

TODAY'S A/C

& REFRIGERATION NEWS

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SFACA Monthly Meeting and Vendor Night at Tropical Acres Steakhouse (see page B3)



ACCA/CF and Black's Supply Host Air Duct Fabrication & Demonstrations (see page 4)



ASHRAE Miami Chapter Monthly Technical Meeting in Person and on Zoom (see page 12)



Tod Sutherland explains the ins and outs of the Ruud Commercial Renaissance Line (see page 8)



Congratulations to all the TRACCA and ACCA/CF Apprenticeships (see pages B8-B9)

What's Going On With Price Increases and Shortages?



Jeff Schlichenmeyer
Publisher

Global supply chains were first thrown off their axes more than 15 months ago when Covid emerged in the city of Wuhan and Chinese manufacturing ground to a halt. Today we still endure the aftershocks of that initial Chinese lockdown, and their disruptive effects on global supply chains are now compounded by new shocks created elsewhere (the Texas winter storm being just one example). How unusual are the current shipping and manufacturing challenges? Lars Mikael Jensen, the head of Global Ocean Network at the world's largest shipping company, A.P. Moller-Maersk offered the following summary in a March 6th New York Times article about the global shipping crisis:

"I've never seen anything like this. All the links in the supply chain are stretched. The ships, the trucks, the warehouses."

The stretching Mr. Jensen refers to is apparent in recent data from the Port of Los Angeles, the largest port in the United States. As of March 2020, the 12-month average number of loaded containers arriving in LA was a little less than 378,000 units. Through March 2021, that average figure is now just above 436,000 units, amounting to an increase of 123 percent from last year!

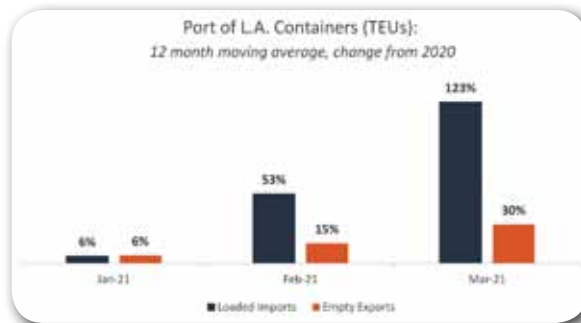
The massive growth in inbound, loaded containers is largely the result of numerous American industries coming back online as the Covid threat wanes (and households spend the piles of cash they accumulated through stimulus). But what can we

make of the increase in exported empty containers? Like other industries, container manufacturers scaled back production in 2020 in anticipation of declining trade and consumer demand.

Now, with global demand surging, ports around the world can't

find containers fast enough to meet demand, driving shipping prices sky-high and leading shipping companies to send their empty containers to the ports with the greatest demand (and highest prices).

go to page 6



RGF Introduces the HALO-ROVE Portable Active Air Purification System



Port of Palm Beach, Fla – RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, introduces the HALO-ROVE™, a standalone, portable active air purifier capable of treating commercial spaces up to 1,000 square feet. Utilizing RGF's proprietary PHI-CELL® product with Photohydroionization® technology, the HALO ROVE™ provides significant reductions in viruses, bacteria, mold, and odor within minutes of operation.

"As a part of RGF's commitment to a whole-building approach to healthy Indoor Air Quality, the HALO-ROVE™ provides our customers with a plug-and-use system for commercial spaces up to 1,000 square feet," noted Dr. James Marsden, Executive Director of Science & Technology at RGF® Environmental Group. "Because the HALO ROVE™ is portable, it is a versatile solution for office and conference rooms, classrooms and day cares, as well as restaurants, restrooms and locker rooms." Safe, Natural Levels of Hydrogen Peroxide (H2O2) for Occupied Areas

Port of Palm Beach, Fla – RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, introduces the HALO-ROVE™, a standalone, portable active air purifier capable of treating commercial spaces up to 1,000 square feet. Utilizing RGF's proprietary PHI-CELL® product with Photohydroionization® technology, the HALO ROVE™ provides significant reductions in viruses, bacteria, mold, and odor within minutes of operation.

The HALO-ROVE™ utilizes RGF's patented Photohydroionization® (PHI-CELL®) technology to substantially reduce airborne and surface bacteria, viruses, odors, mold and VOCs (chemical odors). RGF's PHI-CELL® air treatment systems are operating safely in over four million installations globally.

The HALO-ROVE™ quietly circulates air around the space while creating and distributing safe, low-level airborne hydrogen peroxide (H2O2).

The PHI-CELL® technology utilizes a photocatalytic process to create active air purification. The combination of UV light and a hydrated quad-metallic catalyst drives a reaction that produces low levels of airborne hydrogen peroxide (H2O2), similar to levels generated outdoors by sunlight.

While typical outdoor levels of hydroperoxides run between .01 to .03 ppm, the

OSHA permissible exposure limit (PEL) is 1.0 ppm. RGF's PHI-CELL® technology creates hydrogen peroxide levels of .01-.02 ppm or 1/50 of OSHA safety limits.

The HALO-ROVE™ is manufactured at RGF's vertically integrated, environmentally friendly ISO 9001:2015 certified facility and is available through RGF's existing HVAC distribution channels.



HALO-ROVE™ provides commercial spaces with a "plug and use" portable, flexible solution to improve Indoor Air Quality by significantly reducing viruses, bacteria, mold, and odor within minutes of operation

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25 Ways to Increase Profitability

Continued from April

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.

Let's continue ways to increase profitability.

#4 – Stop pricing using percentages. You cannot take a percentage to the bank! Imagine going to a teller and saying, "I'd like to deposit my 10% net profit, please." Never happen. The only thing you can deposit is dollars.

Pricing using percentages will get you in trouble. Unfortunately, many companies use a percentage to calculate sales prices, direct and overhead cost for a project.

Suppose there are two projects, each with 16 hours, one is priced at \$10,000 and one at \$5,000. You assign an overhead cost percentage of 25%. That means, that the one priced at \$10,000 gets \$2,500 of overhead cost and the one priced at \$5,000 gets \$1,250 of overhead cost. This is wrong! Both projects take the same amount of time, i.e. 16 hours, so they should get the same amount of overhead.

Also, depending on the company's sales revenue for the year, the overhead percentage goes up or down. The costs may not. But, if you price by percentage, the percentages will be higher in lower revenue years and lower in higher revenue years... for about the same overhead dollars (ok – insurances may go up, etc. My point is that the rent percentage, if it is consistent from year to year, will be different depending on the revenues).

To be accurate, you must price using dollars and your bottom line must be dollars. The only time you should look at percentages: your gross margin (gross profit divided by sales). I don't care what the percentage is. I care that the percentage is consistent.

#5 – Know Your Net Profit per Hour. One thing that I always do when starting to work with a contractor is to calculate that contractor's net profit

per hour. It is calculated by taking the net profit and dividing it by billable hours. It is, unfortunately typical, for a multimillion dollar contractor, to have a net profit per hour lower than you can earn working for a fast food restaurant.

Why are you putting yourself through the risk, the stress, and the hard work if you are not at least earning what you could working for McDonalds or Wendy's?

Once you know your net profit per hour – if you like it, continue to achieve that number. If you don't like it, then set your prices, decrease costs, or increase productivity to raise it slowly.

A contractor did the calculations and found that his net profit per hour was \$4 per hour...which was unacceptable to him. When we did the job costing we found that one crew had a consistent negative net profit per hour for all of the jobs they installed. And, there were some service technicians whose net profit per hour was negative too.

Training time! First explain net profit per hour and why it is important. Then show each person (in private) their net profit per hour. Then establish a plan to get the negative numbers to positive numbers and to keep the positive numbers positive.

You can post the averages each week. It becomes a competition amongst the installation crews and service technicians. Everyone wins: the customers who are educated about their HVAC systems, the field personnel who may get SPIFFs for achieving a certain level, and the company.

#6 – Know Your Overhead Cost per Hour. Overhead cost per hour is simply total overhead cost divided by billable (revenue producing) hours. If your overhead cost per hour is \$50 per hour and your competitor's overhead cost per hour is \$30 per

hour, then for an 8 hour job your overhead cost is \$400 and your competitor is \$240. Your competitor can charge the same price and earn \$160 more than you do. Or, your competitor can charge \$160 less and win the job.

Keep your overhead cost per hour as low as possible. Ask your team members how to shave \$100 a month from overhead costs. You'll be surprised at their answers. Implement the simple things they suggest, whenever feasible, to decrease your overhead cost per hour.

And, the greater the number of billable hours, the lower the overhead cost per hour. As you add more field labor, assuming they stay billable at least 85% of the time, then your overhead cost per hour will decrease.

#7 – Price from the bottom up. Most contractors still determine what their costs are and then divide by 1 minus the gross margin. This does NOT take overhead into consideration.

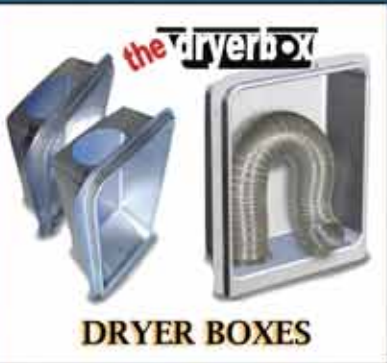
Start at net profit. What net profit do you want to earn for the job? Do you want a higher net profit for jobs with higher equipment cost? Do you want a lower net profit for jobs with a higher labor cost?

These are questions you need to ask before you establish your pricing. One of my clients continually complained about duct jobs. He moaned that he could never make money on them because of the labor involved. I said, "Fine. What net profit per hour do you want for duct jobs?" He answered and then we established the prices for duct jobs.

He agreed that if a customer was not willing to pay what he required to do those jobs, then he would not do the work. And, I never heard a complaint about duct jobs again. Next month, more ways to increase your profitability.

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ACCA/CF and Black's Supply Host Air Duct Fabrication & Demonstrations

On April 20th ACCA/CF and Blacks Supply hosted a training class on air duct board fabrication at the Longwood Training Center from 5:45 pm - 7:45 pm. There were around 12 local contractors who attended. The training class included health and safety procedures along with the UL 181 requirements for this product.

Dave Hilliard of Blacks Supply who has over 30 years experience in duct fabrication, gave demon-

strations of proper hand grooving techniques using specific hand tools along with the fabrication of a 90 degree elbow and an offset transition.

Dave discussed several fiber-glass duct system materials and focused on performance and design standards to ensure superior air tight duct fabrication. Dave elaborated on the importance of fabricating fiber glass ducts according to industry and code-approved standards with special emphasis on local

code compliance and closure systems by using the NAIMA Fibrous Glass Duct Construction Manual.

At the conclusion of the class, Dave gave an example of one of the fabricated enclosed plenums he made showing how fast it will leak and loses integrity when not assembled properly. Fabricating airtight fiber glass duct systems takes skill and craftsmanship. Thanks Dave for sharing your skills with the industry!



Kenneth Zalk of ACCA/CF (far left) spoke to the technicians before the duct fabrication class started



Kenneth Zalk of ACCA/CF, Dave Hilliard and Bruce Fortenberry of Blacks Supply, and Andy Brunkala, Instructor



Dave Hilliard informed the group to use only foil tape listed and labeled under UL 181A, Part I (P) for pressure-sensitive tape closures



Dave Hilliard of Blacks Supply discussed the vee vs shiplap methods of duct fabrication



Dave Hilliard always referred to the NAIMA Fibrous Glass Duct Construction Manual for information on correct procedures



Dave Hilliard emphasized the importance of reinforcing certain areas of the duct fabrication to lessen the chance of leakage

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ASHRAE Supports USGBC IAQ Schools Survey and Report

Only known national view of implementing air quality measures in schools during the pandemic

ATLANTA (April 29, 2021) – With technical support from ASHRAE, the Center for Green Schools at the U.S. Green Building Council (USGBC) published a new report on indoor air quality (IAQ) measures that schools have taken in response to the pandemic.

The report titled “Preparation in the Pandemic: How Schools Implemented Air Quality Measures to Protect Occupants from COVID-19,” presents the survey responses of school districts representing more than 4,000 schools serving over 2.5 million students in 24 states, on the protocols and operations plans implemented to mitigate the spread of COVID-19.

“Maintaining proper ventilation and good indoor air quality are vital in keeping school buildings healthy and operating as energy efficiently as possible,” said 2020-21 ASHRAE President Charles E. Gullede III, P.E. “This report provides a wide-scale, foundational framework to school leaders and lawmakers alike towards the implementation of new building design guidelines and to advance health and sustainability goals, while instilling confidence in the places where people learn.”

