

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

Florida, Georgia, Alabama, Tennessee  
North Carolina, South Carolina



Tropic Supply Hosts RGF Parking Lot Demo Days in May (see page 21)



A&R Supply Hosts Grand Opening Celebration in Kendall (see page 22)



Gemair Hosts Rectorseal Counter Days in South Florida (see page B13)



SFACA Celebrates First Class of Apprentice Students (see page B9)



2021 ASHRAE Miami Golf Tournament at the Biltmore Golf Club Coral Gables (see page B14-15)

## The Premier HVACR Event is Headed to Las Vegas!



Jeff Schlichenmeyer  
Publisher

of HVACR technology. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, technicians, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The event is co-sponsored by ASHRAE and AHRI, endorsed by many industry leading organizations, and is held concurrently with ASHRAE's Winter Conference.

If you work in the HVACR industry, the AHR Expo is for you. See what's new from the major manufacturers, innovative start-ups, and everyone in

between. See the new tech that's making our world smarter, faster, cleaner, and better.

Meet the companies, engineers, and innovators who are inventing the future of HVACR. Manufacturers and suppliers from around the world will unveil the latest additions to their product line-ups, demonstrate what is new and innovative about the technologies, provide technical support, and answer questions.

Build the relationships that will propel your business and career. It's no secret that both company and career success are built on personal relationships. The AHR Expo will bring you face-to-face with the entire spectrum of HVACR industry professionals in order to maintain and grow existing relationships, and open doors to new networks and channels.



AHR education sessions, presented by AHR endorsing associations & other industry groups, offer valuable insight into many of the HVACR industry's most pressing issues, emerging technologies, and best practices. Don't miss this opportunity to build knowledge in the classroom followed by hands-on experience on the Show floor. Sit in on rapid-fire new product & technology presentations. Exhibitors present 20-minute overviews of their new products in special theaters at the Show.

## Kurt's A/C Installs Donated YORK® HVAC System in home Gifted to Purple Heart Veteran

MILWAUKEE, WI – (May 5, 2021) – On April 29, Kurt's AC & Heat and YORK® Factory Direct partnered with Building Homes for Heroes during a Welcome Home ceremony in Ocklawaha, FL., for Army Specialist James Lipscomb. During a mission in Iraq, Specialist Lipscomb was injured when his truck hit an IED. He suffers from degenerative joint disease, PTSD and a traumatic brain injury. For his service to his country, Specialist Lipscomb was awarded a Purple Heart.

To support Specialist Lipscomb, Johnson Controls and YORK Factory Direct donated a YORK heating and cooling system with a Wi-Fi® enabled YORK touch-screen thermostat to better assist him with adjusting his home's temperature without the need to get up. Kurt's AC & Heat donated the HVAC installation services for the veteran's new home.

"We're so grateful to be able to give back to our community by supporting a

real local hero through Building Homes for Heroes," said Rye Purdy, Manager, Kurt's AC & Heat. "Contributing our services to Specialist Lipscomb's home is an honor."

Building Homes for Heroes is a national organization that recognizes those who serve in the United States Armed Forces by supporting the needs of severely wounded or disabled soldiers and their families. The organization strives to build or renovate quality homes and donate them, mortgage-free, to injured veterans nationwide.

"The customized amenities that Johnson Controls brings to these homes provide not only a foundation for these heroes, but a hopeful path to a bright future with the opportunity to reach dreams they may have never thought imaginable when injured," said Andy Pujol, founder and CEO of Building Homes for Heroes. "We are honored to partner with Johnson Controls, Kurt's AC & Heat and YORK® Factory Direct to gift a home to Specialist Lipscomb and his family."

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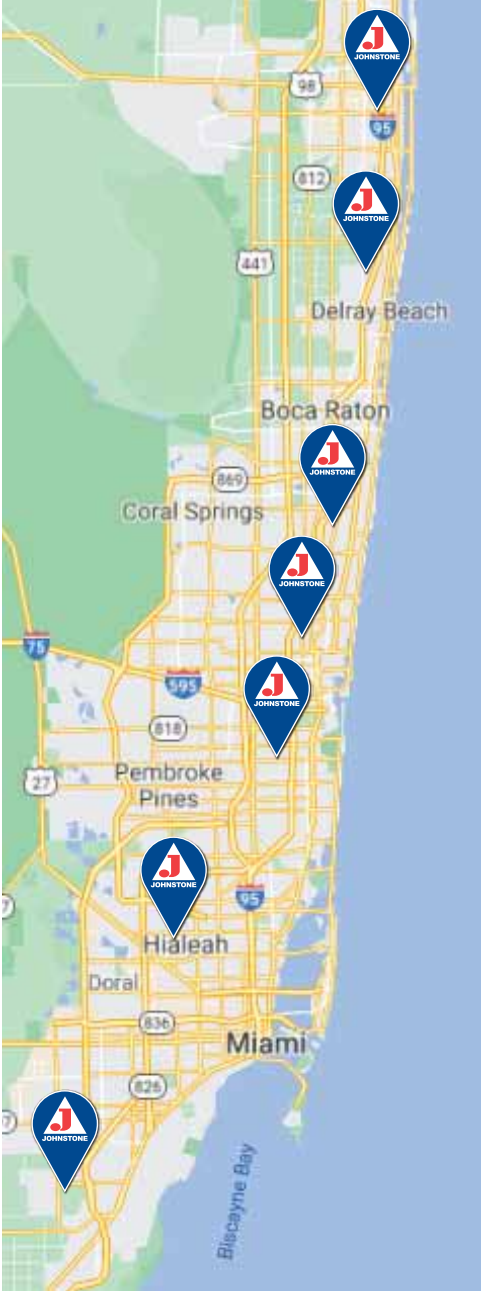


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## 25 Ways to Increase Profitability

Continued from May

### Ruth King's Contractors Cents



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

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

#8 I developed Ruth's Rules many years ago to calculate the revenues needed for any expense – whether a cost of goods sold expense or an overhead expense. Over the next few months I will give you examples of how to use Ruth's Rules. I am starting with Ruth's Rule #2:

Sales at Break Even = Overhead Expense  
Gross Margin

Here's how to use Ruth's Rule #2: Your social media and website expense is \$1,000 a month. What is the break even revenue that has to be generated assuming your company gross margin is 55%?

Sales at break even =  $1,000/55\% = \$1,818.18$

Now that you know the break even revenues that have to be generated, look at your revenues that are generated from your social media and websites. Do they reach at least \$1,818.18? If so, then you are fine. If not, then what can you do to get the revenues to this volume? If you can't get them here, then either find someone who can help you do this or don't do it.

Here's another way to use Ruth's Rule #2:

Your office manager, who has been doing a great job, wants a raise from \$50,000 to \$60,000 a year. What increase in revenues does the company need to have assuming the company gross margin is 35%? The additional expense is \$10,000 (for simplicity, don't include payroll taxes and other benefits).

Sales at break even =  $\$10,000/35\% = \$28,571.43$

To justify her raise, ask her how she will help the company increase revenues by \$28,571.43.

#9 – Ruth's Rule #3

Sales at Break Even = Overhead Expense  
Gross Margin

I assume that you want your company to be profitable, rather than just break even. In this case, use Ruth's Rule #3:

Sales = Overhead Expense  
GM – Profit %

Gross margin is a percentage and the profit you desire is a percentage. Here's how to use Ruth's Rule #3: You are considering a postcard campaign for the spring. You will send out 1600 postcards at a cost of \$800. Your gross margin is 45% and you want a 15% profit. What are the sales revenues that you have to generate to pay for the postcards?

Sales =  $800/(45\% - 15\%) = 800/30\% = \$2,666.67$

Now that you know the revenues that have to be generated, would you send the postcards? It depends. What is the offer on the postcards? Who are you sending them to? If the offer is for a cooling maintenance and your cooling maintenance is \$100, then you have to generate 27 cooling maintenances from the postcard mailing.

Is this possible? Maybe. It depends on who you are sending the postcard to. If it is to a list of people who don't know your company and have never used your company, then getting 27 responses from 1600 postcards is unlikely. If it is to a list of customers who have used your company before, and you have continued to mail to them, then you might get 27 responses.

Or if you are offering a discount on a system replacement and that replacement is \$10,000, you need less than one replacement for the postcard to pay for itself.

Whether you can get the response you want is dependent on the offer on the postcard and the list of people you are sending it to.

Here's another way to use Ruth's Rule #3: You are hiring a new dispatcher. Her salary is \$20/hr plus 30% benefits. Your service department gross margin is 48% and you want a 10% net profit. What are the sales revenues that the company has to generate to pay her wages? Total salary including benefits:  $\$20 \times 2080 \times 1.3 = \$54,080$  Sales =  $\$54,080 = \$54,080$   $48\% - 10\% \ 38\% = \$142,315.79$

Can you increase revenues by \$142,315.79? Can the dispatcher route effectively, keep the technicians moving so they can do an additional call a day or week?

If you have 5 technicians, then the increase in revenues is \$28,463.16 per technician per year or \$569.26 per week (assuming 50 weeks).

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Now that you know the revenues that have to be generated, would you send the postcards? It depends. What is the offer on the postcards? Who are you sending them to? If the offer is for a \$100 product, then you have to generate 27 sales from the postcard mailing. Is this possible? Maybe. It depends on who you are sending the postcard to. If it is to a list of people who don't know your company and have never used your company, then getting 27 responses from 1600 postcards is unlikely. If it is to a list of customers who have used your company before, and you have continued to mail to them, then you might get 27 responses.

Or if you are offering a discount on a \$5,000 product, you need less than one product sale for the postcard to pay for itself. Next month: More ways to increase your profitability.

# ATTENTION!

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# ASHRAE and IUVA Sign Memorandum of Understanding

ATLANTA (May 12, 2021) – ASHRAE and the International Ultraviolet Association (IUVA) have signed a new Memorandum of Understanding (MOU) formalizing the organizations' relationship.

The MOU was signed by Charles E. Guldge III, P.E., 2020-21 ASHRAE President and Ron Hofmann, President of IUVA, University of Toronto, via electronic signature in April to further specify the path forward. The agreement defines parameters by which ASHRAE and IUVA will work cooperatively to promote the advancement of emerging research and technologies to support a more sustainable built environment.

"Establishing and maintaining improved indoor environmental quality is the bedrock of ASHRAE's sustainability mission and the use of ultraviolet technology is a critical component towards addressing the challenges of minimizing the spread of infectious diseases," said 2020-21 ASHRAE President Charles E. Guldge III, P.E. "We are pleased to partner with IUVA as we collectively support research and new innovations to further our vision on a sustainable built environment for all."

"With a focus on the science and engineering

of UV technology, IUVA members are pleased to have the opportunity to partner with ASHRAE to enhance the knowledge base and application of UV in the built environment," said IUVA President Ron Hofmann. "While the technology is already well established, the urgency of addressing the global pandemic has raised the profile the UV, and our partnership with ASHRAE promises to help develop the necessary data, protocols, guidelines, and standards to ensure its continued effective, safe use."

The MOU includes, but is not limited to, the following initiatives related to development of ANSI certifiable standards and related source documents:

- Test and measurements on specific pathogens across a specified light spectrum (e.g., antimicrobial UV-C: 200nm - 280nm) and in specified mediums (e.g., aerosols, large droplets, surface – dry & wet, in aqueous solution, pristine & soiled).
- Test and measurements on efficacy outcomes for antimicrobial UV-C devices and systems in specified, well defined testing environments (e.g., simulated hospital rooms, equipped and arranged in a stan-

dardized configuration, with predetermined numbers and locations of sampling points).

- Test and measurements on efficacy outcomes for antimicrobial UV-C devices and systems installed in 'upper room' HVAC applications.
- Standards and guidelines that establish the minimum requirements for commissioning permanently installed UV antimicrobial systems in existing and newly constructed facilities.
- Standard and guidelines for the application of UV disinfection of water used in cooling towers to control spread of bacteria, such as Legionella, algae and fungi into the building HVAC system.

In addition to these research and publication development initiatives, ASHRAE and IUVA's other areas of potential collaboration include: general advocacy; joint conferences and meetings; consistent leadership communication; education and professional development, technical activities coordination; and research.



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## Michael Cupp of Cain Sales is Retiring as Territory Manager for Central Florida



Florida. Michael has been seen over the years at many HVAC events with a smile on his face and eager to

Please join Cain Sales in extending best wishes and congratulations to Michael Cupp who is retiring after 13 years of dedicated service as the Territory Manager to Central Flor-

answer your questions. He has forged strong partnerships and friendships in the HVAC community throughout Florida. These partnerships have helped our Company and the HVAC community become stronger and has touched many lives in the process.

Cain Sales would like to thank Michael for his many years of devoted contributions and we wish him well in his retirement and future endeavors.

Good Luck, Michael!  
The Cain Sales Team

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# Kurt's A/C Installs Donated YORK® HVAC System in home Gifted to Purple Heart Veteran (continued from cover)

Dan was born on September 14th, 1945 in Detroit, Michigan, the child of Gertrude and John Pawlusiak and was the 4th of five sons. The “Detroit Five!”, as Dan would say of his brothers. After graduating from Chadsey High School in Detroit, Michigan, he enlisted in the Navy and served on the USS Franklin D. Roosevelt CVA-42. After being honorably discharged from the Navy, Dan married and moved to Margate, Florida with his loving wife Christine of 49 years. Dan embarked on a 35+ year career in the



Dan was always there when you needed him. He loved his family and his friends and they loved him. Dan will be deeply missed.

The new Summer Social event will focus on bringing HVACR executives back together after 14 months without travel and in person events. Attendees will have the option to choose amongst provided activities, including golf and a river cruise, as well as

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

For additional questions about Building Homes for Heroes or the ceremony, please contact David Weingrad, senior communications manager, at David.Weingrad@buildinghomesforheroes.org. For questions about Johnson Controls, please contact Ryan Nolan, global public relations program manager, Johnson Controls, at Ryan.P.Nolan@jci.com, and for questions related to YORK, the HVAC contractor or distributor, please contact Liz Sternby, public relations manager, Godfrey, at lsternby@godfrey.com.



**Army Specialist James Lipscomb,  
Jill Murphy and Mark Jacobs  
of York Source 1**



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## Registration Opens For 2021 ASHRAE Virtual Annual Conference

ATLANTA (May 3, 2021) – Featuring new and expanded offerings in current practices and updates on research, the 2021 ASHRAE Virtual Annual Conference will be held June 28-30, 2021. Registration is now open.

