution centers will be used to deploy products across many TRUaire distribution centers, while maintaining their outstanding service levels.

## Refricenter In Port St. Lucie Is Relocating

The relocation and construction of the new Refricenter location in Port St. Lucie is now underway, and they are expecting to be open for business by April or May. Their new location is at 460 NW Enterprise Drive and is very close to their present location.

“This new relocation is right on time, so we can service our customers better,” said Yonathan Gonzalez, branch manager at Refricenter Port St. Lucie. “We have experienced a bigger product demand and a larger customer base. We are also increasing our inventory in commercial equipment.”

The new warehouse, offices and showroom will be 2.5 times larger than the current location they currently occupy.

Refricenter is a single-source, full-line distributor, carrying everything the HVAC/R technician requires, from equipment to parts, tools and supplies. They have more than \$15 million in inventory, stocking the spare parts needed to help keep your operation going forward. Refricenter maintains 10 convenient locations, serving south Florida, the Keys, and throughout St. Lucie County.

The phone number for Refricenter in Port St. Lucie is 772-879-7800. Call Yonathan Gonzalez or any member of his team to help you select the right products you need. Keep on watching for further opening announcements on the new Port St. Lucie relocation.



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## Do You Replace the Contactor and Capacitor With a New Compressor?

By Bryan Orr



Bryan Orr

Replacing a compressor is expensive, time-consuming, and physically taxing. If we are replacing a compressor I want us to be doggone sure we aren't going to be dealing with the same thing again and this often includes a shiny

new contactor and capacitor (on single-phase units).

We received a comment recently that called out the fact that we replaced a capacitor with a compressor even though it tested in range.

The commenter felt this was a slimy attempt to tack on more expense rather than a goodwill attempt to prevent future issues.

It is a fair question to ask, “What is appropriate to do when replacing a compressor?” Why Replace the Capacitor?

For me, installing a new, properly sized capacitor with a new single phase motor or compressor is always cheap insurance. When I do this will always use higher quality, American-made capacitors just to give the customer the best chance at going quite sometime before another issue. In our market, run capacitors are among the most common failures we see due to the long run times, high temperatures, and high voltage transient events like surges. We have much better luck

with higher quality capacitors so we use them as a standard operating procedure.

This also goes for hard start kits, I will always remove any old aftermarket hard starts and go back with a factory start capacitor and potential relay where it is called for by the application. Whenever I say something like this I get a lot of folks who love aftermarket hard starts who question it.

If you are working on other motor types such as self-contained refrigeration with a current relay I would say the same, go ahead and replace it rather than run the risk of another issue.

Why Replace the Contactor?

If a contactor is bright, shiny and brand new I'm probably not going to replace it. If it shows signs of wear it is a good practice to replace it with the compressor ESPECIALLY in three-phase units where single phasing can occur if one contact fails to connect.

I recommend taking care of any contamination or burnout by using appropriate filter driers in both the liquid and suction lines and monitoring and/or replacing them depending on the application according to the recommendations by Emerson and Sporlan.

If the system contains an accumulator is advised to empty the old accumulator and measure the amount of oil it contains and its condition. I find it is often just easier to simply replace the accumulator rather than reinstalling especially if it has any signs of corrosion.

Take a close look at your pipework to make sure it

is run properly without unnecessary oil traps, inverted traps at the coil where needed to prevent flooded starts, and good suction line insulation.

We also suggest using a virgin charge, cleaning the system condenser, evaporator, and condensate system, and making sure the proper airflow is present. It is also a good idea to make sure that all manufacturer-recommended accessories are installed especially if long lines are present. This could include things like a factory hard start, crankcase heater, pressure switches, or a liquid line solenoid.

Purge nitrogen, flow nitrogen while brazing, pull a proper vacuum, weigh in the charge and check everything... including suction temperature at the compressor and compressor discharge temperature to make sure it isn't overheating.

All of this is in the service of the new compressor having a nice long life and the customer getting what they paid for... not as a way to drive up the invoice.