The report is the only known national view of air quality measures implemented in schools during the pandemic. It highlights what school districts have prioritized, which actions they have taken, how they have made decisions and what the consequences have been. The results of the survey show that schools have implemented some protective measures to improve IAQ, prioritizing ventilation and filtration to reduce the transmission of the virus. However, school districts still have unmet needs and face numerous challenges related to costs and outdated building infrastructure.

“Indoor air quality continues to be a critical concern as more teachers and students are returning to the classroom,” said Anisa Heming, Director of the Center for Green Schools at USGBC. “Increasing clean air circulation for our teachers and students is vital to promoting public health and is

a key green building strategy for school buildings. Our aim with this report is to inform policymakers and nonprofits that support our schools of the challenges that our education institutions face in combatting the spread of COVID-19, particularly given the deficient state of many school buildings across the country.”

Additional findings from the survey include:

- The most-frequently cited challenge to implementing protective air quality measures at schools was that school buildings were not designed to support the strategies that were being recommended.
- School districts that have been able to act have leaned heavily on their mechanical systems, such as increasing air supply through HVAC systems or upgrading filters to implement protective air quality measures for students and teachers.
- Only two-thirds of respondents were regularly monitoring IAQ before the pandemic, indicating that providing time, staff, and funding for regular monitoring and data collection has not been a priority for many districts in the past.
- Respondents want to continue the measures implemented during the pandemic, citing student and teacher health. Seventy percent of school districts plan to continue some or all of the strategies they’ve implemented.

“As schools re-open and develop health and safety plans to mitigate airborne transmission of COVID-19, many are prioritizing and upgrading current HVAC systems to provide the highest indoor air quality for building occupants,” said Corey Metzger, ASHRAE Epidemic Task Force Schools team lead. “We know that improved indoor air quality has a positive impact on student performance and general well-being and I’m hopeful that more schools will consider and implement the guidance provided by ASHRAE.” To download the full report, visit ashrae.org/COVID19.

What’s Going On With Price Increases and Shortages?

(continued from cover story)

The increased cost of transporting goods between countries, layered on top of dozens of industries competing for a limited supply of goods has led to huge price increases for the inputs necessary for production. Since December, core HVACR commodities like copper, steel, and plastic have seen their prices increase by an average of 55 percent, leading to a 3.4 percent increase in the prices manufacturers charge distributors (with more price increases on the horizon).

Fortunately, despite the price increases and limited supply of the key components necessary for production, HVACR manufacturers and distributors have broadly managed to meet contractor demand and weather the current storm. According to the latest data from HARDI’s monthly distributor sales survey, wholesale distributors saw their annual sales increase by 8.8 percent in March, and average inventory levels grow by 16.1 percent. Although a long road remains between us and a more stable pattern of supply and demand, that distributors have been able to build up their inventory despite chaotic economic forces bodes well for what is likely to be a busy summer season.



Tim Fisher

This article was provided by Tim Fisher, the team leader of market intelligence for the HARDI organization. Tim plays a leadership role in helping HARDI achieve its vision to provide economic analysis, forecasting, and market research that allows HARDI members to realize a competitive advantage.

Today HARDI represents more than 450 wholesale companies, nearly 300 manufacturing associates and nearly 100 manufacturer representatives. It is estimated that HARDI members represent 80 percent of the dollar value of the HVACR products sold through distribution.

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Tropic Supply Hosts Tod Talk The Rebirth of Cool: Ruud Commercial Renaissance Line



On Tuesday, April 20th, from 8:00 am - 9:00 am, Tod Sutherland facilitated a Tod Talk virtual event explaining the ins and outs of the Ruud Commercial Renaissance Line.

He covered the following topics; Commercial Product Teardown and Overview, Features and Benefits, Installation of Single Point Wiring Kit, Installation of the Electric Heat Kit, Section 179 Tax Code Advantages, and the 2023 Commercial Efficiency Changes.

Tod has 35 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!

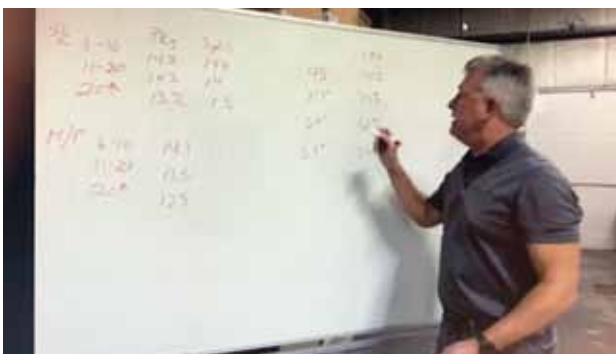
Join Tod Sutherland for a Tod Talk virtual event explaining the ins and outs of the Ecobee Smart Thermostats on Tuesday, May 11 from 8:00 am - 9:00 am.

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.



Tod Sutherland (TOD TALKS) conducted a commercial product teardown while explaining the features and benefits



Tod Sutherland revealed the Section 179 Tax Code Advantages and the 2023 Commercial Efficiency Changes that are coming



Experience the Parker ZoomLock® Roadshow—Virtually

Parker Sporlan offers a virtual 360° ZoomLock roadshow truck experience for the ACR industry.

Washington, MO., April 5, 2021 - The Sporlan Division of Parker Hannifin Corporation, the global leader in motion and control technologies, announces the ZoomLock Virtual Roadshow launch.

The self-guided tour keeps you in the know of the latest ZoomLock MAX press-to-connect and ZoomLock PUSH push-to-connect refrigerant fitting updates. The interior mimics the original ZoomLock truck with the same look and feel. Visitors can watch videos, download collateral, and see the latest updates for the products. One such update would be the added long-radius elbows to the product line-up.

Specific applications are more sensitive to pressure losses from piping and require long radius elbows to help ensure you keep the pressure drop to a minimum. ZoomLock MAX Press-to-Connect 90° elbows are now available.

Another addition to the ZoomLock PUSH push-to-connect family is the PUSH ball valve. Contractors can connect a ball valve to their VRF/VRV systems with a simple push.

“We are excited to launch the ZoomLock Virtual Roadshow and connect with existing and future customers using this virtual platform,” said Dustin Searcy, marketing manager, Sporlan Division. “The self-guided virtual roadshow truck is a way to do that and update contractors on our latest ZoomLock MAX and ZoomLock PUSH product offerings.”

Along with the long radius elbows, we have also added ZoomLock MAX 1-3/8” fittings. ZoomLock is more than just a copper fitting. It's the name contractors trust when leaving the torch on the truck.

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Johnson Controls Federal Systems Awarded \$91M Contract to Improve Energy Efficiency of U.S. General Services Administration National Landmark Buildings

MILWAUKEE, WI — April 13, 2021 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced that it has been awarded a \$91 million project with the U.S. General Services Administration (GSA) to improve facilities and energy efficiencies of landmark buildings. As part of the National Deep Energy Retrofit (NDER) program, the GSA is upgrading building technologies in the pursuit of net zero energy consumption while achieving energy goals prescribed in various federal Energy Acts.

Johnson Controls portfolio of smart building systems provides the physical components for the upgrades as well as OpenBlue software solutions that support systemic management of building operations, providing memory, intelligence and unique identity to spaces. This infusion of physical systems with award-winning artificial intelligence that helps systems learn over time automates changes that drive maximum energy and resource efficiency.

Buildings receiving facility improvements over the next three years include the Ronald Reagan Building and International Trade Center (RRBITC), the New Executive Office Building (NEOB), the Eisenhower Executive Office Building (EEOB), Jackson Place, the Winder Building and the Civil Service Building. Johnson Controls Federal Systems' team will perform much of the work associated with the project. Execution of these projects is anticipated to begin on May 1, 2021.

"Sustainability, energy efficiency and working toward the goal of net zero are top of mind for government leaders across the United States. This is reflected in the Biden-Harris Administration's recent infrastructure bill as well as our nation's re-joining of the Paris Agreement," said George Oliver, chairman and CEO at Johnson Controls. "Partnering with the GSA to make these historic buildings more environmentally friendly and energy efficient is an honor, and we look forward to upgrading more buildings around the U.S. in the coming years to create healthier places and do our part to support a healthier planet."

Overall project objectives include:

- Reducing energy and water consumption
- Improving efficiency of lighting, water and HVAC systems
- Transforming building automation systems
- Implementing cost-effective retrofits with paybacks of 25 years or less
- Completing construction with minimal disruption to tenants
- A comprehensive and integrated whole-building approach to the various energy conservation measures

"We are proud to help the GSA achieve energy resilience in the Nation's Capital through Johnson Controls legacy of building expertise and our intimate understanding of the agency's technology and security needs," said Nate Manning, President of Building Solutions North America at Johnson Controls. "It is a privilege to work with GSA on infrastructure projects that deliver transformational sustainability solutions for iconic landmarks. These buildings are critical locations for the federal government and include parts of the White House Complex and a National Historic Landmark used by the Executive Office of the President including the Office of the Vice President, Office of Management and Budget, and the National Security Council."

The NDER program demonstrates GSA's commitment to driving energy savings beyond that of an ordinary energy savings project without a detrimental effect on occupant comfort and agency mission. GSA's NDER program is achieving greater

than 34 percent energy savings over its portfolio of buildings included in the program. The cornerstone of success in NDER projects is the holistic and interactive consideration of energy conservation measures. For the RRBITC and the NEOB projects alone, energy conservation measures are projected to reduce combined energy consumption by 42% and water consumption by 50%.

This initiative leveraged the Department of Energy's Indefinite Delivery/Indefinite Quantity (IDIQ) Energy Savings Performance Contract (ESPC) in conjunction with GSA's innovative NDER program to achieve transformative infrastructure outcomes. By following an ESPC approach, the GSA was able to more quickly finalize the contract and award the work to Johnson Controls with minimal up-front capital costs or special appropriations from Congress. This approach to contracting simplified finalization of agreements, paving the way for facility improvements to begin and energy savings to be

realized as soon as possible.

Sustainability is an integral part of Johnson Controls vision and values. Since signing the United Nations Global Compact in 2004, the company has remained fully committed to aligning its operations and strategies with the U.N. Global Compact's Ten Principles. In January 2021 the company announced ambitious and accelerated sustainability commitments. Further, in March, the Science Based Targets Initiative approved Johnson Controls ambitious emissions reductions targets.

These commitments not only reflect internal action being taken across the company, but also the way that Johnson Controls works with and supports customers, partners, vendors and supply chain participants.

To read more about Johnson Controls commitment and accomplishments around sustainability, please visit: <https://www.johnsoncontrols.com/corporate-sustainability/environment>



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Trade Talk:

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



Employees and Profits: How to Increase the Bottom Line

Everybody knows that happy customers lead to higher profits. But the same is true for happy employees and the reasons why this is so may surprise you. The reasons have to do with turnover, performance, theft and disruptions. Here are the facts.

Turnover – Air Conditioning companies regularly turn over about one half of their employees every four to five years. This is very costly since replacing an employee can cost between 25% and 200% of their annual salary. If you reduce your turnover, you save the money that it costs to make new hires. Even a 5% increase in retention will improve a bottom line profit margin by 25% or more. Obviously, it is better to keep employees than let them leave. Of course this only applies if you hire the best and retain the best. But what kind of employees do you actually have?

A survey of more than 10,000 employees in more than 32 countries found that no matter where you do business, employees fall into one of four categories.

Loyal – 34% These are the very best employees. They work hard, are the most productive and give good customer service. They are also the ones that are most likely to stay with the firm.

Transitory 8% These are good employees, but they will leave within 2 years for personal reasons that have nothing to do with the firm, the people they work with, or their working conditions.

Trapped 31% These people hate their jobs and the firm and would leave if they could. However, they are trapped and cannot leave, or feel that they can't escape. In the meantime, they do very little, are only as productive as they need to be to stay out of trouble and generally waste time. Unfortunately, they stay on just filling in time and space.

Inferior 27% These are the poor employ-

ees. They do as little as possible, are disruptive, non-productive and will either leave on their own or when they are found out and fired. But in the meantime, they don't contribute anything worthwhile, but they do cause problems.

The inferior employees create your biggest headaches and cost the firm the most. In addition to a lack of productivity, they do things that put the firm at risk through theft, or misconduct. These are the people who cause the most shrinkage. They are also the ones that engage in questionable behaviors such as harassment, rudeness to customers, or sending offensive emails. The latter may leave a firm legally liable for the actions of these people. One wonders how they got hired in the first place.

Unfortunately, the problems may not end when these people leave the company. A disgruntled employee may retaliate by sending disruptive emails to former co-workers. This happened at Intel where not only did a fired worker send 35,000 email messages, but the California Supreme Court has just upheld his right to do so. This gives a whole new and dreadful meaning to SPAM. Just think of the damage that could happen if that employee had targeted customers instead of co-workers. That would have been illegal since it would be easy to show that the firm had been damaged. But in the meantime, the harm would have taken place.