“The rich technical content and strong sense of community that participants will experience at the 2021 ASHRAE Virtual Annual Conference mirrors the Society’s commitment to providing industry leading research and resources to the global built environment,” said 2020-21 ASHRAE President Charles E. Gullledge III, P.E. “The conference will offer innovative solutions to today’s most critical building challenges, as we work towards a more sustainable future.”

The conference will feature over 100 live and on-demand sessions with updates from Society leaders and virtual networking events. Technical sessions will address the latest information surrounding the COVID-19 pandemic, along with eight other tracks on various building systems topics. Attendees will hear updates from the ASHRAE Epidemic Task Force and the Task Force on Building Decarbonization.

Interactive Technical Panels and Forums will allow attendees to share their experiences and to ask questions. Topics are as follows:

- Importance of Achieving Verified Net Zero Goals
- Lessons Learned from Adapting BAS to Meet Changing Requirements
- What Indoor Farmers Need and Want from their HVAC System
- Controlled Environment Agriculture and the Future of Secure and Sustainable Food Production
- The Efforts of ASHRAE Chapters to Help Reduce Risks of COVID-19 Transmissions
- Post Pandemic Resiliency Measures for Transportation Facilities
- Is there a Magic Formula for Combining Multiple Air Cleaning Technologies to Improve Air Quality?

The 8th Annual Research Summit will present active research critical to the development of the HVAC&R industry and built environment. Some 80+ papers will make up the Research Summit, which features on-demand presentations, a live author summary, a live Q&A session and a seminar on research funding opportunities.

The conference will also include Roundtable Discussions and Meet Ups, Sponsor Technology Demonstrations, Research Summit and the opportunity to connect with sponsors in real time.

Outgoing ASHRAE President Charles E. Gullledge III, P.E. will provide his farewell address on the 2020-21 Society theme, “The ASHRAE Digital Lighthouse and Industry 4.0.” 2021-22 ASHRAE President Mick Schwedler will present his inaugural address on “Personal Growth. Global Impact. Feed the Roots.” Members will be recognized for the industry and Society accomplishments throughout the conference during Honors and Awards segments. Major contributors to ASHRAE’s Building campaign and scholarship donors will also be recognized.

The cost to attend the virtual conference is \$285 for ASHRAE members (\$505 for non-members, which includes an ASHRAE membership for one year). For additional pricing, please visit [ashrae.org/2021annual](http://ashrae.org/2021annual). Company packages are available at a discounted price per person.

Downloads of conference proceedings are available, including technical papers, conference papers and extended abstracts. Professional development hours can be earned for all on-demand sessions and more than 35 live sessions upon successfully completing a short quiz. Registration includes access to all the technical content on-demand for 18 months.

To learn more and to register, visit [ashrae.org/2021annual](http://ashrae.org/2021annual).

## Jeff Bailey joins RGF® Environmental Group Inc as their West Coast Territory Manager



Jeff Bailey

Jeff Bailey joins RGF® Environmental Group Inc as their West Coast Territory Manager. Jeff has worked in the residential construction industry for most of his career.

Jeff’s experience includes both hands-on, in the field work to being a

superintendent for a custom home builder. In recent years

Jeff has been in the sales & estimating side of the construction process where he has been involved with a specialized residential consulting & repair company to an Industrial water cooling tower company in Colorado.

Jeff enjoys camping with his wife, Dorothy, and their two dogs and is an active mountain biker and snowboarder.

## Tropic Supply Hosts Tod Talk: Introduction to Ecobee Smart Thermostats



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

Tod covered the following topics: 1- Features of the Ecobee Smart Thermostat with Voice Control. 2- Ecobee vs. other Smart Thermostats. 3- Smart Sensor Technology. 4- Money-Saving Features. 5- SmartBuildings Software. 6- How to become a Preferred Contractor.

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, upselling, cross-selling, and strategic job pricing.

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



Tod Sutherland revealed the Ecobee Smart Thermostat money saving learning abilities



Tod Sutherland discussed the great humidity control feature on the Ecobee Smart Thermostat

## Introducing Hitachi Cooling and Heating Mini-Splits Now Available In North America

MILWAUKEE – (May 17, 2021) -- Hitachi’s new line of mini-split systems employs the latest technologies to maximize comfort and ensure healthy indoor air.

- An intelligent human sensor system monitors and responds to the environment to provide continuous comfort.
- Temperature and humidity levels are controlled when set to dehumidification mode.
- Innovative Frost-Wash technology ensures indoor air is fresh and clean by eliminating dust, bacteria, and mold.
- User-friendly air-Cloud Home app puts control in the palm of the homeowner’s hand and is fully compatible with Amazon Alexa and Google Assistant, enabling voice control when hands are full.

Hitachi mini splits feature vector DC inverters to achieve high performance energy efficiency. These inverters cool with maximum capacity at start-up, then

automatically slow down and operate at minimum capacity to maintain room temperature at a comfortable level. This reduces energy consumption by up to 62%\* compared to non-inverter levels.

A special microchip that is pre-loaded with the compressor’s data will constantly monitor its operation while running. This helps the unit to adjust the amount of energy needed by sending accurate instructions to the compressor to achieve the optimal rotation speed and avoid unnecessary power waste.

Hitachi mini splits are flexible, easy to install, and offer a wide range of sizes to make it easy to specify the perfect solution for your project. A cooling-only lock

function prohibits heat when used in ambient cooling applications. Single-zone systems are available in 115V or 208/230V with capacities ranging from .75 to 3 tons. Multi-zone systems can accommodate up to 5 zones with 208/230V and capacities ranging from 1.5 to 3.5 tons.

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## Trade Talk:

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



# Why is Enthusiasm for Work so Important to Success?

Well now, where do I start? Just celebrated another birthday and it doesn't get any better than that. The air conditioning season seemed to get a slow start. But it's here now. Wow!

Regular readers know I definitely believe in the power of hard work. In fact, rarely have I seen a situation where doing less than the other guy is a good strategy.

But we can all work smarter, too; and clearly we all want too. But how can any one make a workday more productive without putting in extra hours?

I remember going to a seminar and the speaker said, "Show me a man who works and I'll show you a success!" And I said, to myself of course, "You show me a man who'll say that and I'll show you an idiot!"

Your, thinking, "Tommy, how dare you say that." But I can prove it to you. I know some people who are working themselves into the poor house. I know some people who have worked and worked and worked and worked and still don't have anything to show for it. You know some people like that don't you? Maybe you're one of them. I know I almost worked myself out of existence a dozen times. Work in itself will not do it for you.

Now I'm not talking about the work that most of us are doing that we know won't bring success. I'm talking about learning, notice I said learning, because this is a continuous process of learning to get EXCITED about your work. Not work, but learning to get excited about your work.

You say wait a minute Tommy, If I was doing what you're doing I could get excited. But if you had my lousy job, you wouldn't talk like that. Let

me tell you a little secret. All our work is lousy. Don't I like what I'm doing?

I hate it! They don't pay very much money to do things I like to do. You know what I like? I like to relax; I like to talk about work. I like vacations, conventions, signed contracts, long lunches. What do I get? Headaches, heartbreaks, turndowns!

But you know what I've been learning? If I don't get excited about what I don't like to do, I don't get much that I do like to be excited about.

I've been learning that life is not doing what you like to do. Real life is doing what you ought to do. I've been learning that people who do what they like to do eventually discover that what they thought they liked to do, they don't like to do, but people who are learning to do what they don't like to do but ought to do, eventually discover that what they thought they didn't like to do they do like to do. Whoo!

Why is enthusiasm for work so important to success? A lot of people think that enthusiasm or a cheerful spirit is something that falls on you. I want to tell you this with all my heart; the most challenging thing you will ever face in your life is learning every day to be excited about your business and the work you are doing.

Well, I'm at my limit. Get out there and get excited about this summer. I hope it is a long one.

Until next time.

Tommy Castellano

## HVAC Excellence Education Conference A Hybrid Event

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.

### Who Attends

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](http://escogroup.org) and clicking the conference link.

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## Message from FRACCA President Rick Sims



It is that time of year when we get to celebrate the success of our apprentices and our apprenticeship programs at graduation ceremonies across the state. Several FRACCA chapters have already held their 2021 graduation ceremonies and others are scheduled through June.

Few live graduation ceremonies were held in 2020. Chapters that were able to hold a live gathering were generally under mask requirements, distancing and attendance restrictions, depending upon the venue. Most of Florida's apprenticeship programs did not gather physically at all. 2020 was the first year I had ever seen any graduation cancellation and we are so glad to see it will not be an issue for Florida programs in 2021. Don't miss this chance to support and enjoy your local HVAC apprenticeship program.

I am so proud of our apprentices. They are not the ones begging for their student loan debts to be forgiven or asking somebody else to give them things they did not earn. By the time our apprentices graduate they are already essential to the community they serve and are actively engaging in productive commerce. Did I mention that when they graduate, they have been paying taxes the entire time? Whenever I

see a group protesting that they should not have to pay for their college degrees, it immediately makes me think about these trade apprentices who pay taxes all the way through their training. In my opinion, it is obscene to tax our essential apprentice workers to fund college degrees for helpless academics. Why should our apprentices fund your diploma?

2020 was a chance to see what happens when people don't work. We are still seeing the resulting supply chain pressure, shortages and price increases. One of the important lessons of 2020 is how important work is and how fast things decline when it doesn't get done. Even though as an essential trade we kept operating continuously in Florida, we still feel the impacts of work that did not happen elsewhere around the globe for whatever reason.

Our apprentices go to work to learn. Their work benefits the entire community as they learn. In 2020 they worked long hours alongside senior technicians and additionally attended the required hours of distance learning and in-person classroom supplemental training. They wore the masks even when they could hardly breathe in the hot Florida weather. Nothing was simple or convenient. A pandemic does not

always bring out the best in people; our apprentices needed an abundance of patience for those customers whose character flaws were revealed under the stress. A few contracted CV19, many others had to go through those painful deep nasal swap tests to return to work even when they were not actually sick. I cannot remember a graduating class that ever had so many adversities to deal with.

I raise a glass to celebrate our Class of 2021 and encourage you to do the same. They've had a tough start so far. They worked when it was hard (and unpopular) and learned despite obstacles. As workers across the nation were paid to stay home, our apprentices showed up to work instead. It may be possible to sustain your existence slightly above poverty on unemployment assistance, but there is no way you can do that and still graduate from an accredited apprenticeship program. Hours of on-the-job training are not something that can be set aside for a pandemic. All of our graduates showed up to work or they wouldn't be graduating. Perseverance pays. Congratulations to our graduating Class of 2021, their sponsoring employers and their apprenticeship program staff and instructors.

### Report Unlicensed Contractors with the DBPR Mobile App



1. Verify licenses by name or license number.
2. File a complaint, including descriptions and photos.
3. Your information is immediately sent to DBPR.

The DBPR Mobile app is free to download and is available on the iTunes and Google Play app stores.

The Florida Department of Business and Professional Regulation recently launched the "Report Unlicensed Activity" function within the DBPR Mobile app, allowing consumers to report unlicensed activity in real time.

In addition to the mobile app, you can also report unlicensed activity to DBPR by:  
Calling 1.866.532.1440  
Emailing [ULA@myfloridalicense.com](mailto:ULA@myfloridalicense.com)  
Online at [www.MyFloridaLicense.com](http://www.MyFloridaLicense.com)

## Randy Castricone Joins RGF as their Global Sales Manager in the Commercial Division



Randy Castricone

Randy Castricone joins RGF® Environmental Group as the Global Sales Manager in the Commercial Division.

Randy has worked in the HVAC industry for the last 30 years, beginning in the field as a

technician, then transitioning to sales. He owned an HVAC company for 18 years before moving to Trane for the last 5 years as an Account Manager.

Contact Randy about improving your commercial IAQ, reducing HVAC maintenance and improving building operational efficiency and sustainability. RGF Commercial Air Purification products provide innovative, reliable solutions to challenging Indoor Air Quality (IAQ) concerns in commercial buildings.

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We want to thank **REC Industries** in College Station, Texas for being a loyal **DS3** customer. Marcus loved the **DS3 Duct Saddles** when Jeremy Hess introduced it to him so he used it on a commercial Church job and when the Pastor saw the product installed he requested that **REC** upgrade the ductwork in his own home using **DS3 Duct Saddles**. Marcus picked up his **DS3 Duct Saddles** from Jeremy Hess at **Johnstone Supply** in College Station.

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\*Goodman brand 20 SEER system must include a GVXC20 / GVZC20 outdoor unit and an indoor unit with an ECM motor to qualify for promotion. Goodman brand 16 SEER System must include a GSX16 / GSZ16 outdoor unit (or higher SEER unit) and an indoor unit with an ECM motor to qualify for promotion. Pick up only, no deliveries. No rainchecks. Offer may not be combined with any additional offers. Promotional prices are not applicable to residential new construction or multi-family projects. Additional restrictions apply, ask for full details. Not valid for large AOR contractors or distributors. Actual prices may vary by distributor. Valid only at participating distributors. Offer may be altered or discontinued without advance notice. Void where prohibited by law. Product information provided is not to be used as operational instructions or installed operational efficiency. Available in the United States only. Offer valid **April 1, 2021 thru June 30, 2021**.

**Thank goodness for Goodman®**



# Nidec Expands Aftermarket HVACR Solutions through Embraco and U.S MOTORS® brands



Nidec announces a step forward in its brand cooperation in the United States extending the line of heating, ventilation, air conditioning and refrigeration (HVACR) solutions for the Aftermarket segment. The existing HVACR Aftermarket U.S. MOTORS structure will now include the Embraco solutions in the United States in order to deliver a broader portfolio capable of meeting customer needs through products with high standards of

quality, performance and high efficiency.

In 2019, Nidec Corporation acquired Embraco from Whirlpool Corporation, adding the business unit to the Nidec Global Appliance division. In the beginning of 2020, the HVACR business unit, responsible for the U.S MOTORS brand for heating, ventilation and air-conditioning applications and already a part of the Nidec Corporation, also joined the same division aiming to leverage synergies among the strong brands and resources.

