

# TODAY'S A/C

## & REFRIGERATION NEWS

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SFACA Annual Golf Tournament at Deer Creek Golf Club in Deerfield Beach (see page B10-B11)



Tropic Supply Hosts Nu-Calgon Parking Lot Demo Days (see page B8)



Gemair Hosts Grand Opening Celebration in Panama City (see page B9)



PBACCA 29th Annual Dolphin-Wahoo-Kingfish Fishing Tournament (see page 16)



ACCA/CF Hosts Ruth King's Profitability Day Workshop (see page B6)

## U.S. Labor Shortage: How Long Will it Last?



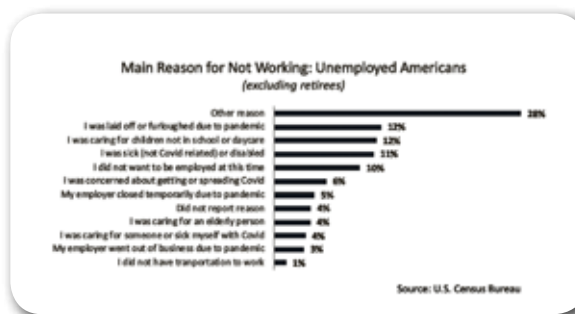
Jeff Schlichenmeyer  
Publisher

If you've flipped on the TV or looked at business headlines in the last month, you've no doubt been greeted by reports of widespread labor shortages. Story after story documents the struggle businesses have had finding workers, as well as the great lengths some companies have gone just to convince people to come in for an interview. HARDI members too have reported challenges in finding workers, with the total number of employed production and nonsupervisory workers still lagging March 2020 totals by 3 percent.

As a consequence of the labor issues, groups like the U.S. Chamber of Commerce have advocated eliminating the \$300/week federal unemployment supplement before its September 6th expiration, and at least 24 states have announced plans to stop providing the federal sup-

plement. But will opting out of the federal program fix the labor shortage issue, as many seem to think it will? Undoubtedly there are people who have chosen not to work because they earn more through unemployment benefits than they would through employment. However, recent survey results from the Census Bureau show that for most unemployed Americans, the choice not to work is more complicated than a simple assessment of where earnings will be highest.

28 percent of respondents to the Census' most recent Household Pulse Survey selected "other reason" to the question of why they weren't working, and an additional 10 percent reported that they simply did not want to be employed at this time. Yet 58 percent of respondents selected an option that does not include or imply that they earn more through unemployment benefits than at work. Of that 58 percent, 30 percent are not working for reasons directly related to the pandemic, and another 12 percent are not working so that they can care for children not in school or daycare.



go to page 6

## Tropic Supply Surpasses \$10,000 Goal to Support Injured Florida Veteran



Sgt. Justin & Katie Callahan

The current total has now surpassed \$13,000.

Heather Anusbigian, Director of Marketing for Tropic Supply stated; "It was so wonderful to see everyone come together for such a great cause. We give so many thanks to Sporlan, Regal Beloit, Nu-Calgon, Refrigeration Technologies, our customers and industry friends who made it all possible."

Tropic Supply is pleased to announce that they have exceeded their goal of raising \$10,000 for veteran SGT Justin Callahan by 30%.

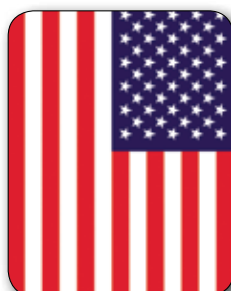


Troops) to donate the HVAC system and supplies needed for SGT Callahan's home. Tropic Supply partnered with four additional suppliers to raise at least \$10,000! Sporlan donated \$0.25 for almost all Q valve and filter driers sold during the months of May and June, up to \$1,500. Regal Beloit donated \$5 - \$10 for every item sold during the months of May and June, up to \$4,000. Nu-Calgon donated \$2.00 for select items during the months of May and June, up to \$7,000. Refrigeration Technologies donated \$.50 - \$10 for select items sold during the months of May and June, no max limit!

HFOT (Homes For Our Troops) 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.

Tropic Supply and Ruud partnered with HARDI and HFOT (Homes For Our

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## Keep Marketing in the Summer - Here's Why

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

Your phone is ringing off the hook at the beginning of the summer. You are busy. Your techs and crews are working overtime. And, I think you should market for reactivating customers and getting new customers. Am I crazy?

No. When it is hot is when people are paying attention to your messages. When it is mild and the customer doesn't need heating or air conditioning, they are not paying attention.

Look at it this way. When the weather is mild and people don't need heating or air conditioning, the only people searching the Internet for your company are your competitors. They will click on your ads just to cost you money. Cut your SEO budgets drastically when the weather is mild. Increase them significantly in hot or cold weather. That's when you will generate new customers. You always can squeeze in an additional call or two per day.

If you send out a direct mail message when your potential customers don't need heating or air conditioning, they won't respond. You get no results and you say direct mail doesn't work. Of course it doesn't work; your message is ignored because people don't need you.

If you send out the same direct mail message when it is hot, some people's air conditioners are not working well and they will pay attention – especially if you give them an incentive to try your company's services – a \$25 coupon, a discount on a repair, etc. Direct mail will work.

If you send out a "we want you back" direct mail message when it is hot, you will get an even better response. Why? Because customers have used your company in the past. You may not have talked with them for several years and they have forgotten about you. Get them back with a maintenance offer – prob-

ably they forgot to maintain their air conditioner during the past several years.

For those of you with many maintenance agreements, this is the time of year to get new customers. Your maintenance agreement customers should not have service issues assuming that you perform the maintenance properly. You should enroll one new maintenance customer for every three non-maintenance customers you ask.

Finally, be strategic about your marketing. Find an area where you already have a large number of customers. Market to non-customers in those areas. These people probably have seen your trucks driving in their neighborhoods and can probably talk to a neighbor who is using your company's services.

And, if Mrs. Jones calls with a problem and your technician is across the street, taking care of Mrs. Smith, it's easy to slip in that additional call. There's no travel time. Continue marketing in the summer!

Next Topic: Don't Make these Stupid Summer Mistakes - This week I continue to expose the seven dumbest mistakes I've seen over the years.. Now that they are in the open, I know that you won't make them.

Avoiding these mistakes will help you be more cash flow positive AND profitable:

1. Technicians come to the office in the morning instead of going to their first call from their homes. You are scrambling to take care of as many customers as you can.

What if each technician could do one extra call per day? This is possible when technicians leave from their homes rather than come to the office and then go to their first call. This extra call per day averages at least \$350 additional revenue per day (or

\$7,000 per month).

More important, you can take care of one more customer's needs and potentially enroll one more maintenance plan.

The only time technicians should come to the shop is for meetings. And, at the end of the meeting they should know where they are going and be on their way in five minutes. A parts runner (you can afford one, especially in the summer) should pick up service tickets (if you are commercial and bill), checks, and deliver parts needed to restock the truck.

2. Not leaving the second call of the day open. Dispatchers have enough stress when it's busy. Something usually happens overnight and almost always on weekends. By keeping the second call of the day open, these emergencies can be dropped in without having to rearrange an entire day's schedule.

The emergency customer can easily be placed in the second call. All you need to say to that customer is, "Mrs. Customer, our first call of the day is already booked. As soon as the technician is finished with that call he will be headed to your home/office."

3. Not raising your service rates by at least \$25 per hour. First, most manufacturers and suppliers have announced price increases. You MUST raise your prices to cover these increases.

In addition, this is the time of year to raise rates. People are less price resistant because they are hot and want to be comfortable in their homes again. For a 30 minute repair, that is an extra \$12.50 in revenue that drops to the bottom line. Your customers won't notice it. Your bottom line will. Next Month I will reveal the remaining mistakes.

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## Duane Butler Named National Sales Director of GREE VRF Products



**Duane Butler**

MIAMI, Florida — Tradewinds Climate Systems, the exclusive distributor of GREE branded mini-splits in the U.S., announced the addition of Duane Butler as National Sales Director of GREE VRF products. Butler will oversee sales and go-to-market strategies for the GREE mini-VRF and VRF business in the U.S. market.

"We are extremely excited to have Duane join our team," said Susanne Sanchez, VP of Sales & Marketing, Tradewinds Climate Systems. "His knowledge of the ductless and VRF business is extensive which brings tremendous value to us."

Butler held previous leadership positions at Carrier Corporation where he last served as the Business Development Leader-Central Region for ductless and VRF products. Prior to that, he worked as an Area Sales Manager for Daikin and earlier in his career, ran his own full-service mechanical contracting business.

"It's an honor to join such a dynamic organization," adds Butler. "Tradewinds' strong commitment to growth through a customer-first philosophy aligns with my core values and is what most excites me about joining the GREE team. Great service along with great products are a true recipe for success."

Butler joins the Tradewinds Climate Systems' ever-expanding team of top notch talent to build the GREE brand across The United States. GREE continues to grow as the preferred brand for contractors and distributors due to the products' superb quality along with Tradewinds' excellent service and support.

More information at [www.greecomfort.com](http://www.greecomfort.com).

## Air-Con International Opens New Store in Miami, FL

Miami, FL— 6/7/21 — Miami just got cooler. Air-Con International has announced the official opening of a new store in Miami located at 7108 NW 50th ST, Miami, FL 33166. Air-Con International has expanded its Florida operations to serve the Miami community. Now Miami-Dade A/C techs, residential and commercial clients can have an easily accessible store for their air-conditioning needs.

The new Air-Con International store will feature the full range of Air-Con brand Energy-Star certified A/C products including Mini-Splits, Multi-Splits, Ducted Units and VRF Commercial Units. The new Miami store will also offer export products which include Mit-

subishi Heavy and Air-Con brand air-conditioning for foreign clients. Air-Con International welcomes residential and commercial clients to the Miami store at 7108 NW 50th ST, Miami, FL 33166 with opening hours of 8:00AM-5:00PM Monday through Friday. For general inquiries or product availability, please contact the Miami store directly at 786-238-7234 or email [Jorge.vera@airconint.com](mailto:Jorge.vera@airconint.com).

Air-Con International Inc. is an air-conditioning distributor and manufacturer based in Pompano Beach, FL. Founded in 2001, Air-Con International has been serving U.S. residential and commercial clients with quality air-conditioning solutions.



## Ritchie Engineering Company Hires Project Manager



**Anup Shetty**

BLOOMINGTON, MN (June 11, 2021) – Ritchie Engineering Company, Inc., announces the hiring of Anup Shetty as Project Manager.

Anup Shetty comes to Ritchie Engineering with a plethora of knowledge and experience. Along with his impressive education, Anup brings expertise in engineering, market-

ing, product management, sales and operations.

Anup served in the dual role of Project Manager and Product Manager for the Gas Detector product line for Det-Tronics, a provider of flame detection, gas detection, and hazard mitigation systems. The role included leading cross functional teams for multiple new product development and process improvement projects from concept to completion, gathering mar-

ket requirements, communicating with global stakeholders, identifying and mitigating risks, developing and executing project plans.

