

# TODAY'S A/C

## & REFRIGERATION NEWS

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HVAC Excellence - National HVACR Educators and Trainers Conference (see page B11)



Tropic Supply Hosts Tod Talk - 2021 Ruud Pro Partner Program Review (see page 8)



NFACCA Sporting Clays Tournament at Jacksonville Clay Target Sports (see page B3)



2nd Annual HVACR Training Symposium at Kalos Facility in Clermont Florida (see page B8)



Army Veteran Sees Home Transformed by Goodman & Military Makeover (see page 12)

## DiversiTech® Acquires Packard, Inc.



Jeff Schlichenmeyer  
Publisher

March 5, 2021 (Duluth, Ga.) – DiversiTech Corp., a leading supplier and manufacturer of highly-engineered components, accessories and tools for heating, ventilating, air conditioning and refrigeration (HVAC/R) professionals, announced today that it has acquired Packard, the leading supplier of electrical aftermarket and OEM components in the HVAC/R industry.

“Today marks the beginning of an exciting new chapter for Packard, Inc., one where the joining of two great organizations will accelerate our growth and service within the HVAC/R Industry,” said Packard President Susan Kirkland. “We are excited to embark on this journey with DiversiTech.”

DiversiTech CEO Andy Bergdoll, commented, “DiversiTech is committed to being a supply chain solutions provider for parts & supplies. This means having the broadest product portfolio in the HVAC/R industry to enable wholesalers to consolidate suppliers, streamline ordering & logistics and improve profitability. Last year we commissioned our newest Manufacturing plant in Leesburg, FL to support our pad growth. We are excited to start 2021 with the

addition of Packard to support our growth in electrical aftermarket components. Bringing together the great teams at Packard and DiversiTech will ultimately enable us to deliver more value to our wholesale partners”.

Packard and DiversiTech have each serviced the HVAC/R industry for over 50 years. For more information about DiversiTech, go to [diversitech.com](http://diversitech.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. The Company is focused on growth through internal product development, external partnerships, and acquisition. Manufacturing a suite of products, which includes a wide range of mechanical, electrical, chemical, and structural parts for HVAC/R systems, DiversiTech brings unparalleled scaling capabilities and supplier expertise. The Company holds numerous patents and operates an advanced R & D materials division dedicated to bringing more value to its customers. The Company maintains over 1 million square feet of manufacturing and distribution space in key U.S., Canadian and European locations.

## Injured Veteran and Cancer Survivor Gifted YORK® HVAC System Installed by Amen Air

MILWAUKEE, WI – (March 1, 2021) – Recently, Amen Air, Inc. and YORK Factory Direct partnered with Building Homes for Heroes during a Welcome Home ceremony in Lutz, FL. for Army Staff Sergeant Mylee Cardenas. Cardenas joined the military following the September 11th terrorist attacks, citing her devastation over what occurred as her inspiration to serve. While deployed in Afghanistan, Cardenas found a lump on her breast, but did not seek medical attention as she did not want to abandon her all-female unit and their mission. Upon her arrival home, she was diagnosed with stage three breast cancer.

Now, cancer-free, Cardenas is tackling a variety of other missions. She previously worked as a contributing photojournalist for major media outlets. In her role, she returned to war zones to help shed light on the conflicts that affected the areas. Cardenas is a single mother to her 16-year-old daughter, Brianna, and she hopes to adopt more children she met through her former job as a caseworker. Cardenas also is a master’s degree student, public speaker, veteran’s activist, health and fitness coach, model and actor.

To support Cardenas, Johnson Controls and YORK Factory Direct donated a YORK® heating and cooling system with a Wi-Fi® enabled YORK touch-screen thermostat. Amen Air, Inc. donated the HVAC installation services for the veteran’s new home.

“I am not sure my words could appropriately express my gratitude to YORK and Amen Air, Inc. for our new heating and cooling system. I wake up every day with peace of mind,” said Army staff sergeant Cardenas. “I am very grateful for their continued support of the veteran community and Building Homes for Heroes.”



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’re grateful to have gotten the opportunity to give back to this well-deserving local veteran and her growing family alongside YORK and Building Homes for Heroes,” said George Maniates, owner and president, Amen Air, Inc. “Mylee Cardenas is a true hero, and we are honored to offer our services for her new home.”

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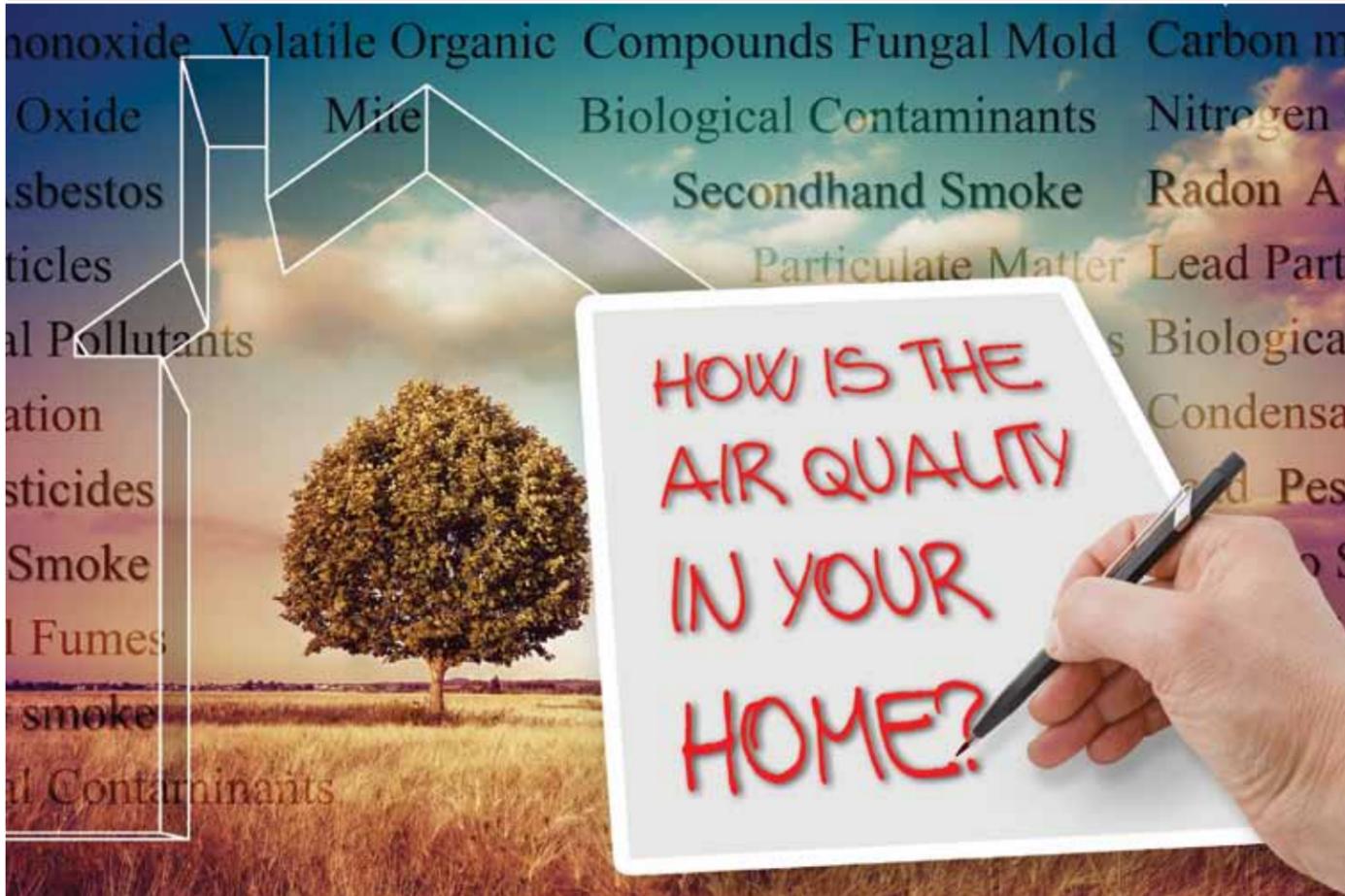
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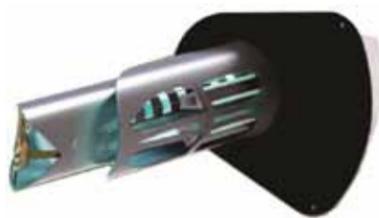
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# 25 Ways to Increase Profitability

**Ruth King's Contractors Cents**



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

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

This series starts with this question: Why do you want to be more profitable? You MUST have an answer to this question. Otherwise, you won't do the work.

For those of you who are still struggling to make a profit, your first answer will probably be to generate sustainable profits so the company can survive.

However, once profits have gone beyond survival stage, NOW why do you want to continue being profitable? Your answer might be, "Because I want to grow my business."

My next question is "Why do you want to grow?" At this point...you're probably thinking I'm questioning like a lawyer cross examining a witness. However, you really do need to know why you want to be profitable...and have sustained profits, i.e. profitability.

Some of you might say, "To sell my business" or "Pass it along to the next generation." Ok, you've sold your business. NOW what are you going to do?

I've watched owners sell their business for a good price and then get totally bored. They don't know what to do with themselves now that they don't have an office to go to every day. Will this be you too?

This question is similar to the question I ask all managers who take my classes: What makes your team members tick? What motivates them? Money or time off is not the motivator. Money to do what? Time off to do what?

This week when I asked the installation managers in class what they would do with a day off. 90% of the managers in the room couldn't answer the question. Only one knew exactly what he would do and does – one weekend a month beginning on Fridays, the phone is shut off and he and his wife ride their motorcycles somewhere for a long weekend.

So, now I ask the question again to those of you

who have profitability and are past the survival stage: Profitability to do what? Once you know the answer to this question, you will do the 25 actions that I'll write about over the next few weeks. And, by the way, what makes me tick?

Imagine if every business were profitable. Imagine what could be achieved on a business and personal level. The world economics would be totally different...and much improved.

This goal is way bigger than I am. However, I'm going to get it started and put the tools/processes in place to someday make this a reality, worldwide. On a personal level, running, travel, and photography... and jigsaw puzzles that are insanely difficult.

The basics first:

#1 – Get a timely, accurate financial statement each month – including aged receivables and aged payables.

An accurate profit and loss statement and balance sheet by the 15th of each month – and preferably by the 10th of the month. In the old days we had to wait until our bank statements came through snail mail so the 15th of the month was the norm. Now you can see your bank statements every day on line. No more excuses!

Along with the financial statements should be an aged accounts receivable and accounts payable report. If the aged receivables don't match the receivables amount on your balance sheet or the aged payables don't match the accounts payable amount on your balance sheet something is VERY wrong!

This is your starting point. First, invest 97 seconds to spot the 10 most critical mistakes (click here for the free report). Then invest another 28 minutes or less analyzing them so that you spot minor issues before they become major crises.

#2 – Get a weekly cash flow report.

A weekly cash flow report does not improve profitability by itself. However, it does help you keep an eye on your cash flow – critical for survival. Every week you should see beginning cash for the week, cash that came in the door through collections, sales of assets, loans, interest, etc. That is your total available cash for the week.