Obviously, it is far better, more profitable and less troublesome to have happy employees. How do you accomplish this? It's an easy two-step process.

Hire the best. Pre-screen your applicants for their knowledge, skills, attitudes and ethics. The reason for selecting employees with the right knowledge and skills is obvious, but what about the issue of

ethics? Ethical employees don't steal, and don't engage in disruptive behaviors. They are less likely to become aggressive or become irrational. Use one of the readily available pre-screening tools to help you avoid hiring someone else's rejects. Just make sure that the instrument is accurate, valid and reliable.

Keep them happy. This means finding out what they want, and what troubles. This also means listening to them, addressing their areas of concern, and taking action to remedy certain issues before they become big problems. This can best be done through anonymous satisfaction surveys. Look for ones that can be customized to include questions that measure morality within the firm. Employees who are guaranteed anonymity will tell you what's really happening, where the gaps are in your security or shrinkage programs and give examples of improper behaviors. But, and this is a big but, don't even think of doing a survey unless you are prepared to act on the results. If you fail to show that you have listened and are going to do something, your employees will be even more unhappy since they will feel that management really isn't interested in their concerns.

Co-workers are the backbone of any organization and happy ones have a continual, positive effect on the bottom line. Finding them and keeping them is easy and best of all, when you eliminate the 27% who are poor or inferior performers, it leaves you with the opportunity to do something significant with the remaining 73%. As Einstein said, solving a problem is easy. It is the identification of the problem that is hard. These approaches will help you with the diagnostics; the rest is up to you.

Until next time
 Tommy Castellano

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Message from FRACCA President Rick Sims



FRACCA thanks Carter Stanfield for providing education and insights to guide members and their technicians through the phasedown of HFCs and our move to lower GWP (Global Warming Potential) refrigerants. On March 24th Carter gave a presentation made accessible by Zoom outlining key points.

The low flammability alternatives are not particularly troublesome for Carter; it is a manageable risk with limited ignition capability. Most of the proposed Low GWP refrigerants being tailored to replace R410A have at least enough flammability to require significant updates to our codes and standards.

Carter is monitoring developments surrounding refrigerant advancements globally and has accurately picked winners and losers in the past. He has alerted us to approval in Japan of a non-flammable R-410A alternative; Honeywell's Solstice N41 (R-466A). Testing is underway by several leading manufacturers. According to JSRAE (Japanese Society of Refrigeration and Air Conditioning Engineers), Solstice N41 (R466A) is "inert" and is a viable low GWP alternative to R410A. We'll be watching that one.

If his name sounds familiar, it may be that you

have heard Carter speak at a FRACCA event or perhaps at HVAC Excellence. Many HVACR apprentices will remember his name as co-author on the cover of their apprenticeship training textbook. Carter Stanfield is co-author of the renowned HVACR training textbook "Fundamentals of HVACR". Along with co-author David Skaves, they have recently published the updated 4th edition. They are doing a great job of updating curriculum to include new advancements in equipment and methods. Fundamentals of HVACR 4th Edition new release was published in 2021. Its fresh, up to date and ready for Florida's apprentices. If your apprenticeship committee has not reviewed textbooks in a while; have them take a look at the updated 4th edition of Fundamentals of HVACR.

As Stanfield and Skaves update the textbook, they don't just make changes for new technology. We see old lessons re-explained in new ways that appeal to today's apprentices. The pages are fresh and reflect digital media trends popular with younger users. The e-book version is perfect for self-guided study on iPad or Kindle that's easy on the eyes. My

copy of Fundamentals of HVACR is on my iPad.

Carter Stanfield began in the HVAC trade like many; his family's business still serves parts of central Georgia. Carter went into the classroom at 23 years old and spent decades of his life educating HVACR technicians and sharing his skills with other HVACR educators. He is a national leader in HVACR education and an informed speaker on many topics.

If you haven't met Carter Stanfield, we will try to change that at the FRACCA 2022 Education Conference. Carter is one of our most-requested speakers and his presentations have been a favorite among members for many years. He is a good person to add to your list of people who can help you solve tough problems and understands how techs learn. He is friendly and eager to be helpful.

FRACCA executive director Paula Huband is already hammering out details for this much-anticipated live gathering. This will be Florida's first fully unrestricted statewide gathering since 2020. Expect to see old friends and meet new ones. Cannot wait for true unrestricted return to mask-off live training events. Hope to see you soon.

ASHRAE Miami Chapter Monthly Technical Meeting in Person and Virtual on Zoom

The regular monthly technical meeting of the ASHRAE Miami Chapter was conducted via Zoom and in-person from the 94th Aero Squadron in Miami, on April 6th from 12-2pm.

The topic for the meeting focused on the Florida Building Code, Energy Conservation building thermal envelope requirements and the applicability of natural ventilation vs mechanical ventilation, in accordance to requirements of the Florida Building Code, mechanical for other than single family dwellings. It was presented by Amador Barzaga and Pete Quintela, Senior Code Officer's team for the Miami-Dade County Board and Code Administration Division.

We are glad to invite you to our next meeting on May 11th from 12-2pm, at the 94th Aero Squadron Restaurant in Miami. It will be both in-person and on zoom. The topic for the meeting is: New Florida Building Code for Wind Load, by Eric Reit and Richard Neet from Engineering Express.

What is under Mechanical Equipment between AC Units, Enclosures, Chillers, Etc., and the different ways you can tie them down. Also why engineering is needed, a deep dive analysis into the wind code, and what has changed with the new 2020 FBC.

Eric specializes in wind analysis for mechanical units, with a focus on Mini-Splits, Packaged Units, and Generator Enclosures. He designs the tie-

down systems for these units for both ground and roof installations.



Amador Barzaga and Pete Quintela were the presenters for the ASHRAE technical meeting and are part of the Senior Code Officer's team for Miami-Dade County

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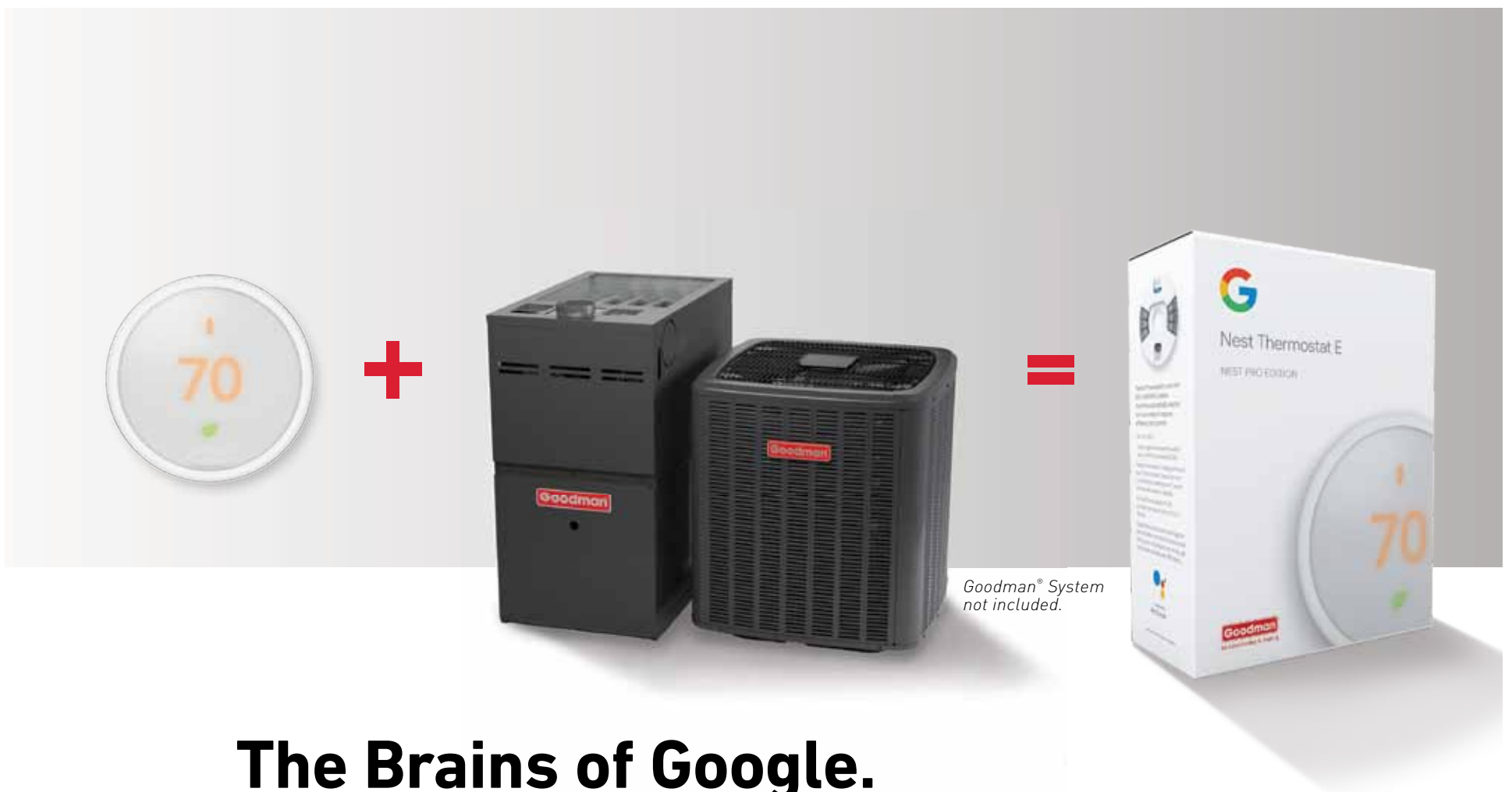
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AHRI Releases February 2021 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 637,772 units in February 2021, up 14.1 percent from 558,853 units shipped in February 2020. U.S. shipments of air conditioners increased 11.5 percent, to 363,045 units, up from 325,697 units shipped in February 2020. U.S. shipments of air-source heat pumps increased 17.8 percent, to 274,727 units, up from 233,156 units shipped in February 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 20.4 percent, to 1,323,698 units, up from 1,099,032 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 21.7 percent, to 771,876 units, up from 634,008 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 18.7 percent, to 551,822, up from 465,024 units shipped during the same period in 2020.

Mobile App from Fieldpiece Leads the Industry with 1000' Wireless Range

Orange, Calif., April 13, 2021 – Fieldpiece Instruments, the industry leader in tool and test instruments for HVACR professionals, announces that customers using their existing tools can take advantage of the wireless Job Link System® from up to 1000' away to measure, test, and report their findings. Sporting the longest wireless range in the industry, the Job Link System allows tools to be placed in optimum locations up to 1000' apart to obtain accurate measurement results, and to make live system adjustments. The Job Link System helps HVACR Professionals increase their efficiency on every job by allowing them to be in more than one place at a time up to 1000' away.

HVACR pros do not have to replace their existing tools to take advantage of the expanded wireless range. New and existing Fieldpiece manifolds, probes, scale and clamp meters all work with

the Job Link System. Using the Job Link app, the HVACR Professional can document electrical readings, pressures, temps, and microns in one report to verify system efficiency to customers thereby saving time and decreasing call-backs. In addition, with the "Live Look-In" option, co-workers at the base office can remotely see the same measurements the tech is seeing in the field to easily help diagnose problems, and reduce call-backs.

"With the latest version of the Job Link app, existing Fieldpiece Job Link System tools can be used over longer wireless ranges up to 1000' away to measure, test, and report findings right to your mobile device. You can take advantage of this industry-leading wireless range with the tools you have now! This is great for the professional in the field who is using our manifolds, probes, scale, or clamp meters in their everyday work at the customer's location,"

said Charlotte Loomis, Sr. Marketing Manager.

The Job Link System allows the user to receive multiple measurements from multiple locations in real-time on a smart device. Tools in the Job Link system communicate directly with the mobile device or SMAN digital manifolds using Bluetooth technology.

Since Job Link wirelessly connects to multiple probes and meters throughout a system, the HVACR pro gets a big picture look at the entire system in real-time – all from one screen. There's no need for long cables and hoses or to continue to return to a tool to check a reading. As soon as adjustments are made to the system, real-time dynamic data will show on the device for quick adjustments.

For more information about the Job Link System please visit the product page <https://www.fieldpiece.com/product-category/job-link-system/>.

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Fieldpiece Instruments announces new data findings for the Job Link system allowing it to work with compatible tools for up to 1000' away.