He began his career as a design engineer for Schaevitz Engineering, a supplier of linear and rotary sensors for industrial and military applications. His career includes roles of increasing responsibilities in systems engineering, marketing, product management, sales, and operations at companies such as Parker Hannifin, Eaton Hydraulics, Ecolab, and Thermo King.

Anup earned his Master of Business Administration (MBA) from Case Western Reserve University, his Master of Science in Mechanical Engineering (MSME) from Kansas State University, and his Bachelor of Science in Mechanical Engineering (BSME) from Wichita State University. He is a Certified Project Management Professional (PMP) and a Certified Scrum Product Owner (CSPO).

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[www.DuctSaddles.com](http://www.DuctSaddles.com)

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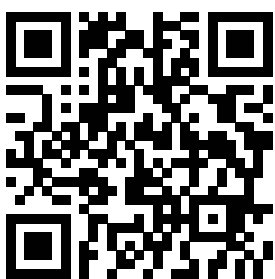


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# RITCHIE INTRODUCES RealTorque™ CORE REMOVAL TOOLS

*The RealTorque™ Core Removal Tool is Essential for Effectively Removing and Replacing HVAC/R System Schrader Cores*



Bloomington, MN (July 1, 2020) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce

their new RealTorque™ Core Removal Tools. Removal of system Schrader cores can greatly increase the speed of recovery and evacuation. Once charging is complete, it is important that the system Schrader cores be properly tightened to prevent leaks. The RealTorque™ Core Removal Tool by YELLOW JACKET® has an integrated torque mechanism that clicks as soon as the Schrader core has been tightened to the manufacturer recommended torque value of 3-5 in-lb. This provides assurance that the Schrader core is properly tightened on every job and minimizes the chances of leaks from this area of the system. For more information, please visit <https://yellowjacket.com/product/realtorque-core-removal-tools/>.

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952) 943-1300 or visit our website at [www.yellowjacket.com](http://www.yellowjacket.com).

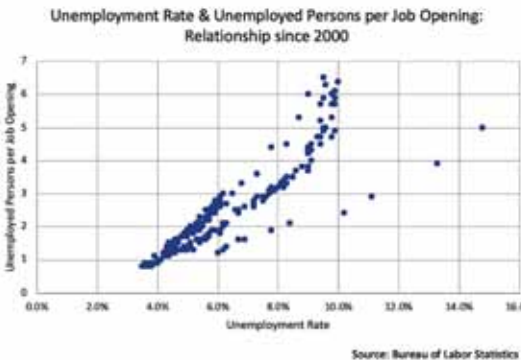
# U.S. Labor Shortage: How Long Will it Last? (continued from cover story)

But what if for argument's sake we still assume that the federal unemployment supplement is the principal reason for the labor shortage? Unfortunately, even if eliminating the \$300/week benefit pushed all 9 million unemployed Americans back to work, labor market challenges would persist for months (and likely years) into the future. Nearly 4 million people have left the labor force since last February, and as a result there are now just 1.2 unemployed workers per job opening in the U.S.[2] Since 2000, as the chart below shows, a ratio of roughly 1 unemployed person per job opening in the U.S. corresponds with an unemployment rate of around 4 percent – not the 6 percent level we find ourselves at today.

To put it plainly, there are fewer people looking for work than we would expect based on the number of U.S. job openings, which will put businesses in an indefinite bind to remain productive. Despite the massive improvement in labor markets since April of last year, the U.S. labor force participation rate still sits at 61.7 percent – lower than any previous period since 1977 (excluding the Covid crisis). Sadly, for this problem there is no obvious immediate fix. Historically, the only remedy for low labor force participation is sustained economic growth and a business climate attractive enough to draw people into the workforce. But, as the chart below shows, not even the longest economic expansion in U.S. history – from June 2009 to February 2020 – was enough to pull the labor force participation rate above its pre-Great Recession levels. As a result, the likelihood of a quick rebound from our current labor force challenges appears slim.

What then can HARDI members do to stay competitive in a labor constrained environment? They can and should do whatever possible to make HVACR manufacturing and distribution as attractive as possible to job seekers. HVACR distributor companies have compensated their employees well over time, and hourly wages in the sector have consistently outper-

formed other industrial distribution segments. Lately, however, HVACR distribution wages have been trending downward. While still higher than the private sector average (\$25.39 for HVACR distributors vs \$25.25 for the overall private sector), they lag the wholesale distribution average by nearly \$2.00. To offset this recent downward trend and ensure that HVACR distributor companies can better attract and retain talent, we encourage all members to review their current compensation and benefit packages. Our 2020 Compensation Survey Report can help in this process, as it offers the most complete, accurate, and up-to-date compensation and benefits data available for distributor companies. Likewise, HARDI offers an array of talent management programs and services that can help prepare your business to meet the post-Covid workforce challenges. Ultimately, the road back to a healthy labor market will be long and winding, but with the right preparation and research HARDI members can effectively meet and overcome the challenges to come.



This article was provided by Tim Fisher, the team leader of market intelligence for the HARDI organization. Tim plays a leadership role in helping HARDI achieve its vision to provide economic analysis, forecasting, and market research that allows HARDI members to realize a competitive advantage. Today HARDI represents more than 450 wholesale companies, nearly 300 manufacturing associates and nearly 100 manufacturer representatives. It is estimated that HARDI members represent 80 percent of the dollar value of the HVACR products sold through distribution.

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# Ritchie Introduces The Hydrocarbon Charging Kit



Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, is proud to introduce their new Hydrocarbon Charging Kit.

The YELLOW JACKET® Hydrocarbon Charging Kit provides all the necessary tools to charge R-290 (propane) and R-600a (isobutane) hydrocarbon systems safely and effectively. The single valve manifold and small ID hoses allow for effective system pressure measurement while minimizing the impact on the system charge. The bottle valve and adapters offer compatibility with a variety of R-290 and R-600a refrigerant bottles. For more information, please visit <https://yellowjacket.com>

# YORK Launches Industry-First All-In-One Residential HVAC Solution: Ultimate Home Comfort

MILWAUKEE – (June 22, 2021) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched through its YORK® brand a 10-year residential HVAC leasing program: Ultimate Home Comfort™. This industry-first solution provides homeowners with a new, fully installed YORK high-efficiency HVAC system with no money down, as well as factory-backed 10-year parts and labor coverage, and 10 years of service repairs and annual maintenance – all for one, low monthly payment. Ultimate Home Comfort delivers stress-free, year-round heating and cooling to ho-

meowners with up to 53% energy savings (compared to older, 10 SEER systems) with a YORK high-efficiency HVAC system, which are part of Johnson Controls OpenBlue connected suite of technologies. For homeowners, the all-in-one program delivers ultimate peace of mind and predictable costs for 10 years. For contractors, this turnkey solution offers the opportunity for them to obtain double-digit profits, a 10-year change-out cycle and up to 55% average gross margin on installs.



“Ultimate Home Comfort by YORK is a one-of-a-kind leasing program that was designed with the simplicity and convenience that homeowners crave and the guaranteed business that contractors work years to achieve,” said Tim Brusseau, director of business development, Ducted Systems, Johnson Controls. “It’s an easy decision for both homeowners and contractors alike that provides peace of mind for everyone involved.”

Unlike a traditional selling structure, greater sales compensation and recurring revenue is made possible through Ultimate Home Comfort’s easy, built-in sales process. The all-in-one solution is offered directly from YORK to contractors, not through a third party, and it ensures that customers are retained for at least 10 years. In addition, contractor employee turnover is reduced.

There’s no cost to join the program for YORK Certified Comfort Experts or Liberties Plus contractors. To learn more about Ultimate Home Comfort, please visit [www.york.com/comfort](http://www.york.com/comfort).

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

With a history of more than 135 years of innovation, Johnson Controls delivers the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through its comprehensive digital offering, OpenBlue.



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Part #	Width (W)	Height (H)	Depth (D)
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AHS-24HD	14-24"	24"	22"
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## Trade Talk:

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



### It's Great to be an HVAC Contractor!

July is a really good month for the HVAC contractor ... especially if you live in beautiful, hot and humid Florida. The hotter it is, the better we like it ... right?

The phone is ringing off the hook for service calls ... the office is buzzing with everyone working non-stop from the moment they step in the door. Cha-ching ... there is money coming in every day, and the bank account looks healthier than it has all year. What could possibly be wrong?

Well, it could be that one of your best employees you've had working with you for the past 20+ years has mentioned they are thinking about maybe cutting back on their hours after this year's busy summer season ... or even whispering the dreaded "R" word. Retirement ... ouch!

As painful as it might be to see one of your most loyal team members leave the nest, you can't help but to wish them well ... they've worked hard, and of course deserve to be happy with whatever exciting adventures post-HVAC life has waiting for them.

But what does this mean for your company ... how do you begin to replace a valuable employee when they leave?

The first step is to look within the company. Sometimes this means doing a little shuffling of job descriptions, but you might find that looking at things a little differently could actually present some surprising new opportunities for how you manage your business.

The next step is posting an ad for your available position, and then screening job applicants ... the usual hiring process begins.

The task with hiring today is a bit different than in years past. It's no secret that the air conditioning industry is facing a skilled worker shortage. The recent recession saw many people leaving the business. And with the retirement of so many baby boomers these days, finding quality skilled workers is often an uphill battle.

In many cases, just finding a warm body will suf-

fice, but the future of our industry deserves better than that, which brings up an important discussion topic. Why is there a labor shortage now?

Much of the problem today with a shortage of workers coming into our industry is caused by these common challenges for young people:

- There has been a move in the education system away from the trades, as many schools have eliminated classes such as shop class, auto mechanics, even welding. With high schools not offering those types of classes, young people who might have gravitated towards a career in the trades don't have the exposure that could have made all the difference for them choosing to pursue more of a hands-on career option.

- There is reduced outside encouragement for the construction-type field to be considered as a possible career. High school counselors typically emphasize kids to choose the path of a traditional four-year college ... going the route of education in the trades isn't really given much attention.

- Often times there's no encouragement from family members for young people to even consider the trades as a career alternative ... the family may not be familiar with anyone who works in the trades, and therefore doesn't realize what a viable career choice it could be.

- Industry image gets a bad rap. In general, people who work in the trades aren't viewed as glamorous, and their professions doesn't attract attention or generate enthusiasm. Young people don't realize what a rewarding profession it could actually be ... there is no limit to what someone with skills and good training can do to create an extremely successful business (and very comfortable lifestyle!).

Industry consultants for years have warned of an anticipated labor shortage for the trades. With the educational challenges mentioned above, combined with the aging of the workforce, it's understandable that there is not only a decline in workers, but a decline in experienced workers. How do we solve the problem?