Both brands (Embraco and U.S MOTORS) are well known by the market, playing a vital role in the Original Equipment Manufacturers (OEMs) value chain and also with wholesalers and distributors who need replacement motors for major OEM equipment. From the advanced technology of variable speed electronically commutated motors to market leading NEMA Premium® efficient motors,

the U.S MOTORS brand is an industry leader and will be widening its offering through the addition of Embraco's products.

One in five compressors in the world today has the Embraco brand, a global provider of refrigeration technology for the whole cold chain. The brand has a robust portfolio, including fixed and variable speed compressors approved for natural and transitory refrigerant utilization, that can be applied in residential and commercial equipment. Embraco also provides complete refrigeration circuits such as sealed and condensing units, as well as service parts, such as inverters and capacitors.

"The Nidec Global Appliance division brings together extensive resources for engineering, marketing, sales, distributing, service and training," said Ryan Wade, Sales and Marketing Vice President at HVACR Motors. "Our well-respected

brands offer unique strengths and complementary opportunities to serve our OEM and aftermarket customers. I'm excited that we are adding Embraco compressor products to the HVACR Aftermarket customer base in the United States. The union of both portfolios deepens our breadth in the aftermarket marketplace."

"Embraco is already known for quality, efficiency and innovation. As such, it only makes sense to associate it with the other strong brands, such as U.S MOTORS, making our offer to the market even more complete", says Kerry O'Brate, Aftermarket Sales Senior Manager at Nidec Global Appliance, responsible for Embraco's portfolio for North America.

The Nidec Global Appliance division has a production capacity of 70 million units of motors and compressors per year. It has a sales presence in more than 80 countries. More than 50 laboratories are dedicated to research and development. For more information about Embraco aftermarket products sold through U.S. MOTORS in the United States, visit [usmotors.com](http://usmotors.com).

With over 15,000 employees across 9 countries, Nidec Global Appliance manufactures and commercializes products for home and commercial applications, including refrigeration solutions, motors for washing machines, dryers and dishwashers, as well as components for heating, ventilation and air-conditioning systems (HVAC).

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# Goodman Distribution's New Hollywood Location is Open for Business!



The relocation of the new Goodman Distribution location in Hollywood is now completed, and they are open for business. The new location is convenient, and easy to find, with easy access off I-95, I-595, SR-84, and the Florida Turnpike! You can expect less time spent at the store with super fast service to pick up your products, and get back to completing your job!



The new Goodman Distribution Hollywood location has easy access from I-95, I-595, SR-84, and the Florida Turnpike

The new location is at 4140 SW 30TH Ave, Suite 102, Fort Lauderdale, FL 33312, and their phone is 954-581-9203. Call Tiffany Bullock or any member of her team to help you select the right products you need, and finish your job on time.

Tiffany Bullock stated, "we are pleased to have the ability to grow the warehouse space up to 40,000 sq ft in the coming year to better serve our customers."

The new Hollywood warehouse is stocked with Goodman and Daikin brand equipment, and also has a larger showroom to display all the latest variety of

products available for purchase.

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

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



Emerald George, Tiffany Bullock, Christian Wong, and Joel Bernacett are ready to serve you!



The expanded warehouse will enhance product availability for Broward and surrounding regions

# 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 May 11th from 12-2pm.

The topic for this meeting was the New Florida Building Code for Wind Load, by Eric Reit and Richard Neet from Engineering Express.

Attendees discovered 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.

Check out the line-up for ASHRAE's 2021 Virtual Annual Conference. Get in on Conversations, connections, and the latest industry updates online June 28-30, 2021. Special events including interactive panels, forums, meet-ups, and roundtables designed to inform and connect attendees.



Eric Reit and Richard Neet were the ASHRAE guest speakers for the regular monthly meeting who spoke about the New Florida Building Code for Wind Load

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## HARDI Distributors Report 33.2% Percent Revenue Increase in March

COLUMBUS, Ohio, April 30, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 33.2% percent during March 2021. The average annual sales growth for the 12 months through March 2021 is 8.7% percent.

“The 33% growth for the month is a new record,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The gain in March was helped by an easy comparison and an extra billing day, but the gain would have been in the 27% area with the same number of billing days. Sales growth has been 20% or more for three of the past four months.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, remains at 43 days. “The DSO has been faster than normal since June 2020 and that persists,” said Loftus. “This time of year it is normally in the range of 47 to 49 days, and should probably more than 55 now given the record strong demand. We believe the 43 DSO indicates some customers are using their elevated cash reserves for planned replacement instead of waiting for an equipment failure.”

There are other factors supporting the recent strong sales growth at HARDI distributors. “Monthly job gains have been doubling from 233K in January to 468K in February, then 916K in March,” said Loftus. “The job gains and successful vaccine roll-out has allowed Consumer Confidence to snap-back. That enthusiasm is being reflected in strong demand at many segments of the economy. The Vaccine Recovery is here.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

HARDI proudly represents more than 480 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

## JB Industries Donates \$10,000 to Support Operation Homefront Military Families

JB Industries was proud to support Operation Homefront with a \$10,000 donation at the Gaylord Texan Resort & Convention Center this month. (Pictured left to right: Jeff Cherif, President of JB Industries, Robin Miller, Sr. Director Region 5 of Operation Homefront, and Oscar Lopez, Vice President of Sales, JB Industries.) Operation Homefront is a national 501(c)(3) nonprofit whose mission is to build strong, stable, and secure military families so they can thrive, not simply struggle to get by, in the communities they have worked so hard to protect.

JB Industries partnered with Operation Homefront in 2014 through the product launch of the American Made, 2-valve brass, Patriot® manifold, and Mini-

Split Tool Kits. For each product sold, JB donates a portion to Operation Homefront. Many of JB's wholesalers/distributors and end-users value high-quality, American Made, products and support our country and our troops. Since 2014, JB has been proud to support military families across the United States and looks forward to continuing the partnership. “Helping families who have given their lives to protect the USA is a cause I wholeheartedly support. We are so grateful to every man and woman who has served our

country. We take pride in our American-made products and have great respect for the people who protect the freedom of American Manufacturing,” said Jeff Cherif, President of JB Industries.

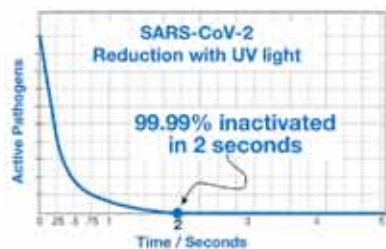


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\*Tests performed by Innovative Biosystems, Inc., Costa Mesa California



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\*Patented under U.S. Patent # 6,809,320B2; #6,838,007B2  
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1) Innovative Biosystems, Inc. makes no claims about performance except the specific unit tested and for the specified experiment parameters.

2) SolarisPCO is not a medical device and Ultravation makes no claim that it prevents or cures any disease. Ultravation does not claim or suggest that this product replaces any other precaution that should be taken against airborne pathogens.

All guidelines that the CDC, EPA and other official authorities might recommend should be followed.



## McAllister Group & the hilmor Van Crew visit the Panhandle



McAllister Group & the hilmor van crew had a great time in the Panhandle earlier this month! It was a busy week covering Pensacola, Ft Walton, Panama City & Tallahassee. Nathan (MCA Group) Kevin & Alston (Diversitech/hilmor) visited contractors directly offering tool specials on site with Baker Distributing.



They also set up outside at the Baker locations in each area doing tool demos and vacuum pump oil changes. They sold through most of the tools on the van and brought smiles to a bunch of technicians faces. If you would like the van to visit your shop or showroom in the Southeast please reach out to McAllister Group sales@mcaair.com



## ASHRAE Publishes Updated Health Care Facility Ventilation Standard

ATLANTA (May 11, 2021) – ASHRAE has released an updated edition of ANSI/ASHRAE/ASHE Standard 170, Ventilation of Health Care Facilities. The standard offers guidance, regulation, and mandates to designers of health care facilities.

The 2021 edition delivers critical guidance for designers and operators of these front-line facilities and incorporates 17 addenda to the 2017 edition of the standard. Changes include:

- Expanded requirements to allow airborne infectious isolation room exhaust discharge to general exhaust under certain conditions
- Revised scope, with improved guidance on thermal comfort conditions provided
- Extensive modifications to address the Out-patient and Residential sections
- Extensive revisions to air filtration requirements
- Addition of new columns in the ventilation tables to prescribe filtration requirement and designate unoccupied turn-down
- Expanded guidance on separation distance requirements for varied intake and exhaust arrangements, coordinating with related ASHRAE Standard 62.1 data
- Improved guidance related to behavioral and mental health

To purchase ANSI/ASHRAE/ASHE Standard 170-2021, Ventilation of Health Care Facilities, visit the ASHRAE Bookstore or contact ASHRAE Customer Service by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

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



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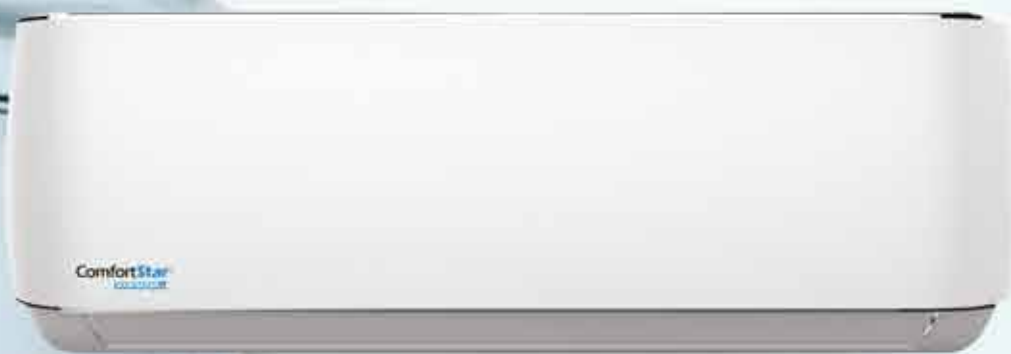
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PARKING LOT DEMO DAY



What You'll Learn:

- 4-steps to better IAQ
- Benefits of total system protection
- iWave installation tips and technology

REPRESENTATIVES:

- Carlos Martinez, Nu-Calgon
- Jody Long, Nu-Calgon
- Paul Levesque, Nu-Calgon

MAY NU-CALGON MONTHLY PROMOTION:

Buy any Nu-Calgon product during demo day hours to be entered into a daily drawing for a **\$50 gift card of your choice!**\* Simply bring your paid invoice to the demo tent to get a raffle card. While you are there – pick up some Nu-Calgon swag!



*Purchase one of 9 featured items in May and June, and Nu-Calgon will donate \$2.00 per item (up to \$7,000) to support SGT. Justin Callahan via Homes for our Troops. Ask the Nu-Calgon rep for a list of qualifying products!*



Daily Drawing!

\*One winner per resource center. Entries must be submitted during demo day hours.

LOCATION

T-06 Fort Pierce Resource Center - 903 South Market Ave., Fort Pierce, FL 34982  
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619  
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114  
T-09 Delray Beach Resource Center - 1203 Poinsettia Drive, Delray Beach, FL 33444  
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216  
T-02 North Ft. Lauderdale Resource Center - 4321 NE 12th Terr., Oakland Park, FL 33334  
T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474  
T-16 West Tampa Resource Center - 7735 Anderson Road, Tampa, FL 33634  
T-20 Sunrise Resource Center - 1001 Sawgrass Corporate Parkway, Sunrise, FL 33323  
T-17 Orlando Resource Center - 4528 36th Street, Orlando, FL 32811  
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773  
T-14 Sarasota Resource Center - 7533 Claxtrauss Drive, Sarasota, FL 34240  
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909  
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912  
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104  
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954  
T-21 Tallahassee Resource Center - 111-2 Hamilton Park Drive, Tallahassee, FL 32304

DATE

Tues., June 1  
Tues., June 1  
Tues., June 1  
Wed., June 2  
Wed., June 2  
Thurs., June 3  
Thurs., June 3  
Fri., June 4  
Mon., June 7  
Tues., June 8  
Tues., June 8  
Fri., June 11  
Mon., June 14  
Tues., June 15  
Wed., June 16  
Tues., June 22  
Tues., June 29

TIME

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Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11):	(239) 989.0088	Miami N. / Export (T-1):	(305) 652.7717	St. Petersburg (T-23):	(727) 373.4003
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Ft. Pierce (T-6):	(772) 465.4707	Port Charlotte (T-12):	(941) 255.8330		
Jacksonville (T-18):	(904) 332.0990	Sarasota (T-14):	(941) 378.0910		

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## Tropic Supply Hosts RGF Parking Lot Demo Days in May

During the month of May, Tropic Supply hosted RGF Demo Days at most Resource Center locations across the state. Pro-Dev Reps featured several of the Indoor Air Quality products manufactured by RGF and available at Tropic Supply.

Pro-Dev Representatives Sean Wahl and Ryan Charles gave a product review of RGF, including

the REME Halo® Whole Home In-Duct Air Purifier, the HALO-LED™ Whole Home In-Duct Air Purifier, the BLU QR® UV Stick Light, the RGF-Clear Sky DM, the RGF-Clear Sky MS, and the RGF-PKG™ Commercial Air Purification System.

Tropic Supply customers learned about the basics of IAQ and received some nice giveaways such

as hats and hand sanitizer. Everyone who stopped by to visit the RGF table and fill out a raffle card were entered into a drawing for a free REME Halo®. (\$423 value)

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



The Tropic Supply Ft Lauderdale North Team participating in the RGF Parking Lot Demo Days



Sean Wahl Pro-Dev Reps ready to show the great line of Indoor Air Quality products from RGF at Tropic Supply St. Petersburg



Ryan Charles of Pro-Dev Reps with Jen, Joshua, and Tony of Jenergy Air Services



Roy Gudeen, Javier Guedes, and Jorge Garcia of the Tropic Supply Naples Resource Center location



Edgar Rivera of B&I Contractors, Jeff Bailey of RGF, and Natalie Dee of Pro-Dev Reps



The Tropic Supply RGF Demo Day Team at the Naples Resource Center location



Ryan Charles of Pro-Dev Reps with Aaron of Total Air and Kevin of Tropic Supply



The Tropic Supply RGF Demo Day Team at the Cape Coral Resource Center location



Sean Wahl of Pro-Dev Reps giving a Indoor Air Quality product demonstration to Tropic Supply Ft. Lauderdale North

## Tropic Supply to Raise \$10,000+ to support Injured Florida Veteran



Sgt. Justin and Katie Callahan

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.