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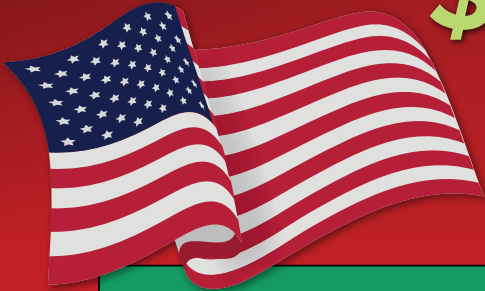


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Help us raise \$10,000 or more to support an Injured Florida Veteran



Meet our Local Veteran: SGT Justin Callahan (Jupiter, FL)

Justin Callahan joined the Army as a combat engineer at the age of 18 in 2000, with the desire to do something meaningful for his country. He served in Korea before deploying to Afghanistan in 2003 with B Company, 41st Engineer Battalion, 10th Mountain Division. On Jan. 15, 2004, SGT Callahan was conducting route clearance operations outside of Bagram Airfield when an improvised explosive device (IED) went off. SGT Callahan lost his left leg as a result of the blast. Following his injury, Justin endured several surgeries and months of physical therapy at Walter Reed Medical Center before medically retiring in May 2004. In the years since his injury, Justin has gotten married and started a family with his wife Katie. They have two sons, Callum, who was born in 2016 and Connor, born in 2019. Justin completed a master's degree in Social Work (MSW) from Florida Atlantic University, and continues to serve Veterans as a Social Worker at the West Palm Beach VA Medical Center. Justin enjoys attending church with his family, fishing, exercising, weight lifting, and swimming.



Justin believes the gift of a new home will enable him to maintain his health and be a productive member of society. He plans to use his degree to work with other Veterans transitioning into civilian life, and he and Katie would like to expand their family. Additionally, the financial freedom of the home will give them the opportunity to save for their sons' futures.

Tropic Supply and **Ruud** have partnered with **HARDI** and **HFOT** to donate the HVAC system and supplies needed for SGT Callahan's home. To ensure there are enough funds to complete all aspects of his home, we have partnered with the suppliers listed below to donate a portion of the proceeds of the sales of several of their products to HFOT. Please visit your local Tropic Supply Resource Center for a detailed list of the products included in this fundraiser.



Homes For Our Troops (HFOT)

is a publicly funded 501(c) (3) nonprofit organization that builds and donates specially adapted custom homes nationwide for severely injured post-9/11 Veterans, to enable them to rebuild their lives. Most of these Veterans have sustained injuries including multiple limb amputations, partial or full paralysis, and/or severe traumatic brain injury (TBI). These homes restore some of the freedom and independence our Veterans sacrificed while defending our country, and enable them to focus on their family, recovery, and rebuilding their lives. Since its inception in 2004, nearly 90 cents out of every dollar spent has gone directly to our program services for Veterans. HFOT builds these homes where the Veteran chooses to live, and continues its relationship with the Veterans after home delivery to assist them with rebuilding their lives.



On July 30, 2016, **HARDI** agreed to support Homes For Our Troops through their next 100 builds. For each home, HARDI members will provide all heating and cooling equipment supplies and duct work for each home at an estimated value upwards of \$1 million. While it is an honor to support our Veterans, there is also a very practical reason for this partnership: with HARDI distributor members' expertise in logistics and with the manufacturers' HVACR knowledge and resources, HARDI members are in a position to acquire high-efficiency equipment for these homes, which can lower a Veteran's utility costs, provide better indoor air quality, and better comfort in their homes.

Please visit your local Tropic Supply Resource Center for a detailed list of all the products included in this fundraiser. *Thank you for your support!*

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Ocala	(352) 351-2481
Orange City	(386) 878-4444
Orange Park	(904) 272-7700
Orlando	(407) 849-6090
Orlando	(407) 296-7727
Palatka	(904) 407-4500
Panama City	(850) 215-4200
Pensacola	(850) 434-7581
Pompano Beach	(954) 691-0210

Sarasota	(941) 366-5804
Sarasota	(941) 782-0982
Sebring	(863) 314-4494
St. Augustine	(904) 824-1001
St. Petersburg	(727) 525-6926
Stuart	(772) 220-3093
Tallahassee	(850) 576-8102
Tallahassee	(850) 504-9080
Tampa	(813) 217-5913
Tampa	(813) 885-7641
Tampa	(813) 740-8704
Vero Beach	(772) 562-7141
West Palm Beach	(561) 848-1416
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Albany	(229) 436-0361
Athens	(706) 546-6411
Augusta	(706) 722-0292
Brunswick	(912) 265-5553
Byron	(478) 956-6700
Columbus	(706) 327-1239
Covington	(678) 625-4277

Doraville	(770) 441-1120
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Martinez	(706) 860-3545
McDonough	(678) 432-2191
Milledgeville	(478) 452-2208
Savannah	(912) 234-5164
Savannah	(912) 233-9621
Statesboro	(912) 764-5162
Thomasville	(229) 226-8675
Tifton	(229) 386-0505
Valdosta	(229) 244-1313
Vidalia	(912) 537-3199
Waycross	(912) 283-1838
North Carolina	
Charlotte	(704) 332-4900
Charlotte	(704) 588-5050

Gastonia	(704) 864-1110
Hendersonville	(828) 692-7863
High Point	(336) 889-5850
Morrisville	(919) 415-1665
Raleigh	(919) 821-9690
Salisbury	(704) 638-9978
Shelby	(980) 404-6006
Wilkesboro	(336) 844-7029
Wilmington	(910) 452-3313
South Carolina	
Charleston Heights	(843) 554-8010
Columbia	(803) 779-8520
Greenville	(864) 233-1300
Myrtle Beach	(843) 626-2288
Spartanburg	(864) 583-5498
Tennessee	
Jackson	(731) 424-6054
Jackson	(731) 423-2100
Kingsport	(423) 247-1111
Knoxville	(865) 673-8500
Nashville	(615) 883-1156



SFACA April Program Meeting & Vendor Night

The SFACA April Program Meeting and the annual Vendor Night was held on April 7th, from 6-9pm at Tropical Acres Steakhouse in Fort Lauderdale.

The Associated Builders and Contractors (ABC) had a table set up at Vendor Night to showcase the upcoming enrollment for the SFACA Apprenticeship Academy! Vendor Night was an excellent opportunity for one-on-one presentations of the latest com-

mercial and residential HVAC products and services.

There were give-aways, networking, raffle, hors d'oeuvres and bar. Also a 50" TV Door Prize was donated by Carrier! The newly installed SFACA board was presented with an award and gifts.

The next SFACA meeting will be in person on Wednesday May 5th from 6-9pm at Tropical Acres Steakhouse in Fort Lauderdale. The topic for the

meeting is Adapting to Material Shortages and Rising Costs by Tray Batcher of Cotney Construction Law.

Even with the rollout of the vaccines, material availability and price increases continue to be a problem in the industry. Join us to discuss legal & business tips to help navigate and adapt to supply chain disruptions.



Greg Goldston of GMC Air Conditioning with Tim Murphy of Tropic Supply



Jose Minalla of Saez Distributors, Ervin Rodriguez and Sam Amigo of Baker Distributing, and Jiame Benat of Saez Distributors



David Stewart, James Schaefer, George Wallace, and Eric Bonde of JCI-York Source1



Aaron Romig of Tropic Supply with Taylor Salsbury and Drew Garland of Fresh-Aire UV



Ed Abreu, Ervin Rodriguez, Karen Gonzalez, and Gigi Olivo of Baker Distributing



Bob Volin - SFACA Director, Scott Behanna of Ron McLaughlin & Associates, Ramon Delgado and Dawn Riker of Johnstone Supply Ware Group



Matt, Gregg, and Chris D'Attile of Art Plumbing, Electric, and A/C



The buffet which was served at Tropical Acres Steakhouse was absolutely delicious!



Rick Coppola and Mike Bretz of Advanced Work Vans



There was a great turnout for the SFACA April members meeting and vendors night



SFACA President Kelly Dexter welcomed the members and thanked all the vendors



Vendors were each given a little time to present their products during dinner



Kelly Dexter-President, Doug Lindstrom-Past President, Gregg D'Attile-VP Secretary, James Schaefer-Director, Ed Lawton-Director, Bob Volin-Director, Jeff Teppin-Director, Skip Farinhas-Past President, Howard Pearl-Director, Gonzalo Azpurua-Director

Performance Pointers

by David Richardson



What's Your Story?

I'm going to stray from my normal technical article this month to address a concern I have for our industry. As the older generation of owners and technicians begin to retire from our industry, their collective experience and knowledge may retire with them. Their insights could be lost to future generations. To reverse this trend, I would suggest that whether you're retiring or not you can capture your experiences and stories. Let's look at how writing things down can help and what it takes to get started.

The 2021 HVAC/R Symposium

Last March I was a speaker at an event known as the HVAC/R Symposium. It was an incredible conference hosted by Bryan Orr, of HVAC School Podcast fame, and his team at Kalos Services. Steve Coscia of Coscia Communications also spoke at the event on soft skills. In his presentation, he talked about the effective use of stories. Steve has written every story he tells in class.

As I listened, I remembered that capturing my experiences is how I started writing so many years ago. I didn't set out to be a writer. My goal was to write about the situations I ran into so that I could make sense of them and learn. I still go back to many of those stories today for inspiration and the lessons they taught me.

At the conference I also spoke with Dustin Cole. He's an HVAC professional from Lake Charles, Louisiana, and the inspiration for this article. As we talked, he told me how an article I wrote years ago had a big influence on him. At the time, Dustin was considering giving up on measuring HVAC performance, until he read this article.

The article he mentioned was about one experience I captured. It was about when my family's HVAC company first began measuring airflow and I discovered our duct systems needed work. It was a tough time in my life, but I captured it because I

knew there had to be a lesson in there somewhere. Dustin's comments reminded me that others benefit from our stories and experience.

Why Don't More of Us Write?

Unfortunately, many of us learned to hate writing as kids in school. Teachers forced us to write long essays and book reports and count the words. We despised these exercises because they seemed like a waste of time and because we wanted to be outside playing with friends.

Others avoid writing because they fear they're not good enough. They worry that their writing will be laughed at or rejected. They are afraid people will judge their words. So, they procrastinate and write nothing. Others believe they need a college degree to write and convince themselves they aren't smart enough to find the perfect words or phrases.

None of these fears are true. Think about this, imagine you had an English teacher who taught you that writing was about clarifying your thoughts? What if they showed you how you could get your ideas on paper and then move them around or change them like Lego blocks? I'm convinced many of us would look at writing differently.

Writing doesn't have to be hard we just make it that way. We add complexity and mysteriousness to it that makes learning the skills seem unattainable. It's a skill that anyone in our industry can learn, just like installing a duct system or changing out a compressor.

How to Start Writing

To start writing, pay attention to your day and notice any interesting events that could help others. What field situations are you experiencing that others could benefit from? It could be your troubleshooting process, how you do an equipment replacement, or the way you talk to customers. The key is to capture the event.

Next, find a writing form that works for you. Try pen and paper or the notes app on your smartphone. Keep it simple. Don't go crazy and buy different writing software or teach yourself how to type. The trick is to start with what you have. If you struggle to type like I sometimes do, use talk-to-text on your smartphone and clean it up later. Find what works for you and use it.

Write like you talk. Imagine yourself chatting with a friend in the shop or parking lot. If it sounds good when spoken, chances are it will make good writing unless you use foul language or slang. Don't get concerned about grammar and finding the perfect words. That's what editing is for. Writing is where you dump your ideas out as fast as possible. Editing is where you clean it up.

Write for your eyes only. Remember, you aren't trying to create a bestselling book. Just capture your experiences. Understand that your writing will be sloppy at first. It should be like a five-year-old kid jumping in a mud puddle – messy and fun. The sooner you accept this and embrace it, the better you will get.

For example, think of the last installation, service, or sales call you were on and write down the following:

- What the situation was about
- What you did /what happened
- Any technical details or readings
- What you learned from the situation
- What you would change about the situation looking back
- What lesson(s) others can take from your experience.

Consider writing from the viewpoint of what a rookie technician with no knowledge of your subject would need to know. Write to help them understand what you ran into and what you did.

go to page B6

Got Slime?

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Kool Kap condenser covers come in three sizes, which permit proper fit on virtually any make or model of air conditioner.