— Bryan



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## AHR Expo Innovation Award recognizes D-TEK® 3 Refrigerant Leak Detector



East Syracuse, NY, USA — December 9, 2020: INFICON, a major global supplier of leak-detection equipment, has been awarded the 2021 AHR Expo Innovation Award in the Tools & Instruments category for its D-TEK 3 Refrigerant Leak Detector. The award recognizes D-TEK 3's cutting-edge technology and improved tool design that provides service technicians fast, accurate leak detection that minimizes the cost and environmental impact of escaping refrigerants. D-TEK 3 can quickly and reliably locate CFCs, HCFCs, HFCs and HFO blends (including A2Ls). In addition, with the optional CO2 sensor, this hand-held unit can also detect CO2 leaks making it a cost-effective alternative for service technicians that traditionally must carry two separate instruments to cover this range of gasses.

Built on the unparalleled performance of the company's proven line of D-TEK leak detectors, D-TEK 3 also features a quick charge lithium ion battery with a 10-hour battery life and an ergonomic design for maximum comfort.

The AHR Expo Innovation Awards is an annual competition that honors the most inventive and original products, systems and technologies. A panel of third-party ASHRAE member judges evaluate all award entries and select a winner in ten categories based on design, creativity, application, value and market impact.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 831,668 units in October 2020, up 61 percent from 516,476 units shipped in October 2019. U.S. shipments of air conditioners increased 57.8 percent, to 497,986 units, up from 315,498 units shipped in October 2019. U.S. shipments of air-source heat pumps increased 66 percent, to 333,682 units, up from 200,978 units shipped in October 2019.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 8.9 percent, to 8,170,621 units, up from 7,500,825 units shipped during the same period in 2019. Year-to-date shipments of central air conditioners increased 9.5 percent, to 5,242,370 units, up from 4,788,093 units shipped during the same period in 2019. The year-to-date total for heat pump shipments increased 7.9 percent, to 2,928,251, up from 2,712,732 units shipped during the same period in 2019.

## ACCA Postpones 2021 Annual Conference and Expo

ACCA announces its postponement of its 2021 Annual Conference and Expo. After careful consultation with the ACCA Events Committee regarding the health and safety of everyone in the HVACR industry, ACCA has made the difficult decision to postpone its 2021 Conference and Expo, scheduled for February 21-24 in New Orleans.

"Following increased and overwhelming concerns about the COVID-19 virus, the ACCA Events Committee felt this was the best way to proceed during such an unprecedented global situation," said Barton James, ACCA president and CEO. "While there is disappointment regarding the postponement of this event for our members, event attendees, partners, and exhibitors, we know this is the right decision based on the information we have today." For more information, please contact Deb Weiner, ACCA, at deb.weiner@acca.org or (703) 824-8862.






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## Carrier Plans to Reduce Customers' Carbon Footprint by More than One Gigaton

PALM BEACH GARDENS, Fla., Nov. 30, 2020 — Carrier Global Corporation (NYSE: CARR) today announced the company's first set of Environmental, Social & Governance (ESG) goals since becoming an independent company in April. Building on the company's vision to create solutions that matter for people and our planet, Carrier is targeting carbon neutrality across its operations by 2030. The company is also aiming to reduce its customers' carbon footprint by more than one gigaton, supported by a planned investment of more than \$2 billion over the next 10 years toward the development of healthier, safer and more sustainable building and cold chain solutions.

"At Carrier, we are applying our industry-leading innovation to fight climate change through new energy-efficient product offerings and through lower emissions in our operations," said Dave Gitlin, President & CEO, Carrier. "Our 2030 goals will drive our company to be a positive catalyst for societal change in our areas of expertise, including healthy buildings and the cold chain, as well as in the communities in which we operate around the world."

The 2030 ESG Goals include a transformation of the company's operations to be carbon-neutral while maintaining world-class safety metrics, and the incorporation of leading sustainable design principles from manufacturing through end-of-life.