It always amazes me when I talk to others in our profession ... many will say they want 'something better' for their kids'. They encourage them to go away to college ... not so they can come back home and take over the business, but so they can 'get a job doing something better'. It's hard for me to understand why they wouldn't want their kids to follow them into an established business ... in an industry that has provided their family a good living and a nice life. It's ironic.

While it's not a problem that can be solved overnight, it is something that we can help to fix ... as seasoned trades-people, we need to be the ambassadors for our industry!

This is something we can start right now ... there is no cost or extra work involved. All that's needed is to remember that when you're having a conversation with anyone, from a parent to a young person, to always speak highly of the profession that has provided so well for you and your family.

Encourage others to see HVAC as an honest hard-working profession that is no different from that of a doctor or an accountant ... it's just a different job that someone is well-trained to perform, that can earn a person a very good living.

I sure don't know of any doctors or accountants who can install an air conditioning system, and I don't know of any air conditioning people I could call to help me if I need surgery or get audited by the IRS ... but isn't it good to know there are people who specialize in various professions who you can call when you need to get something done right!

It's all about perception and changing how people view the trades, especially HVAC. If we all spread the word, we can help to reduce the labor shortage and welcome a new generation of future fantastic employees for our companies. It's hot, business is booming ... let everyone know how great it is to be an HVAC contractor!

Until next time,  
Tommy Castellano

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## Message from FRACCA President Rick Sims



If you are like me, you've enjoyed years of Florida Energy Code training from Bob Cochell. Bob has updated us through every code cycle for many years. For every energy code requirement Bob explains outcomes using the "prescriptive" or "performance" compliance methods; that's where it all starts. Remember, there are two ways to comply with FBCE ( Florida Building Code Energy ) and the permit applicant determines which compliance path will be used.

The prescriptive method is seldom used for new construction. It is the simplest compliance method but limits design choices. I like to say; it is the prescription for a home nobody actually wants to own. Fenestrations and insulation r-values are rigid mini-

mums that must be used with few substitutions.

The performance method is used for the vast majority of projects. Energy Gauge software is used to calculate whole-house performance and compare it to the "base" reference home model. Tradeoffs are allowed; that is why it is more popular. It is more complicated and time consuming than the prescriptive method. Many HVAC contractors use Energy Gauge; others hire outsiders to perform the calculations for them. They don't use the performance method because it's easier; they use it because it allows things that consumers actually want to own. Often the prescriptive method falls short of that.

So you might ask; what is the prescriptive method good for? Seems like there's no way to use it for

HVAC projects. Hold on a minute, it may be perfect for certain projects. The climatized garage is very popular in Florida. Homeowners want to add air conditioning to their garages for many different reasons. Adding conditioned space requires FBCE compliance. Why not use the prescriptive compliance method for this? Why not use a single checklist form instead of tedious e-calcs for this simple project?

One reason HVAC contractors might want to avoid the prescriptive method is that duct leakage testing (not blower Door) is required in each case. But the most popular garage systems is ductless; thus eliminating that compliance cost. If you are installing a ductless air conditioning system in a garage the prescriptive method may be the way to go.

To do this, find form R402 in FBCE and fill it out for your garage retrofit. You will see on the form that duct leakage testing is required. But since the system is ductless there are no ducts. It also eliminates costs for R-8 ducts and AHU location restrictions. Ductless wall mount systems do not have these issues.

Form R402 is a simple check-list anyone can understand. For each item that you install, there is a minimum efficiency that must be reached. You will see that ductless systems in garages are perfect for this. You will need to do a manual J heat load calc. for the garage; but you won't need any Energy Gauge software. Most ductless systems that would be selected for use in a residential garage are very high efficiency to begin with; and obviously, there are no duct losses. Make sure that when garage ceiling insulation is added as part of the retrofit, that it also meets the minimum requirements shown on Form R402. For Climate Zone 1 the minimum required ceiling insulation is R30. For Climate Zone 2 use R-38.

Take a second look at the prescriptive method and form R402. It may be perfect for small projects that do not require a full whole house energy gauge analysis such as climatized garage retrofits.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 983,801 units in April 2021, up 55.2 percent from 634,036 units shipped in April 2020. U.S. shipments of air conditioners increased 51.4 percent, to 602,723 units, up from 398,040 units shipped in April 2020. U.S. shipments of air-source heat pumps increased 61.5 percent, to 381,078 units, up from 235,996 units shipped in April 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 25 percent, to 3,232,530 units, up from 2,585,007 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 23.6 percent, to 1,951,245 units, up from 1,579,040 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 27.4 percent, to 1,281,285, up from 1,005,967 units shipped during the same period in 2020.

## Florida Passes New Bill Allowing Virtual Inspections, Enforcing Building Codes and Issuing Permits

**Government entities agree virtual inspections are inexpensive and require minimal equipment**

Davie, FL (June, 7, 2021) – Over the past year, the world has seen a shift towards remote work, which has ushered in the use of modern technology to accomplish tasks without needing to be physically present.

As construction and governmental departments have been deemed an “essential service,” Inspected, a virtual inspection software company, has seen an uptick in permitting and virtual inspections. Florida recently passed The Florida Building Codes Act, which authorizes any government entity with the authority to enforce the Building Code to perform virtual building inspections, except for certain structural inspections. When signed by the Governor, the

bill will go into effect on July 1, 2021.

“The utilization of Inspected has been growing as more companies and jurisdictions are seeing the numerous benefits of using our virtual platform. This news out of Florida is another major step towards advancing remote inspections and implementing compliance procedures for the technology across the nation,” said Anthony Perera, Founder of Inspected. “With Florida and other states embracing virtual inspections, we will continue to see others adopt similar guidelines.”

The Florida Building Codes Act defines “virtual inspection” as an inspection that uses visual or electronic aids to allow a building official or inspector to perform an inspection without having to be physically present at the job site during the inspection.

The bill also requires local building code enforcement agencies to allow requests for inspections to be submitted to the local agency electronically via e-mail, electronic form, or mobile application, such as Inspected.

Inspected is designed specifically for inspectors to connect with onsite personnel to help achieve a safe alternative to in-person inspections. Inspected keeps inspections moving forward efficiently, creating a dedicated compliance solution in a centralized hub to help promote a safe workplace and focus on the health and safety of workers. Rather than relying on conventional conferencing tools, Inspected provides a feature-rich centralized location for your remote virtual inspections. Our software documents the virtual inspection and provides a standardized and uniform approach.

Inspected offers an easy-to-use interface, removes the need for direct contact, the technology will help cities clear permits faster and save travel expenses, while ensuring an important revenue base continues. For customers and contractors, it ensures projects can continue and removes uncertainty of when an inspector will be able to once again travel to personally approve the permit. A video demo of the new Inspected app can be viewed at [www.inspected.com](http://www.inspected.com) and demos are available upon request.

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## When the COVID Dust Settles, Will Exhibitors Return?

When the World Health Organization “WHO” declared COVID-19 a pandemic, much of the United States went on some form of lock down. As events were cancelled or postponed, companies found new ways to connect online, leaving to question if these organization would once again invest their resources to exhibit and participate in face-to-face events as the country re-opened. If the HVAC Excellence National HVACR Educators and Trainers Conference is any sort of indicator, the answer is a resounding Yes!

HVAC Excellence opened exhibitor registration for their 2022 conference on June 1, 2021, and it took less than 72 hours for most exhibits to sell out. In fact, only one exhibit space remains available for the 2022 event, even though the face-to-face portion of the event is scheduled to run from March 21-23, 2022.

With video conferencing and online meetings being the primary avenue for companies to market their products and interact with their clientele, nothing replaces face-to-face contact, which is essential, especially in a hands-on industry such as HVAC. Why is this essential?

Although many aspects of our world have seemed to slow to a crawl over the last year, the HVACR industry continues to evolve, and is at the center of nearly every topic making news headlines. This includes but is not limited to indoor air quality, vaccine distribution/storage, and virus containment.

Let's not forget, of course, the role HVACR plays in keeping the data centers running, which allow for online schooling, meetings, and the internet to function. These are among the many reasons that those who manufacture these technologies, or the training required to integrated them in our programs will continue to take the time to participate in these important industry events.

In speaking with several participating organizations, they stated while it would be easier to host webinars, nothing can replace live, hands-on dem-

onstrations, that show instructors how to integrate these resources into their programs than an in-person event. “While we could travel the entire country to meet those tasked with training the HVACR workforce, this event provides a singular location where many of those we seek to meet are already in attendance, saving time and money.

The conference is not just about generating leads, it is about building relationships, and meeting our clientele face-to-face to better understand how we can help them improve their programs.” Keith Avery, Regional Manager, Hampden Engineering

Those involved in general education and administration often attend lecture courses that can be conducted online, such as how to use a learning management system. However, to teach TXVs, mini-splits, brushless motors, instructors must physically interact with the technology. One cannot learn new ways to be a phlebotomist (draw blood) from watching online videos, nor can one learn to braze on a system with Low GWP (mildly flammable refrigerants) from watching YouTube videos. The exhibit floor allows subject matter experts from industry leading companies to showcase the technologies one cannot simply read about.

Now that the question of will companies return to exhibit is answered, the hard work of developing a world-class event for our instructors has begun. Having learned a great deal over the last year as others have, the 2022 conference will offer in-person training, and exhibits, March 21-23, 2022 at the South Point Hotel in Las Vegas, Nevada, then continue with online training on the HVACR Learning Network.

Those interested in helping improve training in the HVACR industry, can submit presentation proposals for this hybrid event through August 15, 2021. To submit proposals, visit [www.escogroup.org](http://www.escogroup.org) and click the conference link to access the call for presenter application. Learn more and register for the conference, by visiting [escogroup.org](http://escogroup.org) and clicking the conference link.



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## Honeywell Unveils Inaugural Solstice Award Recognizing Adoption Of Sustainable Refrigerants

MORRIS PLAINS, N.J., June 21, 2021 -- Honeywell today announced its inaugural Solstice Awards program, designed to honor companies around the world who are visibly demonstrating their commitment to sustainable air conditioning and refrigeration by adopting refrigerants based on its proprietary Solstice technology to maximize efficiency and reduce their carbon footprint.

“With World Refrigeration Day and the summer solstice occurring in the same week, it seemed fitting to honor the recipients of our first Solstice Awards,” said Ken West, vice president and general manager, Honeywell Fluorine Products. “We are proud to play an integral role in helping so many companies around the world achieve their sustainability goals.”

Recipients of the Inaugural Solstice Award include: Albertsons/Safeway, Danfoss, Majid Al Futtaim Retail, 7-Eleven, Trane Technologies, and Whole Foods.

In keeping with World Refrigeration Day's theme of “Cool Careers”, Honeywell is also highlighting some of its many employees who contribute to the success of Honeywell's refrigerants business every day.

“We encourage anyone who has an interest in a career in the HVACR industry to take this opportunity to learn about the importance of these technologies are to sustaining human life,” said West. “We need only look to the pandemic to see how refrigerants kept food safe in transit to our supermarkets, kept ICUs clean and germ-free, and maintained vaccines at cryogenic temperatures until ready to use.”