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www.koolkap.com

Venstar Launches New Explorer-IAQ Wi-Fi Thermostats Featuring Air Patrol Indoor Air Quality Control

CHATSWORTH, Calif., April 29, 2021 — Venstar®, a leading thermostat and energy management systems supplier, today announced its new Explorer®-IAQ Wi-Fi® thermostats featuring a built-in indoor air quality sensor that continuously samples and measures the indoor air quality (IAQ). The Explorer's Air Patrol® feature monitors the IAQ, and when the air quality falls to a selectable level, Explorer will circulate the air through the HVAC's filtration system and assert an AUX output until the air reaches an acceptable level. Available in residential, commercial and specialty models, including a model designed just for the classroom, Venstar's Explorer-IAQ thermostats give users control of their indoor air quality at home and at work.

"Indoor air quality has become essential to wellness. With the Explorer-IAQ thermostat's Air Patrol feature working in the background, users gain confidence that their indoor air quality is continuously monitored and filtered. The user can be alerted to unhealthy air quality from the Explorer-IAQ thermostat remotely using Skyport Cloud Services or our free mobile app," said Steve Dushane, president and CEO of Venstar.

The built-in IAQ Sensor and Air Patrol gives users the ability to:

- Monitor indoor air quality using an incorporated sensor that measures air quality and provides detailed information on the IAQ level, which can be viewed on the website or mobile app
- Set the IAQ level to circulate air through the HVAC's filtration system
- Remotely monitor and control indoor air quality level, including highs and lows for each day, using Skyport Cloud Services or Venstar's free Skyport mobile app
- Instantly view air quality on the thermostat display
- Utilize an AUX output to control third-party devices when Air Patrol is active, such as Fresh Air Dampers, Ionizers, Plasma Air Cleaners and UV Lights

Air Patrol is available in Venstar's new Explorer-IAQ residential and commercial models:

- Explorer T3950-IAQ high-end residential model, featuring up to 4 Heat, 2 Cool
- Explorer T4950-IAQ high-end commercial model, featuring up to 4 Heat, 2 Cool
- Explorer T4975-IAQ high-end commercial model, featuring 2 Heat, 4 Cool
- Explorer T4950SCH-IAQ high-end Classroom/School model, featuring 4 Heat, 2 Cool

Venstar's new Explorer thermostats also feature:

- Built-in Wi-Fi, Bluetooth® and VenNet radios
- Light level sensors, which ensure that HVAC units are only on when lights are activated, available in select models (T4950-IAQ, T4975-IAQ and T4950SCH-IAQ). They can also alert the user when lights are left on.
- VenNet Wireless Remote Temperature/Humidity Sensor compatibility, giving users the ability to balance air temperatures across areas where there are not any thermostats
- Built-in Humidity sensors, which allow users to control humidification, dehumidification and reheat
- Security features, including setpoint limiting and keypad lockout to provide control over thermostat tampering, along with an optional lock ring
- One-touch "Home" and "Away" buttons to instantly change thermostats to pre-set temperatures
- Voice control using Google Assistant and Amazon Alexa
- Easy set-up with Venstar's Configurator App
- Open ADR 2.0B, California Title 24 and IECC 2015/2018 compliance
- Local API for integration with smart home automation systems, including free drivers for Con-

trol4 and RTI

- Compatibility with HVAC equipment from most major manufacturers

In addition, now available are Venstar's new affordable Explorer thermostat models without Air Patrol, including:

- Residential — Models T3700 and T3800
- Commercial — Models T4700 T4800

Venstar Inc. is a leading thermostat and energy management system (EMS) manufacturer, known for providing value to its customers via ease of use and installation, proven cost savings, improved energy efficiency, quality and reliability. Founded in 1992, Venstar is one of the largest thermostat suppliers in the world and designs and produces Venstar-branded products, as well as OEM thermostat products for the biggest names in HVAC.

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

ASHRAE Launches Vision 2030 Webpage

ATLANTA (April 27, 2021) – ASHRAE announced the launch its Vision 2030 webpage. The webpage can be found at ashrae.org/vision2030.

As technology continues to improve every aspect of the built environment, ASHRAE's Vision 2030 is committed to leading, serving, and providing all professionals in the buildings industry with the resources and knowledge to continually drive the innovative and strategic improvements needed during the revolution of the built environment.

"The Vision 2030 webpage provides guidance to support intelligent design, construction, and operation for a more adaptable and resilient built environment," said 2018-19 ASHRAE Presidential Member and Vision 2030 Chair Shelia J. Hayter, P.E. "We believe that the contributions of the Vision 2030 team will serve as a powerful resource to industry professionals and the general public alike."

The webpage features the following sections:

Connected Communities, Built Environment, Data and Integration, Team Processes, Member Services, and Resources.

Questions and requests for technical guidance and interpretations should be submitted to the following email address: Vision2030@ashrae.org. For more information on the Vision 2030, visit ashrae.org/Vision2030.

High-E-Fishin -Sea-XXIX

King Fish • Dolphin • Wahoo Tournament

Saturday June 12, 2021
7:00 AM to 3:00 PM
Riviera Beach Marina



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



Early Registrants are eligible for the Captain's Party Prize drawing.


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.

1st Prize: \$1,000 • 2nd Prize: \$750 • 3rd Prize: \$500
Junior Angler Prize (16 & under): \$150

Plus many other prize giveaways.

PLATINUM SPONSORS:

For more information contact Pam @ 561-585-3880

Streamlight® Launches Ultra-Compact Pocket Mate®



Streamlight®, Inc., a leading provider of high-performance lighting, launched the ultra-compact Pocket Mate®, a weather-resistant, USB rechargeable personal light that delivers 325 lumens and features convenient hands-free options. Small enough to carry in a pocket, the Pocket Mate features an anodized spring clip that attaches to zippers or key chains, and clips onto hats, visors and clothing for hands-free use.

“Versatility, brightness and USB rechargeability make the Pocket Mate the perfect easy-to-carry light for any situation—hands-free, in your pocket or attached to your person,” said Streamlight Vice President, Sales and Marketing, Michael F. Dineen. “The Pocket Mate produces incredible lumens and beam distance for a light this size.”

The Pocket Mate is powered by a bright white LED that offers high and low modes. On high, the Pocket Mate delivers 325 lumens, a 76-meter beam and a 20-minute run time; on low, it provides 45 lumens, a 28-meter beam and a run time of 1 hour. Both modes run for several hours of intermittent use.

Featuring a lithium polymer battery, the light charges from any USB power source and includes a charge status indicator. The light's multi-function pushbutton switch is recessed to prevent accidental turn-on.

The new light is constructed from an impact-resistant polycarbonate and a machined aluminum frame. Measuring 2.0 inches long and weighing 0.5 ounces, the Pocket Mate is rated IPX4 for weather-resistant operation and is impact-resistance tested to 1 meter.

Available in silver, red, blue or pink, and includes a Two-Year Warranty.

HARDI Distributors Report 21.1% Percent Revenue Increase in February

COLUMBUS, Ohio, April 5, 2021 – HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 21.1% percent during February 2021. The average annual sales growth for the 12 months through February 2021 is 6.1% percent.

“February 2021 was help by a very easy comparison,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “Demand was soft during February 2020 when heating degree days were at or below normal in six of our seven economic regions, and then strong this year when heating degree days were above normal in six of the regions during February 2021.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, is 43.4 days. “DSO has been faster than normal since June 2020 and that persists,” said Loftus. “The DSO is seasonal, swinging from the low 40s to near 50 where usually

resides during February.”

“The unusually cold and challenging conditions during February caused a noticeable hiccup in many economic data streams, but not our TRENDS report,” said Loftus. “The February sales growth rate was helped by the easy comparison, price increases being passed through, back-ordered product availability, and the rising economic tide we see with job gains of 233K in January and 468K in February. It's a good bet that annual growth rate number is heading higher.”

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.

Performance Pointers

by David Richardson

Performance Pointers by David Richardson

What's Your Story?

(continued from B4)

Start Writing Today

Writers need to write, so don't make the excuse that you have no time. If you sit down to watch the evening news, you have time to capture what happened during your day. Commit to writing for five minutes each day and the words will flow.

Think of this first step in writing in this way: Picture the bottom of a water heater that is full of sediment. You must flush all the sediment from the water heater to get clear water out of the drain. Your mind works the same way. You must flush all the distractions out to get to your good ideas and stories out.

Convince yourself you can do this. Try it on your next job. Start with increasing your awareness and then capture what happens. Some events are great learning experiences, others make you laugh. The best lessons come from the events we take for granted, so don't overlook them.

Start writing at your own pace and build your confidence. Once your skills increase, you might be ready to share some of your work. Our industry needs more writers, so why not you? Why not your story? You may inspire someone who can learn from your mistakes.

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 professional interested in learning to write, contact David at davidr@ncihvac.com. 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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“THE DUCT-FREE ZONE”

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



Training in the COVID era: I think everyone, including me is tired of webinars. As I write this, Zoom stock price is \$316.49 a share, \$61.49 higher than Microsoft. Who would have guessed that would ever happen? ... but who would have guessed a global pandemic would ever happen?

I'm happy for Zoom and their stockholders and I'm also happy Zoom existed at a time when it was needed the most ... without Zoom, I might not have been employed over the past year. Zoom has allowed me to remain relevant as the GREE mini split technical trainer and gave me an audience when I could no longer travel directly to my audience and be with them in one room.

I raised the bar for webinars by creating the GREE TV studio in Cumberland County, PA so I would have the latest technology available for webinar production as well as live GREE mini split equipment that actually cools and heats the studio.

That all said, I think most of us have reached a level of webinar saturation and the webinar format has run its course ... for now anyway.

A short time prior to COVID hitting the scene, I worked with Interplay Learning out of Austin, TX to develop Virtual Reality training modules for the GREE mini split product. Doug Donovan, CEO of Interplay Learning and his crew are the leaders in trade training with VR based technology.

I started using the simulations in my in-person training events early 2020, traveling around the country with a VR headset and handpods so GREE train-

ing attendees could experience using this incredible technology at all my troubleshooting events.

I have to say that it was a huge hit and quickly became a draw for the troubleshooting curriculum. ... and then COVID came into our lives in early March, 2020 and travel and in-person training events ceased.

One of the many advantages of the VR troubleshooting simulations is that they can also be used in what I call the 2D (2 dimensional) format with any laptop or desktop computer, no need for special VR equipment. This allows virtually (excuse the pun) anyone to use the simulations in the comfort of their home or office to continue to refine their GREE mini split troubleshooting skills long after my formal training is over, whether that be in-person or webinar.

As COVID hit, we had about 1000 registered users of the troubleshooting simulations and about 120 who were actively using them on a week to week basis.

Earlier this year when it became apparent that COVID and the travel and group meeting restrictions resulting from COVID weren't going away any time soon, I decided to take the GREE mini split troubleshooting simulations to yet another level ... **COMPE-TITION!**

The GREE TOP GUN Training Competition started the week of February 28, 2021 and it has been a huge success! Three new winners every week with all competitors working toward the grand prize of a GREE 12K Sapphire system and to be named the 2021 GREE TOP GUN TROUBLESHOOTER!

By the time this article is published, we will be in

week six of the eight weeks of competition. There will still be plenty of time for you to jump into the learning, earning and FUN!

You can see the details and rules of the competition as well as video tutorials on how to use the GREE mini split troubleshooting simulations at GREEtraining.com. Just click on the TOP GUN COMPETITION tab at the top of the page ... Imagine being able to promote yourself and your company as the 2021 GREE TOP GUN TROUBLESHOOTER and have your award posted on all avenues of social media and print press ... what an incredible way to differentiate yourself from your competition! ... and the grand prize of a complete GREE 12K Sapphire system ain't bad either!

Look, the whole COVID thing has shaken us all to our core testing our resilience and sanity (the toilet paper thing proving some of us failed the later). As I said earlier, I am truly grateful for the webinar format during these difficult times but its time for me to get back on the road and do what I think I do best and that is conduct live, in-person GREE mini split training events ... see you soon I hope!

ABOUT THE AUTHOR: Gerry Wagner is the Vice President of HVAC Technical Training for Tradewinds Climate Systems. He has 41 years in the HVACR industry working in manufacturing, contracting and now training. You can contact Gerry by email: gwagner@twclimate.com and also please visit our website:www.twclimate.com

Blacks Supply Host NAVAC and TurboTorch Counter Days in Orlando

On April 13-14, Blacks Supply hosted NAVAC and TurboTorch Counter Days at the Orlando and East Orlando locations. Andres Ponce and Chris Craft of Target Sales gave product demonstrations for these two product lines including: The repair of aluminum coils and special brazing techniques, Smart Vacuum Pumps and Smart Refrigerant Charging Machine

demos. Also, more of NAVAC's Smart Tools and TurboTorch brazing products were on display!