Then what were the cash disbursements for the week? Usually payroll, accounts payable, and loan payments with an occasional asset purchase. This gives you your ending cash for the week. Then estimate the cash for the following week – inflows and outgoes.

Your bookkeeper should put this statement on your desk every Friday afternoon with a list of ages payables and aged receivables. Focus on getting paid as well as paying your bills. Email me ([ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv)) for a sample weekly cash flow report.

#3 – Look at your bank accounts every day.

It doesn't matter where you are. You can log into your bank statements every day. It takes less than 5 minutes to do this. Look at the checks, automatic withdrawals, and deposits. Make sure they make sense.

One of my clients' bookkeeper did this (the owner did not) and noticed two little, less than \$1.00 deposits. He thought the owner was setting up a new account and didn't question him. The next day the bank called asking whether the owner had authorized a \$50,000 withdrawal! Obviously the answer was no. The account was shut down. Those two little deposits were making sure the account was valid.

Minimum bank accounts? Operations separate from payroll and a savings account to put your maintenance deposits and 1% of revenues in weekly.

Next month – more ways to increase profitability.

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## ASHRAE and U.S. Department of Homeland Security Sign Memorandum of Understanding

The MOU was signed by Charles E. Gulledge III, P.E., 2020-21 ASHRAE President and Robert P. Burns, Executive Director of the Office of Innovation and Collaboration for DHS S&T via electronic signature in January and a kick-off event took place on February 26 to further specify the path forward. The agreement defines parameters by which ASHRAE and DHS S&T will discuss and share information about emerging research results and technologies in HVAC systems in order to support building occupant health and safety across the Homeland Security Enterprise.

ASHRAE and DHS S&T intend to explore how best to mitigate the movement of airborne pathogens through building systems, including through:

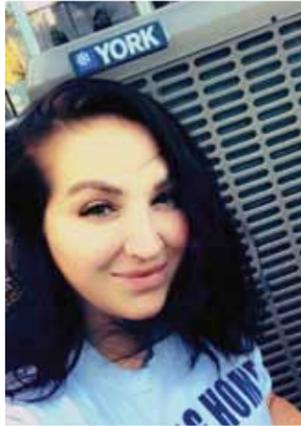
- Ventilation for reducing the risk of exposure;
- Effective filtration efficiencies to capture respirable particles;
- The efficacy, safety and implementation of different air disinfection technologies and operating strategies within the DHS enterprise or in public facilities;
- The effect of air distribution, directionality and objects within spaces on exposure risk; and
- Reduced occupancy, and space allocation and room set-up as risk mitigation strategies.

"ASHRAE's indoor air quality and building systems expertise are crucial in addressing the challenges of limiting the spread of infectious diseases," said 2020-21 ASHRAE President Charles E. Gulledge III, P.E. "We are delighted to partner with DHS S&T as we collaborate on key research to support the health and well-being of building occupants."

Other areas of collaboration include sharing of data to inform models and solutions relating to SARS-CoV-2 and other biological and chemical threats to public health. This will include data related to HVAC systems, types of filters, personnel safeguarding, temperature and humidity control, outdoor air flow rates and sustainable building practices.

## Injured Veteran and Cancer Survivor Gifted YORK® HVAC System Installed by Amen Air

(continued from cover story)



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@building-](mailto:info@buildinghomesforheroes.org)

[homesforheroes.org](http://homesforheroes.org). To learn more about Building Homes for Heroes [www.buildinghomesforheroes.org](http://www.buildinghomesforheroes.org). To learn more about Amen Air, Inc., please visit [www.amenair.com](http://www.amenair.com) and follow them on Facebook.

Counting 13 consecutive years of record-setting growth, Building Homes for Heroes® builds and gifts mortgage-free homes, and completes home modifications, for veterans and their families, and provides further services along their road to recovery to help them live a promising and fulfilling life ahead. 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, Godfrey, at [lsternby@godfrey.com](mailto:lsternby@godfrey.com).

## Introducing the NEW Rubber Based Adjustable Pipe Support

Pipe Prop, manufactured by JMB Industries of Fort Worth, Texas, has engineered yet another innovative product, the RUBBER BASED ADJUSTABLE PIPE SUPPORT.

The Rubber Based Adjustable Pipe Support is UV resistant and is constructed from a crumb rubber base. It is approximately 2lbs and comes in 3 different saddle sizes: RUB-1 (1.5-inch saddle), RUB-3 (3-inch saddle), and RUB-USPP (Unistrut).

"The Rubber Based Adjustable Pipe Supports are simply 'drop and go' with a 2lb low profile aerodynamic base. It's even faster and easier to install than my regular Pipe Prop." said Jim Brown, inventor of Pipe Prop and owner of JMB Industries, LLC.

"The new rubber-based line is ecologically friendly, made from recycled tires, right here in the USA!"

Additional RUB features include:

- UV Resistant
- Low profile with an aerodynamic design for minimal wind resistance
- Adjustable height by cutting and gluing 3/4" PVC
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For more information, reviews, product certifications, specifications, test results and to locate a distributor near you, please visit [www.pipeprop.com](http://www.pipeprop.com) or call our corporate office at 1-888-590-0120.

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## AHRI Releases Refrigerant Research Results

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today released results of a project undertaken in cooperation with UL and the Firefighter Safety Research Institute (FSRI) in which refrigerants classified by the American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) as A2L (lower flammability) were tested and compared with A1 (no flame-spread) refrigerants in real-world situations. The effort was undertaken to develop training programs for firefighting personnel when responding to fires in occupancies with both new (A2L) and existing (A1) refrigerants.

The project included scenarios designed by fire service professionals to develop training for tactical consideration to demonstrate hazards that may be encountered by the fire service for both A1 and A2L refrigerants.

“We are grateful to the UL employees and members of the fire service that committed significant time in the development and execution of this project and in preparing reports to ensure that they are both accurate and helpful to firefighters,” stated Helen Walter-Terrinoni, AHRI Vice President of Regulatory Affairs.

Since industry started pursuing a phasedown of higher-global warming potential (GWP) refrigerants over 10 years ago, more than \$7 million has been invested in research to better understand the lower-GWP refrigerants that will replace them.

The FSRI training module, which incorporates videos from the project, will soon be released and available free-of-charge on its website.

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.

## City of Virginia Beach Completes Installation of RGF® Environmental Group's AirMation® Vehicle Exhaust Removal Systems

*Indoor Air Quality project helps removes vehicle exhaust particulates, contaminants and carcinogens*

Port of Palm Beach, Fla (March 23, 2021) -- RGF® Environmental Group, Inc., a leader in environmental design and manufacturing, announced the installation of the AirMation® Vehicle Exhaust Removal System in the City of Virginia Beach's Fleet Maintenance buildings, providing service for the city's fleet of vehicles and buses. As RGF's master distributor for the AirMation, Air Technology Solutions (ATS) provided project oversight for the installation. ATS had previously installed the same system inside each of the City's fire stations.

“The City of Virginia Beach is to be commended for funding this important Indoor Air Quality project,” states Daniel Orto, President of ATS.

“With AirMation in the Fleet Maintenance buildings, occupants can be confident in the quality of the indoor air they are breathing during the working day.”

The AirMation® Vehicle Exhaust Removal System protects fleet maintenance professionals and building occupants against harmful vehicle exhaust particulate, contaminants, and carcinogens by continuously circulating and filtering the air of vehicle exhaust emissions and other hazardous airborne pollutants. Complemented with RGF's proprietary ClearSky ionizer for additional particulate agglomeration, the high levels of exhaust particulate will be effectively addressed through multiple redundant treatment technologies.

“When the exhaust system at our fleet management bays had reached its life expectancy, we reached out to Daniel Orto at Air Technology Solutions,” notes Peter Cascio, Building Systems Engineer with

the City of Virginia Beach. “Installation was quick and training thorough. I highly recommend the AirMation systems for any automotive facility.”

“We are pleased to contribute to a safer work environment for the City of Virginia Beach's fleet maintenance professions,” commented Tony Julian, RGF's Vice President of Commercial Products.

“Indoor Air Quality, particularly in industrial environments with high vehicle traffic, is critical to the well-being of the building's occupants.”

For more information about the project, please contact Stan Wagner at stan@themaverickpr.com or 303-618-5080.

**DISCLAIMER:** The summary and any comments

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

RGF® Environmental Group, Inc. manufactures over 500 environmental products and has a 36+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.

Air Technology Solutions combines expertise in the air quality services industry with state-of-the-art equipment to provide innovative, engineered air quality solutions for each of its clients — regardless of the environment.



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# RGF® Environmental Group and Weather Engineers Provide Jacksonville Transportation Authority (JTA) Facilities with Air Treatment Solutions



Port of Palm Beach, Fla (March 11, 2021) --

RGF® Environmental Group, Inc., a leader in environmental design and manufacturing, announces the successful installation of RGF's patented air treatment solutions across the Jacksonville Transportation Authority's (JTA) real estate portfolio. The 29 buildings represent over 203,000 square feet protected by RGF air treatment solutions with a proven efficacy of greater than 99% for neutralizing the SARS-CoV-2 virus within indoor spaces.

"RGF is working with building owners across the United States to provide safe environments for employees," said Tony Julian, Vice President of Commercial Products, RGF® Environmental Group, Inc. "Multi-modal transportation hubs, such as the Jacksonville Regional Transportation Center, are critical links to get Americans safety to and from their places of work."

"The Jacksonville Transportation Authority is committed to the safety of our customers and employees during this public health emergency and beyond," said JTA Chief Executive Officer Nathaniel P. Ford Sr. "The installation of RGF's equipment in our indoor spaces is an example of our commitment to providing a safe and welcoming environment for everyone to experience."

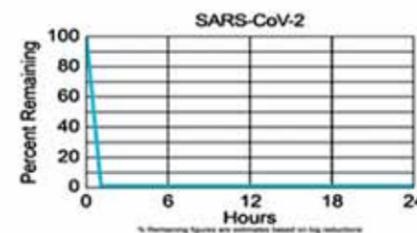
"Within a service and maintenance contract with JTA, Weather Engineers, Inc. provided engineering and installation services for RGF's air treatment solutions," notes Dan Griffin, president of Weather Engineers, Inc. "The Indoor Air Quality enhancement project includes the new Jacksonville Regional Transportation Center at LaVilla which serves as the JTA's main bus transfer facility, regional mobility hub and the JTA's administrative offices." For the project, the JTA chose RGF's award-winning REME HALO®, Package PHI Units, Mini Split PHI, BLU QR® and PTAC PHI units.

RGF® equipment is installed in every HVAC unit and in every building that JTA occupies. When integrated into HVAC units, the RGF® equipment inactivates SARS-CoV-2 by more than 99.9% as demonstrated in a third-party study.