Tropic Supply and Ruud have partnered with HARDI and HFOT (Homes For Our Troops) 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, Tropic Supply has partnered with four additional suppliers to raise \$10,000 or more!

Sporlan will donate \$0.25 for almost all Q valve and filter driers sold during the months of May and June, up to \$1,500.

Regal Beloit will donate \$5 - \$10 for every item sold during the months of May and June, up to \$3,000.

Nu-Calgon will donate \$2.00 for select items during the months of May and June, up to \$7,000.

Refrigeration Technologies will donate \$.50 - \$10 for select items sold during the months of May and June, no max limit!

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, pro-

vide better indoor air quality, and better comfort in their homes.

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.

**Looking to Make Donation? Simply hover over the QR code to the right for a link to his donation page. It's going to prompt you to fill out your information, select a payment type, and asks you how you heard about HFOT. For this question, please make sure you put Tropic Supply. This will help them allocate your donation to our goal**







# A&R Supply Grand Opening Celebration in Kendall

May 19th, 2021

On May 19th, A&R Supply celebrated the Grand Opening of their newly remodeled and expanded 15,000 square ft. facility. The new showroom has now doubled in size, so A&R customers can see up close the vast array of HVAC equipment, tools and supplies on display including the new

Comforstar BAR & LUC series.

Shorty's BBQ and the Coldstone Ice Cream truck were on site serving A&R customers a delicious lunch and some real tasty ice cream for desert. There were several manufacturers reps attending with great product specials all day long!

The Comforstar BAR & LUC series was on sale with a 10% discount on equipment. There were also several great raffle prizes like a 20SEER Comforstar 1 ton Mini-Split, Pressure Sprayer, Ritchie Vacuum Pump, Torque Wrench and much, much more. A great time was had by all!!!



Nick Donado, Alex Rivero, and Richard Salas of A&R Supply Kendall



A great day for the A&R Supply Grand Opening in Kendall



Tony Morales of Morales & Sons with Scott Kuschel of Miami Tech



Juan Jimmez of Gemarica, Angela Garcia of Shupe Carboni and Associates, Ricardo Marquez of Air Care



Tony Morales of Morales & Sons, Jose Iragorri of Comfortstar, and Issac Abraham of A&R Supply



Edgar Rabentos, Dianalba Roque, and Reme Labandera of Bader's Group with Johanne Bueno of J. Nichols & Associates



Rick Farrow of Cain Sales showing the new Fieldpiece app to Alex Rivero of A&R Supply and Egdon and David Cachay of Millennium Air



Mario Gamez of A&R Supply with Joel Espinoza and Yusiel Cabrera of Extreme HVAC



Lulu Salgado and Kimberly Vellar of A&R Supply with Tyler Campbell of The McAllister Group



Shorty's BBQ was cooking up burgers and hot dogs fresh off the grill



Issac Abraham of A&R Supply (2nd from right) with the crew from



Shorty's served some great sides...potato salad, corn on the cob, baked beans, cole slaw, and chocolate cake for dessert



The A&R Supply counter was busy all day with equipment and product specials!



William Figueroa of Direct AC, Carlos Martinez of Nu-Calgon, and Marcio Mayorga of A&R Supply



The Coldstone Ice Cream truck was on site serving a variety of sweet treats for all to enjoy!



Ryan Reynolds of EV Dunbar with Alex Rivas of Exclusive Air Conditioning



Winner of the Yellow Jacket Vacuum Pump was Fidel Delgado of SAF Service



The grand prize Comforstar Mini-Split winner was Ulysses Alvarez of Cool Breeze AC



In Memoriam:  
John Walsh

AHRI Board Approves Decarbonization  
General Position Statement



John Walsh

of 2 he was adopted by a family in Salem MA and took his adopted father's name. He became a naturalized citizen in the early 1960s in order to join the military. He served for 6 years in the Army Reserves and the Navy.

John left the service and worked for several years at Boeing in Philadelphia where he was instrumental in designing a drill that for drilling holes in plexiglass that minimized cracking.

John moved to Cape Cod and opened Walsh Refrigeration in Sandwich MA. He serviced the needs of the restaurant and stores throughout the Cape for almost 10 year. Then he moved to Waltham MA and worked for various HVACR companies in the area.

John moved with his wife, Jobie DeViney-Walsh, to Charleston, WV to care for her mother, who was suffering with Alzheimer. He began working for Trade Rep, a Cleveland OH based manufacturer's rep firm. Then, in 2001 he established Training for the Trades, a company dedicated to providing training to HVAC technicians and contractors. For more then 16 years John traveled from coast to coast and border to border training heat load calculations and the Elite Software's RHVAC program. He liked to tell family, friends and colleagues that, "when I was in the Navy I got to visit 28 countries of the world, and with Training fir the Trades I got to see and work in most of the lower 48 states."

Those knew John, know that he never met a stranger. He could strike up a conversation with anyone and become friends quickly. He will also be remember for his sense of humor, his joy with life, and his loyalty and caring for others.

\*\*\*

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today released a General Position Statement on Decarbonization advancing the association as a resource for states and localities grappling with how to successfully, sustainably, and affordably reduce emissions related to the built environment.

The paper notes that, "The air conditioning, heating, ventilation, refrigeration, and water heating industry has a long history of providing innovative, high-quality, energy-saving, affordable products that enhance the comfort, safety, health, and productivity of businesses and people around the world," and

expresses AHRI's support for "the ongoing, science-based transition to a lower carbon society in which consumer choices for heating, cooling, water heating, and commercial refrigeration are the most energy efficient, environmentally beneficial available anywhere in the world, while maintaining adequate levels of safety, health, comfort, and affordability."

"Our member companies with over 100 years of experience and expertise in product solutions, technology, and innovation – can serve as a valuable resource in helping the nation achieve a lower carbon society," said AHRI President & CEO Stephen Yurek.



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FINALLY, A POOL  
HEAT PUMP  
FOR ALL CLIMATES  
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TO YOUR DESIRED TEMP





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HI TEMP, HIGH HUMIDITY 80 / 80 / 80	92,341 BTH/h 5.5 C.O.P.	128,610 BTH/h 6.5 C.O.P.	146,100 BTH/h 6.2 C.O.P.
HI TEMP, MID HUMIDITY 80 / 63 / 80	86,398 BTH/h 5.14 C.O.P.	121,876 BTH/h 6.32 C.O.P.	138,000 BTH/h 6.1 C.O.P.
LOW TEMP, MID HUMIDITY 50 / 63 / 80	60,758 BTH/h 4.01 C.O.P.	110,532 BTH/h 5.73 C.O.P.	116,450 BTH/h 4.8 C.O.P.
EXTREME LOW TEMP 38 / 69 / 80	48,533 BTH/h 3.31 C.O.P.	86,296 BTH/h 4.36 C.O.P.	95,250 BTH/h 4.1 C.O.P.
MIN BREAKER REQUIRED	30	50	50

\*TESTED & CERTIFIED IN ACCORDANCE WITH AHRI STANDARD 1160 FOR HEAT PUMP POOL HEATERS  
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**Clearwater** ..... (727) 446-5067  
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Clearwater, FL 33765

**Daytona Beach** ..... (386) 274-1113  
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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.



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.



### Homes For Our Troops (HFOT)

**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.



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!*

Cape Coral (T-11):	(239) 989.0088	Miami N. / Export (T-1):	(305) 652.7717	St. Petersburg (T-23):	(727) 373.4003
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Promotion dates: May 1 – June 30, 2021





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Clean, healthy indoor air has never been more important. Our new line of Explorer-IAQ thermostats now includes an exclusive Air Patrol® feature to continuously monitor and control indoor air quality. When needed, they automatically circulate polluted air through the HVAC's filtration system, so you and your customers can breathe easy.

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- Displays IAQ levels on free mobile app and website
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Clearwater	(727) 449-1230
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Daytona	(386) 255-5023
Doral	(305) 592-3510
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Fort Myers	(239) 939-1649
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Melbourne	(321) 768-0220
Merritt Island	(321) 452-5010
Naples	(239) 597-7172
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Ocala	(352) 732-5271
Ocala	(352) 351-2481
Orange City	(386) 878-4444
Orange Park	(904) 272-7700
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Orlando	(407) 296-7727
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Tallahassee	(850) 504-9080
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Tampa	(813) 885-7641
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## SFACA May Program Meeting

### “Adapting to Material Shortages and Rising Costs”

The SFACA May Program Meeting was held on May 5th at 6 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. The guest speaker was Tray Batcher of Cotney Construction Law.

Tray represents clients in all aspects of construction law including lien law, bond law, construction defect litigation, OSHA defense, and licensing.

The program topic was “Adapting to Material Shortages and Rising Costs.” Every day contractors face supply and equipment shortages or increasing prices. Raw materials, microchips, petroleum, slowed manufacturing, and delivery all play a part. When will it end, and how do you protect yourself as a contractor was discussed.

The SFACA Annual Golf Tournament is coming up on Thursday, June 3, from 11:30 AM – 6:30 PM at Deer Creek Golf Club, 2801 DC Country Club Boulevard, Deerfield Beach, FL 33442. This event is sold out. Watch for information on the next SFACA June monthly meeting being held on June 9th, 2021.



Kelly Dexter, president of SFACA, Allan and Debbie Dexter of Air Quality Control, Skip Fahrinas, past president of SFACA



Jeff Campen and John Marinello of Pike Mechanical, and Anthony Ferrara with Ferrara's Air Conditioning



Fernando and Angelica Alanso of Master Cooling



Joe Hernandez of National Restoration, Howard Pearl of Pride Air Conditioning, and George Wallace of JCI York Source



Stacey Miller, SFACA Executive Director, reminds the members about the upcoming SFACA Annual Golf Tournament



There was a great turnout for the SFACA May monthly meeting



Kelly Dexter, president of SFACA welcomes the members and announces the guest speaker, Attorney Tray Batcher



Attorney Tray Batcher of Cotney Attorneys and Consultants spoke to the members and guests about “Adapting to Material Shortages and Rising Costs”



Attorney Tray Batcher spoke about the shortage of truck drivers which also affects product pricing and material delays

## Natalie Dee Joins Pro-Dev Rep's



Natalie Dee

Please welcome Natalie Dee as Pro-Dev Rep's newest sales representative. Natalie is responsible for covering the east coast of Florida.

Growing up in Fort Lauderdale and living in Satellite Beach, Natalie is a true Floridian.

Sticking to her Florida roots, Natalie attended college in Orlando at the University of Central

Florida, where she earned her Bachelor's Degree in Health Sciences – Pre Clinical Track. Along with achieving her degree in health, Natalie's persistence and proven sales record readied her for a successful leadership role managing her own team within the healthcare industry at US Health Advisors.

Natalie was able to make the move home to be closer to family during the COVID pandemic and once again calls Satellite Beach home.

Her excitement brings a new energy to Pro-Dev Reps as we look forward to seeing her do big things in her new role. So once again, please welcome Natalie not only to Pro-Dev Reps but the HVACR industry as a whole!

## Is TAB Going Away?

The Associated Air Balance Council (AABC), has announced a new AIA-approved webinar in their TAB Talk series on June 23 sponsored by TSI, Inc.

“Test and Balance can be defined as the Art of Displacing Pressures,” said longtime AABC Member and co-presenter Brian Venn, TBE, CxA, Mechanical Testing, Inc. “And proper test and balance helps ensure that installed equipment and systems function the way they are supposed to.”

“As long as Building Owners want their HVAC Systems to operate in accordance with proper operation and energy efficiency, Testing and Balancing will play a critical role,” said co-presenter Terry Seery, PE, RF Peck.

## AHRI, Industry Associations Seek Semiconductor Fairness

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today joined two of its sister industry associations – the National Electrical Manufacturers Association (NEMA) and the Association of Home Appliance Manufacturers (AHAM) -- in seeking “fairness” in government assistance and policy with respect to the shortage of semiconductors.

In a letter to Commerce Secretary Gina Raimondo, the heads of the three organizations took issue with her recent statement that seemed to advocate priority for the auto industry: “We’re working hard to see if we can...prioritize the needs of our auto compa-

nies since there’s so many American jobs on the line,” Raimondo is quoted as stating at a recent event.

The industry letter acknowledged the importance of the auto industry, but reminded the Secretary that their own “combined industries’ economic impact in the U.S. is \$578 billion and we employ over 2.6 million people.” Noting that their “member companies’ products perform essential functions across critical infrastructure sectors including healthcare, energy, grid, information technology, medical imaging, transportation, water/wastewater, and efficient home appliances,” the letter reiterates that “All depend on the global supply of semiconductors. Without semicon-

ductors, production slows or stops. Disruptions in the marketplace for semiconductors are creating production problems for our member companies, which in turn affects their customers.”

The letter concludes with a plea for fairness: “... during this shortage, it is essential that the nation’s semiconductor supply be fairly allocated across industry sectors and that Administration statements do not—explicitly or implicitly—favor any one sector over others. We simply ask for fairness so that the health, safety, comfort, productivity, and other needs of Americans can be met to ensure that people can stay safe and healthy.”



# Performance Pointers

by David Richardson



## Two Equipment Replacement Catastrophes to Avoid

The chances are high that you've encountered equipment replacement jobs you'd like to forget. Whether it's the customer who now has high humidity issues or the system that can't maintain temperature anymore — we've all experienced them.

In many of these situations, attention to detail and avoiding bad industry habits help prevent the occasional catastrophic installation. Let's look at two common equipment replacement catastrophes and how you can avoid unintentionally creating them.

### Equipment Replacement Catastrophe #1

Forward-thinking salespeople place a lot of attention on properly performing duct systems. They offer their customers opportunities to increase comfort by correcting duct issues. These solutions often range from duct sealing and adding duct insulation to adding new ducts for uncomfortable rooms.

While these are great solutions to focus on, they don't mix well with HVAC Industry rules of thumb that have been around for decades. Time constraints rule most jobs, so to move quickly, many salespeople boil equipment sizing down to reading the model number on the unit and asking the customer if their system heated and cooled the house okay. If this describes how you handle a sales call, reconsider your approach.