Comprising a full lineup of tools, gauges, detectors, charging machines, vacuum pumps, and recovery units among other solutions, NAVAC's product portfolio is designed with one overarching concept in mind: user-friendliness. TurboTorch's premium quali-

ty brazing and soldering products include kits, outfits, torches, tips, handles, hoses, gauges, nitrogen purge kits, nitrogen regulators and nitrogen cylinder totes.

Stop by and visit one of Blacks Supply four locations in Orlando, East Orlando, Leesburg, and Eustis. See why their products and people make an unbeatable team!



Andres Ponce with Target Sales gave a soldering demonstration to Jorge Garcia and Rueben of JEG Air Conditioning



Shor Dasrat of Shor Cool with Bruce Fortenberry of Blacks Supply



John Lovelace of Blacks Supply, Joe Dorsey of Dorsey Air Conditioning, Chris Craft of Target Sales



Hamlet DaAlvarez of City of Orlando, Mutt Stroud of Blacks Supply, and Chris Craft of Target Sales



Andres Ponce with Target Sales at the Counter day Blacks Supply East Orlando location



Ray Diaz and Fredrick Cintron of Advent Health with Chris Craft and Andres Ponce of Target Sales repairing an aluminum coil



It was busy during Blacks Supply NAVAC and TurboTorch Counter Days!



Sherry Hall, Nicole Vines and Teia Harner of Blacks Supply



Chris Craft of Target Sales demonstrates one of the new NAVAC hand tools

Whole House Dehumidification

Paige Freeland, Marketing Manager General Filters, Inc.

With a steamy summer climate soon here, the annual maintenance check on your customer's air conditioning unit is also an ideal time to discuss reducing relative humidity (RH) in their homes. As you many know, the air conditioner is not the ideal humidity-reducing solution. A whole house dehumidifier solution is best.

In addition to offering increased comfort, the addition of a whole-house dehumidifier can also help reduce your client's monthly energy bills. By reducing a home's indoor moisture while outdoor temperatures are high, occupants will feel cooler and turn the air conditioner down.

Warmer summer air is able to hold more moisture; indicated by dew point. High summer temperatures combined with a higher dew point reduces the atmosphere's ability to evaporate perspiration from the skin (necessary for cooling the body), correlating to a higher level of discomfort for your clients.

Although a home's air conditioning system removes moisture while reducing the temperature, the system stops when the desired temperature is met. Humidity remains high in the cooled space and your client's humid discomfort relatively unchanged. If one were to run the air conditioning unit until desired humidity levels were reached, it would probably feel like they were living in an igloo instead of a home. Only a system dedicated to moisture removal can solve humidity problems; a whole house dehumidifier.

Any region experiencing a summer dew point average above 55°F could benefit by a whole house dehumidification system at some point. For example,

the average RH in Florida during summer months is 89. We normally think of Florida more humid than most states, but even in Michigan the average RH during the summer is 88. Connecticut sees an average RH of 86.

Finding the Right RH

For ideal health and comfort, indoor relative humidity range should be somewhere between 40 to 60 percent. Outside that range (above or below), conditions can be adversely affected.

Leading literature on allergens recommends keeping RH to less than 51 percent to deter dust mites, since they can thrive at temperatures between 59° to 95°F and the RH is between 55 and 85 percent.

Dew Point

Dew point is the atmospheric temperature below which water droplets begin to condense. It varies according to pressure and humidity. The relative humidity is the amount of water vapor present in the air, expressed as a ratio compared to saturation at the same temperature.

The Ideal Combination

From a human comfort perspective, the worst combination of humidity and dew point is a dew point above 65°F combined with a high RH of 70 percent or more. The most comfortable combination is reported to be a dew point of around 60 and an RH of between 40 to 60 percent.

The Other Reasons

Clearly summer season humidity is not the only reason to install a whole house dehumidifier. Clothes and bedding might feel moist and sticky. Allergy and asthma triggers may intensify because mold and

mildew growth has accelerated. The pest population may increase, due to excess moisture that attracts moisture-loving spiders, ants and other pests. Installing a dehumidifier can reduce annoying musty smells, inhibit mold and mildew growth, prevent corrosion of metal and prevent wood from warping. A dehumidifier is also used to control unwanted pest populations and excess moisture in a crawl space. I bet you didn't know low humidity can extend the life of bug sprays!

Folks living in humid places like Miami, New Orleans, Houston, Portland, Myrtle Beach, or Charleston may feel humidity year-around and find great relief by installing a whole house unit.

Why Whole House

Room units generally only treat only the space in which they are located, often require emptying, cleaning, and other maintenance that whole house models do not. In addition they take up valuable living space, are not always attractive, and can be noisy. Even if they are in the basement, home owners may not wish to run up and down stairs to empty water bins. Whole house units treat the whole house and often work faster to reach the desired comfort level in the home. With either choice, offering options that work to a home owner means long-term satisfaction.

As a contractor, you have two interests: assisting a home owner with their indoor air quality (IAQ) needs, and generate income. Installing IAQ products can increase your income, not only through the installation but ongoing maintenance. Offering indoor air quality products while servicing an air conditioner or furnace is just the right thing to do.



2021 TRACCA Tallahassee Apprenticeship 1st Year

April 30th, 2021



Photos and Article by Paula Huband, ACCA/CF Executive Director

Congratulations to the (TRACCA) Tallahassee Refrigeration and Air Conditioning Contractors Association's very FIRST Apprenticeship Class. 14 - 1st year Apprentices completed the program and will move on to the 2nd Year in the Fall. The TRACCA organization is a Chapter of FRACCA, and the goal is to bring more value to the Local

HVAC Community in Tallahassee.

Thank you to TRACCA President, Patrick Barineau and their Partner in Success, Shelly Bell at Lively Technical College for providing a Facility, and Two Incredible Instructors, Darien Trim and Stephen Johns. The Tallahassee Refrigeration & Air Conditioning Contractors Association is not

new to the HVACR Industry, but it is the NEWEST Chapter of FRACCA, the Florida Refrigeration and Air Conditioning Contractors Association.

TRACCA makes the 9th Chapter across Florida, and will be marketing to grow the Association. Monthly General Meetings are happening NOW! Join us for a Meeting, and let your VOICE be Heard!



Lively Technical College Instructor Darien Trim and TRACCA President, Patrick Barineau



1st Year TRACCA Apprenticeship Class enjoying some refreshments together



TRACCA President, Patrick Barineau and Shelly Bell of Lively Technical College



1st Year TRACCA Apprenticeship Class (Names not in order)

Chase Register, Dustin Ford, Brandon Haverlah, Austin Fletcher, Matthew Schaper, Chaney Naff, Justin Kappelman, Jonathan Carter, Brannen Lee, Grant Hewett, Daniel Eppes, Anthony Acain, Andrew Brunson, Carre Welsh



2021 ACCA Central Florida Apprenticeship Graduation

May 1st, 2021



Photos and Article by Paula Huband, ACCA/CF Executive Director



May 1st, 2021 The ACCA/CF Chapter held its 2021 Graduation Ceremony at the Altamonte Hilton. 22 Apprentices Graduated from 3rd year, 37 from the 2nd year and 32 from the 1st year. Thank you to all who celebrated with the ACCA/CF Apprenticeship Committee and Board.

Instructors Appreciation

Andy Brunkala, Emery Cary, Apprenticeship Coordinator, Keshay Davis, Tony Duncan, Ellen Logue,



John Nazarchyk, Ray Pearce, Don Shehane, Jim Walch, Mark Wesson and Ken Zalk

Don Shehane – 10 years – Special Recognition

Speaker Ray Pearce, ACCA/CF Instructor and Chief Inspector Orange County. Speaker Chris Schulz, Apprentice of the Year 2020

Apprentice of the Year – Terrance Tillman from Westbrook Services – also had perfect attendance for 1st, 2nd and 3rd year. Received A set of Fieldpiece



Digital Gauges donated by Johnstone, \$200, \$100 for the Perfect Attendance for 3 years, a certificate and Trophy.

Gary MacLeod Award – Thomas Dunworth, from Powell Services – also had perfect attendance for 1st, 2nd and 3rd year. Received \$100 for the Perfect Attendance for 3 years, a certificate and Trophy. Please visit our Website www.accacf.com for more photos and information. Congratulations 2021 Apprentices!



Whole Foods Market Adopts Honeywell Technology To Reduce Carbon Footprint At U.S. Stores

MORRIS PLAINS, N.J., April 19, 2021 -- Honeywell (NYSE: HON) today announced that global natural and organic foods retailer Whole Foods Market has adopted its Solstice® N40 (R-448A) lower global-warming-potential (GWP) refrigerant in its stores across the United States as it seeks to reduce refrigerant emissions under the U.S. Environmental Protection Agency's GreenChill program.

Whole Foods Market will retrofit their commercial refrigeration systems at more than 100 stores with Honeywell's reduced-GWP alternative, replacing high-global-warming-potential refrigerants R-404A and R-22.

Based on hydrofluoroolefin (HFO) technology, Solstice N40 offers a GWP that is approximately 68 percent lower than legacy hydrofluorocarbon (HFC) refrigerants like R-404A. When using Solstice N40, refrigeration systems also consume less energy than their counterparts that cool using HFCs. In U.S. and European supermarket trials, in comparison to R-404A, Solstice N40 demonstrated an average of between 5 to 15% lower energy consumption in refrigeration applications. It can be used in new installations and to retrofit existing systems using high-GWP refrigerants like R-404A and R-507.

Food retailers around the world have adopted Solstice N40 to help them comply with current and proposed regulations, including the internationally adopted Kigali Amendment to the Montreal Protocol, with the aim of reducing the use of high-GWP HFCs. Solstice N40 is the most widely accepted, lowest GWP, nonflammable replacement for R-404A, with more than 30,000 installations globally since its release in 2015.

"In the past decade, we've implemented several innovative measures to reduce our CO2 emissions, and the use of Honeywell's refrigerant to retrofit our stores will contribute significantly to this goal,"

said Mike Ellinger, Principal Program Manager-Engineering, Compliance and Sustainability, of Whole Foods Market. "After reviewing all of our available retrofit options for our refrigerated cases, R-448A was the clear winner, based on its performance, energy efficiency, reduced GWP and ease of conversion."

Whole Foods Market is a founding member and active participant in the EPA's GreenChill Partnership, with 12 stores certified. The GreenChill program is a partnership with food retailers to reduce greenhouse gas emissions by using alternative solutions and minimizing refrigerants that deplete the ozone.

"Solstice N40 has become the trusted choice for both commercial and industrial refrigeration customers globally to meet sustainability goals, and we are proud to assist the industry in moving toward the future with environmentally preferable and energy-efficient refrigerants," said Chris LaPietra, vice president, Honeywell Stationary Refrigerants. "Solstice N40 will help Whole Foods Market lower its carbon footprint, save energy and meet regulatory requirements without having to undertake massive changes to its systems."

Honeywell is a world leader in the development, manufacture and supply of refrigerants that are sold worldwide under the Solstice® and Genetron® brand names for a wide range of applications including refrigeration and air conditioning for buildings and automobiles. Honeywell and its suppliers have completed a billion-dollar investment program in research, development, and new capacity for Honeywell's hydrofluoroolefin technology. Worldwide adoption of Solstice products has resulted in the reduction of more than 200 million metric tons of CO2 to date, equal to eliminating the emissions from more than 42 million cars.

Live, Distance-Training Class Schedules Released by RectorSeal®

Houston, TX, April 20, 2021 – RectorSeal®, has released a monthly, live, distance-training schedule for distributors and contractors in the professional trades.

Proper training is essential to the success of anyone associated with the professional trades, especially those in the HVAC/R and Plumbing industries. RectorSeal® is constantly introducing new products and enhanced procedures that deliver innovative solutions to ensure quality installations from professional trade members. Whether one is new to the industry or a seasoned veteran, proper training provides a competitive edge, often resulting in increased sales and profits.

Attendance at physical, on-site, training sessions can be hampered by travel and personal safety conditions. RectorSeal's live, distance-training classes offer the opportunity for distributors and contractors to participate in web-based training classes featuring live, interactive training environments. Professional, NATE-certified trainers lead the scheduled training classes to deliver an experience that equals a traditional on-site training class. Eliminating travel for class attendance is a time-saving feature, a customer-focused feature offered by RectorSeal.

Registration for all live-distance training classes is available at <https://rectorseal.com/webinars>.

"Proper training is critical to users of RectorSeal products," said Delicia Shyu, Marketing and Communications Director. "Our goal is to make participation in training classes as easy as possible. The live, distance-training concept allows us to deliver exceptional classes from many of the industry's best trainers in an environment that offers the flexibility needed in today's business climate." The distance-training program is an extension to the company's On-Demand and RectorSeal Academy training platforms.