The independent third-party study focused on the inactivation of SARS-CoV-2 using RGF's proprietary REME HALO® product with PHI-Cell® technology. The study demonstrated efficacy rates greater than 99.9% against the SARS-CoV-2 virus, commonly known as the coronavirus 2019 or COVID-19. The testing, performed at the Innovative Bioanalysis Laboratories in Cypress, Calif., looked

at neutralizing the virus within the occupied space in the air and on surfaces. Results of the study can be viewed here:

- Test Environment Requirements: Large Real-World Chamber, SARS-CoV-2 Virus (not surrogate), Testing of Surfaces & Aerosolized Form
- Test Results: 99.9% of Virus Inactivated on Surfaces; 99.5% Aerosolized Virus Reduction



Third-party study results of RGF's REME HALO® with PHI-Cell® technology. RGF® technology inactivated greater than 99.9% of SARS-CoV-2 on surfaces. RGF® technology inactivated 99.5% of the aerosolized form of SARS-CoV-2.

For more information or to schedule an interview, please contact Stan Wagner at stan@themavrickpr.com or 303-618-5080.

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

## Tropic Supply Hosts Tod Talk - 2021 Ruud Pro Partner Program Review



On Tuesday, March 23, from 9:00 am - 10:00 am, Tod Sutherland facilitated a Tod Talk virtual event explaining the ins and outs of the Ruud Pro Partner Program for 2021.

He covered the following topics; Online Ratings and Reviews, Contractor CashBack Rebates, KwikComfort Financing Rebates, Advertising, Web-Suite, Ruud University, and the NEW Social Media Program!

Tod has 34 years of experience in the HVACR industry. He began his career in 1986 as a Counter Sales Representative. At the age of 22, he became one of the youngest Territory Managers in the business.

His passion for the industry led him to become an expert in product installation, service, tech support, and the use of proper tools and instruments. Tod has since become Tropic Supply's resident expert on selling HVAC at the kitchen table.

Tod has played an instrumental role in helping contractors increase their average ticket sales and sell incremental jobs leveraging a combination of good, better, best selling, consumer financing, up-selling, cross-selling, and strategic job pricing.

In this Tod Talk online zoom session, each attendee had the option to participate in the four webinar quiz questions. The first person to enter the correct answer in the chatbox won one of four Ruud prizes!

For future webinar details and registration information, please visit your local Tropic Supply Resource Center or visit the events calendar at [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).



**TOD TALKS**



Tod Sutherland (TOD TALKS) discussed the importance of receiving online ratings and reviews from your customers



Tod revealed the "industry leading" training available from RUUD University which is part of the RUUD Pro Partner Program



## Enter Today!

The Malco 2021 Trade Pro of the Year contest is now underway. We invite you to nominate yourself, or another technician, for recognition by Malco as our 2021 HVAC Trade-Pro of the year! Just complete the application by visiting [www.malcotools.com](http://www.malcotools.com) to fill out an electronic nomination form.

Entries will be accepted February 1 – June 30, 2021. National Contest to award 5 HVAC Professionals \$1000 each in Genuine Malco Tools All qualifying entries will receive a Malco catalog, cap, and pair of gloves! Contest winners will select tools from the Malco catalog.

Malco Products is a U.S.A. manufacturer and premier supplier of specialty hand tools and portable equipment for the HVAC industry.

The core values of Malco employee-ownership inspire the development and manufacture of high performance, laborsaving tools of lasting quality. Tools that promote on-the-job safety and health for hands-on pros who rely on the Malco brand. Skilled technicians, who serve customers, family and community best, know the value of a smarter, safer, successful career that makes a difference for all.

Winners will be announced in September. Official rules for the HVAC Trade-Pro Contest can be found on the entry page at [www.malcotools.com](http://www.malcotools.com).

Malco distributes thousands of products from its Annandale, MN headquarters to trade professionals in the U.S. and around the globe.



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# Trade Talk:

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



## Focusing On Your Business

There are times when world can feel like one big distraction. Cell phones chirp and vibrate with dozens of notifications. Co workers call to discuss the latest problem with the day. And that sales rep. appears unannounced and interrupts phone interviews—or at least they do in my office. No wonder we have trouble paying attention.

But things aren't going to slow down. In fact, they'll more likely speed up. So how do you find focus in a world that is noisy and chaotic? While it's easy to blame technology, coworkers, and sales reps., the answer might be found in the mirror.

It is possible to block the distractions and finish each day with a sense of accomplishment. Here are five steps for finding your focus.

**1. Step Back.** The first thing to do is to stop and find moments of precious silence. We get so close to taking care of our jobs that we often don't see the big picture.

A friend of mine likes this quote from Leonardo DaVinci: "Every now and then go away, have a little relaxation, for when you come back to your work your judgment will be surer. Go some distance away because then the work appears smaller and more of it can be taken in at a glance and a lack of harmony and proportion is more readily seen."

Like an artist stepping back from a painting to take it all in, time away from work can provide a better perspective. While a vacation or day away is ideal, just taking a few minutes will help.

**2. Define "It."** Next, define your "it"—your Important thing. We walk around every day dropping possibilities of things we can do into a big mental funnel.

We hope they'll all get done in the end, but a funnel slows and narrows at bottom. We may be working in a world of unlimited possibilities but we're also in a world of limited time."

Instead, determine what gets done by using filters, such as your deadlines, values, available time, or resources, and arrange your day around the things that are important—big or small.

**3. Use Your Resources.** Carve out time to work by taking care of the things that distract you. Unexpected things will always pop up, but you can plan for common and known distractions.

For example, if you find noise to be distracting, seek solitude or replace the sound with something soothing. And always turn off email and social media notifications. Even if you choose to not respond, your mind registers the interruption and wonder what it's about. Turning your phone to silent will diminish your curiosity.

**4. Communicate Your "It" To Others.** Let your coworkers, family, and friends know what's important to you, so they can support you and respect your time.

Ask yourself what your important thing is. You know what you need to get done. It also helps to let others know why your important thing might be important to them. For example, your finishing a project on time and on budget might bring new clients, which will benefit the reputation of the company.

**5. Think In Terms Of Small Objectives.** Finally, keep the feeling of being overwhelmed at bay by focusing on milestones. I have a friend who started running. Instead of focusing on miles, he worked on running from utility pole to utility pole.

It made the process feel much more doable. The same goes for work. Concentrate on staying focused for an hour or for a day instead of looking at everything that is ahead.

Until next time.  
 Tommy Castellano

## Johnson Controls HVAC Manufacturing Plant Powered by 100 Percent Renewable Wind Energy

MILWAUKEE – Johnson Controls, the global leader for smart, healthy and sustainable buildings, is leading the charge on sustainable manufacturing with its continued commitment to green energy. The company's 1.3 million square-foot HVAC manufacturing plant in Wichita, KS, is now powered by 100 percent wind energy. The plant manufactures residential heating and air conditioning equipment for the YORK®, Luxaire®, Coleman® and Champion® brands. With this switch to renewable energy, the plant's electricity is offset by zero carbon electricity, which represents 19 percent of Johnson Controls U.S. manufacturing electricity consumption.

"With the Wichita plant now operating on 100 percent local wind power, this is not only a major achievement for Johnson Controls, but also the community. This change has dramatically reduced emissions and the plant's environmental impact for many years to come," said Joe Oliveri, vice president and general manager, Global Ducted Systems, Johnson Controls. "This is a prime example of Johnson Controls commitment to sustainability and a healthier planet."

Johnson Controls Wichita plant is receiving its wind energy from Evergy's Soldier Creek Wind Farm, a 300-megawatt wind farm in Nemaha County, Kansas, that was completed in November 2020. The energy cost savings projections from the wind power agreement are expected to be approximately \$2.7 million over the life of the 20-year contract – the equivalent of taking 100,000 passenger vehicles off the road. In addition, Johnson Controls will be installing improved capacitor banks to more efficiently consume the plant's wind energy. This will lower the plant's energy consumption by nearly 5 percent, equalling an additional energy savings of \$3 million over the next 20 years.

"Evergy applauds Johnson Controls leadership in sustainability by using local, renewable energy," said Jeff Martin, vice president, community and customer operations, Evergy. "This commitment helps grow wind development in our area, driving investment in local communities and creating green jobs."




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## Message from FRACCA President Rick Sims



FRACCA congratulates Brian and Leilani Orr, and their crew at Kalos Services on another successful service training symposium in Clermont Florida. Over the past 40+ years I have never seen a better training opportunity for Florida techs. Two days of great speakers and a third day of hands-on experiences. This is an incredibly unique and special event; it has Brian Orr's fingerprints all over it.

If you have not heard of Brian, it's likely you're an old guy like me. Techs know who he is across the nation; he is Florida's gift to HVACR technicians everywhere. With 124,000 subscribers on his YouTube channel and 34,500 members of his Facebook group; Brian has connected with young technicians (and a few old guys like me) in unprecedented ways. Technicians can sense that he's for real (he is) and can easily relate to his approach. HVACR education is delivered in media formats that young technicians prefer. The lessons generate technical discussions that can go on for weeks!

If you would like to see how your company can provide better systems while saving money and increasing profits; look how system evacuation is being optimized. It's one of those things that we take

for granted and usually think we are already doing right. Not so fast! Check out updated and republished handbook for technicians entitled "Review of Vacuum for Service Engineers" by Saunders and Williams; revised in 2020 by Jim Bergmann and Brian Orr. Brian and Jim discovered a service manual published in 1959 that contained lots of information that was known 60 years ago that has been forgotten by an industry that seldom provides the right tools to evacuate systems properly. They have restored the original content and added updated information for application for modern tools and equipment.

To get a preview of what I am talking about; search "Jim Bergmann" on YouTube for the best explanation of what was discovered and what has been done about it. The book includes all the restored content from 1959. A section added in its second part is new material showing contemporary tools, equipment, and methods. Ignore the findings in this book at your own expense; this is clearly a case where it is costing you more to do things wrong while it's very easy to do things better. To incentivize further; go see why Kalos Services is doing it better than your company is.

FRACCA Executive Director Paula Huband was at the event to promote HVACR education and lend her expertise developing HVACR apprenticeship training programs in Florida. Many of Florida apprenticeship programs are many decades old and still thriving. It is not uncommon for our former graduates to come back to serve as instructors for the next generation of technicians. New apprenticeship programs are starting up from the panhandle to the keys; the demand was never greater. Paula takes the knowledgeable experience gained from our established programs and helps you put together a viable program to serve your area. There is no reason to start from scratch; establishing a local apprenticeship training program can be a daunting task. FRACCA has experience with those hurdles and can streamline the process. You will find that Paula is eager to help you achieve success.

Some things you must do for your company yourself. They are not things that your competitors can help you with. We can work together to train our workforce. The partnerships we form benefit all of us. It starts with sharing yourself. We pool our resources to do things that most companies could not accomplish individually, and we are all better for it.

## HVACR Elearning Giants to Merge

Think about what happened when chocolate and peanut butter got together. How about Disney and Pixar, or Sirius and XM radio. You get the idea. Now, two of the top providers of elearning content for the HVACR and building science fields are joining forces, combining their elearning centers, offering hundreds of titles, into a singular website. On March 1, 2021, the ESCO Institute and the Refrigeration Service Engineers Society (RSES) will launch the "HVACR Learning Network", where training material from their organizations, as well content from many industry leading organizations, can be accessed.

The executive boards of both ESCO and RSES unanimously approved the merger of their learning centers, knowing that this union would bring together the resources and expertise that is needed to meet the rapidly evolving needs of HVACR professionals. This collaborative effort creates a cradle-to-grave educational pathway for the HVACR Industry.