According to National Comfort Institute, Inc. (NCI) studies, the typical HVAC system loses 43% of its rated capacity through the duct system. When these duct system conditions are corrected, the new equipment is now oversized. You can expect the equipment to short cycle and result in comfort and humidity problems.

Here's a rule to follow: When you improve ducts, pay special attention to equipment size. You can often use smaller capacity equipment since you repaired the ducts. Remember, by upgrading a duct system, you're reducing the heat load from leakage and poor duct insulation.

In this disaster, the system is oversized. However, it gives the illusion it's appropriately sized since they

lose equipment capacity through the crummy duct system.

### Equipment Replacement Catastrophe #2

The second catastrophe is typically in response to customer complaints that their HVAC system doesn't condition the house well. A common reaction is to increase the equipment capacity while ignoring existing duct sizes. The rule of thumb is, if three-ton equipment is installed, let's increase its capacity to a four-ton unit so it can keep up.

Typically, residential HVAC systems are connected to undersized ducts. Increasing equipment capacity without first addressing the duct system is like trying to force a round peg through a square hole using a 10-pound sledgehammer.

A better choice is to determine why the existing system can't keep up. The reasons are many. They range from inadequate refrigerant charge, duct system losses to building construction issues. The solution is to find the source of discomfort instead of using oversized equipment as a silver bullet. For this article, we'll focus on duct system losses.

Another issue to consider are two-stage systems currently being retrofitted onto undersized duct systems. In many of the situations we've field-tested here at NCI, we've found that, on average, external static pressure is 200% over the equipment's maximum rated pressure. We've also found watt consumption of the variable speed fans to be three times higher than manufacturer specifications.

When such results occur, you end up with unhappy customers who didn't get the expected savings and comfort. The good news is, there are ways to keep this from happening.

**The Common Thread:** In both catastrophes mentioned above, the duct system and correct equipment sizing are keys to proper operation. The first system is too large and should be replaced, yet it appears to function correctly due to duct system losses. The second system is probably sized right but cannot deliver its design capacity due to duct system losses.

Unless you perform some baseline tests and calculations, you could end up owning one of these catastrophes. If you intend to perform any duct upgrades, be sure to gather the right test readings first. It helps to measure static pressure, plot fan airflow, and examine duct system temperatures. These measurements help you identify the warning signs that could turn into glaring issues later on. If a test reading is suspect, dig a little deeper to discover why. It could save you from making the wrong decision.

If you plan on changing the equipment size, perform a proper load calculation and use correct equipment selection procedures. If the existing equipment is sized right, you've already double-checked yourself. If it's off, you'll know which way to go and how weaknesses in the current duct system will affect your results.

**The Takeaway:** Slow down, pay attention to the details. Don't create problems for yourself — this business is tricky enough. Have the courage and confidence to do the right thing and help your customers understand why their system doesn't work as it should.

Unless you measure, this is extremely difficult. Remember, your test results and design information give you a direction to follow. It's the glue that holds everything together. Without it, you might create an equipment replacement far different from your intentions.

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

*If you're an HVAC contractor or technician interested in diagnosing and solving duct system problems, contact David at [davidr@ncihvac.com](mailto:davidr@ncihvac.com) or call him at 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://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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## Fujitsu Proudly Supports Make-A-Wish and Wounded Warrior Project

Fujitsu General America, Inc. has recently committed to supporting two national charities; Make-A-Wish® and Wounded Warrior Project® (WWP).

Make-A-Wish is a 40-year-old nonprofit organization that has granted over 330,000 wishes to children with critical illnesses. When a wish is granted, a child gets a piece of their childhood back, and every child deserves a childhood. Furthermore, research shows that a wish can help kids build the physical and emotional strength needed to fight a critical illness. Fujitsu's support helps provide experiences of hope for children and families when they need it most.

WWP honors and empowers injured veterans and their families. Since 2003, WWP has been a tireless advocate for our nation's finest, improving the lives of

millions of warriors and their families. Fujitsu's sponsorship of WWP's annual virtual Carry Forward® 5K provides support for WWP's free services in mental health, career counseling, and long-term rehabilitative care.

"Fujitsu is known as a global leader in ductless mini-splits, but we're actually much more," said President and COO, Matt Peterson. "We also supply VRF, unitary ducted, and commercial rooftops as a full line equipment supplier. But we're also much, much more than that. We support causes that are near and dear to our hearts. One of them is the Wounded Warrior Project and the other is Make-A-Wish. If you know our culture, supporting those that have fought for our country and children with critical illnesses is a no-

brainer to us. It's the right thing to do. We hope you will find a way to join us in these incredible causes as we strive to make the world a better place." For more information, please visit [www.fujitsugeneral.com/cares](http://www.fujitsugeneral.com/cares)



## Fieldpiece Instruments Introduces Two New Ultra-Sensitive Leak Detectors



Orange, Calif., May 18, 2021 – Fieldpiece Instruments, announces the launch of two new leak detectors, Infrared model DR82 and Heated Diode model DR58. The two new Fieldpiece leak detectors are highly sensitive, durable and more reliable than anything else on the market. Designed for field use, they are easy to read in bright sun or low indoor light with large,

bright blue LCD displays for leak information. The displays include bar graphs and numerical values. In addition, they have long lasting batteries for a full day of testing, and both the leak detectors and the included case are rugged and made to last.

Designed with the HVACR pro in mind, the new leak detectors include high sensitivity, multiple refrigerant detection, and audible alarms as well as a flashing lighted tip for an easy visual indicator. The Infrared model DR82, gives technicians superior sensitivity in the field - <0.03-ounces per year. To pinpoint the leak, the user sweeps the area with the DR82 IR Leak Detector resulting in the unit sensing

a change in refrigerant levels so the user doesn't have to manually change the sensitivity. The DR82 has the most consistent leak detection across all refrigerants, and the infrared sensor is designed to last about ten years, one of the longest-lasting sensors on the market today. Also, the DR82 has the added protection of a replaceable water-blocking filter that keeps moisture and contaminants from reaching the sensor, preventing contaminant-related failure. The rechargeable 10-hour lithium-ion battery powers the unit for a full day of testing.

The new DR58 Heated Diode Leak Detector has a state-of-the-art heated diode sensor that is very sensitive to CFCs, HFCs, HCFCs, HFOs, and blends, delivering sensitivity better than 0.03-ounces per year. A USB rechargeable lithium-ion battery powers the DR58 for up to 18 hours on a single charge. Technicians can check the amount of battery life left when starting up the unit and on the fly. The DR58 triggers on absolute refrigerant concentration. The instrument defaults to auto zeroing mode when switched on and refreshes every two seconds until a leak is detected. Technicians can also switch to manual zeroing mode to help pinpoint leaks, even in contaminated areas.

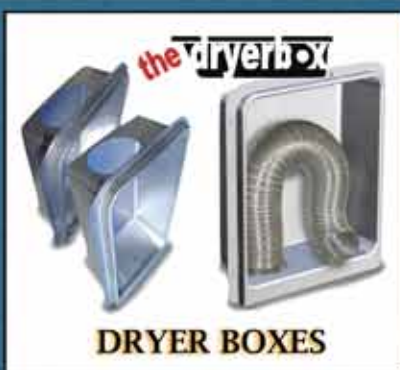
"Finding and fixing leaks on a system not only helps eliminate the venting of refrigerants into the

atmosphere, it is another way to make sure charge related problems are minimized between scheduled maintenance calls. We now offer the best infrared and heated diode leak detectors in the industry," said Charlotte Loomis, Sr. Marketing Manager, Fieldpiece.

Like all of Fieldpiece's instruments, the new leak detectors allow HVACR pros to work more effectively with more information. Both a visual (flashing tip) and audible alarm on the wand alert the HVACR pro when a refrigerant leak is detected. The pros have the option of muting the audible alarm by pressing the two buttons. The large LCD display shows a numerical value on leak size and a bar graph indicating the intensity of the leak. The backlit LCD display can be seen in dark places or in direct sun to give the pro much needed information on the refrigerants detected and the remaining battery of the unit. A peak reading indicator features a manual reset to clear. Three sensitivity levels adjust at the push of a button to find leaks even in refrigerant contaminated environments. The units are rugged and easy to use and hold due to their compact size at only 8" long. Both units are IP54 water resistant for durability. Both units come standard with a blow-molded carrying case, USB charging cable and wall adapter, and 5 replacement filter tips. For more information visit <https://www.fieldpiece.com>

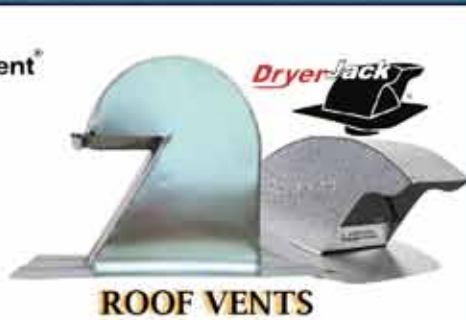
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# Johnson Controls Selects Environmentally Sustainable R-454B As Future Refrigerant For New Ducted HVAC Equipment And Air-Cooled Scroll Chillers

MILWAUKEE – (May 27, 2021) – After extensive research, testing and evaluation, Johnson Controls, the global leader for smart, healthy and sustainable buildings, has selected R-454B, a lower global warming potential (GWP) refrigerant, to replace R-410A in its ducted residential and commercial unitary products as well as air-cooled scroll chillers. Systems using the new refrigerant will be available for Johnson Controls, YORK®, Luxaire®, Coleman®, Champion®, TempMaster®, Fraser-Johnston®, Guardian®, Evcon™ and Quantech® branded products in North America, as well as specific international markets where codes are in alignment.

This decision was made as the HVAC industry is preparing to phase out high-GWP refrigerants, such as R-410A, which are now being formally addressed by the Environmental Protection Agency (EPA) through the recently passed American Innovation and Manufacturing (AIM) Act[1]. The AIM Act directs the EPA to phase down U.S. hydrofluorocarbon (HFC) production and use by approximately 85 percent over the next 15 years.

After evaluating several low-GWP alternatives on a variety of performance and market metrics, such as safety, capacity, efficiency, reliability, availability and longevity, Johnson Controls has determined R-454B to be the best-in-class[2] replacement refrigerant – a decision echoed by other leading HVAC man-

ufacturers. R454B has the lowest EPA SNAP[3] approved GWP for unitary applications of all ASHRAE classified A2L (low-toxicity, mild flammability) refrigerants on the market today, coming in at 466. This is one-fifth the GWP of R-410A, far lower than the pending 750 GWP limits being proposed and offering the longest-term viability.

“Utilizing R-454B was a clear decision, but one that took years of in-depth research, testing and evaluation,” said Chris Forth, executive director of regulatory, codes and environmental affairs, Ducted Systems, Johnson Controls. “This decision maximizes environmental benefits, which will help to avoid, if not completely avert, a second, near-term transition for the unitary sector. As the AIM Act phase-down schedule progresses, higher-GWP fluids such as R-32, while viable today, have the potential to be eliminated as an option due to their high-GWP values. Johnson Controls will continue to evaluate lower-GWP alternatives for future possibilities.”

In addition to reducing environmental impact, R-454B is more compatible with existing R-410A equipment designs, requires less or similar refrigerant charge and can reduce the energy use of HVAC systems and improve system efficiency. The similar operating characteristics with R410A will make for a smoother transition for distributors, wholesalers and contractors.

“It’s important to note that these pending mandates from the EPA and the California Air Resources Board (CARB) would only apply to the sale of new residential and commercial unitary equipment as well as air-cooled scroll chillers. As the pending regulations stipulate a specific manufacturing cutoff date of January 1, 2025, for residential and light commercial unitary products and January 1, 2024, for air-cooled scroll chillers, existing R410A equipment built prior to that date can be sold and installed indefinitely,” said Forth. “EPA and CARB are scheduled to begin their formal rule-making processes this year, which will determine how long of a servicing period will be granted for R410A equipment currently in service.”

As we approach the refrigerant transition cutoff dates, safety standards and building codes must be updated prior to a widespread market introduction of mildly flammable, low-toxicity A2L refrigerants such as R454B. Extensive, multi-year research and testing has been conducted by ASHRAE, AHRTI[4] and others to ensure A2Ls can be safely deployed. Proper training will be critical to ensure the safe use, transportation and storage of A2L refrigerants. Johnson Controls is committed to ensuring the safe transition to R-454B by providing in-depth training for its contractors and technicians prior to the pending refrigerant transition dates.

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Profitability Day is one day of on-site training and an optional three months of follow up on-line training. It is my belief that without implementation what is learned in class is easily forgotten. The three month follow-up classes, although optional, help ensure learning.

At the end of the day, contractors should understand how to read their financial statements, how to analyze them, and have the tools to take action based on their findings.

Getting and staying profitable can be accomplished in less than 30 minutes a month. When contractors implement what they learn in class and the on-line sessions, they can achieve greater profits, more cash flow, and have a more solid business.

### Profitability Day and Beyond – Classroom Session - Agenda

- |  |  |
|--|--|
| I. Overview of the day                               | X. Departmentalization/Break even analysis |
| II. The Three Stages of Profitability                | XI. Overhead Cost Per Hour                 |
| III. Net Profit Per Hour                             | XII. Short Term Benchmarking               |
| IV. Accounting Definitions                           | – Financial Ratios You Must Track          |
| V. Balance Sheets basics                             | XIII. Long Term Benchmarking               |
| VI. Profit and Loss statements                       | – Trailing Financial Data                  |
| VII. 7 Deadly Sins of Financial Statements           | XIV. Weekly Cash Flow Reports              |
| VIII. Where to look for Gross Margin Inconsistencies | XV. Cash Procedures                        |
| IX. Ruth’s Rules                                     | XVI. Homework and Wrap up.                 |

### Profitability Day and Beyond – Optional On-Line Sessions - Agendas

**On-Line Session 1:** Financial Statements and Operating Ratios –  
Homework from class: Calculate their operating ratios for the last fiscal year and to date this year.  
Homework for session 2: Pricing Review and calculate their trailing sales data  
**On-Line Session 2:** Net Profit Per Hour, Overhead Cost per Hour, Trailing Sales Data  
Homework for session 3: Weekly Cash flow reports

### WHO SHOULD ATTEND?

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DATE: June 17, 2021

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## Ruskin® Earns U.S. Patent For Blade Design That Vastly Improves Storm Resistance



Grandview, MO – (May 26, 2021) – Ruskin® has been awarded a patent for the unique blade design on its XP500WD stationary wind-driven rain aluminum louver, which provides both FEMA impact protection and Class A wind-driven rain protection. The blade’s ability to catch water and channel it away from the louver helps keep water out, boosting its already high performance against wind-driven rain. Combined with FEMA impact protection, the blade design makes the XP500WD a smart choice for extreme weather areas.