Honeywell continues to see growing interest from customers around the world in the industrial and commercial A/C and refrigeration industries, including equipment manufacturers and end-users like supermarkets and convenience stores. Solstice refrigerant technologies meet performance requirements while staying ahead of changing environmental regulations.



## Motor Overheating

By Bryan Orr

An important rating on motors is the AMBIENT temperature rating that the motor can operate at. This rating refers to the temperature of the air around the motor, not the temperature of the motor itself or even the temperature of the outdoor air—since the motor is often in a condenser air stream that is higher temp than outdoors. In HVAC/R, we will commonly see condensing fan motors at 60°C (140°F), 70°C (158°F), and 80°C (176°F), and blower motors will often be rated at 40°C (104°F).

In residential and light commercial HVAC, it is fairly common for condensing fan motors that are experiencing issues with overheating and going out on internal thermal overload during the heat of the day, which then drives up the head pressure until the compressor goes off on thermal or on a high-pressure fault. In some cases, the system will cool off overnight and run again once the tech arrives, or if the customer shuts it off and it cools off, the issue may not show up again right away, causing a nuisance intermittent callback.

The temperature of the motor shell itself will vary from motor to motor. Still, it will commonly be 30°-60° warmer than the outdoor temperature during normal operation, depending on factors such as if the sun is shining on the top, the efficiency of the motor, and how long they have been running.

In many cases, you may be able to compare a motor you suspect to be overheating against other units nearby with the same motor operating in nearly the same conditions. Look at the photo below compared to the one above. Both of these are similar units, and the photos were taken a few min-

utes apart. Despite that, you can see that one motor is running quite a bit warmer than the other. Sure enough, the hotter motor is noisier and has more side-to-side play in the bearings.

If you have reason to believe a motor is running hotter than it should, there are a few things that can cause the issue to watch out for:

- High condensing temperature – If the air around the motor is hotter, the motor will also be hotter. Watch for dirty condensers and overcharge.
- Direct sun – Pretty obvious, but if the radiant heat from the sun is right on the motor, it will run hotter.
- Voltage – Check and make sure the motor voltage is in the proper range while running (under load).
- Capacitor – Make sure the capacitor is the correct size for the motor, both weak and oversize capacitors can cause overheating.
- Bearing issues – When bearings start to fail, there may be increased noise or side-to-side shaft play (but not always).

A thermal camera can produce a great look at the temperature of the motor, but keep in mind that there will be some inaccuracy of the temperature reading due to varying emissivity depending on the motor surface, so it's best to use it to compare motors rather than trusting a single reading as a pass/fail test.

—Bryan





First fish of the day by Mitchell Aiello and John Hanson of Tucan Press with their 9.8lb kingfish



Matt Weaver, Cliff Neering, Darryl Sholar, Randy Poulette of Randy Poulette AC with a 8.2lb kingfish



John Walborn, Bryant Rodrigues, Mark McNicholas, Ron Cheston, Rocky Martinez, and Chris Storey of Ewing and Ewing 1 who caught a 13.2lb kingfish



Clyde Morris, Andrea Morris, Walter Morris, and Joe Sarette of Southern Air Conditioning caught three fish and one is a huge 23.8lb Tuna!



Jr. Angler was awarded to Cade Pavalakas of Maloy's AC with his catch of a 7.4lb kingfish



The Riviera Beach Marina did a great job and Rafiki Tiki catering served up some tasty food!



Second Prize of \$750 was awarded to, James Finn of Ewing Air with his catch of a 15.8lb kingfish



# Kingfish • Dolphin • Wahoo Tournament - Rivera Beach Marina June 12th, 2021

There was a sunny sky, calm sea, and simply ... just another day in paradise for the High-E-Fishin-Sea XXIX event. The Palm Beach Air Conditioning Contractors Association's 29th annual Kingfish, Wahoo, Dolphin Tournament, was held at the Rivera Beach Marina on June 9th. Special thanks to the Riviera Beach Marina for hosting and Rafiki Tiki catering a successful event.

The Tournament was a great deal of fun for those who attended! Eighteen boats participated, with 90 fishermen. More than \$5,000.00 was raised for the Maurice J. Jacobson Scholarship Fund, exceeding our expectations. We are delighted and these earnings will go directly for scholarships to be awarded this year.

A special thank you to our first place winner, Brandon Langel of Sea Coast Curb & Adapter for donating his earnings of \$1000, back to the Maury Jacobson scholarship fund, and Leann Ewing of Ewing Air Conditioning of her \$500 Trifecta to be used for 2022 tournament Making the trifecta \$1000 next year. It is very much appreciated!

PBACCA President Jim Pickard, Past President Steve Sparks and FACA Director Rhonda Beeler served as weigh masters for the tournament this year.

Trifecta of \$500 Sponsored by Daikin North America was won by Leanne Ewing of Ewing Air Conditioning. The Captain James Turner Ewing Sponsored by Ewing Air was won by need name, and the Grand prize raffle of a 65" flat screen Smart TV was won by Leann Ewing of Ewing Air



Steve Sparks, Rob Mayhew, Rhonda Beeler, Jim Pickard, and Jim Janka at the weighmaster scale



Arturo and Debra Alba of Arco Supply sponsored the dinner for the fishing tournament



First Prize of \$1000 went to, Brandon Langel of Sea Coast Curb & Adapter with his catch of a 29lb kingfish



Ryland Lamson, Jonathan and Al Eadie, Scott Donovan, Shawn Russell, James Fenn with Ewing and Ewing 2 and the biggest fish a 15.8lb kingfish



Arasmo Gonzalez, Gregory Salem, and Scott Weiss of Scott's Air Works with a 20.7lb bonita catch



The Sea Coast Curbs Team caught two kings, a 27.4lb and a 29lb which Brandon Langel took 1st place!



Kyle Culpepper, Jeff Brooks, and Robert Culpepper of My AC Guy caught a nice dolphin!



Lady Angler sponsored by Daikin was awarded to Mandy Pavalakas, with a catch of 5.1lb dolphin



Third Prize of \$500 was awarded to Bryant Rodrigues of Ewing Air with his catch of a 11.2lb kingfish



Calcutta Prize of \$800 went to Brandon Langel of Sea Coast Curb & Adapter with his catch of a 29lb kingfish



# Cooper&Hunter Offers New Features With Smart Phone Control



MIAMI, Florida, June 2, 2021 – According to Digitized House, 70% of consumers already have at least one smart gadget in their homes and, if the trends are any indication, consumers will continue turning to devices and applications that offer convenience and comfort.

Cooper&Hunter Remote WiFi app, for example, enables users to easily control their wall mounted mini split air conditioners with iOS or Android devices – anytime, anywhere. Multiple users, such as members of a household or corporate office team, can conveniently connect and share control of several zones or units.

How does this technology translate to comfort and convenience? With an improved intuitive design, A/C units can be switched on while the user is en route to their destination, so the space will be cooled or heated appropriately upon arrival. Controls include the ability to set a specific temperature for each room, switch modes (COOL, HEAT, AUTO, and FAN), and adjust the fan speed (LOW, MED, HIGH and TURBO).

For those with a more predictable routine, the C&H Remote Schedule feature allows daily or weekly controls to be set in advance, so the unit will automatically turn ON and OFF, as well as adjust to set temperatures and modes, according to customizations. Once the initial set up is complete, users can forget about the air conditioner completely, trusting that the climate will be controlled accordingly.

Sleep Curve allows for very specific customization regarding how the units operate throughout the night. The feature provides an excellent opportunity to save energy, as the human body more easily acclimates to slightly higher temperatures when it's dormant.

In the event of a unit malfunction, users can utilize the Check function, which will scan for error codes. Identifying error codes is helpful for pinpointing issues and troubleshooting accordingly. Matching this feature with Cooper&Hunter's online resources and exceptional Technical Support guidance makes problem-solving fast and simple.

The app is compatible with wall mounted units from the brand's Sophia, Sophia Hyper, Mia, and Mia NG series in North America and

South America.

Cooper&Hunter makes hot places cool and cool places more pleasant, providing COMFORT INNOVATIONS for every home and business. With more than 20 years of experience in HVAC, Cooper&Hunter has earned a reputation as a leading market player, represented in more than 50 countries worldwide.

The company combines the latest ergonomic designs with modern engineering trends to supply customers with high-quality air conditioners at an affordable price. Their energy efficient line-up, which includes Single & Multi Zone Mini-Split Air Conditioners, Portable A/Cs, PTACs, and Light Commercial Systems, offers a solution for everyone. C&H supports health, sports, and active lifestyles by sponsoring teams around the world, including the NHL's Florida Panthers!



# Action Alert! EPA Proposed Rule: Banning Disposable Cylinders & Requiring Cylinder Tracking

The EPA has released a proposed rule that is the first regulatory step in phasing down the production and consumption of all HFC products including many common refrigerants used today. Included in the rule to help ensure compliance are new restrictions and requirements that will impact distributors, contractors, importers, and producers of refrigerants. The two compliance measures included in the rulemaking are:

- Establish an electronic tracking system for the movement of HFCs through commerce;
- Require the use of refillable cylinders

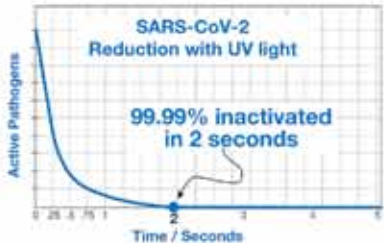
It is important for HARDI members to make their voices heard with the EPA on how the proposed ban on disposable cylinders and the impact of cylinder tracking will impact their businesses. The comment period is open until July 6.

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



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

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# "THE DUCT-FREE ZONE"

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



**You are either a good technician or a good businessperson, but it's hard to be both:** this has been a common perception in all the trades for a century or more. Is it urban legend, an old wives' tale or is it accurate?

Well, my experience says it's generally an accurate adage ... but does it have to be? My career has been a bit of a hodge-podge of positions in the HVAC trade including, manufacturer, manufacturer's representative, contractor and now, factory trainer. I have been very fortunate throughout to have mentors who helped me navigate each transition ... people who not only affected my career but my life.

Looking back now that I get closer to the finish line of my career, I wonder if I had dedicated myself to one position ... to one singular aspect of the trade, would I have been better off?

Hindsight is 20/20 as they say ... I wish there had been a book 40 years ago that would have helped me chart a steadier and straighter course for my career. A book written by a proven business heavyweight who had endured transitions, obstacles and self-doubt throughout their own journey.

If such a book existed 40 years ago, it unfortunately never found its way into my hands, but I recently found such a book published in 2020 ... its titled, *Drive* and the author is Kelley Earnhardt Miller. If the author's name sounds familiar, yes, she is the daughter of the NASCAR legend, Dale Earnhardt. I want to make this clear right now ... this book has little to do with NASCAR or Dale Earnhardt.