Some of the content providers now streaming on the site include; Chemours, Coscia Communications, ESCO Institute, Honeywell, Prokup Media, Technical Training Associates to name a few. To access hundreds of great titles, visit [escogroup.org](http://escogroup.org) or [rses.org](http://rses.org) and click the elearning link.

## Ritchie Introduces The Alloy Ratchet Tube Bender Kit



BLOOMINGTON, MN (March 30, 2021) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, is proud to introduce their new Alloy Ratchet Tube Bender Kits.

The YELLOW JACKET® Alloy Ratchet Tube Bender Kit creates smooth and consistent bends when working with 1/4" to 7/8" soft copper, aluminum and light wall hydraulic tubing. The mandrel attachment ball-detent feature and color-coded mandrels make it easy to switch between different tubing sizes. The simple, yet powerful ratcheting mechanism is easy to actuate. The 63342 Reverse Bender, included in the 63325 Deluxe Kit, adds the capability to bend tubing from the outside of the bend. For information visit <https://yellowjacket.com/product/alloy-ratchet-tube-bender-kit/>

## Debilitated by Taliban Bomb, Army Veteran Sees Home Transformed by Goodman & Military Makeover



Brad Harmer of First Class AC with Eric Bristol of Goodman

blast that ripped away a leg and left him coping daily with other catastrophic injuries.

But in just a few weeks, his home and family's life were transformed by the Military Makeover with Montel reality television series, with help from Goodman Manufacturing Company, L.P. and its independent HVAC dealer First Class Air Conditioning.

"The selfless sacrifices endured by Sgt. Burgess, like so many military veterans, are lifelong ones," explains Kevin Pomeroy, Regional Manager, South Florida for Goodman. "Long after his deployment, Daniel faces challenges doing everyday things that many of us take for granted. We're proud to help remake the Burgess home so Daniel and his family might live more comfortably."

Burgess – whose lungs were compressed in the IED explosion, making him acutely sensitive to airborne contaminants – is now living in a home overhauled with a new, variable-speed Goodman® brand indoor comfort system engineered to provide better energy efficiencies during Southwest Florida's sultry summers.

First Class Air Conditioning, a Goodman independent HVAC dealer in Cape Coral, Florida, donated the installation. For Burgess' respiratory sensitivities, the First Class team led by Vice President Brad Harmer installed a five-inch media filter from Clean Comfort Indoor Air Essentials. The Goodman air handler First Class installed features ComfortBridge™, an innovative communicating system that simplifies and improves HVAC system setup, diagnostics, servicing

CAPE CORAL, FL, March 23, 2021 – It took 3 arduous years for retired U.S. Army Staff Sergeant Daniel Burgess to partially recover from a devastating IED

and performance monitoring.

Peril and Sacrifice

The Army Staff Sergeant deployed to Afghanistan as a member of the PSYOP team, carrying out operations "to win hearts and minds." The intensely perilous job helped local populations identify, avoid and remove explosive traps left by the Taliban. Clearing a Helmond Province village of 42 IEDs, Burgess stepped on a concealed explosive device. The cruel blast ripped apart his right leg, severely damaged his other one, and left behind a traumatic brain injury, multiple burns, fractures and more.

Burgess spent three years recovering at Brooke Army Medical Center in Texas, but the recovery process continues. With his injuries and a prosthetic leg, just walking is a painful challenge. The Afghan duty was the second Army stint for Burgess, motivated to reenlist in part by the 9/11 attack.

Despite his sacrifices, Burgess views his wife Genette, and daughters Gracie, 18, and Kaylee, 17, as the real heroes. "My wife and two daughters have literally been through hell and back with me," Daniel explains.

"The families are the true unsung heroes to us combat wounded."

Military Makeover is led by the Emmy Award-winning Montel Williams, a Navy and Marine veteran decorated with three Meritorious Service Medals, two Navy Commendation Medals, two Navy Achievement Medals and numerous other military awards and citations. Co-hosted by Art Edmunds, Military Makeover with



Montel Williams, host of Military Makeover with Montel with Kaylee, Gracie, Genette and Daniel Burgess; WWE Superstar and U.S. Marine Veteran Lacey Evans; and Military Makeover co-host Art Edmunds

Montel airs in North America at 7:30 a.m. EST/PST on Lifetime Network and internationally on Armed Forces Network.

A longtime sponsor of the show, Goodman provides new HVAC systems for wounded military veterans and their families, with installation donated by the company's independent dealers. The sponsorship is one of several efforts Goodman undertakes to help military veterans. For more about Goodman, visit [www.goodmanmfg.com](http://www.goodmanmfg.com).

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# DiversiTech® Acquires Fresh-Aire UV®

*Merger will Boost Availability of Innovative Indoor Air Quality Products to HVAC/R Distributors*



March 24, 2021 (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 merged with Fresh-Aire UV, a leader in the Indoor Air Quality (IAQ) industry.

“The addition of Fresh-Aire UV, a market leader in Indoor Air Quality (IAQ), into the DiversiTech brand portfolio further strengthens our product leadership and our ability to deliver unmatched product breadth, service and convenience to our

customers,” said Andy Bergdoll, DiversiTech CEO. “The IAQ product range will bolster our core offering and further strengthen our value proposition to our HVAC/R Distribution Partners.”

UV-C light has been shown to reduce certain airborne and surface viruses, bacteria and mold. Fresh-Aire UV’s award-winning UV-C disinfecting light and carbon odor control products for commercial and residential HVAC/R systems include Blue-Tube UV®, a popular germicidal UV light, the revolutionary APCO-X® PCO/Carbon air treatment system, and Mini LED, the first LED light system designed specifically for mini-split AC systems.

Fresh-Aire UV is continually striving to engineer, develop, and market products to meet the demand for a greener world and a healthier environment. The popular germicidal UV light systems for central air systems helps improve Indoor Air Quality, enhances HVAC/R system performance, and

reduces maintenance costs.

“Joining forces with DiversiTech will provide us with a greater level of scale, resources and capabilities to accelerate our growth and bring Fresh-Aire UV to an even wider audience,” stated Chris Willette, Fresh-Aire UV President and CEO. “All while preserving our unique culture and unwavering commitment to innovative products.”

“Fresh-Aire UV and DiversiTech are focused on our HVAC/R Distribution Partners and Contractors,” stated Ron Saunders, Fresh-Aire UV VP of Sales, “and we will continue to work to develop and deliver state-of-the-art products to meet the current demand of this surging market.” For more information about DiversiTech®, go to [diversitech.com](http://diversitech.com). For more information about Fresh-Aire UV®, go to [freshaireuv.com](http://freshaireuv.com).

Founded in 1971, DiversiTech Corporation is North America’s largest manufacturer of equip-

ment 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. The Company is focused on growth through internal product development, external partnerships, and acquisition. Manufacturing a suite of products, which includes a wide range of mechanical, electrical, chemical, and structural parts for HVAC/R systems, DiversiTech brings unparalleled scaling capabilities and supplier expertise. The Company holds numerous patents and operates an advanced R & D materials division dedicated to bringing more value to its customers. The Company maintains over 1 million square feet of manufacturing and distribution space in key U.S., Canadian and European locations.

Fresh-Aire UV is a leading North American manufacturer and developer of germicidal UV light & carbon ceramic systems designed for residential, commercial, industrial, agriculture, healthcare, and other specialized markets and unique applications (such as ice machines). Fresh-Aire UV systems are designed to help improve Indoor Air Quality by addressing biological contaminants such as certain viruses, bacteria and mold as well as odors and volatile organic compounds (VOCs) through airstream and/or surface disinfection.

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# SFACA & ABC HVAC Apprenticeship Academy Host Resideo - Honeywell Training Event



On March 3rd at 6pm SFACA and Associated Builders and Contractors hosted a Resideo - Honeywell

training event at the ABC Coconut Creek location. Erik Johns of Resideo - Honeywell facilitated the event. The training was focused on the new Resideo - Honeywell thermostat product line. Erik discussed all the new features and wireless technology being used in the smart homes today. A new Resideo WiFi Thermostat was given away at the end of the training.

Enroll now for classes starting soon at the SFACA

Apprenticeship Academy at the ABC Institute, Coconut Creek FL. Employers, please contact SFACA at 954-281-5106, or you can visit our website <http://sfaca.org/sfaca-apprenticeship-academy/> or email Director. [sfaca@gmail.com](mailto:sfaca@gmail.com),

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

The Specifics: 1. State of FL Accredited program with 2000 hours of annual education and on-the-job training. 2. 1-2 classes per week taught by experienced HVAC instructor. 3. On-The-Job training component required. 4. Apprentice program is in cooperation with the ABC Institute. 5. Department of Labor and Florida Department of Education Approved

Contractor Cost: Enroll 1-5 - \$880 annually per student. Additional Enrolled 6-10 - \$440 annually per student. Additional Enrolled 11 plus - \$300 annually per student. Ready To Begin? Contact SFACA Today!! Phone: (954) 281-5106 / Email: [Director.sfaca@gmail.com](mailto:Director.sfaca@gmail.com) An Equal Opportunity Training Provider.



Erik Johns of Resideo - Honeywell, Jim Schaefer of SFACA - JCI York, and Dan Cigalotti of ABC Institute



Jim Schaefer of SFACA - JCI York welcomes the HVAC apprentice students to the Resideo - Honeywell training event



Erik spoke with the students about how to open dialog with customers and suggesting ways to upgrade their thermostat



Erik Johns of Resideo stated that a WiFi-connected thermostat connected with utility providers can help save energy and money during peak hours



Erik discussed how the Honeywell Home App supports Honeywell Home devices and makes it simple to control home comfort, monitor activity and more - from anywhere, anytime



Erik Johns of Resideo - Honeywell gave a product overview to the HVAC students about all the different thermostat models and features

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We want to thank 72 Degrees Services in Sanger Texas for being a loyal DSB customer. Tommy says that he uses the DSB Ductsaddles to set his business apart from his competitors. Tommy picked up his DSB Ductsaddles from Juan Garcia at Baker Distributing in Denton Texas. We appreciate our wholesale and contractor partners.

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# Bard Chilled Water AC Unit New Model Introduction



APOPKA, FLORIDA (April 2021) – AccuAir, Inc., a Bard heating and cooling systems specialist and distributor serving educational and commercial customers throughout Florida, has announced the introduction of a new model to its Chilled Water Unit Ventilator product.

The QC Chilled Water Single-Zone (SZ) VAV Variable-Speed Fan with Total Enthalpy Energy Recovery (ERV) with Exhaust and Positive Shutoff.

As Frank Suranyi, AccuAir's Engineered Products Manager, points out the SZ-VAV system is not a new concept, but the updated Bard QC Chilled Water Unit has several exclusive features making it a superior product choice for chilled water single-zone VAV applications to improve conditions and reduce energy consumption, best suited for classrooms, assembly halls and other large areas requiring cooling, heating, ventilation and humidity control.