Visit www.rectorseal.com, www.instagram.com/rectorseal, and www.youtube.com/rectorsealcorp for additional details and support materials.

HVAC Excellence Conference Transitions to a New Chapter

HVAC Excellence is excited to open a new chapter in professional development. For those involved in training the current and future HVACR workforce, HVAC Excellence will be offering a hybrid education conference in 2022, providing face-to-face, in-person training, and exhibits, then continued learning online. Just as instructors have learned to offer blended programs, HVAC Excellence has learned that a hybrid event provides the opportunity to offer more high-quality training, on multiple platforms, while reaching more people than ever before.

The face-to-face portion will be held March 21-23, 2022, at the South Point Hotel, in Las Vegas, Nevada. The venue provides one of the most easily accessible, and affordable locations, making it easy for all to participate. At the South Point, attendees will meet with industry leaders, and exhibiting companies, that support HVACR education, who can assist them in improving their programs. Once the activities at the South Point conclude, attendees will continue their learning online. This hybrid format will allow instructors to do what they love most, interact with the latest technologies at the South Point, then return home to continue their learning, on a pace that suits their needs. This blended format will allow them to attend more classes than ever before.

Those involved in training the workforce (community colleges, private schools, apprenticeship programs, high schools, labor unions, utilities, associations, manufacturers, reentry programs, and wholesalers) often seek practical ways to improve the training they offer while gaining knowledge. The HVAC Excellence Education Conference offers them both. The conference has great presenters, allowing instructors to get reliable information from the source. In addition to all the classes covering changes in technologies, several sessions cover teaching strategies, and how to teach in a blended environment.

Learn more and register for the conference, by visiting escogroup.org and clicking the conference link.

HVAC/R Tools Leader NAVAC Introduces Advanced Tool Kit for Mini-Split Systems

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps and a wide array of industry-specific tools, gauges, charging machines and recovery units, has introduced an advanced nine-piece tool kit for mini-split system installations. Designed to simplify installation, the company's NKS1 Mini-Split Tool Kit features a trove of tools designed to make technicians' jobs more efficient without sacrificing precision.

Among the kit's highlights is the industry's most advanced battery-driven flaring tool. Weighing less than three pounds, the NEF6LM Power Flaring Tool produces precise, automatic flares in a fraction of the time compared to traditional flaring methods. Offering easy flare connectivity, it can create flares in five sizes, ranging from 1/4" to 3/4". The NEF6LM can complete a flare in just 15 seconds and can make over 100 flares per charge.

The kit comes with NAVAC's NTW1 Digital Torque Wrench. Accurate within 2%, it allows dual direction operation (CW & CCW) and selectable measuring units (ft-lb, in-lb, N-m, kg-cm) to fit all types of working conditions. The smart device memorizes torque settings and peak hold, and real-time lights and beeping sounds indicate how close it is to target torque parameters.

Also included is NAVAC's NRM1D Manifold Gauge with digital display. Offering Class 0.4 accuracy, twice as accurate as the industry's analog gauge standard, its aluminum body and ball valve handle provide reliability, efficiency and durability. The unit's easy-to-read digital display, auto power-off and transport-friendly hidden hook design make it ergonomic as well as exacting.

Other items in NAVAC's NKS1 Mini-Split Tool Kit include:

- NHK1 30-piece Hex Wrench Set, size of 7/250"-3/8", or 0.7-10 mm
- NTC6 Tube Cutter, for tube diameters from 1/8" to 3/4"
- NTC12 Tube Cutter, for tube diameters from 1/8" to 1 1/4"
- NTR14 Internal/Eternal Reamer, for tube diameters from 1/8" to 1 1/2"
- NTD28 Tube Deburrer
- NFG1 Flare Gauge, with six tube diameters from 1/4" through 3/4"



"This is the most automation-friendly, technologically advanced tool kit currently available, allowing technicians to save time and effort when working on mini-split installations, especially those with many tubing connections such as VRF systems," said Stephen Rutherford, VP of

HVAC Tools Business for NAVAC. "NAVAC's advanced mini-split tool kit also provides substantial savings compared with buying its individual items piecemeal."

NAVAC is a global manufacturer that has dedicated over 25 years to the R&D and manufacturing of industrial vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering unsurpassed efficiency, accuracy, and ease of use.

Comprising a full lineup of tools, gauges, leak detectors, vacuum pumps and recovery units, among other solutions, NAVAC's product portfolio is designed with one overarching concept in mind: user-friendliness. The company seeks to meet a need for simpler, lighter, faster solutions that expedite service without sacrificing accuracy.

For more information, www.navacglobal.com.

LG Broadens Multisite Controls Suite, Providing More Comprehensive Solutions For Building Automation

Innovative New Controls Deliver Ease of Installation, Flexibility and Improve Building Efficiency, Performance



ALPHARETTA, Ga., April 15, 2021 — Air conditioning technologies leader LG Electronics is continuing to pave the way for the future of connected buildings with the

expansion of its award-winning controls platform, LG MultiSITE™. Empowering building owners and operators to optimize their operations and efficiency, especially with Variable Refrigerant Flow (VRF) systems, the MultiSITE lineup is packed with advanced features that deliver more building synergy and accessibility than ever before. The new products expand the current LG MultiSITE control offering, enabling the company's commercial customers to offer more comprehensive and holistic solutions in the small-to-medium building segment.

Designed to meet the needs of properties with diverse controls and efficiency demands, the LG MultiSITE suite offers a one-stop-shop for building automation by streamlining the installation and integration of LG VRF equipment and controls. Prior to this offering, customers needed to use the VRF manufacturer's proprietary controllers and inte-

grate with third-party solutions in order to manage building operational efficiencies. By eliminating the need to integrate with third-party solutions, the LG MultiSITE suite provides a single source solution to ease installation, management and maintenance for building owners, enabling them to seamlessly manage operations, while delivering the full benefits of VRF technology. For facility managers of small-to-medium buildings especially, LG MultiSITE offers an affordable alternative to complex installations and maintenance costs associated with the configuration of competitive systems from different manufacturers.

Supplying owners of small-to-medium sized building with the tools they need to make the best operational choices for their businesses and bottom lines, the expanded Multi-SITE suite of solutions is composed of the LG MultiSITE Edge 10, NC8000 Network Controller and MS8250 VAV Room Controller.

LG MultiSITE Edge 10

The new LG MultiSITE Edge 10 is a programmable and expandable controller based on Tridium's widely used Niagara Framework®. Utilizing the same toolset as LG's MultiSITE VM3, the MultiSITE Edge 10 can easily be programmed for any commercial application.

LG MultiSITE NC8000 Network Controller

The new LG MultiSITE NC8000 Network Controller is based on Tridium's 8000 series JACE and facilitates the integration of third-party controllers, equipment and other LG MultiSITE controllers. Available in four different capacities based on the number of controllers and data points, the MultiSITE NC8000 is offered with industry standard drivers.

LG MultiSITE MS8250 VAV Room Controller

Designed for pressure dependent or pressure independent VAV applications, the new LG MultiSITE MS8250 VAV Room Controller enables the customization of control sequences using a basic-like script language to accommodate other applications.

"Our customers expect LG to develop innovative and forward-thinking technologies that drive the future of the industry, and with the expansion of the LG MultiSITE products we continue to deliver on that expectation, said Carl Barnard, director of control solutions, Air Conditioning Technologies, LG Electronics USA. "Offering increased flexibility and ease of integration, the LG MultiSITE controls platform enables LG to serve as a single source for equipment and controls to small-to-mid-sized building owners, providing a truly one-stop shop solution for VRF application and building automation."

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



Spohn Home Drone View June 2020



Factory team that built our home



HVAC System indoor

SpohnHome – Living Inside Your Theories

By Bill Spohn, President & CEO, TruTechTools.com

I like challenges; especially challenges where I have some basis in experience or knowledge or connections in my network. That is, a chance to be successful at the challenge.

Starting in 2018, I took on the challenge of building an architecturally unique, very comfortable home, that has great indoor air quality, is net zero energy/uses renewables and done without an unlimited budget. We achieved that goal by moving into our new home in November 2020. (You can learn more at www.SpohnHome.com)

My background is in the design (Bacharach), marketing (testo) and sales (TruTechTools) of test instruments for HVAC/R and Building performance. Over the course of my career, I have connected with people and their concepts such as “house as a system”, design for people, passive house, all -electric, net zero and more. From these concepts, I “rolled my own” design that I call personalized performance. Keep in mind this house was built with features that fit in Climate Zone 5, just outside of Pittsburgh, PA.

Passive – too aggressive

At first, we planned on building a passive house (PH) (www.PHIus.org). As we got further into the design, the criteria stopped making sense as we were giving up more and more construction budget for tinier and tinier amounts of energy savings without any real impact on comfort or air quality. We did, however, borrow the six main passive house concepts and wove them into our design.

- continuous external insulation

we used 1.5” Graphite impregnated EPS foam panels, PH would have us closer to 2.5” thick EPS for not that much more R-value gain and requiring a rain screen (extra cost) to hold our exterior cladding (thicker than average vinyl siding in our case)

- airtight construction (measured with a blower door test)

we achieved ~750 CFM50 air leakage (blower door test pressure is 50 Pascals) (this is ~1.0 ACH50 (air changes per hour at a test pressure of 50 Pascals)), by using ZipWalls®, taped seams, puttied fastener heads, caulk and lots of attention to detail. PH would have us employing more material and time to get to 0.6 ACH50

- high performance windows and doors

we did use passive house style windows, triple-pane, low-E with tilt-tilt turn function (that is not sashes, these windows seal REALLY well). We did get a passive house rated patio door, but not PH for the entry doors - too pricey

- manage solar gain

we built out roof overhangs and mounted exterior solar shades on the south facing windows top block the high summer sun, yet we go the other direction and bump up the solar heat gain coefficient (SHGC) a bit to get more “free” radiant heat in the winter -look up Robert Bean and Mean Radiant Temperature- he turned me on to this.

- use an ERV-Energy Recovery Ventilator

when you build a house this tight, you need mechanical ventilation. We went step further and installed a Conditioning ERV – it actually has a 1/3 ton heat pump built into it to heat or cool/dehumidify the fresh air by moving the sensible/latent energy into or out of the exhaust air. (www.BuildEquinox.com/the-system/). It's got two other cool features of running based on air quality sensors (CO2 and VOCs) and periodically recirculating to use “the stores of fresh air” in the rooms where nothing is going on.

- use a minimally sized HVAC system

building a house this tight, with attention to R-Values (R-28 walls, R-45 roof and R-30 factory made foundation) plus optimizing the window's SHGC for winter solar gain, we were able to use a 2 Ton Ducted, Air Source Heat Pump (ASHP) to condition 4400 square feet. We used three energy models to gain confidence, as this house was of unique design and construction: Passive House Planning Package (PHPP), CoolCalc, and KwikModel. The models agreed that 2 Tons was just barely enough for winter design days- we like to keep it exciting!

“If cars were built like houses.”

Search for the above phrase on the web, the video that comes up will get you to thinking – is there a better way?

There are many benefits to a factory built home and a lot of preconceptions. We were fortunate to find a local builder (EcoCraft-Homes.com) that builds using a local modular factory and would take on the “special aspects” our project. Additionally, EcoCraft staff is trained on the aspects of Passive House and was easily able to integrate our desired features into the design.

There are many upsides to home building in a factory:

- building materials stay inside until the modules are built and wrapped for transport

- intensive design review before construction – “everything has to fix on paper”

- fixtures, jigs and laser alignment is easily managed at an indoor factory

- the tools and equipment needed to build are always at the ready

- improved IAQ- less moisture in materials, better sealed, less construction dust

- the workforce is consistent and continuously trained

- excess material is appropriately reused on existing or future builds

- quality control personnel are constantly watching the process & for code compliance

- a mostly finished (~80%) home is delivered to the jobsite and installed on a foundation

- structure is very robust as it has to withstand a road trip to the site

A couple manageable downsides:

- Limits to the size of modules (can use more on site for bigger projects)

- After factory construction starts changes are hard to make

- Some materials/processes are not often used (eg. spray foam in my case)

“It's electric!”

I have followed the “Electrify Everything” movement for a few years and it makes sense to us, so we decided to go for it! (You can search for that term and make your mind up yourself.)

Natural gas heating/fuel is prevalent in our area. We took the leap and did not bring a gas line up on to the property. That meant some careful planning had to be employed.

Appliances – that was easy: Energy Star refrigerator, dishwasher, clothes washer -did you know the ovens, ranges, cooktops and microwaves do not get Energy Star rated? Our research led us to taking the (what proved to be zero) risk of getting an induction range, heat pump water heater (Energy Star) and heat pump clothes dryer (Energy Star).