You do not need to be a NASCAR fan or know anything about the Earnhardt family to appreciate this book and its message. Kelley Earnhardt Miller lays out a formula ... a formula that can be adapted to any industry and one that can be tweaked to any person, male or female, academic or student of hard-knocks, young or, in my case, old.

A chapter that had particular relevance for me is Chapter 11: *Manage Your Emotions*. It has taken me years, many years to learn to sleep on something that on initial review has upset me. My primal reaction is to react immediately and react in a BIG way ... I will tell you this has not served me well both professionally and personally. The honest truth is, I'm still learning to wait before I react and even now, sometimes it takes everything I got to spend some time thinking how best to react ... and often that is to not react at all.

I never wanted to be a boss, supervising and evaluating others. In my contracting life, as much as I wanted my business to grow to its fullest potential, the fact is I could never trust someone else to do the job the way I would do it so that stunted the company's growth to say the least.

At the pinnacle of my contracting business, I was working 12 – 18 hour days, 7 days a week. Chapter 12 of Kelley's book is titled, *Balance Your Work with Your Life*. Looking back, I made a lot of money working that hard but at what cost? Was it fair to my wife, our daughter ... to myself? A dear friend at the time said to me, "you are going to be the richest man in the cemetery." I survived but not without a physical cost ... I always tell young people who attend my GREE mini split training events that they made a wise choice in choosing a trade but they best have an end game because the likelihood of you doing HVAC installs and service work into your sixties is slim ... very slim.

Chapter 16 is titled, *Be Your Best Self*. One thing I have had right, almost from the beginning is that I believe we can have fun and be productive at the same time. I will admit, in my days of drinking, I may have had a little too much fun. Even a full life is short when you look at it retrospectively ... why not have some fun along the way? I always think of the great college basketball coach, Jimmy Valvano and his words in one of the last speeches of his life ... "*We should*

*do this every day of our lives. Number one is laugh. You should laugh every day. Number two is think. You should spend some time in thought. Number three is, you should have your emotions moved to tears, could be happiness or joy. But think about it. If you laugh, you think, and you cry, that's a full day. That's a heck of a day. You do that seven days a week, you're going to have something special."*

So, can you be a good technician and a good businessperson at the same time? I'm not going to say it's easy but it is possible when you open yourself up to insight, guidance and advice from valued mentors and even from what on the surface seems like an unlikely source of help, the daughter of a NASCAR legend.

Do yourself a favor and get the book, *Drive* by Kelley Earnhardt Miller. I assure you won't be disappointed and you just might create a course for your own career that brings you everything you want in a way that doesn't sacrifice your health, both mental and physical, and that of your loved ones.

Hey, I want to give a quick shout-out to the winner of the 2021 GREE TOP GUN Training Competition, Joao Guerra of Ultimate Comfort, Inc in Raleigh, NC. I will be meeting Joao at the East Coast Metal Distributors location in Raleigh, NC (Joao's local GREE distributor) soon to award the grand prize of a complete GREE Sapphire 12K mini split along with a trophy naming Joao as the...

2021 GREE TOP GUN TROUBLESHOOTER!  
CONGRATULATIONS Joao!

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

## JB Industries Announces the NEW ACCELERATOR VL-200 Rapid Evacuation Kit

Aurora, Illinois (June 2021) – JB Industries, a premier manufacturer of American-made HVAC/R tools and equipment, announces their new ACCELERATOR VL-200 Rapid Evacuation Kit. JB's engineers designed the tools in this kit to pair with a JB vacuum pump allowing technicians to remove restrictive valve cores and perform HVAC/R system evacuations up to 20X faster in commercial and residential applications.

The new kit includes the following items:

- Two 48" long, 1/2" diameter evacuation hoses with 3/8" x 1/4" SAE female swivel hose connections
- An award-winning A32525SV vacuum-rated Valve Core Removal Tool with Slide Valve Side Port
- A vacuum-rated Valve Core Removal Tool A32525N
- Two Y-FORCE dual, high-speed coupler connectors for 3/8" and 1/2" connections
- JB branded drawstring bag

"In our new ACCELERATOR VL-200 Kit, we've hand-picked the best tools needed for any

tech to perform a faster evacuation when on a job site. Our award-winning Valve Core Removal Tool with Slide Valve Side Port and standard Valve Core Removal Tool allows the removal of restrictive cores with ease. The Slide Valve Side Port opens and closes to protect an easily attached micron gauge. This allows a contractor to charge the system without damaging the vacuum gauge," said Dave Madden, Director of Manufacturing & Engineering at JB Industries.



access port.

The ACCELERATOR VL-200 Kit is sold in a newly designed box and includes a convenient JB branded drawstring bag. The new drawstring bag has shoulder straps for hands-free carrying. The bag is rugged enough to store all of the kit's tools in one convenient location for easy access in any work vehicle.

JB's 1/2" diameter vacuum-certified hoses won't collapse and/or permeate. The new Y-FORCE coupler has dual, high-speed connectors for each hose hook-up and is designed for a rapid evacuation. JB valve core tools are rated to 20 microns and open up over 90% of the internal diameter of an

## Scott Crane Joins Malco Products, SBC as Chief Operating Officer



Scott Crane

ANNANDALE, MN. (June 22, 2021) — Malco Products, SBC, announced that Scott Crane has joined the company as Chief Operating Officer.

Crane has more than 30 years of operations, financial and business leadership experience at a variety of organizations, including startups and Fortune 50 companies, both private and public.

Prior to joining Malco, Crane served as the Chief Financial Officer at DeZURIK, Inc., and has held various leadership positions at Edeniq, Koch Industries, Inc., and The Dow Chemical Co.

"We are pleased to bring Scott's leadership and operations expertise to the Malco team," said Rich Benninghoff, President of Malco Products. "His approach to strategy and its execution will be invaluable to the organization as we expand the company's capabilities during this period of growth."

"I look forward to joining the team of employee-owners at Malco," Crane said. "I grew up in a Midwestern manufacturing family, and have spent my career helping U.S.-based manufacturing companies grow and keep their operations moving smoothly and efficiently. I am excited to bring that experience to Malco."

Crane holds a Master's in Business Administration degree in Finance & International Business from the University of Michigan – Ross School of Business, as well as a Bachelor's degree in mechanical engineering from North Dakota State University.





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Thurs., July 8 8:00 am - 12:00 pm  
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Tues., July 13 8:00 am - 12:00 pm  
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Thurs., July 22 8:00 am - 12:00 pm  
Thurs., July 22 8:00 am - 12:00 pm  
Tues., July 27 8:00 am - 12:00 pm  
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# SFACA June Program Meeting

## “Cyber Security Issues and the HVAC Industry”

The SFACA May Program Meeting was held on June 9th at 6 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. The guest speaker was Travis Whitmill, Vice President at Evolve who spoke about Cyber Security Issues and the HVAC Industry.

Travis is a cybersecurity insurance specialist, based out of San Rafael, CA. At Evolve MGA, they

believe that every business in the United States needs Cyber Liability Insurance. The number of data breaches and hacking attacks have skyrocketed in the last five years. This is no longer an “optional” coverage that applies to specific industries, but a crucial element to all business’s risk management strategies.

Next speaker was Sean Gaffney who is a creative

marketing consultant that develops cost-effective marketing plans that increase online sales, whether it’s website design, SEO, or PPC campaigns.

There will be no dinner meeting planned in July. SFACA meetings will resume on Wednesday, August 4th with Inspectors Night, one of our Association’s most popular meetings of the year!



Jonathan Bursevich of Alter Surety Group, Lyle Hoffman of IOA, and Roger Campbell of Art Plumbing, AC, & Electric



Jim Schaefer of JCI-York, Howard Pearl of Pride AC, Gonzalo Azpurua of Refri-Xpertise, and Gregg Goldstein of EM Consulting



Don Glasgow and Sean Gaffney with American Creative, Kelly Dexter, president of SFACA, and Alfredo Andrial of Brown & Brown



(left & 3rd) Julio Martinez and Jose Ninalla of Saez Distributors, (2nd and right) Gregg and Matt D'Attili of Art Plumbing, AC, & Electric



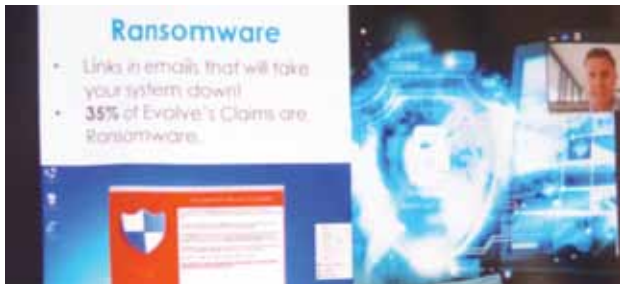
Stacey Miller, SFACA Executive Director, speaks to the members about the upcoming events



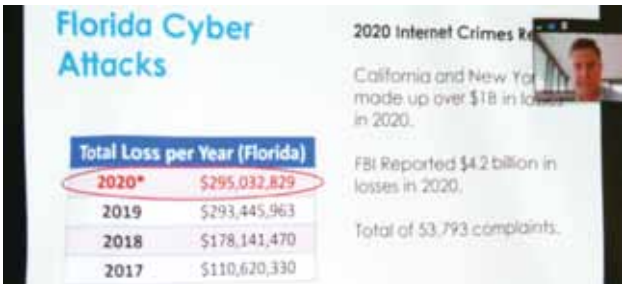
There was a great turnout for the SFACA June monthly meeting



Kelly Dexter, president of SFACA welcomes the members and announced the guest speakers Travis Whitmill and Sean Gaffney



Travis Whitmill, Vice President at Evolve, gave his presentation on Cyber Security Issues and the HVAC Industry live over Zoom



Travis Whitmill shared the number of data breaches and hacking attacks which has skyrocketed in the last five years

## In Loving Memory

### Robert Gene Dello Russo

#### June 29, 1950 - June 4, 2021



Bob Dello Russo

Bob Dello Russo passed away on June 4th at the age of 70. Bob is survived by his wife of 48 years Diane, his children Tracy Collins and Kelly Michalewski; 6 grandchildren, Ava, Brody, Addison, Landon, Logan, and Brooklyn; his brother William Dello Russo, two sisters Rosemary Brogna and Jeanette Dalrymple; as well as many nieces and nephews.

He is preceded in death by his father Edward Dello Russo, mother Lena Dello Russo, brother Edward Dello Russo, Jr., sister-in-law Patricia Dello Russo, and nephew Edward Dello Russo, Jr.

Bob was born June 29, 1950 in Cambridge, Massachusetts to Edward and Lena Dello Russo. He attended East Boston High School before enlisting in the Air Force for 4 years in 1969. He married the love of his life, Diane DelMastro on June 23, 1973 and they had their two daughters.