#### The benefits of the unit are impressive:

- Floor mounted, vertical, indoor unit that fits neatly by an exterior wall, aesthetic small outdoor louver for ventilation
- Ease of installation, a single packaged unit including factory mounted chilled water coil, variable speed blower, electric heating, and integral energy recovery ventilator
- Space saving: Vertical configuration requires very little floor space, utilizing vertical space instead
- Easy installation with no field assembly required, including duct free supply plenum
- Retrofitting existing buildings is a snap with an existing window opening being

- used to provide intake/exhaust of fresh air ventilation
- The unit is quiet enough for the smallest classroom and powerful enough for large office spaces, community and civic halls, places of worship and other facilities
- Ventilation: ERV per ASHRAE 62.1 and FL Bldg. Code
- Positive shut-off ERV ventilation damper in wall sleeve
- Independent adjustment to supply and exhaust air CFM, room pressurization to limit outdoor air infiltration
- Custom color finishes for the ventilation louver, including hurricane rating if required
- Occupancy based control of outside air provides precise ventilation to each classroom
- Highly efficient AHRI Certified Energy Recovery minimizes, reduces energy costs and increases comfort while meeting ventilation requirements
- Variable-Speed Fan: Precise CFM airflow in each mode of operation for optimal comfort level and precise temperature control: Fan speed control and modulation is provided with a digital input from 3rd party controls
- Factory installed two way or three way valve or field installed modulating control valve
- When paired with a modulating water valve the Single Zone VAV control sequence provides precise temperature and humidity control
- Superior dehumidification at part load conditions compared to multi-zone or constant volume VAV systems
- Low energy use at part load due to fan energy savings and significant reduction in

- reheat
- Easily integrates into every DDC communication system
- Available voltages; 115-1PH, 230-1PH, 277-1PH

The Ultimate Zoning: Bard QC Chilled Water Single-Zone VAV System for individual room temperature and humidity control.

For additional information and or design assistance please contact: Frank Suranyi, MBA, MEMBER ASHRAE, Engineered Products Manager of AccuAir, Inc. 407 259-0089, [www.accuaironline.com](http://www.accuaironline.com)



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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](https://partnerships.handy.com/nestpro-onboarding). <sup>2</sup> Remote control and mobile notifications require working Internet and Wi-Fi.

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The Quantum 2.0 mini split has been reimagined and redesigned to deliver exactly what homeowners want - greater efficiency and total control.

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- Up to 23.5 SEER
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- 208-230 V / 60 Hz
- AHRI Certified
- ETL Listed



### FEATURES



#### Total Control

The Quantum 2.0 unit comes with built-in Wi-Fi, allowing users to remotely regulate temperature, adjust settings, receive real-time updates about system performance and energy usage, as well as troubleshoot solutions when a repair is needed. Compatible with SmartThings app<sup>1</sup> and Bixby 2.0<sup>^</sup>.



#### Seamless Operation

AI Auto Mode<sup>1</sup> monitors indoor temperature, outdoor temperature, set temperature, and operating time to learn the patterns within your home and automatically adjust system operation to maximize comfort.



#### Improved Serviceability

The new indoor unit design incorporates more interlocking components in place of threaded fasteners to reduce the time and effort it takes to install and service a system.



#### Simple Float Switch Connection

The Quantum 2.0 unit comes with a factory-installed wire harness for simple connection to third-party overflow detection devices for unit shutdown with a dedicated error code. This can also be used for simple unit ON/OFF using any dry connection.

<sup>†</sup> Available for download on the Google™ Play store and App Store®. A network connection is required. Samsung application account is necessary.

<sup>^</sup> Bixby voice recognizes English (U.S.), Mandarin, Chinese, and Korean. Not all accents, dialects and expressions are recognized. The list of features that can be controlled by voice commands via Bixby will continue to expand. Mobile functionality compatible with Samsung Galaxy 8 series or higher with Bixby function. Samsung account login and data network (Wi-Fi or internet connection) required to fully operate Bixby features.

<sup>Δ</sup> Select models are ENERGY STAR® labeled. Proper sizing and installation of equipment is critical to achieve performance. Split system air conditioners and heat pumps (excluding ductless systems) must be matched with appropriate coil components to meet ENERGY STAR® criteria. Visit [www.energystar.gov](http://www.energystar.gov) for details.

<sup>1</sup> Enable AI Auto Mode using the SmartThings app. Available for download on the Google™ Play store and App Store®. A network connection is required. Samsung application account is necessary.

<sup>2</sup> Sub-PCB model MIM-A00UN is required when connecting optional wired controllers.

### CONTROLS



Wireless Controller  
(included)



Touchscreen  
Wired Controller<sup>2</sup>  
(optional)



Advanced  
Wired Controller<sup>2</sup>  
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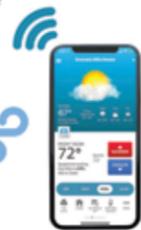
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# NFACCA Sporting Clays Tournament at Jacksonville Clay Target Sports March 12th, 2021

NFACCA hosted their Sporting Clays Tournament on March 12th, at the Jacksonville Clay Target Sports in Jacksonville, FL.

Sporting Clays is often considered to be more difficult than trap or skeet. Unlike trap and skeet, sporting clay targets are thrown from clay throwing machines in a variety of trajectories, angles, speeds, elevations, and distances.

Registration started at 8am, and 50 shooters participated. There was a safety meeting just before

the tournament began at 9am. At 12:00pm a delicious Lunch of grilled Steak or Salmon was made to order.

The Event Title Sponsor was Johnstone Supply Ware Group. Nimnicht Chevrolet was the Lunch Sponsor. The Goodie Bag Sponsor was Tropic Supply. The Shooting Station Sponsors were Valpak, Enterprise Fleet Leasing, Gemaire, Advanced Works Vans, and Mitsubishi.

Clay Shoot Winners were, 1st Place - Team Trop-

ic Aire - Jimmy Jones, Andy Davidson, TJ Hawk, and Andrew Gause. 2nd Place - Baker Distribution Team, Mike Francis, Steve Nelson, Halston Nelson, Keith Diotte, 3RD Place - Snyder Heating and Air Conditioning Team, Luther Delp, Pete Pellegrinelli, Dennis Thompson, Bart Colbert.

The Air Angels Foundation of Florida \$1000 Gun Raffle Winner was Billy Warlitrner of Leggett Heating & Air Conditioning Inc.

A great time was had by all!



Amy O Grady, President of NFACCA and Chelsea Karol of Enterprise Fleet Management, welcomed everyone to the tournament



Bobby Turner with Jacksonville Clay Target Sports gave a safety meeting just before the tournament got underway



Chelsea Karol of Enterprise Fleet Management is pulling a ticket for the \$1,000 Gun Raffle



Weather Engineers - Steve Howell of Vesta Property Service, Danny Towers and Andrew Fowler of Weather Engineers, Russell Benes of Puroclean



Gemaire - Jeff Glisson of Gemaire, David and Bodie Dwyer of Palatka Heating & Air, Jim Jones of Tropic Aire, John and Taylor Grindle of Rheem/Gemaire



Tropic Aire - TJ Hawk, Andy Davidson Rocky Jones, and Jimmy Jones



Alex Puente of Johnstone Supply Ware Group, with Troy Askew of Nimnicht Chevrolet



John Rossodivito of Advanced Work Vans and John Bezon of Adrian Steel



A/C Designs - Jason Lanier, Jeremy Carlson, Mike Moreno, and Beau Brooks



Johnstone Supply Ware Group - Nathan Adams of McCallister Group, Ryan O'Connor of Buehler, Tim Crouch and Shaugnessy Harms of Johnstone



Patrick O'Grady of Charlie's Tropic Heating & Air helped with preparing the tasty grilled steaks and salmon lunch!



Team Snyder - Luther Delp, Pete Pellegrinelli, Debbie Delp, Bart Colbert, and Shawn Pringle



Baker Dist - Halston Nelson of Gateway Mech, Keith Diotte of Top Notch Air, Steve Nelson of Gateway Mech, Mike Francis of Baker Dist.



Tropic Aire - TJ Hawk, Andy Davidson, Rocky Jones, Jimmy Jones



Rodger Hughes with RE Michel - His client won the \$1000 Gun Raffle - Billy Warlitrner of Leggett Heating & Air Conditioning Inc.

# Performance Pointers

by David Richardson



## Four Installation Defects That Hurt Air Filter Performance

Filtration is a hot topic in our industry right now. Your customers are aware of air quality and want the best filtration on the market to protect their loved ones. They are also doing more investigation than ever before. This often leads them to want a filter that could have some unintended consequences. For an air filter to perform as designed, installation is key. Let's look at four installation defects that hurt air filter performance and reduce their effectiveness.

**Number One: Poor Filter Rack Design and Installation** - One of the most common issues that hurt air filter performance is the design and installation of the filter rack. Poor-fitting racks with inadequate seals allow unfiltered air to move around the filter instead of through it.

When installed at the air-handling equipment, this bypass and leakage often result in dirt accumulating on the blower wheel, indoor coil, and secondary heat exchanger. A visual inspection and attention to detail are typically all that's needed to reveal this issue. As you examine the systems you maintain and service, it's common to discover gaps that could pull a cat through.

If the filter is the correct size, the repair is minor - you'll need sheet metal, gaskets, and silicone. If the filter is undersized, the repairs are more involved. Many contractors will offer upgrades that include a sealed rack with a properly sized filter.

**Number Two: Filter Grilles and Duct Leakage** - When an air filter is in a remote return grille, there are two sources of reduced filtration - the grille and return duct leakage. If you've ever heard a filter move back and forth in the grille as the blower turns on and off, you've encountered a poorly fitting filter grille.

As you probably know, air takes the path of least resistance. Remember that dirt travels along with it. Poorly fitting filter grilles result in unfiltered air

moving into the system. You'll often notice this as dust streaking on the exiting airside of the filter.

Duct leakage isn't as obvious a problem unless you dig deeper. Pressure in a system increases as you get closer to the blower. This means duct leakage increases near the air handling equipment. Any unsealed penetrations in the return duct between the filter and equipment allows unfiltered air to enter the duct system. This is air you don't want to breathe from sources such as an attic, crawlspace, or garage.

You can correct this with gasket material at the filter grille and some targeted sealing of the return ducts. Before you perform this work, be sure the filter grille and return ducts are the correct sizes.

**Number Three: Excessive Filter Face Velocity** - The next problem can show up with a perfectly sealed filter rack and duct system. Excessive face velocity pulls particulate through the filter media instead of capturing it. You will typically encounter this when the media is undersized for the quantity of air it filters.

This is one reason pleated and electrostatic filters have such a poor reputation. It isn't the filter media itself -- it's the size that's the problem. Each filter media type has a range of air speeds they are designed to effectively operate within. When this range is exceeded, the filter cannot capture particulate and it is pulled through. It then accumulates in the equipment or moves through the duct system.

It requires a bit of design work to correct this issue. You'll need to make sure the media is properly sized for the application. If you're interested in learning more about this, email me for a free procedure on how to size an air filter and improve their performance.

**Number Four: Air Handler Cabinet Leakage** - In recent years, equipment manufacturers have done a better job reducing cabinet leakage. How-

ever, there is still a lot of equipment out there that needs your help. Filter access panels, electrical penetrations, and cabinet leakage allow unfiltered air to move around the filter and introduce pollutants into the system.