“The XP500WD is appreciated by architects and building designers in hurricane- and tornado-prone areas,” said Joe Rockhold, louver product manager, Ruskin. “It fills two roles in one while cutting costs and reducing space requirements, because it offers buildings a high level of wind-driven rain protection while also meeting the impact standards required in these extreme-weather zones. Before Ruskin developed the XP500WD, a traditional FEMA and secondary wind-driven rain louver were needed, which drove up overall building costs and installation time.”

To achieve both the FEMA standard 361 for impact protection rating and Class A wind-driven rain, the XP500WD went through a battery of tests on its innovative 5½-inch-deep double-drainable sight-proof design. The louver was tested against AMCA and FEMA requirements to achieve its Class A certification against wind-driven rain and the FEMA standard 361 impact resistance rating. With these certifications, it meets the ICC500 (2014) impact requirements for tornado shelters.

With those successful tests, the XP500WD was launched in 2018 as the first louver offering both the wind-driven rain and impact resistance protections. The patent on the design was granted in early 2021.





# SFACA & ABC Celebrate the First Year Class of Apprentice Students

This was a great accomplishment for students concluding their 1st year of the Apprenticeship Academy through ABC Institute and South Florida Air Conditioning Contractors Association! Milwaukee Tools supported the students by providing them tools for their field of work.

The celebration took place on May 19th, at 6pm at the ABC training center in Coconut Creek. The

students and faculty enjoyed some pizza and drinks before the certificates were awarded.

Today's AC News awarded Darnell Constant the "Apprentice Student of the Year" in recognition of his hard work and dedication to the industry.

SFACA and Associated Builders and Contractors have partnered to develop a stronger skilled workforce by providing an accelerated apprentice-

ship education and practical learning classes for the HVAC trade. Classes are from 6:00pm to 9:00pm – Monday & Wednesday at the ABC Institute, Coconut Creek FL.

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



Stacey Miller, Kelly Dexter, and Jim Schaefer of SFACA, Karen Gonzales, Ruth Tiredo and Dan Cigalotti of ABC



The 1st year students enjoyed some pizza and drinks before the certificates were awarded



Jim Schaefer of SFACA told the students that you never stop learning in this industry



Dan Cigalotti of ABC awards Darnell Constant "The Student of the Year Award" from Today's AC & Refrigeration News



Kelly Dexter, president of SFACA spoke to the 1st Year Apprentice Class about their dedication to learning the trade



Dan Cigalotti of ABC, Jim Schaefer of SFACA, Jeff Schlichenmeyer of Today's AC, Darnell Constant #1 student, Kelly Dexter of SFACA, Ruth Tiredo of ABC



A great accomplishment for the HVAC students concluding their 1st year of the Apprenticeship Academy through ABC Institute and South Florida Air Conditioning Contractors Association



## RH, DB and WB

By Bryan Orr



Bryan Orr

I recently received a message asking for a discussion of RH. WB and DB. Time and time again I hear techs say that condensation occurs when "hot meets cold" which may be true in some cases but that is only a shorthand way to

describe it and doesn't really address what is going on when we see condensation and undesirable growth.

RH = Relative Humidity as in the percentage of humidity relative to the amount of moisture can hold at that temperature.

I like to think of it like sugar in a cup of coffee. The hotter the coffee the more sugar the coffee can hold.

When we say the air is "humid" we can mean it contains a lot of absolute moisture in grains or pounds or we can mean it is high "relative" humidity which is the more common meaning. 95 degree air at 50% RH contains far more moisture in lbs per lb of air than 65 degree air does at 50% RH does.

It's a common misconception that hot air is more humid. While it's true that hotter air can hold more moisture in the same way that hotter coffee can hold more sugar it does not mean hotter means

more humid. In fact, if you heat a mass of air and the amount of moisture doesn't change the RH will go down as the air gets warmer. This is why the RH coming out of the top of a furnace is lower than the RH going in. No change has occurred in the actual amount of moisture present, the air is just hotter and therefore lower in humidity relative to how much it can hold.

DB = Dry Bulb and is the temperature of air without taking account for evaporation / relative humidity

WB = Wet Bulb and is the temperature of the air with the evaporative effect of a "wet bulb" taken into account. Quite literally wet bulb temperature is the temperature a thermometer bulb will be when covered in a wet fabric and whirled in the air or placed in an air stream.

If the RH is below 100% the WB will always be lower than the DB. The differential between the DB and WB illustrates the RH. The higher the differential the lower the RH. The lower the differential the higher the RH. When DB and WB read the same then the RH is 100% and the air is "saturated" and no more evaporation can occur.

When air hits 100% RH the dry bulb and wet-bulb temperatures are the same and this point is known as "dewpoint"

— Bryan

## Mitsubishi Electric Trane HVAC US CEO Joins Industry Leaders for White House Virtual Roundtable

SUWANEE, Ga. – May 19, 2021 – Mitsubishi Electric Trane HVAC US (METUS) Chief Executive Officer, Mark Kuntz, was among the top executives from building and construction industries convened this week by the Biden administration for a virtual roundtable discussion about the equitable decarbonization of residential and commercial buildings across the country.

The event, titled "Accelerating Building Decarbonization: A White House Roundtable with Government & Industry," took place Monday, May 17 as part of the Better Buildings, Better Plants Summit presented by the U.S. Department of Energy (DOE).

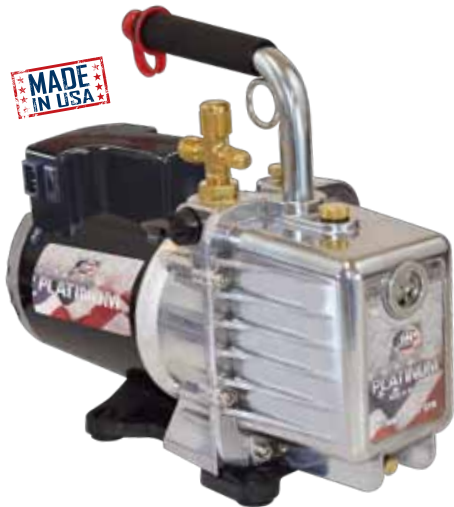
As a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, METUS was selected to participate in the conversation on decarbonization, associated opportunities for jobs, and new programs for efficient electrified buildings. Heat pumps were an important part of the dialogue. DOE representatives mentioned heat pumps and new heat pump technology for performance in cold-climate areas, such as Mitsubishi Electric's Hyper-Heating INVERTER® (H2i®) technology, multiple times during the event. To learn more about the Better Buildings, Better Plants Summit, and to view a recording of the roundtable, visit [betterbuildingsolutioncenter.energy.gov/summit](https://betterbuildingsolutioncenter.energy.gov/summit).





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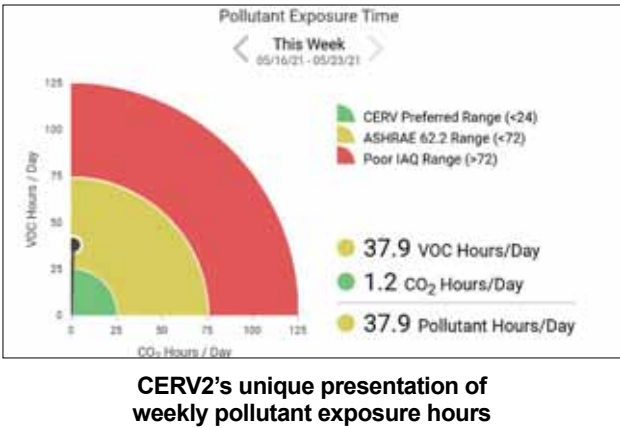


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# SpohnHome – Living Inside Your Theories Part II

By Bill Spohn, President & CEO, TruTechTools.com

I hope you enjoyed part 1 of this series where I covered how we approached an all-electric home with a design mirroring the PassiveHouse concepts.

### WHAT'S IN THE AIR?

I've working in and around the concepts of Indoor Air Quality (IAQ) since the early 1990's when designing Bacharach's first IAQ monitor. What separated that product from the rest was a fairly accurate digital Carbon Dioxide (CO2) sensor. Research at that time suggested CO2 levels could be a good indicator of overall indoor air freshness. This makes sense as human presence involves exhaling CO2. So if the CO2 level builds to be much higher than the outdoor value it means there isn't enough fresh air being introduced for the occupants. More recent research ties many cognitive and health impacts to even moderately high levels of CO2 in a space.

As noted last time, our energy recovery ventilator (CERV2 by Build Equinox) runs based on rules I can set. My current "house rules" are for it to maintain the aggregate CO2 level in the house at 800 PPM or less. It can also be set to maintain a minimum level of VOCs, but in this new house, I have found that challenging. So the VOC rule is disabled.

I say aggregate level, as the CERV2 sensors monitor the air it pulls air from "worst rooms" in the house: the bathrooms, laundry, kitchen and a large unconditioned "closet room" that is inside the thermal and pressure boundaries of the house. The CERV2 supplies fresh air to the bedrooms, living room and the room full of the most hot air in the house – my office!

You might say my "HVAC theory" is borrowed from commercial buildings, as there are two separate systems running with independent ductwork; the H/AC and the V, much like a DOAS – Dedicated Outdoor Air System. The CERV2 heat pump manages both the sensible and latent loads of the ventilation (fresh) air while the H/AC system handles the sensible and latent conditioning of the indoor air due to interior loads and the exterior loads that "make it through" the enclosure design.

### COMPARE THE AIR

I have a great job where I can get access to many test and measurement instruments. So why not install two devices to compare?

I recently added a Haven by Tzoa Central Air Monitor (CAM) to the return duct of the CERV2. The Haven measures, VOCs, humidity, and temperature which I can compare to the CERV2. The Haven also measures particulates while the CERV2 does not. The CERV2 measures CO2, while the Haven does not.

As previously noted, the sensors in the CERV2 allow it to control its ventilation function. Follow on products to the Haven will allow it to control HVAC system components including ventilation.

In a two-day comparison of the data, there was little correlation of the VOC data between the two devices. Since Volatile Organic Compounds (VOCs) are a category, not a specific molecule, I will need to dig deeper to see what compounds are able to be detected by each device. As expected, temperature and humidity measurements were very close to one another.

From a creature comfort standpoint, the house is very comfortable to be inside.

### LET THE SUN SHINE!

Through the late fall, winter, and early spring we have appreciated the passive solar gain though the large front windows. We hit 80°F inside, with no heat on, during some clear and sunny winter days when it was 30°F outside.

Less than a month ago we had cellular blinds installed in these large windows to mitigate the spring and summer heat gain. Even though this radiant effect can just barely be felt on your skin, it is constantly adding to the heat load. Applying what I have learned from the Energy Vanguard, we are sure to open the blinds at night, even on warmer nights, to gain some cooling from the "cold" night sky.

### HERE COMES THE SUN (ON MOST DAYS)

It has been an interesting journey understanding and monitoring our Solar PhotoVoltaic (PV) system: a 32 panel, 12 kW DC, grid tied, ground mount array. I will unravel the terminology a bit...

Each panel can produce up to 375 Watts DC. Multiply by 32 and you have the 12,000 Watts or 12 kW DC.

The 32 panels sit on a 52-foot-long frame that is anchored to the ground. It is about 10 feet high and 10 feet deep, faces the panels south and tilts them at about 45°. The panels are split into 2 circuits that feed DC power to two inverters which create AC power and send it though a power production meter (more on that later) and back to a net meter at the house.

Grid-tied means our electric utility is our battery. Rather than invest in sufficient battery storage to go off grid (which was not our intention) we have a net power meter. When the inverters generate more power than the house needs, the meter flows energy back to the grid. The numbers on the meter actually count backwards -effectively giving us credit for power we put on the grid. If there is a net credit in the month of May every year, our utility will pay us at the current cost of generation now about 7.1 cents/kWh.

We use power as needed day or night, and "replace it" to the grid when we generate more than our immediate needs. At the time of this writing in May 2021, for the last 28 days we have put energy back to the grid on 23 days. This was NOT true at times: in the winter, when one inverter was down and when the heat pump did not work causing us to use electric resistance heat.

Even on the cloudiest, rainiest, or snowiest days we experienced so far, we have always had some power generation from solar. The lowest output was 1.38 kWh for the whole day (12/1/20) and the highest was 82.23 kWh on 3/19/21. In the 322 days we've been generating so far, the array has produced 11 MegaWatts.

There have been a couple of glitches where one of the inverters switched off on a false fault causing a halving of production for about 24 days in the mix. The solar installation company quickly got us up and running and (we think) has licked the problem. If everything stays functional, we should be able to operate as a net zero home on an annual basis!

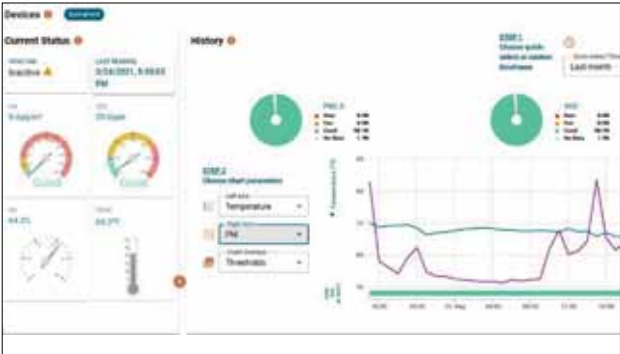
### (S)RECKONING

36 states have Renewable Power Standards regulations for their utilities to abide by. Of these 36, 5 states & DC have a carve-out specifically stating the renewable power must come from solar energy. So utilities in these 5 states MUST source part of their power from solar. Utilities do not actually have to build solar power plants, but they can buy credits from another grid-tied solar plant owner to meet their requirements. Pennsylvania is one of those 5 states.