Space heating – As previously noted we are using a 2 Ton Ducted MiniSplit manufactured by Dettson. It uses their own SmartDuct® system: basically, a mid-velocity, higher pressure air handler (0.8 IWC) and runs to four zones in 2.5” dia. flex tubes/duct. 10 KW electric strip heat is built in the air handler for emergency use. After getting over a cracked flare that caused the system to lose charge in heat pump mode, we have run HP only mode through our first winter with temps close to 0F with no loss of comfort. The zoning is super critical, as we have a very large 2 story space as well as standard sized rooms.

I've got an Emporia Vue electrical monitor set up looking at total house plus 18 circuits. This along with testo SmartProbes, proved critical in me troubleshooting the failing Heat Pump.

NEXT TIME: IAQ, Solar PhotoVoltaic and more.



Factory foreman ensuring quality control



Overhangs and weather resistant barrier



Rendering living room vs actual

ASHRAE and ICC Release 2018 LGCC User's Manual

ATLANTA (March 30, 2021) – ASHRAE and the International Code Council (ICC) have announced the release of the 2018 International Green Construction Code® (IgCC®) User's Manual. The User's Manual is a joint initiative of the ICC and ASHRAE.

The User's Manual was developed to provide an understanding of the principles on which the IgCC is based, including the requirements of the code, and how those requirements may be met. The publication contains sample calculations, forms to demonstrate compliance, and references to helpful resources and websites.

"ASHRAE remains committed to providing sustainability strategies to improve indoor air quality and building performance," said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. "The IgCC User's Manual offers a clear roadmap to the specific requirements of the 2018 IgCC with provisions that promote sustainable construction in an integrated fashion."

"As the demand for green building design, construction and operational techniques continues to grow, the IgCC remains one of the many strong solutions that help communities establish sustainable, resilient, high-performance buildings," said Code Council Executive Vice President Mark Johnson. "The new IgCC User's Manual provides resources that aid the career development of building safety professionals, which is key to our efforts to welcome the next generation of industry leaders and lead the way to sustainable and resilient building."

The user's manual is intended to support building professionals, including architects, engineers, contractors and other building professionals applying the 2018 IgCC and is also suitable for use in educational programs. The publication offers a corresponding chapter for each chapter of the 2018 IgCC.

The 2018 IgCC was developed to align the technical requirements of ANSI/ASHRAE/ICC/USGBC/IES 189.1-2017-Standard for the Design of High-Performance Green Buildings Except Low Rise Residential Buildings, with ICC's multi-stakeholder IgCC. Goals of the code are to help governments streamline code development and adoption and improve building industry standardization by integrating the two previously separate guidance documents. As a result, the 2018 IgCC is now a unified code that emphasizes adoption, ease of use and enforcement for building projects. The code is the first fully integrated edition of the IgCC to be developed cooperatively by ICC and ASHRAE. The 2018 IgCC User's Manual is now available for purchase.

PBACCA Director Daryl Sholar To Receive Award for Inspector of the Year



Daryl Sholar

The Building Officials Association of Florida (BOAF) Board of Directors and Membership, have announced that Daryl Sholar is to be a recipient of the BOAF 2021 Annual Awards Program for Inspector of the Year.

Daryl is among a group of distinguished award winners representing BOAF and Florida's building code compliance professionals,

as well as a role model to others.

Daryl will receive this award with several others at the BOAF 2021 Leadership Luncheon, on Wednesday, June 9 at 11:30 a.m., at the Rosen Centre Hotel in Orlando.

Make sure to give Daryl a big congratulations on being an exemplary building code compliance professional!




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Regal Introduces Tag-It Asset Management Program powered by Perceptiv™ intelligence, Adding to Company's IoT Offerings

BELOIT, Wis., March 30, 2021 — Regal Beloit Corporation, a leading manufacturer of electric motors, electrical motion controls, power generation and power transmission components, today announced the introduction of its Tag-It program for asset management. Part of the Regal® internet of things (IoT) offering, the Tag-It program creates a path for continuous facility improvement by enabling faster maintenance and simplifying the MRO procurement process.

In addition, users can easily add Perceptiv diagnostic services remote monitoring to keep an eye on critical equipment. This 24/7 monitoring technology will help customers increase equipment reliability and maximize production. The combination of hardware, software and "humanware" provides a new way for users to interact with Regal® products and their equipment.

The Perceptiv intelligence platform is an interconnected matrix of smart, digital solutions bundled with the Tag-It program to simplify asset management for maintenance and procurement teams. It enables users to reduce maintenance time, streamline the procurement process and achieve inventory objectives by integrating data silos. Plus, users can manage everything in one place using the Perceptiv intelligence IoT platform.

With the Tag-It program, users can scan a QR code

and obtain product information to correctly identify units and minimize errors. This allows facilities to obtain the right parts at the right time to help maintain a safe and productive operation. By adding Perceptiv services condition monitoring to the Tag-It program, users can remotely identify equipment issues and take action before unplanned downtime occurs.

The Tag-It program facilitates standardization and optimization of maintenance, repair and operations (MRO) inventory, and minimizes the number of stock keeping units (SKUs). With this solution, replacement equipment can be obtained faster and installed during scheduled maintenance times, reducing costs and downtime. See how DSW Designer Shoe Warehouse® uses the Tag-It Program with Perceptiv condition-based monitoring.

"With smart, digital solutions available from the Tag-It program, Regal provides a seamless customer experience and a path for continuous improvement with documented cost savings," said Dan Phillips, technical director, Perceptiv® Connected Services at Regal. "Hardware, software and 'humanware' can all work together in perfect harmony in any facility."

Listen to the latest Community News On The Air podcast on Tag-It Program powered by Perceptiv intelligence here. For more information on Regal's Perceptiv Tag-It program, visit www.regalbeloit.com.



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AHRI, Others Petition EPA on HFC Phase Down Rule

Arlington, Va. — The Air Conditioning, Heating, and Refrigeration institute (AHRI) today joined more than 35 other industry and environmental organizations in petitioning the U.S. Environmental Protection Agency (EPA) seeking uniform national standards for stationary air conditioning and commercial refrigeration equipment in the transition to climate-friendly refrigerants under the American Innovation and Manufacturing (AIM) Act. If promulgated, these standards will result in an additional half billion tons of CO2 reduction over and above what already is projected to be achieved by implementation of the AIM Act.

The federal standards sought by the AHRI petition align with similar standards already in place in nine states. The Natural Resources Defense Council (NRDC), the Association of Home Appliance Manufacturers (AHAM), and the Environmental Investigation Agency (EIA) submitted similar petitions under the AIM Act.

For new residential and light commercial central air conditioning equipment, the AHRI petition seeks a regulation requiring that equipment manufacturers use refrigerants with a global warming potential (GWP) of 750 or less in equipment made after January 1, 2025, with the exception of variable refrigerant flow (VRF) equipment, whose deadline would be January 1, 2026. These transition dates would align the country with the dates adopted in December 2020 by the California Air Resources Board (CARB) and nine additional Climate Alliance states.

For commercial refrigeration and chiller equipment, the petition seeks the GWP limits and transition dates according to the table below:

Product Category (New Equipment)	AR4 GWP Limit	Transition Date
Standalone/Self-contained Refrigeration Systems	SNAP Rules 20/21 Prohibitions	January 1, 2022
Remote Refrigeration Systems (> 50 lbs refrigerant charge)	1500	January 1, 2022
Remote Refrigeration Systems (<= 50 lbs refrigerant charge)	2200	January 1, 2022
Industrial and Processing Refrigeration (w/o chillers)	1500	January 1, 2022
ACIM (> 50 lbs refrigerant charge)	2200	January 1, 2022
Transport Refrigeration	2200	January 1, 2023

Exceptions: ACIM < 50lbs charge, Medical, Scientific and Research Applications

Through these petitions, AHRI and a broad variety of other stakeholders hope to demonstrate that sufficient consensus already exists and that a regular notice and comment rulemaking would adequately represent all material interests, thereby allowing the agency to forego the negotiated rulemaking process it must consider -- but is not required to undertake -- for such petitions, pursuant to the AIM Act.

The AHRI petition emphasizes that, as a general matter, “the U.S. HVACR industry already is proceeding with the requested transition date as its goal; granting this petition provides order and structure to the market and streamlines industry preparation.”

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The transition dates contained in the AHRI petition allow “sufficient time for careful planning and preparation, both to avoid excessive costs that can unduly burden consumers and to ensure all safety and other associated standards can be met,” according to the petition. “For example, contractors and technicians must receive appropriate training, state and local building codes must be updated and changed, and supply chains and distribution networks must be modified.”

“While AHRI has long believed that an earlier transition would not allow enough time for manufacturers to prepare, we have been equally clear that a later transition date would put long-term compliance with the AIM Act at risk,” said AHRI President & CEO Stephen Yurek. “Aligning these dates also reduces costs for consumers and ensures long-term availability of energy-, environment-, and life-saving refrigerants for climate control and for the cold chain for food, vaccines, and other medicines.”

AHRI, the U.S. Department of Energy, CARB, and other stakeholders have invested more than \$7 million in research into alternative refrigerants in preparation for this transition. These more climate-friendly alternatives are in use today in Europe, Australia, Japan, Thailand and in more than 90 percent of new passenger vehicles currently sold in the United States.

HVAC/R Tools Leader NAVAC Announces Return of Popular Free Evacuation Tool Promotion

Lyndhurst, NJ – NAVAC, the world’s largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, has brought back its popular Need for Speed promotion. May 1 through September 30, the deal lets NAVAC provide HVAC customers directly with two free evacuation tools for those purchasing one of six qualifying vacuum pumps.

The promotion’s three evacuation tools, from which customers may choose two for free, include the NHB1 “Big-Boy” Evacuation Hose, which has ½” hose diameter and 3/8” to ¼” fitting; the NHB2 “Big-Boy” Evacuation Hose, having ½” diameter and ½” to ¼” fitting; and the NVR1 “2-in-1” Valve Core Removal Tool which handles both ¼” and 5/16” flare fittings and rated for R410A systems.

Our initial Need for Speed promotion proved highly successful and, with the pandemic hopefully winding down but still an ongoing issue, repping the offer is a way to assist distributors in offloading inventory even as they look toward continued stock-up,” said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. “NAVAC will do everything possible to remove obstacles for distributors wherever we can, as we continue to meet these challenging times head-on, together as an industry.”

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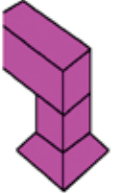
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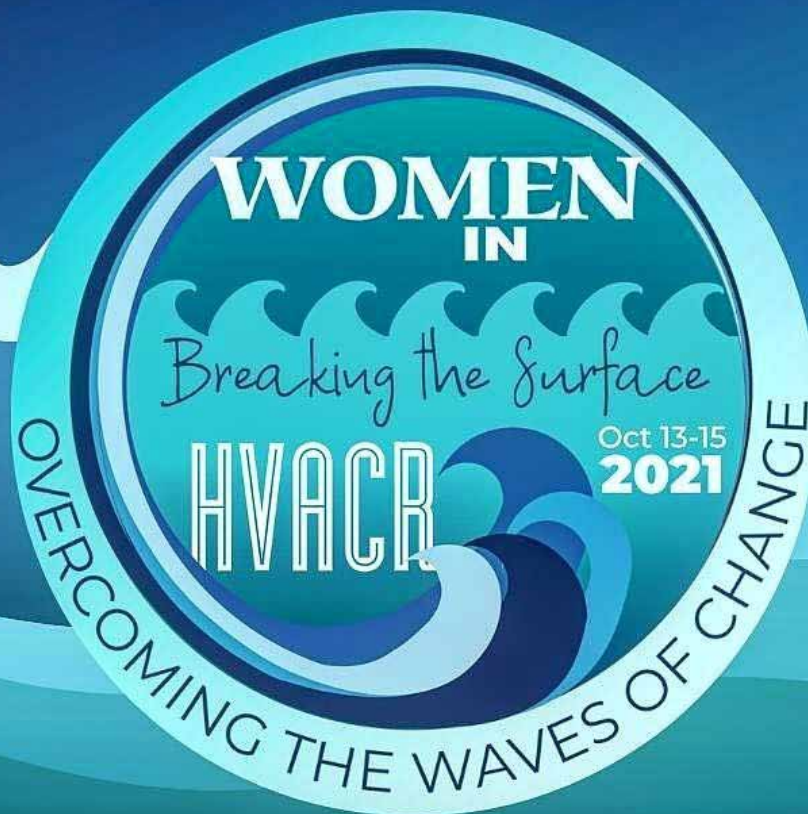
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