This problem is like poor filter rack design. You can correct it using similar principles. You will use more silicone and gasket material to reduce cabinet leakage and assure air passes through the filter. Attention to minor details can reap big rewards when solving this issue.

Remember, if you decide to reduce cabinet leakage, you must seal the panels in a manner that allows for access to the equipment later. Think twice about using mastic to accomplish this the service department might hunt you down if you do.

**Look Beyond the Equipment** - Don't forget to consider other particulate sources from exterior causes that may never make it to the air filter. These include insulation fibers, pet dander, and the vacuum cleaner that blows as much back into the room as it picks up.

It's important to remember the building is connected to the HVAC system and could have as much, if not more, influence on the air quality problems you deal with.

*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 a free filter sizing procedure, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*

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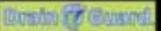
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## SFACA Monthly Zoom Meeting 2021 Tax Update for Contractors

SFACA held their monthly zoom meeting on Wednesday March 3rd at 4:00pm. The guest speaker was Rich Shavell, CPA, CVA, CCIFP, of Shavell & Company PA.

Rich discussed the Stimulus package and what tax provisions were included in the package signed in late December. The next topic was the Biden tax proposals: What's proposed and what's it really means and are tax increases likely to impact 2022 or 2021. He then gave a PPP update: Getting your Second Draw Loan by March 31st and the employee retention credit are retroactively uncoupled - don't miss out on the liberalized and extended credit if you qualify.

Rich finished his presentation with some tax cas-

es and regulations issued that impact the industry, and some planning opportunities too.

The next SFACA meeting will be in person on Wednesday April 7th from 6-9pm at Tropical Acres Steakhouse, 2500 Griffin Road, Fort Lauderdale. Suppliers and Distributors! This is an excellent opportunity for one-on-one marketing of your commercial and residential controls products.

Help contractors throughout Miami-Dade & Broward Counties understand the recent advances in controls including cap-

abilities and benefits to the end user and contractor.

There will be give-aways, networking, raffle, hors d'oeuvres and bar. Also a 50" TV Door Prize donated by Carrier! See you there!



Rich Shavell, Shavell & Company PA

## HARDI Distributors Report 6.9% Percent Revenue Increase in January

COLUMBUS, Ohio, February 26, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 6.9% percent during January 2021. The average annual sales growth for the 12 months through January 2021 is 4.8% percent.

"2021 is getting off to a great start," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "HARDI distributors were able to achieve 6.9% sales growth for the month despite two fewer billing days than the prior year. This helped the annual sales growth rate continue to recover towards mid single-digit territory."

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 45.4 days. "DSO has been faster than normal since June

2020 and that persists," said Loftus. "Recently the DSO for this time of year has been in the range of 47 to 49."

"We see the economy improving as 2021 progresses," said Loftus. "We can add this good TRENDS report to other encouraging recent economic indicators like durable goods orders, consumer confidence, industrial production and retail sales. All these things are looking up and that is why interest rates have been inching up."

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.

## Tom Barrow Co. Named Manufacturer's Rep for Nortek Global HVAC's Reznor® HVAC Brand

St. Louis, March 24, 2021 — Nortek Global HVAC (NGH), a leading manufacturer of HVAC equipment, announced Tom Barrow Company (TBCo), Atlanta, is the manufacturer's representative for all Reznor® branded HVAC products in Florida effective Jan. 1. The agreement also calls for TBCo to represent Reznor engineered products in Georgia.

TBCo's Florida presence includes offices in Jacksonville, Orlando, Tampa, Ft. Myers, and Miami in addition to 35 outside sales agents that will rep all of Reznor's engineered equipment, planned products and parts. TBCo's expansive Florida coverage will also be instrumental in maintaining the brand's aftermarket parts sales.

TBCo's 18 outside sales agents in Georgia operating from offices in Atlanta and Savannah will concentrate on dedicated outdoor air systems (DOAS), make-up air units, air handlers, light commercial HVAC and other Reznor engineered products, accessories and parts.

"Tom Barrow Company's many years of experience and expertise in handling small and large projects will be invaluable for moving the Reznor brand forward in their designated territories," said Steve Schmitt, vice president sales-NGH light commercial North America.

"Our engineered product sales teams in Florida and Georgia work closely with architects, engineers, building owners, contractors, distributors and other professionals for every imaginable HVAC application," said John Habel, TBCo's engineering & sales manager—Equipment Solutions, who's overseeing the Reznor transition.

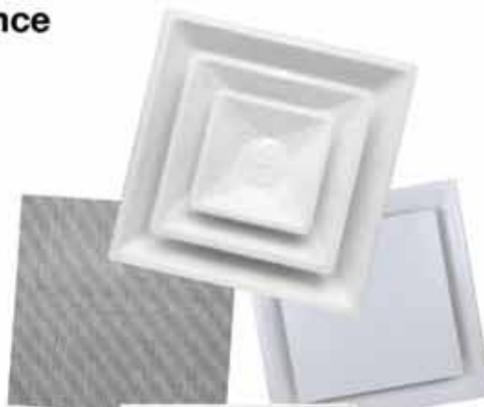
The 132-year-old Reznor is one of the most recognizable brands in HVAC and is the industry's leading unit heater manufacturer. TBCo, which was founded in 1955 and is the largest commercial product manufacturer's representative in the Southeast, also has a 25-year relationship with NGH's sister company, Nortek Air Solutions, the industry's leading manufacturer of custom HVAC equipment.

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# 2nd Annual HVACR Training Symposium at Kalos Facility in Clermont Florida March 11-13, 2021

Many contractors attended the 2nd Annual HVACR Training Symposium at the Kalos facility in Sunny Clermont Florida on March 11-13. This was a structured conference with classes and demos going on throughout each day from 8AM to 5PM with many opportunities to network with industry friends.

This was a limited event with only 200 total in attendance. There were many who purchased virtual

tickets. Content will be available immediately after livestream and will be hosted online for 30 days for both In-person and virtual attendees.

The format was two full days of training and the third day was an Expo day with tables setup in the main tent and around the grounds with vendor booth interviews, and live product demos taking place throughout that day. There were over 25 different

teachers and instructors covering a multitude of topics from System Evacuation to Healthy Housing Principles for High Performance AC Contractors.

The title sponsor for the event was Measure Quick. The Platinum sponsor was Diversitech and the virtual sponsor was Emerson. This event was over the top! New relationships with the best in the trade as well as some excellent training!



**Bryan Orr and Jim Bergmann welcomed everyone to the 2nd Annual Training Symposium**



**Rick Sims, President of FRACCA, spoke about Conductsation - OBJECTIVES increase proficiency in diagnosis of moisture related issues**



**Nikki Krueger, Building Science Manager for ThermaStor, presented a Deep Dive Into Dehumidification**



**Jim Bergmann had a session on MeasureQuick Start to Finish**



**Bryan Orr emphasized the quality of all the attendees who took the time to gain knowledge through the symposium!**



**David Richardson of National Comfort Institute gave a presentation about the Combustion Air Myths and How to Debunk Them**



**Bill Spohn of TruTech Tools conducted a webinar about IAQ Test and Measurement with tools used by the pro's**



**John Figan of Testo was demonstrating the next generation of HVAC instrumentation with the 550i, 550s, and 557s smart digital manifolds**



**SpeedClean Ductless Cleaning Practices with Jesse (Bert) Testerman and Bryan Orr**



**Lance Robinson of Solderweld with Johanne Bueno of J. Nichols & Associates conducting a solder demonstration**



**Jim Bergmann spoke about the lost art and practices of vacuum and evacuation that can take hours of works and shave it down to minutes**



**Jim Kitchen of Diversitech had a session on Outdoor Ductless Equipment Mounting**



**Attendees enjoyed the great weather and all the product vendor booths!**



**The NAVAC booth was busy during the entire conference!**



**One of the classes taking place inside the classroom of the Kalos facility**

# INTRODUCING THE CERTIFIED HVAC PROFESSIONAL (CHP-5)

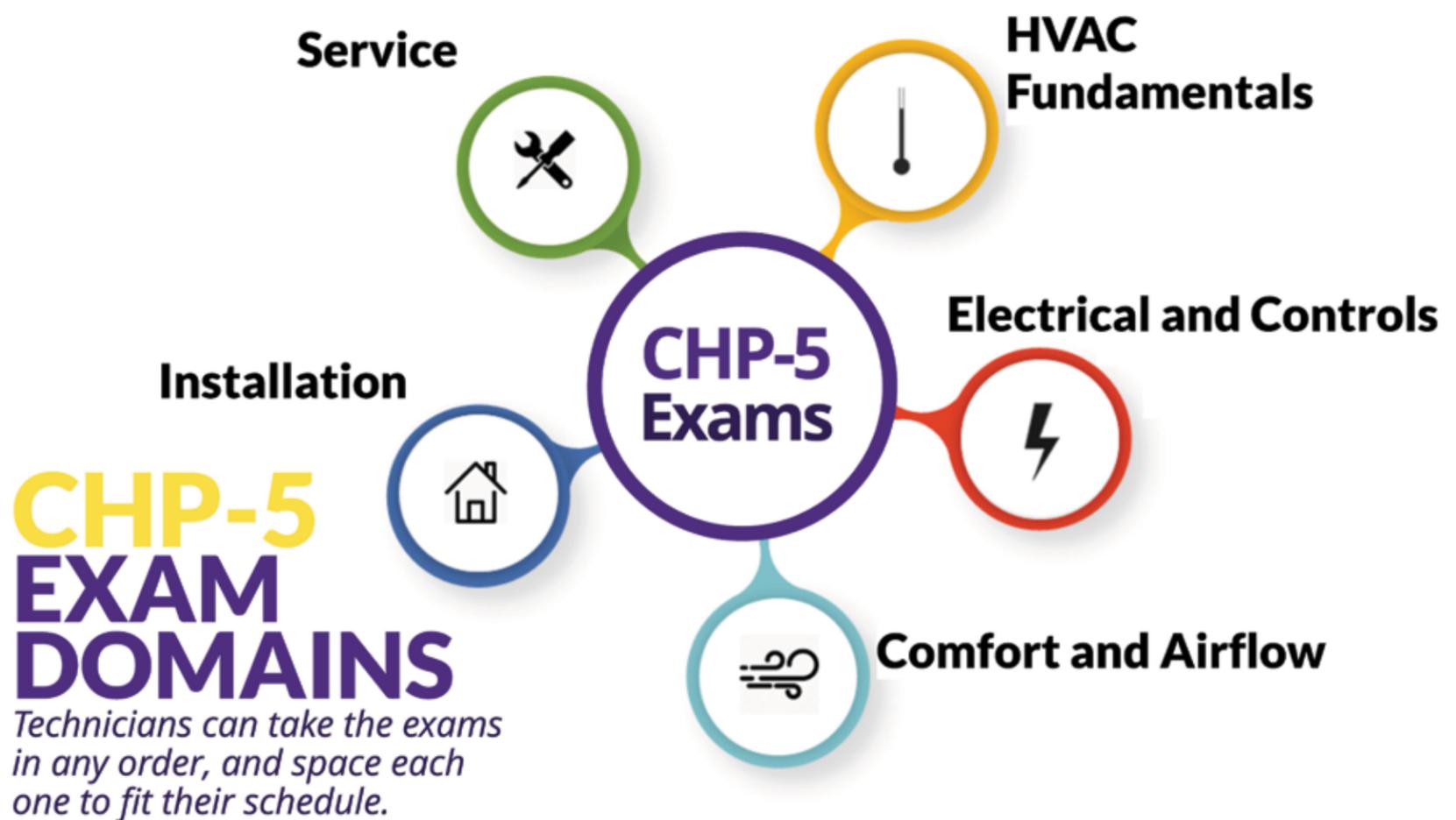
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The CHP-5 certification pathway is a series of 5 short exams that NATE created to mesh **technician's on-the-job training** with their test preparation. Each exam domain is designed to group together content areas in ways that make test preparation more straight-forward and mirror a technician's work experience.