What this means for me (yes, I am listed as an owner of a power plant!), is that I get paid just for the act of generating PV power. This is different than, in addition to and separate from net-metering previously mentioned. Every MegaWatt of power (tracked by my power production meter) is called a Solar Renewable Energy Credit (SREC). The value of 1 SREC varies from month to month. Since I have been producing it has varied from \$18 to \$35. The net earnings for me are just under \$250 so far.

The value of SRECs varies based on the supply (number of qualified producers) and the demand (the number of credits the utility company needs to purchase) and any fines utilities pay if they do not purchase enough SRECs. Because of this, in Washington DC 1 SREC is worth \$410 while in Ohio it is with \$7.

I hope you enjoyed this mini-series. Reach out if you have any questions or you would like me to ramble on about further aspects of Living Inside My Theories. Bill@TruTechTools.com





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

U.S. shipments of central air conditioners and air-source heat pumps totaled 925,031 units in March 2021, up 8.6 percent from 851,939 units shipped in March 2020. U.S. shipments of air conditioners increased 5.4 percent, to 576,646 units, up from 546,992 units shipped in March 2020. U.S. shipments of air-source heat pumps increased 14.2 percent, to 348,385 units, up from 304,947 units shipped in March 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 15.3 percent, to 2,248,729 units, up from 1,950,971 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 14.2 percent, to 1,348,522 units, up from 1,181,000 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 16.9 percent, to 900,207, up from 769,971 units shipped during the same period in 2020.

## ABC's Good Morning America Highlights N.C. School's Indoor Air UVC Disinfection Efforts

Jupiter, Fla.—As a year of unprecedented indoor air quality (IAQ) awareness during the COVID-19 pandemic comes to an end, the HVAC industry's ultraviolet light (UVC) disinfection sector expects another boost after millions of consumers viewed ABC's Good Morning America May 20.

The nationally broadcast ABC News Good Morning America's "What You Need to Know" featured Charlotte, N.C.-based Primrose School of South Charlotte's pandemic indoor air quality (IAQ) efforts. The

three-year-old, 11,600-square-foot facility servicing more than 140 students installed APCO-X combination UVC/carbon media systems in its school's HVAC systems. The APCO-X UVC system has been laboratory-proven to be 91% - 99.99% effective (within a one to three-second exposure time at a of six-inch distance) for inactivating SARS-CoV-2, the virus that causes the COVID-19 disease.



Aaron Engel, vice-president-business development, for Fresh-Aire UV, Jupiter, Fla., and the company's APCO-X air treatment system, were both featured in the five-minute "Breath of Fresh Air: How One North Carolina School is Improving Ventilation" segment. Engel discussed UVC technology and its complement to traditional filtration. He also said SARS-CoV-2 virus brought increased awareness to IAQ and that facility operators should be more proactive in treating the indoor air. A conservative estimate of 1.5-million viewers saw the show live as well as APCO-X installation footage.

The segment unfolded with Primrose South Charlotte parent Marlo Wilson-Alston's concerns that preschoolers are too young to wear masks properly and cognitively social distance themselves during a pandemic. Consequently, Primrose School of South Charlotte's co-owners, Yaa and Bill McConnell researched UVC disinfection and hired their HVAC service contractor, Guardian Air Heating & Air Conditioning, Waxhaw, N.C. to install an APCO-X UVC lamp system in each of the 10 three-ton Lennox split system HVAC units that supply 11 classrooms. Guardian's operations manager, Justin Gerow, had prior experience installing UVC lamps in healthcare and other critical commercial HVAC applications, plus his HVAC distributor, Control Stop, Charlotte, helped size the project. Besides viruses, UVC can neutralize mold, allergens and other surface & airborne microorganisms while also easing parental viral concerns. The IAQ upgrade is promoted on the school's website, parental email correspondence, and during prospective family school tours. "UVC disinfection definitely gives us an edge when prospective parents discover our school has a system installed that helps prevent pathogens, is ozone-free and helps fight airborne mold, bacteria and allergens," said Yaa McConnell.

ABC News' Chief Medical Correspondent, Dr. Jennifer Ashton, M.D., confirmed the scientific validity behind UVC's efficacy. She also touted newly-developed UVC research and products a "silver lining" behind the pandemic and a good idea (for IAQ) regardless of COVID-19. "There's intense research and development, a lot of it going on behind the scenes at schools and workplaces, in doing better at upgrading their filtration systems and killing as many microbes as possible," said Ashton.

The relieved parent Wilson-Alston helps culminate the segment with the comment: "knowing that my little boy is in an environment where he is safe, he's healthy, and where he doesn't have to worry about what's happening around him; it makes me incredibly comfortable." The segment can be viewed at [www.goodmorningamerica.com](http://www.goodmorningamerica.com) or [www.abcnews.go.com](http://www.abcnews.go.com).

About Fresh-Aire UV:

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

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## Gemaire Hosts Counter Days in South Florida featuring Rectorseal

May 25-27, 2021

On May 25-27th, Gemaire hosted Counter Days in their Pompano, Port St. Lucie, and Doral locations in South Florida. The events started at 7:30 am. and concluded at 10:30am.

Target Sales sales representative Andres Ponce conducted the counter days by featuring Rectorseal Pro-Fit connectors with flaring and swage tools.

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, They are ready to serve you with vast inventory, experienced and qualified staff, and quality products at all their branches. Gemaire is always ready for your next job.

While Gemaire offers the very highest quality, most innovative and eco-friendly Equipment, Parts & Supplies, they also continually strive to provide their Contractors unsurpassed customer service and support. Gemaire takes great interest in helping their customers to grow and develop their businesses!



Gemaire Pompano Counter Day Team ready to assist you in your product selection



Andres Ponce of Target Sales giving a Rectorseal product catalog to Nicholas Crumity of FPL Home Services



Jody of TemPros Air Conditioning & Heating enjoying the Rectorseal counter day at the Gemaire Doral location



Jeffrey Castillo of Climate Tech, Dan Lue of Neighbors AC, Joe Devilgilli of Reef AC, Andres Ponce of Target Sales



Roger Singh of Electronic Consultants looking at Pro-Fit connectors from Rectorseal



Jean Adesca of Air Duct Cleaning Specialists with Andres Ponce of Target Sales



Andres Ponce of Target Sales with Nick Dennis of Buddy's Air Conditioning



Ethan Bridges of AR Williams Air Conditioning, Derrick Willfong of Aloha Air, and Andres Ponce of Target Sales



The Gemaire Port St. Lucie Team helping customers with Rectorseal products



Mark Fabrizio of Gemaire Port St. Lucie, Andres Ponce of Target Sales, and Jairo Martinez of Martinez Air Conditioning



Moe Manning of Manning Elite Services trying out a Pro-Fit fitting from Rectorseal



Alexander and Octavio of A&P Air Conditioning checking out the Dust Free product at Gemaire in Doral

## PRESIDENT'S REPORT



WHVACR 2021 President: Lauren Roberts

The board of directors of Women in HVACR has been hard at work this year in working on several key initiatives to keep our great momentum going that we have built upon for the last several years. The biggest news and item that our board has been working on is planning our upcoming 18th annual conference, which will be in person in St. Petersburg, Florida,

October 13-15, 2021 at the beautiful Sirata Resort! The room block is now open for you to reserve your hotel rooms, so please visit our website for instructions on how to reserve your room. Conference registration will begin in June so keep an eye out for further communication on that. This event will be a great chance to get back together in person, hear from some amazing keynote and breakout speakers, reconnect with existing friends, make new friends and enjoy some time on the beach! Our big dinner party will be a luau on the beach, so you won't want to miss this event!

In addition to the work on our annual conference, our board has been hard at work continuing to improve the functionality of our new membership software through Neon. This work will allow for a

more seamless membership and sponsorship experience so you can manage your accounts easier and connect with other members more efficiently.

We have also seen an uptick in interest in our mentorship program participation in the early part of this year and we are excited to see that as that is a true cornerstone benefit and program of Women in HVACR membership. If you'd like to sign up to be a mentor or mentee, visit our website to sign up.

Lastly, as a reminder, be sure to tune into our weekly Zoom In Membership calls for every Friday. Members look for call info in your email. We'd love to have you attend and hear from our wonderful speakers and take advantage of this great member benefit. Here's to a prosperous spring and fantastic summer!





## 2021 ASHRAE Miami Golf Tournament at the Biltmore Golf Club Coral Gables May 27th, 2021

The 2021 ASHRAE Miami Golf Tournament was hosted at the prestigious and world-renowned Biltmore Golf Club. Due to CDC guidelines this event was limited to 96 players (24 Foursomes). Registration started at noon, and a shotgun start at 1 PM. Goodie Bags were presented to each golfer. Proceeds went to ASHRAE Research.

Miami ASHRAE Chapter members enjoyed an afternoon of fun and festivities with industry peers. On the course, beverage carts were available throughout the entire tournament.

Following the tournament was the awards dinner, presenting awards for 1st, 2nd and 3rd place finish, longest drive, and closest to the pin. Many

great raffle prizes too!

Check out the line-up for ASHRAE's 2021 Virtual Annual Conference. Get in on Conversations, connections, and the latest industry updates online June 28-30, 2021. Special events including interactive panels, forums, meet-ups, and roundtables designed to inform and connect attendees.



Registration was fast, and everyone received a nice goodie bag!



Jaime Bernat and Javier Cepero of Saez Distributors ready to play some golf



Tulia Rios and Victoria Garcia visiting ASHRAE members on the course



Joe Lopez Jr., Steve Sibelman, Joe Lopez Sr., and Leo Ampy for ACE



Emily Franco, Jerymy Caldwell, Steve Collins, and Brett Aleshire for ICS



Kenneth Hernandez, Christopher Guerra, Ramon Orge, and Daniel Avila for B&I



Juan Gonzalez, Alex Valdes, and Cary Glines for JASCKO



Alberto Barcia, Tim Alexander, Gary Reeves, and Steve Simm for Carrier



Andres Molina, George Geannakakes, Alfredo Sotolongo Sr, and Alfredo Sotolongo Jr, for LG-Protec Inc.



John Simitses, John Emerson, Adrian Sanchez, and Omar Pichs for CMH



Fred Aragon, Tony Arriaga, and Dylan Macaulay of LG-Protec Inc.



Anselmo Gil, Rick Pomares, Robert Rodriguez, and David Fernandez for Cooling Power



Daniel Marrero, Javier Perez, and Felix Mendez for LG-Protec Inc.



Keith Miller, Jeff Hawk, Antonio Bravo, and Sergio Serrano of Cors-Air



Christian Guzman, Brian Coldwell, Azam Hussain, and Mike Granobles for LG-Protec Inc.



Tedd Jagusztyn, George Schmidt, Steve Charney, and Bill Herrera for Daikin



Jaime Bernat, Gil Crespo, and Javier Cepero for Saez Distributors



Rick Ellison, Kevin Shirk, Matt Fernandez, and Steve Hutaowsky for Diversified Fluid





Allen Irvine, Luis Jimenez, Doug Daniels, and Neil Caporale for Thermal Concepts



Javier Rodriquez and Chris Martin for Dunham Bush



Pepe Porro, Collin Altman, Cristian Gonzalez, and Danny Diaz for Turnkey



Dan Rogers, Jonathan Quintero, and Will Goodspeed for Flow Control Technology



David Dears, Pedro Perez, Bill Barimo, and Francisco Hoyos for Victaulic



Juan Carlos Gonzalez, Freddy Rodriguez, Mike Friedopfer, and Rick Gonzales for HES



Frank Jara, Kyle Goring, Ivan Velez, and Paul Richerson for Viega



Max Marrero, Brady Spann, Jorge Alvarez, and Lorenzo Fernandez for ICS



Nick Vosburgh, Tim Steinmetz, Chris Vosburgh, and Garrett Leahy for VOSS (Ecobee)



3rd Place - Tedd Jagusztyn, George Schmidt, Steve Charney, and Bill Herrera for Daikin



2nd Place - Alberto Barcia, Tim Alexnder, Gary Reeves, and Steve Simm for Carrier



1st Place - Emily Franco, Jerymy Caldwell, Steve Collins, and Brett Aleshire for ICS

It's Hurricane Season... Power Outages Now Become a Fact of Life!

You never know when they will hit, or how long they will last. But you do know this: unless you have a backup generator, your AC (or heating) is not going to work while the power is out, and not everybody can afford or has the room for a whole house generator.

**THE NEW DSS DISCONNECT STANDBY SWITCH IS THE SOLUTION!**



THE NEW DSS DISCONNECT/STANDBY SWITCH

quickly and easily allows you to run your AC system during a power outage using only a small portable generator. The compact DSS switch replaces the disconnect on your condenser and provides an easily accessible port for you to plug in your small generator and be up and running in just a few minutes. There's no need for expensive whole house generators with complicated transfer switches.



Electrical codes require all condensers to be fitted with a disconnect switch, and this is the primary function of the DSS Switch.

What makes the DSS Switch truly unique is that it incorporates a standby generator switch as well. In the event of a power outage, any portable generator can quickly and easily be connected directly to the AC system, enabling it to continue operating in cooling or heat pump mode until the outage is over.

Fully assembled in the USA from UL listed components, the DSS Switch conforms to all current code requirements. It toggles easily between main panel off position and generator on position. The DDS switch incorporates 2 LED lights to notify the user of the power supply status.

Whole house generators are costly and often are not permitted or face challenges from zero lot line restrictions, so in many cases they are simply not a viable option. Initially designed for energy efficient ductless systems and small ducted systems as well, the DSS Switch bypasses the main panel. This provides an easily installed economical method to allow a single circuit appliance to run independently direct from a generator.

- Available in 3 sizes to handle a 120 volt system rated at 15 Amps or a 240 volt system rated up to 30 Amps.
- Suitable for ductless or ducted systems in cooling or heating mode.
- 3 position switch toggles easily between off, house power and generator positions.
- Includes 2 LED'S to indicate system power status.
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- Plug n play wiring.
- Fully assembled in the USA.
- All components are UL listed.
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## Mitsubishi Electric Trane HVAC US Announces New Vice President of Supply Chain



Robert D. Smith

SUWANEE, Ga. – May 4, 2021 – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, is pleased to announce the hiring of Robert D. Smith

as vice president of supply chain management.