The family moved to Florida in 1978 and Bob started work as an air conditioning service me-

chanic before deciding to open his own air conditioning company in 1983 in Lake Mary, FL. Del-Air Heating and Air Conditioning became one of the largest companies in the state. He then founded Del-Air plumbing, electric, and appliances companies. His incredible work ethic, determination to succeed, and outgoing personality led to many more successful business endeavors. His passion for golf led him to invest in distressed golf courses in 2002; 6 of them. Recently, teaming up with local government, he offered a 4 year technician training program at Lyman High School to help kids that wanted to learn a trade. He was a mentor to many people. He served on the board of the Seminole and Orange County Sheriffs Department. He was a great momentous figure in the growth and development of Central Florida, but most importantly he was an incredible man to his family who loved him dearly.

His passions in life besides spending time with his family was golfing with his buddies and working in his yard. He loved to spend time with his grandsons riding on his lawn mower and recently bought a fire truck so he could take his grandkids for rides on his property. He taught his family the meaning of generosity and to always think of others. His family and friends will miss him tremendously.

## Hitachi Brings New Primary Product Line To Commercial HVAC Market



MILWAUKEE – (June 14, 2021) – Hitachi introduces a new line of high-efficiency single-zone mini-split systems. Designed to meet the unique needs of small to mid-size properties such as shops, restaurants, and classrooms, the PRIMARY system is an energy-efficient and cost-effective option. Hitachi quality is evident throughout the line. Product features include:

- Brushless DC fan motors provide stable, precise, energy-efficient operation.
- Compact units and long piping runs enable exceptional design and installation flexibility.
- Quiet mode reduces fan speed and frequency of compressor operation for optimal comfort.
- Intelligent defrost control shortens defrost time more than 37% and delays defrost intervals up to six hours for reliable, consistent comfort.
- Refrigerant leak detection protects the compressor from damage and increases safety by automatically shutting down operation if the refrigerant charge amount drops below 30.

Systems perform in low-ambient temperatures down to -13°F(-25°C) (for the 24K model) and down to -4°F(-20°C) in heating mode for all other models. Learn more about the PRIMARY line at <https://www.us.hitachiaircon.com>



# Performance Pointers

by David Richardson



## The Airflow and Thermostatic Expansion Valve Relationship

It's the time of year when hasty technicians rush to diagnose problems in the brutal summer heat. Unfortunately, a common misdiagnosis that repeats itself this time of year is replacing a perfect thermostatic expansion valve (TEV).

It's easy for technicians to miss low airflow affecting the operation of the valve if they are unsure of the symptoms. Let's review how a TEV operates and what occurs when airflow across the indoor coil is low.

### Fundamental TEV Operation

The primary purpose of a TEV in cooling operation is to control the flow of liquid refrigerant into the indoor coil of an HVAC system. So, the TEV should meter refrigerant into the indoor coil at the same rate it boils off. Remember this vital fact when considering the impact of low airflow.

The TEV meters refrigerant by maintaining a certain amount of superheat as refrigerant goes back to the compressor. Superheat is typically in the 8-to-12-degree range for most residential applications, though this value can vary by the equipment manufacturer.

The valve senses three pressures to maintain superheat. They are:

- The pressure exerted by the refrigerant charge in a remote sensing bulb on the diaphragm mounted on top of the valve body.
- The pressure exerted from the refrigerant pressure in the indoor coil.
- The pressure from the spring in the TEV.

As the outlet refrigerant temperature of the indoor coil gets warmer, the temperature in the sensing bulb increases, causing the diaphragm to move down. The valve opens and lets more refrigerant flow through.

The bottom of the diaphragm senses indoor coil refrigerant pressure. As the refrigerant pressure in the indoor coil increases, the diaphragm moves up. The valve closes and allows less refrigerant to flow through the coil. Besides indoor coil pressure, spring pressure also acts on the bottom of the diaphragm.

As these three pressures fluctuate, the valve adjusts to maintain superheat from the indoor coil. Once

fan airflow is correct, this is easy for the valve to achieve. But when fan airflow is low, the valve operation becomes erratic because the refrigerant in the indoor coil boils off too slow.

### Low Airflow and Indoor Coil Heat Load

When airflow drops below an acceptable range across the indoor coil, the heat load on the coil decreases because of lower heat transfer from lower airflow. The refrigerant then boils off at a much slower rate than called for by the system design.

While this takes place, the outlet temperature of the indoor coil drops rapidly. This rapid temperature drop causes the valve to close off because of overfeeding. As a result, refrigerant flow through the coil drops as the valve closes.

The valve underfeeding now starves the coil for refrigerant and causes a rise in coil outlet temperature. The valve responds to the increase in temperature and opens back up, causing more refrigerant to feed into the coil again. As a result, the valve keeps searching for a stable point.

With airflow being low, the refrigerant still cannot boil off fast enough and refrigerant overfeeding repeats. The cycle of valve overfeeding and underfeeding continues until the thermostat satisfies or the airflow improves.

What's unfortunate is every time the valve overfeeds, there is a potential for floodback at the compressor as the valve searches for stability. When the valve underfeeds, it denies the compressor the proper cooling it needs to prevent overheating. The compressor eventually gives out and fails because of repeated, long-term abuse.

### Thermostatic Expansion Valve Hunting

When the operation of a TEV becomes unstable, it's referred to as hunting. When hunting occurs, the valve is trying to find a balance point but can't due to low fan airflow not removing heat from the refrigerant as quickly as the system needs.

Hunting shows up as fluctuations in refrigerant pressure and refrigerant line temperatures. Superheat

will decrease and increase as the valve is searching for a point of stabilization. So, you need to measure both refrigerant pressures and temperatures to uncover this defect in operation.

### Perform a Visual Inspection

If you encounter TEV hunting, the first thing to do is a thorough visual inspection of the system. Next, look at the condition of system components such as the blower wheel, indoor coil, air filter, cabinet insulation, and duct system for any noticeable defects. Your problem might be something as simple as a dirty air filter or blower wheel.

If the system components are clean and in good shape, look closer at the equipment model numbers and fan speed settings. Look for anything that could provide a clue of improper equipment setup or installation and affect fan airflow.

### Check Fan Airflow

If your visual inspection checks out, look at fan airflow. Don't replace the valve yet. The easiest method to check fan airflow is to measure total external static pressure and fan speed, then plot fan airflow using the manufacturer's fan tables. You can determine whether the lack of airflow across the indoor coil hinders the valve's operation. It also can help you diagnose the true cause of erratic TEV operation.

Don't replace a good TEV because of overlooking airflow issues. The conditions a TEV operates under often cause their "misbehavior." So, before you condemn your next TEV, do a quick visual inspection and check airflow. It's a rough day when the newly replaced TEV has the same problem as the original.

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 airflow issues, contact David at davidr@ncihvac.com or call him at 800-633-7058. Our website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com)

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# Tropic Supply Hosts Nu-Calgon Parking Lot Demo Days in June

During the month of June, Tropic Supply hosted the Nu-Calgon Parking Lot Demo Days at most Resource Center locations across the state. Nu-Calgon representatives Carlos Martinez, Jody Long, and Paul Levesque displayed and demonstrated several of their Indoor Air Quality products available at Tropic Supply.

Tropic Supply customers who visited the booth learned 4-steps to better IAQ, the benefits of total system protection, and iWave installation tips and technology. If they purchased Nu-Calgon products during demo day hours they were entered into a daily drawing for a \$50 gift card! They simply showed

their paid invoice to the demo tent to get a raffle card. Nu-Calgon donated \$2.00 per item on nine special products to support SGT. Justin Callahan via Homes for our Troops. 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).



Walter of Suncoast Breeze is a winner of a \$50 gift card at the Tropic Supply West Tampa Resource Center



Carlos Martinez of Nu-Calgon, Steve Lerner of Reliable AC Services, and Heather Anusbigian of Tropic Supply



Javier Guedes of Tropic Supply with Paul Levesque of Nu-Calgon



Carlos Martinez of Nu-Calgon, and Dan Nosistel of Bradley Heating & Air, Todd Poirier of Tropic Supply



Dave Edkins Reliable Air Conditioning with Paul Levesque of Nu-Calgon



Paul Levesque of Nu-Calgon with Jeff of Bluewater Air Services at the St. Petersburg Resource Center location



Carlos Martinez of Nu-Calgon gave a product demonstration at the Tropic Supply Delray Beach Resource Center location



Jody Long of Nu-Calgon gave a product demonstration at the Tropic Supply Orlando Resource Center location



The Tropic Supply Nu-Calgon Parking Lot Demo Day Team at the Delray Beach Resource Center location



The Tropic Supply Nu-Calgon Parking Lot Demo Day Team at the Naples Resource Center location



John Greu of Camilo's Air Conditioning, Carlos Martinez of Nu-Calgon, and Randolph Casanas of REA Air Conditioning



Carlos Martinez of Nu-Calgon, Bernstein Bienaime of Aloha Air Conditioning, and Heather Anusbigian of Tropic Supply



Carlos Martinez of Nu-Calgon, Eric Barnett of Tropic Supply, and Nasir Kahlil of All In One Air Conditioning



Carlos Martinez of Nu-Calgon with Albert Fernandez of AA Advanced Air



Mike and AL of At Last Air Conditioning with Paul Levesque of Nu-Calgon at the St. Petersburg Resource Center location



Paul Levesque of Nu-Calgon gave a product demonstration at the Tropic Supply Naples Resource Center location



Joel Rodriquez, Travis Obsert, Austin Litofsky of Tropic Supply Sunrise, Carlos Martinez of Nu-Calgon, and Chris Messier of Best Air Conditioning



Carlos Martinez of Nu-Calgon with Janarey McDonald and Darl Jakes of All Year Cooling



# ACCA/CF Hosts Ruth King's Profitability Day Workshop at Venue on the Lake in Maitland

ACCA/CF hosted Ruth King's Profitability Day Workshop on June 17th, at Venue On The Lake in Maitland. Profitability Day is a one day of on-site training with an optional three months of follow up on-line training. At the end of the day, contractors should understand how to read their financial state-

ments, 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. Ruth's goal is to inspire you, help you make more money, and achieve the goals you desire! Please follow Ruth King's Contractor Cents column published every month in Today's AC & Refrigeration News!



Paula C. Huband, FRACCA Executive Director with Ruth King, Profitability Master



Ruth King welcomed the attendees and went over the agenda of what will take place on "Profitability Day"



Ruth King discussed "The Three Stages of Profitability"



There was a segment of the workshop where attendees calculated their own current net profit per hour



Ruth's goal is always to inspire you, help you make more money, and achieve the goals you desire!



How to perform your weekly and monthly financial reviews was one of the topics included in the workshop



Ruth provided many resources to improve profitability



Ruth King gave instructions on where to look if your gross margins are not consistent



Profitability Day involves many different positions like estimators, business owners, financial staff, bookkeepers, sales staff, and HR staff



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- Benjamin Franklin



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## HARDI Distributors Report 60.6% Percent Revenue Increase in April

COLUMBUS, Ohio, June 1, 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 60.6% percent during April 2021. The average annual sales growth for the 12 months through April 2021 is 13.7% percent.