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# Tropic Supply Hosts Tim Talks Zoom Meeting - SAMSUNG FJM (Multi-Zone) Maintenance, Cleaning and IAQ



Tim Murphy from Tropic Supply was the facilitator of the Samsung FJM maintenance, cleaning, and everything IAQ zoom meeting held on March 16 at 8 am.

Tim is a technical support specialist providing over-the-phone tech support, product training, and job site consultations. Tim believes in providing real-world solutions, quality training, and friendly technical support, all with the goal of building long-term relationships with contractor customers. Prior to joining Tropic Supply, Tim spent 26 years in South Florida working for his family business, specializing in commercial refrigeration, light commercial, residential, and mini split HVAC systems. Tim holds a State A License as a HVAC contractor and has been in the field most of his life.



Tim elaborated on basic maintenance tips and tricks with a step-by-step breakdown for coil cleaning and fan blade removal. He shared all the products that are available at Tropic Supply to help technicians work smarter and faster.

Another segment of the training covered several indoor air quality products that are compatible with Samsung mini splits and how to install them.

Each attendee had the option to participate in the four webinar quiz questions. The first person to enter the correct answer in the chatbox won one of four FREE Samsung prize packs, including a Maglite flashlight and hat.

For future webinar details and registration information, please visit your local Tropic Supply Resource Center or visit the events calendar at [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).

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Tim Murphy from Tropic Supply talked about the products available for servicing Samsung mini splits



Tim revealed how a regular screwdriver can breakdown the Samsung Mini Split for coil cleaning and maintenance

# Nidec Global Appliance Presents its Institutional Profile Composed by its Three Business Units

Nidec Global Appliance, a division of the Nidec Group focused in components for domestic and commercial appliances, with headquarters in Joinville/Brazil and Pordenone/Italy, presents its new profile, divided into three business units (BU): Home Appliances, Commercial Appliances and HVAC (Heating, Ventilation and Air Conditioning). The change was implemented throughout the last year as a further step after Embraco's acquisition, having the goal to operate with a more dedicated focus on the specific market segments in which the division is present, increasing speed and customer focus.

The Commercial Appliances business unit is focused on the manufacturing of compressors and condensing units to a great variety of commercial applications, which are present in supermarkets, convenience stores, bakeries, restaurants, laboratories, hospitals and others. With a diversified portfolio of segments served, the business unit stands out for its capacity to deliver solutions with high levels of energy efficiency, reliability and innovation.

The Home Appliances business unit is dedicated to the development and manufacturing of motors for washing machines, dryers and dishwashers as well as compressors for refrigerators, in both cases exclusively to domestic applications. It counts on expert teams in each kind of product, with a deep know-how in technologies, regional technical requirements and energy efficiency regulations, ready to respond to the different needs of the world's biggest appliances manufacturers.

The HVAC (initials to heating, ventilation and air conditioning) manufactures motors and components to residential and commercial applications in heating, ventilation and air-conditioning systems.

"This reorganization into three business units was fundamental to maximize our operation, with a focus totally dedicated to our customers and their market segments. Our vision is to be the main partner to residential and commercial appliances industries and HVAC systems providers", says Valter Taranzano, CEO of Nidec Global Appliance.

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This was a virtual event, where all sessions were broadcasted between March 15th-26th, 2021



Go With The Flow: Airflow 2021 Presented by Bill Spohn, TruTechTools



Transitioning from Comfort Cooling to Refrigeration: Not as Easy as One Might Think Presented By: Bryan Orr, founder of HVAC School



Ignite Your Training Presented by: Angie Snow



Flame Tools Safety And Brazing Techniques Presented by: Matt Foster of Uniweld Products

Putting everyone's safety at the forefront of the event, HVAC Excellence made two important decisions. First, they chose to forgo their in-person 2021 event, in adherence with CDC guidelines. Second, they decided, for the good of the industry, to try something completely different to not only help instructors through these difficult times, but also provide educators with new and innovative solution for preparing and delivering content. Just like Lewis and Clark, HVAC Excellence found itself in uncharted territories. With no prepared and formal road map to follow, HVAC Excellence decided to explore, from a 21st century perspective, creative ways to incorporate professional development, some of which might not otherwise be possible at a live, in-person event.

To create a well-rounded event, that will have broad appeal to the industry, HVAC Excellence solicited input from educators, manufacturers, publishers, trade associations, trainers, and wholesalers. Based on the great feedback they provided, a new format was created which allowed conference participants to attend all sessions, revisit many of them for another 120 days, on a schedule that works best for them. In addition, live demonstrations that are not possible at hotels and convention centers were incorporated. The HVAC Excellence team realized that this new format posed many challenges.

Having spent countless hours mentoring and consulting with potential presenters, some of the 130 sessions truly hit the mark, while others might have missed the target. Some of the presenters saw this as an opportunity to reimagine training and move out of their comfort zone. Chemours, for example, provided a tour of their new R&D facility, which included demonstrations, giving conference participants insight into how a refrigerant is made. Fieldpiece Instruments discovered that they have an incredible lab located on the roof of their corporate offices, in Orange, California. While convention centers are not thrilled with the idea of open flames, Uniweld and NITC seized the opportunity to conduct live-fire demonstrations.

The HVAC Excellence team has received feedback from the nearly 1,000 individuals who participated in the event. While many loved the online format, others preferred a face-to-face event. As such, the most posed question was "Will the 2022 conference be held in-person, or online?" The short answer is YES!

Just as instructors have learned to offer hybrid or blended programs, HVAC Excellence has learned that a blended conference is more effective in helping the industry. As planning for the 2022 event continues, HVAC Excellence fully anticipates offering face-to-face, in-person training at the South Point Hotel in Las Vegas, Nevada, and additional professional development on the HVACR Learning Network.



A Look Back On 2020 Hands-On Training While Looking Forward To 2021 Presented by: Eugene Silberstein, CMHE



Evacuation Methods and Tools to Do the Job Right Presented by: Kevan Mayer of NAVAC Inc.



Making Aftermarket ECM Easy Presented by: David Starich, Nidec Motors



Fluorescent Leak Detection and System Additives for AC&R Systems Presented by: Matt Cowley of Spectronics

## ASHRAE Miami Chapter Monthly Technical Meeting via ZOOM

The regular monthly technical meeting of ASHRAE Miami Chapter was conducted via Zoom on March 16th, 2021 from 12:00 - 2:00 PM. The topic for the presentation was HVAC System Evaluation in the Age of COVID by Wade H. Conlan, P.E., BCx. This session was meant to discuss the process evaluating your HVAC systems, similarly to retro-commissioning, for the typical approach of saving energy balanced against the impact of SARS-CoV-2 virus that causes COVID-19. Energy versus safety is a balancing act that must be identified in the mitigation strategies so the path forward can be determined for an owner.

Keep in mind that energy savings for today (or the future) could minimize any added energy the HVAC system would use to reduce virus transmission.



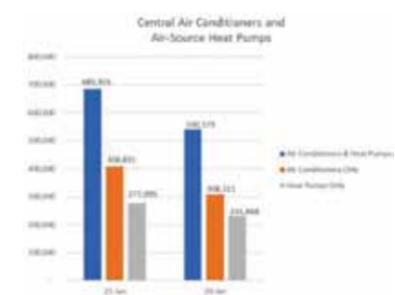
ASHRAE guest speaker, Wade Conlan, P.E., BCxP, CxA, LEED AP BD+C

The session will start with a quick discussion on transmission but the virus evaluation will be centered around the ASHRAE Epidemic Task Force's practical guidance from the Building Readiness Guide and the suggested improvement measures.

Wade has over 25 years of commissioning and design engineering experience. He is the Chair of ASHRAE GPC 1.6P, Commissioning Data Centers and voting member of TC7-9 Building Commissioning. Mr. Conlan has also received many ASHRAE awards.

We are glad to invite you to our next meeting on April 6th, 2021. The topic is about: Florida Building Code by Amador Barzaga and Pete Quintela, Senior Code Officers. The meeting will be April 6th from 12:00 - 2:00 PM. at the 94th Aero Squadron Restaurant in Miami. It will be both in-person and on zoom

## AHRI Releases January 2021 U.S. Heating and Cooling Equipment Shipment Data



U.S. shipments of central air conditioners and air-source heat pumps totaled 685,926 units in January 2021, up 27 percent from 540,179 units shipped in January 2020. U.S. shipments of air conditioners increased 32.6 percent to 408,831 units, up from 308,311 units shipped in January 2020.

U.S. shipments of air-source heat pumps increased 19.5 percent to 277,095 units, up from 231,868 units shipped in January 2020.

## Fujitsu General Introduces New Single-Phase Airstage VRF Systems



Fujitsu General America, Inc. has released the new, single-phase J-IV and J-IVs Airstage VRF heat pump systems to replace the J-II and J-IIs lines. The systems

serve heating and cooling applications between 3- and 5-ton capacities, making them ideal for the residential and light commercial markets.

The new air-to-air heat pumps feature expanded heating operation ranges, offering powerful heating capacity at an outdoor ambient temperature of -15°F.

The J-IVs offers efficiency levels up to 19.7 SEER and is available in 3- and 4-ton capacities, while the J-IV offers up to 19.8 SEER and is available in 3-, 4- and 5-ton capacities. J-IV models also allow up to 150 percent connection capacity of indoor units.

Installers can connect up to 9 indoor units to each 3-ton condensing unit, 12 indoor units per 4-ton condensing unit, and 15 indoor units to each 5-ton condensing unit. Choose from 11 indoor unit styles to create individually-zoned comfort for any size space or decor. With more than 11 types of indoor units, ranging from 4,000 to 96,000 BTUH, the J-IV and J-IVs meets a broad range of design requirement and aesthetics.

Other enhancements include the ability to reduce electrical circuit breaker sizes, several improvements to base pan including base pan heaters, and the addition of durable metal fan guards, updated wiring, and fan motor to meet low ambient specifications.

Fujitsu's Airstage VRF controls offer additional energy savings and comfort features, including scheduling, sleep timer, economy operation, and automatic season changeover. Several J-Series units can be connected to central control, building management systems (BMS) over BACnet, LonWorks or Modbus. For more information, please visit [www.FujitsuGeneral.com](http://www.FujitsuGeneral.com)







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So do not fear, for I am with you;  
do not be dismayed, for I am your God.  
I will strengthen you and help you;  
I will uphold you with my righteous right hand.