A long-time employee of Ingersoll Rand and Trane Technologies, Smith joins METUS with over 27 years of experience in product engineering, plant management, distribution, logistics and supply chain. Smith most recently served as a global director of procurement at Trane Technologies where he used his skills to drive supply chain efficiencies. During his time at Trane Technologies, Smith participated in the organization's premier executive leadership development programs, and his teams won prestigious achievement awards.

As the vice president of supply chain management at METUS, Smith will spearhead the continued development and implementation of best practices across the supply chain organization.

He will work alongside business units, factories and vendors to manage forecasting and inventory procurement processes, as well as drive reliability and efficiency improvements within METUS operations. Smith will also work closely with METUS distributors to help maintain appropriate inventory levels in the field.

"Robert has a wealth of knowledge and expertise in supply chain management to contribute to the Mitsubishi Electric Trane HVAC US team," said Steve O'Brien, senior vice president, sales, marketing and supply chain, METUS. "We're pleased to be working with him and excited to see how he'll continue to improve our supply chain strategy and structure to support the company's goals and objectives."

Smith holds a Bachelor of Science in mechanical engineering from the University of Tennessee and a Master of Business Administration from Gardner-Webb University in Boiling Springs, North Carolina. He will be based out of the Suwanee, Georgia METUS headquarters.

To learn more about Mitsubishi Electric Trane HVAC US visit, [www.metahvac.com](http://www.metahvac.com).

## Walt Disney's Goal To Achieve Net-Zero Emissions for Direct Operations by 2030

In honor of Earth Day, Disney Parks has shared information about their solar facilities around the world, and announced that two more solar facilities are in development in Central Florida. These two new 75MW solar facilities will be in addition to Walt Disney World's two pre-existing solar fields, including the Mickey-shaped array of solar panels. This solar field was built in partnership with Reedy Creek Improvement District (RCID) and Duke Energy, while a second 270-acre, 57MW solar field was built in partnership with RCID and Origen Energy USA. The new solar facilities will be built in collaboration with RCID and local utility partners. They are expected to go online in about two years. In total, Walt Disney World's four solar facilities will generate up to 40% of its annual energy consumption. Disney's goal is to achieve net-zero emissions for their direct operations by 2030.

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## New Residential Packaged Units for Armstrong Air® and AirEase™ from Allied Air Enterprises

West Columbia, South Carolina – Allied Air Enterprises, a Lennox International Inc. Company, announces new PRP14 and PRP16 Residential Packaged Units designed for unmatched application flexibility and simple installation. A new base rail design offers secure handling and placement in downflow applications, while upward flanges on downflow connections help water stay out of ducting. Each unit is shipped convertible-ready for downflow and horizontal applications, so a kit is no longer required for installation. A bottom utility entry provides application flexibility, whether you are working on a residential or light commercial job. And pre-bent duct connections on both horizontal and downflow applications will save you time.

For Armstrong Air and AirEase, the PRP14 and PRP16 line-up continues to deliver:

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- Less than 1.4% cabinet air leakage on all models

To learn more, please visit [www.alliedair.com](http://www.alliedair.com).



## SAMSUNG HVAC Contributes \$40K Of Equipment To Small Business Office Building



Roanoke, Texas -- Ductless and VRF manufacturer, Samsung HVAC, headquartered in Roanoke, Texas, has collaborated with the developers of The Metroport Chamber located in downtown Roanoke to provide individual zone control, energy efficiency, and innovative indoor units to a brand-new office building in an up-and-coming area.

Designed as a member-focused building, the new Roanoke location offers co-working space, lease space, and conference room availability for the Chamber's membership and staff. The new offices directly meet The Metroport Chamber's mission to create, promote, and enhance opportunity and growth for the business community. The member-focused building will serve as an incubator for entrepreneurs and small businesses

to start, grow, and build their companies.

The building offers two open workspace areas for co-working, seven fully furnished leasable offices, and three conference rooms with audio and visual equipment. The new space is conditioned by a Samsung Variable Refrigerant Flow (VRF) heat recovery system. The Samsung VRF system provides simultaneous heating and cooling, including individual room control to condition each space as needed.

Samsung HVAC provided two of their flagship products to condition the space, the 360 Cassette and the WindFree™ 4-Way Cassette. The 360 Cassette features a circular design that blends harmoniously into any type of interior design space. The 360-degree directional winds created by the round heat exchanger distributes air into the space evenly. Additionally, WindFree™ advanced cooling technology provides a cool and comfortable space with optimal energy efficiency without the discomfort of direct cold airflow experienced in many conference rooms.



## Johnson Controls Expanded Line Of Premium Rooftop Units Feature Indoor Air Quality Options

MILWAUKEE – (May 11, 2021) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, expanded its line of premium commercial rooftop units, which are now available in 25-80 tons. The Johnson Controls Premier platform provides building owners with best-in-class efficiency levels that significantly reduce operational costs over the life of the unit, while ensuring indoor air quality (IAQ) is maximized through optional features such as ultraviolet lights, humidifiers and final filters.

"We've engineered the Premier platform to be as dynamic as the complex projects our customers manage," said Philip Smyth, executive director, commercial product management, Johnson Controls. "Future-ready technologies are integrated at every turn, from optional bacteria and virus fighting ultraviolet lights to airflow measurement stations that reduce maintenance and improve serviceability. In addition, the systems offer the highest standard efficiencies in their class, which is key to lowering life cycle costs."

The Premier platform meets aggressive Department of Energy 2023 energy efficiency standards. Offered in standard efficiency (up to 10.9 EER/15.8 IEER), high capacity or high efficiency (up to 11.4 EER/16.9 IEER), Premier units can provide up to 50 percent greater efficiency at part-load than is required, depending on the standard. Standard double-wall foam panels offer improved thermal efficiency, while modulating options, such as compressors, an energy recovery wheel, and gas or electric heat, further improve efficiency, providing quality comfort.

To simplify system configuration and minimize start-up time, units feature start-up wizards, a 5.5-inch OLED display and an optimized numeric keypad, which are standard on all units. Customers can upgrade to the new optional high-end graphical user interface, which features a full-color touchscreen that provides quick access to system status, performance metrics and schedule parameters. Start-up is further simplified with Johnson Controls new RTUToolkit app for Android and iOS. With the app, contractors simply scan a unique QR code on each rooftop, which enables on-demand access to unit-specific details, technical literature and direct connection to technical support.

Premier rooftop units streamline the design process with integrated system selection tools, easily accessible building information modeling files, improved submittals and simplified specification. The high-performance base models offer a complete range of factory options, including various airflow path configurations, indoor environmental quality options and modulating options for improved comfort. Maintenance is also simplified with service-friendly features, such as an optional Mobile Access Portal gateway that offers remote monitoring for ease of connection while at the jobsite, allowing technicians to interface with units without getting out of the truck. In addition, the Smart Equipment-enabled units provide seamless integration with leading building controls systems, including Verasys, and with OpenBlue, a dynamic connected platform for smart, healthy and sustainable building solutions from Johnson Controls.

Premier units are backed by industry-leading warranties, offering greater peace of mind. A one-year parts warranty is standard on all Premier units, along with either a six-month or one-year promotional labor warranty (vs. the industry-standard, 30-day labor warranty) when started by a certified contractor. For more information, visit [www.johnsoncontrols.com/premier](http://www.johnsoncontrols.com/premier).

## Lennox Announces Opening of 2021 Feel The Love Nominations

RICHARDSON, Texas, May 11, 2021 – Lennox Industries is now accepting nominations for its annual Feel The Love program. For over a decade, Lennox has celebrated deserving community heroes by installing heating or cooling equipment free of charge in the U.S. and Canada. In the past year, Lennox dedicated more resources to benefit first responders, medical professionals, frontline workers and all who went above and beyond to keep their communities safe during the COVID-19 pandemic.

Lennox encourages individuals and local organizations to nominate deserving families, neighbors and community heroes in need of a safer, more comfortable home through new HVAC units. Selected recipients will receive brand new heating or cooling equipment during this year's Feel The Love Installation Week, taking place October 9-16, 2021.

"Now more than ever, families and homeowners are seeing firsthand the importance of indoor air quality," said Kim McGill, Vice President of Marketing at Lennox Industries. "At Lennox, we are honored to provide consistently clean, perfect air to our community heroes through the generosity of our dealers and our Feel The Love program."

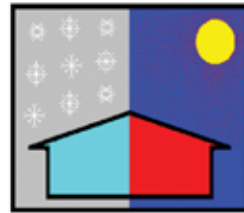
The Feel The Love program is made possible through the continued partnership and collaboration of the Lennox dealer network across North America. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,500 free installations, with 210 installations occurring in 2020 alone.

According to a recent survey commissioned by Lennox, over half (51%) of homeowners plan on spending more time inside their homes in the coming months. Additionally, 60% of those surveyed reported they are prioritizing good air quality in their home now more than they did a year ago. Visit [FeelTheLove.com](http://FeelTheLove.com).

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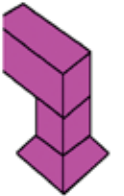
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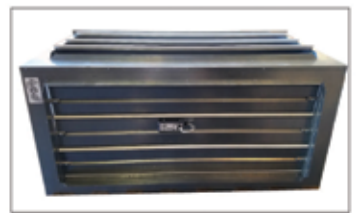
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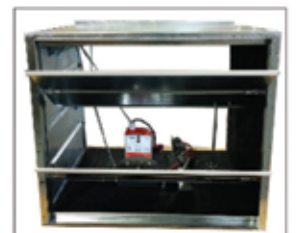
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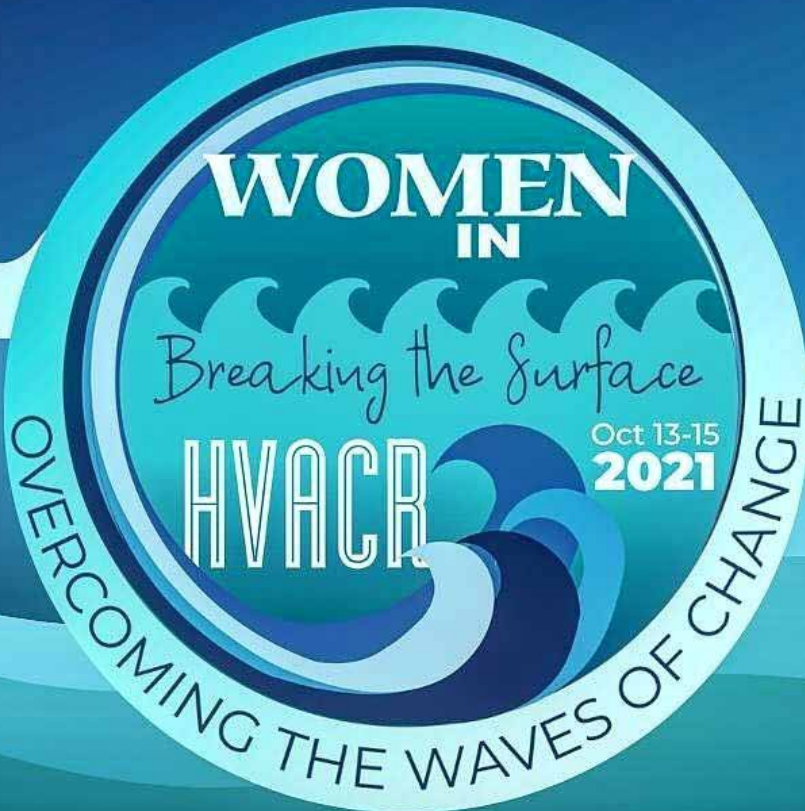


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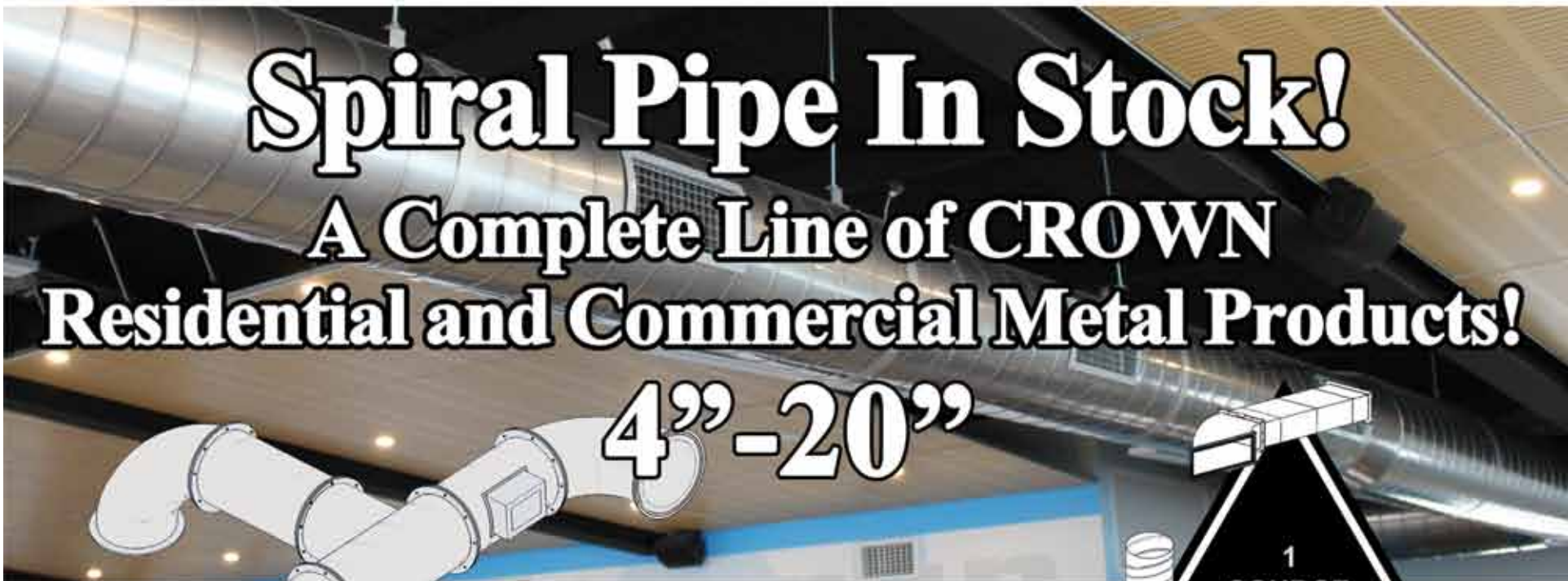
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