Additional goals include the following:

- Achieve carbon and water neutral operations and deliver zero-waste to landfill from our manufacturing locations
- Establish a responsible supply chain program and assess key factory suppliers against program criteria
- Achieve gender parity in senior leadership roles and a diverse workforce that represents the communities in which Carrier's employees live and work
- Positively impact our communities through enabling access to safe and healthy indoor environments, alleviating hunger and food waste, and volunteering our time and talent
- Invest in STEM education programs that promote diversity and inclusion, and promote sustainability through education, partnerships and climate resiliency programs
- Maintain world-class safety metrics

The full list of Carrier's 2030 ESG Goals is available at corporate.carrier.com. Carrier's new ESG strategy and goals build on the company's performance outlined in the 2020 ESG Report, released in July. The report details Carrier's ESG achievements in 2019 against 2020 goals and serves as a baseline for many of the 2030 ESG Goals.

## Christmas Week at RGF was Full of Holiday Cheer!

The week kicked off with a champagne toast and chocolates. Donuts and pastries were served in the mornings, lunches were catered, and treats were enjoyed in the afternoons. Santa stopped by to hand out candy canes to all of RGF's hardworking staff (he even made an appearance on a video conference call.)



Thank you to the wonderful local restaurants who catered lunch; Draft House, Sirgae's, Asian Street, and Entre Nous Bistro. Every employee was gifted with a portable Violed air purifier and sent home early on Christmas Eve with a full day's pay. Merry Christmas and Happy New Year from all of us at RGF Environmental.



# Combating COVID-19 with Healthy Ventilation Rates

By Glenn Esser, Application Engineer, Air Measurement, Ruskin



As the novel COVID-19 virus continues to spread throughout the United States, ensuring healthy indoor air quality (IAQ) is an important part of helping lower the rate of infections. Studies have demonstrated that higher ventilation rates have a direct impact on reducing the spread of microbials in workplaces and other occupied spaces. The benefit of higher levels of outside air (OA) intake is that more OA will help slow the rate of microbial growth (including viruses such as COVID-19) by diluting the concentration of any contaminants that might be present in the air...such as smoke or any VOC (odor).

As the winter months approach, more people will be forced indoors. It will be important to ensure that outside air intake, along with ventilation rates for each space, are set to nothing less than the required minimum ventilation rates. ASHRAE Standard 62.1, Ventilation for Acceptable Indoor Air Quality, specifies minimum outside air intake rates. More ventilation air changes per hour in a space, along with increased outside air intake when combined with other measures, most important of which is wearing a mask at all times, washing hands frequently and maintaining social distance of six feet or greater will help to minimize adverse health effects. Reducing the amount of virus-containing particles in a space is best accomplished by wearing a mask. Ventilation and the introduction of outside air helps dilute and displace any air pollution in the space.

Review your building's air movement from supply to return and turn off ceiling fans that simply move the air around. The air handler's operating sequence should be reviewed in the interest of safeguarding occupant health and safety. Demand control ventilation (DCV), which reduces outside ventilation air based on CO2 parts per million (PPM) measurements should be overridden for conference rooms or set to "occupied" to bring in more ventilation air at all times, not just when levels reach some maximum setpoint level. Lower target CO2 PPM operating setpoints will bring in more air. For example, if the building's sequence has a max or target CO2 setpoint of 1000 PPM, this is roughly 15 CFM per person. By lowering the target CO2 setpoint to 800 PPM, reducing the CO2 PPM target will introduce about 30 CFM per person. When set to 100% OA the setpoint will be 400 PPM. More outside air can be more expensive to heat or cool depending on the temperature differential between indoors and outside. More outside air can increase utility costs. The trade-off between increased outside air ventilation (and subsequent higher utility costs) and occupant's health must be taken into consideration. Will increasing the level of outside air ensure occupants will not get sick? No, it will not. Is introducing more than the required minimum outside air better? Yes...however, bring in NO MORE than the maximum OA possible; remaining within the ability of the heating and cooling system to maintain comfortable temperatures and healthy indoor humidity levels between 40% to 60%.

Check outside air intakes, air measurement stations and outside air dampers to confirm all are working correctly. Consider upgrading air filters from MERV 8 to MERV 13 or MERV 14 increasing the filtering of recirculated air. Moisture eliminators on outside air intakes should be clean and free of obstructions. It may be helpful to bring in a Test and Balance contractor to confirm outside airflow is at the very least meeting minimum airflows as required by building codes.