Isaiah 41:10



## FRACCA 2021 Virtual Conference March 24, 2021 10 am - Noon

The Florida Refrigeration & Air Conditioning Contractors Association is pleased to let you know that while we have come through 2020, not without a few scratches, our chapters are beginning to plan face to face meetings again.

Please check your local chapter websites for general meetings, training sessions, and upcoming events in your area. You may find their connecting chapter links at [www.FRACCAAir.com](http://www.FRACCAAir.com).

Hopefully, you joined us on March 24th for our FRACCA Virtual Conference that took place from 10 am - 12 noon. This was a great opportunity for you to hear from Cotney Attorneys & Consultants aka: The FRACCA Legal & Legislative Team. Tray

Batcher and Clayton Osteen provided a question and answer session for all the FRACCA members who attended the virtual conference.

Next up was a interactive presentation on how to keep your company motivated in the times we are experiencing with Dale Carnegie partner Christine Ramirez.

Carter Stanfield shared information regarding how the elections have affected the current and future refrigerant situation.

Mr. Austin Bass was introduced from Federated Insurance, who has just taken on the FRACCA Association as his priority in connecting the account executives to the chapters.

The FRACCA 2022 "LEVEL-UP Conference" will take place March 16-18, 2022 at the Florida Hotel & Convention Center. More details to follow in April so you can sign up early!

Time spent with your local chapter learning about changes and giving suggestions to your executive director will provide them with the programs that are important to you; therefore, it will be time well spent.

Sincerely, Paula C Huband  
FRACCA Executive Director  
[www.FRACCAAir.com](http://www.FRACCAAir.com)



**Christine Ramirez, Partner**  
Dale Carnegie Training  
Staying Resilient



**Tray Batcher, Attorney Cotney**  
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**Clayton T. Osteen, Attorney**  
Cotney Construction Lobbying  
2021 Legislative Update



**Carter Stanfield Speaker**  
2021 Refrigerants - Changes to  
Occur...or Not



**Austin Bass**  
2021 Introduction  
Federated Insurance

# Els Center of Excellence Completes Campus-wide Installation of RGF® Environmental Group Air Treatment Technology to Maintain Safety and Continuity of Programming for Individuals with Autism



Port of Palm Beach, Fla (March 11, 2021) -- RGF® Environmental Group, Inc., a leader in environmental design and manufacturing, today announced the installation of RGF's patented REME HALO® and Package PHI Units throughout The Els Center of Excellence™. Based in Jupiter, Florida, The Els Center of Excellence offers world-class programming and

services for individuals with autism spectrum disorder through the Els for Autism Foundation™ and includes two Palm Beach County public charter schools: The Learning Center for grades Pre-k through 8th, and The Learning Academy for high school students. Recently, the Foundation completed the installation of PHI-Cell® and REME HALO® units throughout the campus, including in classrooms and shared teaching spaces for all grade levels, to ensure the highest air quality and safety of students and staff.

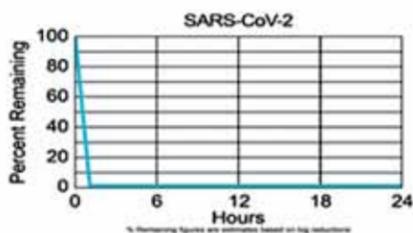
"For our students in the schools and the private clients of the Foundation, the daily routine of in-person learning and access to services is particularly important to help them navigate the challenges associated with the autism spectrum," shared Dr. Marlene Sotelo, Chief Operating Officer for the Els for Autism Foundation. "We conducted significant research to find a solution to mitigate the risks associated with the pandemic, improve indoor air quality and reduce potential transfer of viruses. By implementing various safety and social distancing protocols along with installing RGF's air filtration system, we are doing everything we can to reduce risk factors associated with the spread of SARS-CoV-2 and keep our students in school and clients in programs and services."

The PHI-Cell® and REME HALO® units, which use RGF's patented technology, install inside existing air conditioning ducts where they actively treat the air inside of conditioned spaces. The units harness the power of hydrogen peroxide by releasing low level molecules into a room where they attach to airborne microbials, like the SARS-CoV-2 virus, to safely and effectively neutralize the contaminants in the air and on surfaces.

"As a national leader in indoor air quality, RGF's products have long been hailed as gold-standard solutions for combating airborne viruses and bacteria," shared Tony Julian, Vice President of Commercial Products, RGF Environmental Group. "In response to the global pandemic, we increased the production of products that create safer indoor environments so that children may go back to school and adults can return safely to work. The PHI-Cell® and REME HALO® units provide peace-of-mind for parents, school staff, and children, and provide safe in-person learning environments which is imperative for students and their families."

An independent third-party study focused on the inactivation of SARS-CoV-2 using RGF's proprietary REME HALO® product with PHI-Cell® technology. The study demonstrated efficacy rates greater than 99.9% against the SARS-CoV-2 virus. The testing, performed at the Innovative Bioanalysis Laboratories in Cypress, Calif., looked at neutralizing the virus within the occupied space in the air and on surfaces. Video results of the study can be viewed here:

- Test Environment Requirements: Large Real-World Chamber, SARS-CoV-2 Virus (not surrogate), Testing of Surfaces & Aerosolized Form
- Test Results: 99.9% of Virus Inactivated on Surfaces; 99.5% Aerosolized Virus Reduction



Third-party study results of RGF's REME HALO® with PHI-Cell® technology. RGF technology inactivated greater than 99.9% of SARS-CoV-2 on surfaces. RGF technology inactivated 99.5% of the aerosolized form of SARS-CoV-2.

With the completion of the installation, The Els Center of Excellence campus joins numerous other schools and universities, global hotels and resorts, national chain restaurants, office buildings, medical and dental offices, and municipal transit authorities in trusting their indoor air quality to RGF's PHI-Cell® and REME HALO® technology.

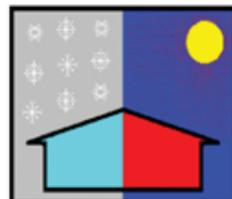
For more information or to schedule an interview, please contact Diana Crawford at [diana@themaverickpr.com](mailto:diana@themaverickpr.com) or 502-727-8881.

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

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# High-E-Fishin -Sea-XXIX

King Fish • Dolphin • Wahoo Tournament

Saturday June 12, 2021  
7:00 AM to 3:00 PM  
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The **Early Entry** fee is **\$275.00** per boat for members (\$325.00 for non-members), before Saturday, May 28th, additional **\$25.00** after. There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.



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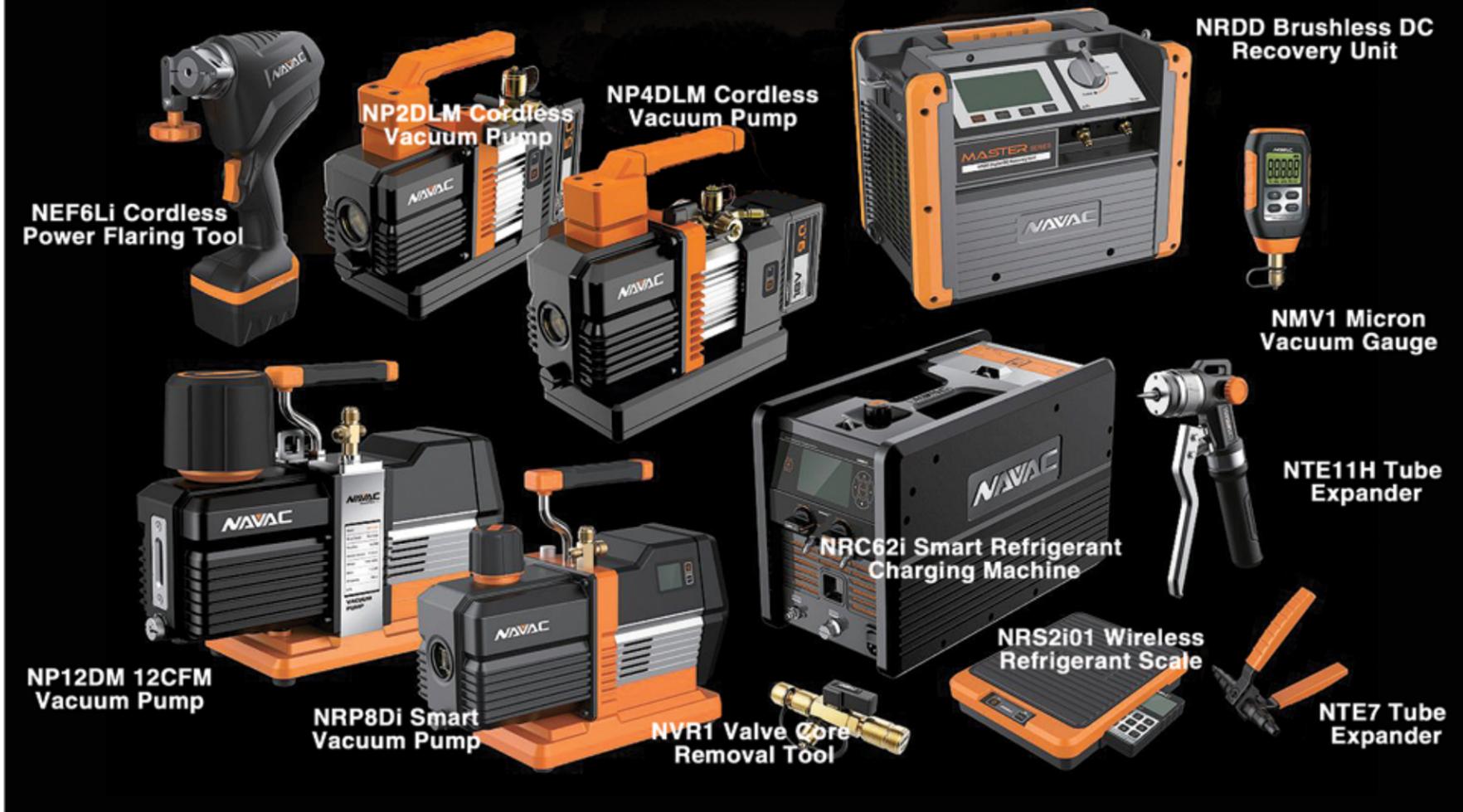
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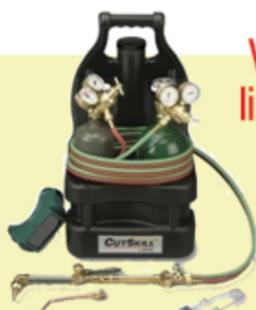
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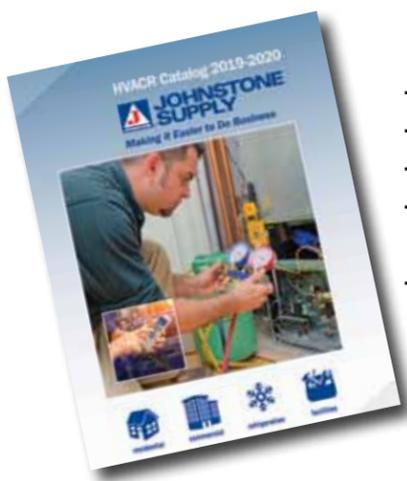


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