“The 60% gain reflects stimulus driven demand being compared against a -19% sales decline after the April 2020 COVID interruptions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The sales growth is nearly 30% versus April 2019 and about 21% if adjusted for inflation. Those

are still exceptional levels of activity, but they are easier to digest than the distorted month-to-month growth.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 41 days at the end of April 2021. “The DSO has been faster than normal since June 2020 due to the aggressive policies to support the economy during the COVID related disruptions,” said Loftus. “The normal rate of DSO would be in the high-90s.”

13.7% average annual sales growth for the twelve months through April 2021 is a record for HARDI distributors. “This achievement is due to the easy prior year comparisons,” said Loftus. “The annual

growth through May 2021 will probably be more than 15% due to the weak results during May 2020. The recent levels of Employment and Industrial production are lower than before the COVID related interruptions. The economy is recovering but not at the speed implied by these sales growth numbers.”

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.

## Nidec Global Appliance Is Investing US\$ 70 Million To Increase Embraco Compressors' Production Capacity

June 2021 - Nidec Global Appliance, holder of the Embraco brand of refrigeration solutions, started its new fiscal year announcing the investment of 70 million dollars to leverage and set up new production lines of best selling refrigeration compressors and condensing units in several parts of the world. The new lines will increase the annual production capacity by more than 10 million units, which will be added to the current capacity of 45 million compressors and condensing units per year. The investment goes to manufacturing plants that produce Embraco solutions in Austria, China, Brazil and Mexico.

“This investment is motivated by a composition of factors, being one of them a consequence

of the Covid-19 pandemic: as people all around the world are spending more time at home, it has become increasingly important to re-evaluate the level of quality and energy efficiency of residential appliances. In parallel, more people at home means more consumption of fresh food, increasing the demand for refrigeration in the food retail sector, such as supermarkets and convenience stores”, explains Nidec Global Appliance’s CEO, Valter Taranzano. Cooling is also a key factor in the health and scientific industries, two sectors that had a demand increase for refrigeration due to Covid-19.

With three business units - one dedicated to solutions for commercial refrigeration equipment, other to compressors and motors for residential ap-

pliances and another to components for HVAC systems - Nidec Global Appliance, a division of Nidec Corporation, has a robust plan to continue expanding its portfolio as well as operations, which currently involves 15,000 employees in 16 manufacturing plants.

“In addition to responding to our customers’ demand, this investment package also puts us ahead of the game to support the transition to natural refrigerants and to variable speed (more energy efficient) compressors, which are two movements that are ongoing in different stages in many parts of the world. And, of course, we need to have the production capacity required to support our future growth plans,” concludes Taranzano.

For all light commercial refrigeration needs,  
**Embraco has a solution in propane (R290)**







# Gemaire Hosts Grand Opening Celebration in Panama City

June 10th, 2021

On June 10th, Gemaire hosted their Grand Opening Celebration at their new Panama City location. The event started at 6:30 am. and concluded at 1:00pm. Breakfast & Lunch was available for all who attended. Mu's BBQ was on site serving a real tasty BBQ plate, nachos, or sliders with pepper slaw or baked beans. Several manufacturers representa-

tives were on site displaying their newest products and giving demonstrations. There were many giveaways too! The Grand prize raffle was sponsored by Rheem. It was a 2020 Honda Ruckus valued at \$4,600.

The Panama City Sales Center is located at 3825 Hwy 390, Suite A, Panama City, FL 32405. Call Tony John, the Sales Center Manager at 850-769-1130 and

his team will assist you. 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.



Tammie Price, Panama City's new Territory Manager and Tony John, the new Sales Center Manager



Gemaire customers stopped at the registration table and for an additional entry into the Grand Prize Drawing!



Mike Winkel of Cain Sales with Bruno Gailunas of Gemaire



Sean Wahl of Pro-Dev Reps answers questions on RGF's indoor air quality products



Craig Brown and Gabriel Thompson of DrainBot giving a break down of their products and ease of installation



Mu's BBQ was on site serving a real tasty BBQ Plate, Nachos, or Sliders, with Pepper Slaw or Baked Beans



The Ecobee booth was showing the newest smart thermostats to some Gemaire customers



Keith Holland of Leone Green & Associates showing products from Fantech and DiversiTech



Mat Cowley of Spectronics with Whit Parker of J. Nichols and Associates



John Galloway of PED displaying the vast line of Uniweld brazing products



There was a real nice turnout for the Gemaire Panama City Grand Opening!



Benjamin Pruitt of Mitsubishi Electric ready to discuss ductless products



John Grindle of Rheem Manufacturing available for any HVAC equipment questions



Don Griscom of EV Dunbar representing Yellow Jacket tools



Grand Prize Raffle sponsored by Rheem, a 2020 Honda Ruckus valued at \$4,600



TJ Miller of Ron McLaughlin & Associates giving EWC product demonstrations



Nathan Adams of The McAllister Group inside the BOSCH product trailer



Brandon Alderman of Broan providing ventillation solutions!





# SFACA 2021 Annual Golf Tournament at Deer Creek Country Club June 3rd, 2021

This year's golf tournament was on Thursday June 3rd at The Deer Creek Country Club in Deerfield Beach. Designed by world-renowned architect Arthur Hills, and recently renovated, the course was in tip top shape.

More than 70 golfers participated in the tournament. RGF Environmental was the Title Sponsor for the SFACA golf event. Registration began at 11AM with tee off at 1pm. Goody bags were presented to each golfer. The weather was warm and sunny.

Beverages were available on the course thanks to SFACA. A delicious lunch was prepared for all the hungry golfers before the tournament. The awards ceremony took place at the clubhouse at the finish of the tournament.



Registration was quick and everyone received a goodie bag!



Golfers getting ready to start the tournament after instructions from the golf pro



The most popular hole was the RGF ladies and their "Best Shot Tent"



Doug Lindstrom, Marcus Williams, Brad Lindstrom, and Craig Sanscrainte for Lindstrom Air Conditioning



John Brescia, Fred Perfetto, Ron Elish, and Steve Scantlebury for Cousins Air Inc.



Natalie Dee, Sean Wahl, Brigido Natera, and Gabriel Vecin of RGF Environmental Group-Pro Dev



Patrick McNiff, Jay Feeley, Rodney Bacher, and Jim Goodman for WSVN



Niel Arteaga, Danny Cormier, Jose Armas, and Jose Hernandez for Refricenter



Brett Frazee, Ed Lawton, Kenny Tyson, and Tom Gieseeking for Enterprise Fleet Management



Albert Barcia, John Avogarda, Ryan Clapp, and Greg Chassey for Carrier Enterprise



Rafael Castillo, Mike Lloyd, David Pearson, and Geoff Solomon for Gemaire Distributors



Kavin Ward, Ryan Friedman, Brian Birchenough, and Stephen Rominger for Carrier Enterprise



Matt Ullrich, Joe Bowden, Greg Allen, and Jay Allen for Advanced Work Vans



Bryan Hendrix, Evan Gilbert, Sean Dasher, and Nick Vosburgh for Fresh-Aire UV



John Marinello, Chris Marinello, Jeff Campen, and Gil Gutierrez for Pyke Mechanical



Paul Mynatt and Carlene Reydel - Finkelstein of Carrier Enterprise



Shon Lees, Steve Myers, John Carter, and Shane Brown for CreditGuard USA



Allen Irvine, Chris Bavaro, Max Podell, and Ramon Delgado for Johnstone Supply Ware Group





Tom Griswold, David Sansone, Alan Richbell, and Mike Bianco for Carrier Enterprise



Zach Fraley, Greg Goldston, Stephen Farinhas, and Mitchell Campbell for GMC Air Conditioning



Kelly Dexter, Mike Dexter, Rick Johnson, and Mark Zarzeczny for Air Quality Environmental



Chuck Stout, Tim Ahlbum, Scott Verrier, and Jarred Elmar for CBIZ



Jeff Foster, Chuck Walsh, Keith Paulson, and Rob Tinley for Fresh-Aire UV



Johnstone Supply Ware Group booth giving away some goodies



The Fresh-Aire UV booth offering some refreshments out on the golf course



A delicious buffet was available before the tournament started



It was great to see everyone again for some golf and networking!



3rd place tournament winners, Brett Frazee, Ed Lawton, and Tom Giesecking for Enterprise Fleet Management (Kenny Tyson absent)



2nd place tournament winners, Kavin Ward, Ryan Friedman, Brian Birchenough, and Stephen Rominger for Carrier Enterprise



1st place tournament winners, Patrick McNiff, Jay Feeley, Rodney Bacher, and Jim Goodman for WSVN

## Daikin One Cloud Services Launches, Bringing HVAC Pros Unsurpassed Service Opportunities



HOUSTON, June 7, 2021 – Using the newly launched Daikin One Cloud Services, Daikin Comfort Pro contractors can grow their business and connect with their customers using a cloud-based tool that allows them to configure, monitor, diagnose and adjust the performance of Daikin systems remotely, potentially eliminating the need to send a truck and technician to a home.

Daikin One Cloud Services – developed by Daikin North America LLC – brings contactless service to a new level. Using it, Daikin Comfort Pros (DCPs) can literally engage with their customers on visualized comfort issues and then take action.

Exclusively available to DCPs, Daikin One Cloud Services is a cloud-based portal for office computers and a mobile web app for smart devices. DCPs who have been given permission by the customer can remotely monitor system data ranging

from temperatures, humidity, and indoor air quality to heating and cooling demand, plus critical and minor errors. Technicians can access not only current, live data but also history back to the day the system was cloud-connected.

“Being able to diagnose and adjust system performance without entering a customer’s home can be a game-changer for DCPs, one that can help build customer confidence and loyalty,” explained Dennis Thoren, Vice President of Controls Engineering. “It allows our DCPs to provide their customers with advanced levels of service and more peace of mind than previously possible. For example, if a customer’s cloud-connected system issues an alert, notifications can alert technicians immediately via the Daikin One Cloud Services phone app.”

Homeowners choose what level of access to give technicians, who can be granted complete 24/7 monitoring and adjustment access, to 24/7 monitoring settings only coupled with limited two-hour access windows. Permissions can be changed at any time. If the homeowner shares complete system access, technicians can not only see and monitor the system, but also make adjustments via thermostat menus, including the installer set-up menu – all without having to go to a customer’s home.

“Certainly, that’s a time and money saver for

DCPs, but homeowners will also see this as a real advantage,” said Marc Bellanger, Director of Marketing and Communications. “It’s contactless service that doesn’t disrupt their lives, while still enabling technicians to keep their system optimally tuned and high-performing.”

Daikin One Cloud Services requires a Daikin One+ Smart thermostat. Homeowners need an active Daikin One Home app on their smart device that’s connected to their system via the Daikin Cloud. The service is compatible with conventional split systems, Daikin Fit, mini- and multi-split systems, VRV and VRV LIFE systems.