## ASHRAE and NASEO Sign Memorandum of Understanding

ATLANTA (December 3, 2020) – ASHRAE and the National Association of State Energy Officials (NASEO) have signed a new Memorandum of Understanding (MOU) formalizing the organizations' relationship.

The MOU was signed by Charles E. Gulledge III, P.E., 2020-21 ASHRAE President and David Terry, NASEO Executive Director during a virtual signing ceremony on November 20. The agreement outlines how ASHRAE and NASEO will work cooperatively to promote the advancements of a more sustainable built environment through HVAC&R technologies and their applications.

Areas of collaboration include: government advocacy; joint conferences and meetings; consistent leadership communication; publication development and distribution; education and professional development; technical activities coordination; and research.

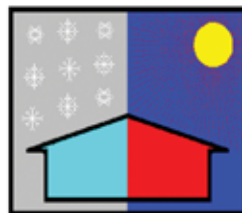
"NASEO's well-established relationships with state energy offices will serve as a bridge to bring ASHRAE's unparalleled technical expertise in HVAC&R systems to improve the resiliency, sustainability and health of our built environment," said Gulledge. "Agreements like this serve the interests of both organizations and leverage our collective resources to support sustainable building practices where the benefits are felt on a large scale."

"NASEO is thrilled to continue our constructive partnership with ASHRAE," added Terry. "ASHRAE's deep expertise in indoor air quality, high-performing and grid-interactive buildings, and workforce development resonate with many State Energy Offices, especially as they navigate cross-cutting challenges to public health, the environment, and our economy."

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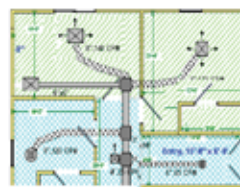
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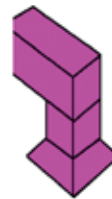
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## P3 HVAC Software Introduces "P3 Sales Launcher" & Focuses on Increased IAQ Demand

Houston, TX, December 15, 2020 — P3 HVAC Software announced today the release of P3 Sales Launcher, a stand-alone proposal tool providing HVAC Contractors with an easy to build, visually appealing, good-better-best display of options for new equipment, repairs and other services.

At a time when COVID19 has turned many businesses upside down, HVAC owners are identifying unexpected opportunities and P3 is responding to the call. P3 Sales Launcher is the central focus of P3 HVAC Software's Version 11.0 software release, which also includes more than fifty other upgrades and enhancements.

The P3 Sales Launcher module allows small to medium-sized HVAC contractors to take advantage of the sales functionality without having to change their operational software and procedures.

"Even though the P3 Sales Launcher is available within our

field service management platform, we are excited to offer this leading HVAC tool as a stand-alone module," said Brian Starzec, President of P3 HVAC Software. "P3 Sales Launcher allows contractors to continue to use the field service management software they are currently using while leveraging our nearly two decades of HVAC industry knowledge and expertise."

P3 HVAC Software will also focus on the heightened awareness and increased demand for indoor air quality (IAQ) needs throughout the country. Homeowners, hospitals, schools, and business-

es need IAQ solutions now more than ever, which creates an exciting opportunity for growth.

According to a recent ACHR News, new work scheduled for the contracting segment (which includes HVAC and IAQ) reached a record high of 15% year-over-year growth in June. From June to September, new work scheduled has been growing faster year-over-year compared to the start of the year and is expected to continue at a faster pace than ever before.

There are so many IAQ options available now, P3 Sales Launcher provides a simple and easy to use platform to help HVAC technicians educate their customers and help them compare various options, ultimately leading to more sales for the company.

For nearly two decades P3 HVAC Software has been listening to the needs and challenges of HVAC owners and is pleased to see how

P3 Sales Launcher will help them transform their businesses and give them a competitive advantage during a challenging time.

While P3 HVAC Software focuses on HVAC companies with two to twelve technicians, P3 Sales Launcher is designed for any sized company and comes pre-loaded with the most popular brands in the industry.

P3 also provides simple touch-free solutions, as well as efficiency and profitability features which enable P3 users to operate their business with confidence through these uncertain times.



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