For more info visit the new Daikin One Cloud Services website at <https://daikinone.com/cloudservices>.

Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 76,000 employees worldwide and is the world’s number 1 air conditioning company. Daikin North America LLC (Daikin) is a subsidiary of DIL. Daikin and its affiliates manufacture heating and cooling systems for residential, commercial and industrial use and are sold via independent HVAC contractors. Daikin engineering and manufacturing is located at Daikin Texas Technology Park near Houston, TX. For additional information, visit [www.northamerica-daikin.com](http://www.northamerica-daikin.com).



## RectorSeal® Training Programs Now SCORM Conformant Providing Greater Flexibility For Users



Houston, TX, June 22, 2021 – RectorSeal®, Houston, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly-owned subsidiary of CSW Industrials, Inc. has updated training programs that are now SCORM conformant. SCORM is the industry standard for eLearning interoperability.

SCORM (Sharable Content Object Reference Model) is a technical standard that allows a wide variety of LMS (Learning Management Systems) to communicate seamlessly between platforms.

“Flexibility is a core goal of our training programs,” said Delicia Shyu, Marketing and Communications Director at RectorSeal. “Rather than require our distributors and representatives to align with a specific LMS program, our use of SCORM allows seamless connectivity to LMS programs that our customers currently use.” Without SCORM, the process of adapting programs to various LMS platforms is time-consuming and costly.

“To better understand how SCORM works, think of how we used CDs and DVDs in the past. It did not matter what brand of player you had; the CD or DVD worked in various players regardless of brand. The SCORM standard makes sure that eLearning content and LMS platforms can work with each other,” said Shyu.

RectorSeal is incorporating the interactive SCORM training into the extensive catalog of training programs offered. In addition, distributors and representatives can download the SCORM package, allowing them to utilize it with their LMS platforms. For additional information, visit [rectorseal.com/academy](http://rectorseal.com/academy), [rectorseal.com/distributor-and-rep](http://rectorseal.com/distributor-and-rep), and [rectorseal.com/rectorseal-on-demand-training](http://rectorseal.com/rectorseal-on-demand-training).

A full range of digital training programs is available to RectorSeal customers. Participants can choose an unlimited number of free courses available as on-demand, scheduled webinars, Learning Management Systems, Distributor Learning Management Systems, and more. Courses can be scheduled and completed at a pace chosen by the participant.

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## ASHRAE Releases Standard 62.1 User's Manual

ATLANTA (June 21, 2021) – ASHRAE has released the 2019 edition of the Standard 62.1 User's Manual. The latest 62.1 User's Manual focuses on ASHRAE's primary ventilation standard, ANSI/ASHRAE Standard 62.1-2019.

The publication was created to be used alongside ANSI/ASHRAE Standard 62.1-2019 and explains how to apply the criteria set out by the standard, by providing examples, sample calculations, and best practices for professionals concerned with ventilation and indoor air quality in nonresidential buildings.

“The user's manual assists in the design, installation, and operation of buildings in accordance with Standard 62.1-2019,” said Wayne Thomann, chair of Standard 62.1 Project Monitoring Subcommittee. “It is important to remember that Standard 62.1 is written to be code enforceable, and therefore contains only mandatory language, while the user's manual paraphrases and explains the requirements, making it a valuable resource for both the architects and engineers designing the building and those responsible for constructing, operating and maintaining the building. The user's manual facilitates compliance with the per-

formance requirements defined in the standard.”

The user's manual is intended to support building professionals, including architects, engineers, manufacturers, plan examiners, field inspectors, general and specialty contractors, and operation and maintenance personnel. The publication offers crucial supplement for professionals concerned with ventilation and indoor air quality.

During the 2021 ASHRAE Virtual Annual Conference, the ASHRAE Learning Institute's Global Training Center in Dubai will offer a 3-hour course titled, “Indoor Air Quality and ASHRAE Standard 62.1 MENA.” This course will be held on Wednesday, June 30 from 6:00AM to 9:00AM EDT to accommodate participants in Europe, the Middle East, South Asia and Africa and other members across the globe. Access to the course is included with conference registration.

To purchase the Standard 62.1 User's Manual, 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

## YORK Unveils Efficient, Compact Horizontal Discharge Heat Pump With Flexible Installation Options



MILWAUKEE – (June 8, 2021) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has, through its YORK® brand, released

a new residential heat pump that provides the ideal solution for spaces that require a compact design, without sacrificing comfort or efficiency. The YORK® HMM7 horizontal discharge heat pump is designed to provide the comfort and technology of a mid-tier efficiency unit at the cost of a base-tier vertical unit, with flexible installation options and innovative features.

Unlike traditional vertical discharge units, the HMM7 heat pump has a 40% smaller footprint, making it a great system for homes in temperate, high-density regions that require a compact design, such as properties with zero lot lines. They can be placed anywhere a vertical unit can, and often in places vertical units cannot fit, thanks to greater clearance and setback flexibility. All HMM7 heat pumps follow stan-

dard installation procedures with conventional equipment and devices, using simple kits with relay, wiring and bi-flow filters/dryers. The systems are designed to work with YORK® variable speed or standard ECM indoor air handling equipment, providing many system installation options. In addition, no unique installation procedures are required.

YORK® HMM7 heat pumps, which are part of Johnson Controls OpenBlue connected suite of technologies, reach up to 18 SEER and up to 10.5 HSPF, which can result in lower utility bills compared to older units, saving homeowners money. Inverter system and modulating technology smoothly ramp up operation and continuously adjust, avoiding spikes in energy use while helping to increase overall system longevity and reducing energy usage.

“Unlike the standard vertical heat pumps, which discharge air out the top of the unit, these compact systems discharge air and sound horizontally away from the home, offering a litany of benefits to both the contractors and homeowners,” said Bryan Rocky, director of residential technical services, Ducted Systems,

Johnson Controls. “Horizontal discharge systems offer the consumer and homeowner enhanced value and performance in certain applications and installations where space is a premium, yet can be applied in any standard installations as well.”

Another key advantage to the horizontal discharge system is an innovative fan design that creates less vibration and provides quieter operation. Sound output is as low as a typical dishwasher at 54 dBA, which is 36% lower sound levels than standard heat pump units.

YORK® HMM7 heat pumps are available in 2, 3, 4 and 5 ton options to ensure a precise, effective solution for your customers' needs. They come standard with a 10-year Compressor Limited Warranty and a 10-year Parts Limited Warranty with product registration, and extended warranties are available.

For more information on YORK® HMM7 heat pumps, please visit: [www.york.com/residential-equipment/heating-and-cooling/split-system-heat-pumps/hmh7\\_ds/hmh7-18-seer-horizontal-discharge-heat-pump](http://www.york.com/residential-equipment/heating-and-cooling/split-system-heat-pumps/hmh7_ds/hmh7-18-seer-horizontal-discharge-heat-pump)



## NAW and NLC Surpass \$1,000,000 in Donations to Eight Reopening Communities

WASHINGTON, DC –The National Association of Wholesaler-Distributors (NAW) and the National League of Cities (NLC) today announced its partnership supporting reopening communities surpassed \$1,000,000 in donations of critical personal protective equipment and other supplies.

Seventeen wholesaler-distributors across the country donated supplies to eight cities: Albany, Ga., East Point, Ga., Framingham, Mass., Hamden, Conn., Nashua, N.H., New London, Conn., Savannah, Ga., and Union City, Ga.

The NAW-NLC partnership and its 17 participating wholesaler-distributors donated thousands of plastic desktop barriers, face masks and shields, hand sanitizer, wipes, gloves, aprons, vests, and thermometers.

“Wholesaler-distributors continue to step up and lead, from helping Americans get vaccinated to helping communities reopen,” NAW CEO Eric Hoplin said. “We are proud to partner with the National League of Cities and eight cities across the country to donate the supplies they need to open community centers, schools, and pop-up vaccination sites.”

“This pandemic has meant significant changes for cities, towns and villages. As local leaders responded and work to reopen, they welcome partnership and collaboration,” said Clarence Anthony, CEO and executive director of the National League of Cities. “NLC was proud to bring together these civic-minded companies through our work with the National Association of Wholesaler-Distributors with leaders who are committed to keeping their residents safe while reopening and rebuilding their communities.”

## Winsupply Acquires Atlantic Coastal Supply, North Carolina-Based Distributor

DAYTON, Ohio, June 2, 2021 – Winsupply Inc., one of the largest distributors in the nation, has completed the purchase of Atlantic Coastal Supply, a specialty plumbing distributor in Greenville, North Carolina. Atlantic Coastal Supply focuses on commercial and institutional customers including municipalities, schools, hospitals and prisons.

We are very excited that John Meeks, president of Atlantic Coastal Supply, will remain president. John, along with other key employees, plan to make a significant investment in the company. The Winsupply business model is built on creating successful partnerships with local entrepreneurs in which each location has a team co-owners along with Winsupply Inc.

Atlantic Coastal Supply, owned by John Meeks and his sister Lea Meeks-Blinson, was founded in 1992 by their father. “We welcome another great family-built business to Winsupply,” said Monte Salsman, president of Winsupply Acquisition Group. “We are very enthusiastic and honored to have John and Lea join our team. It’s clear why they’ve been so successful. They are great people with a strong commitment to do the right thing for their customers, their employees and their vendors.”

In the Winsupply business model, Winsupply is the majority owner of its companies, reflecting its shared-ownership business model in which local entrepreneurs have autonomy to decide how best to serve their customers, and to share in the financial risks and rewards of ownership.

Winsupply is a leading supplier of residential and commercial construction and industrial supplies and equipment headquartered in Dayton, Ohio. Known as “The Winsupply Family of Companies”, the privately-held company has collective sales of \$4.2 billion among 620 wholesaling locations in 45 states.

## Fujitsu Names New Sales Representative in the Carolinas

Fujitsu General America has selected BRS Sales and Marketing to represent many of its high-efficiency heat pump products in North and South Carolina. BRS Sales’ offices in North and South Carolina now represent Fujitsu’s mini-split heat pumps, as well as the light commercial VRF Airstage J-Series (single phase J-IV and J-IVS) heat pump line.

“Fujitsu is excited to announce our alliance with BRS Sales and Marketing,” said Dennis Stinson, Vice President of Sales. “For over 50 years, BRS has diligently worked in the HVAC industry providing outstanding service to the manufacturers they represent and the distributors they support. We look forward to a long and mutually prosperous partnership for Fujitsu, BRS and our distributors.”

For more information, please visit [www.FujitsuGeneral.com](http://www.FujitsuGeneral.com) or [www.brs-sales.com](http://www.brs-sales.com)

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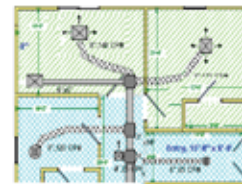
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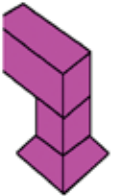
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Tropic Supply	B1
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Venstar Thermostats	B2
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Yellow Jacket	6

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