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& REFRIGERATION NEWS

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Tropic Supply Hosts Parking Lot Demo Days
Featuring 3M Products (see page B5)



AccuAir, Inc. Attends The FEPA Summer 2021
Conference at The Diplomat Resort (see page 18)



RGF Environmental Group Celebrates The
4th of July with a Big BBQ (see page B3)



Air One and Star AC install donated YORK® HVAC
units in homes gifted to U.S. Veterans (see page 6)

Rheem® Announces Intent To Acquire Friedrich Air Conditioning



Jeff Schlichenmeyer
Publisher

ATLANTA – JULY 22, 2021 – Rheem has announced its intent to acquire Friedrich Air Conditioning, a 138-year-old manufacturer of premium air conditioning products, from Monomoy Capital Partners.

Friedrich is a manufacturer of room air conditioning, dehumidification and air purification products for residential and commercial applications. It is a recognized industry leader in high-end air conditioning solutions designed for single-room use in hotels and multi-family buildings.

Founded in 1883, the company is based in San Antonio with manufacturing in Monterrey, Mexico and distribution centers in Texas and New Jersey.

“Friedrich has steadily innovated its residential and commercial offerings and grown its market share,” said Mike Branson, President, Global Air at Rheem. “They will bring a unique air conditioning product portfolio along with specialized products

to the Rheem family of brands. Friedrich’s product offerings, company history and industry expertise make this acquisition a perfect fit for Rheem. Together, we will harness the power of our talented workforce and enhance our ability to deliver reliable and energy-efficient products that our customers and contracting partners expect.”

Upon the close of the acquisition—which is subject to additional regulatory approval—Friedrich will be a standalone business unit within the Rheem Global Air business.

Founded in 1925, Rheem® innovates new ways to deliver precise temperatures while saving energy, water and supporting a more sustainable future. Rheem is America’s #1 water-heating brand with products available in more than 80 countries. Paloma Co., Ltd.® of Nagoya, Japan, acquired the iconic Rheem brand in 1988, and today the company’s portfolio of premium brands include Rheem®, Raypak®, Ruud®, Eemax®, Richmond®, Splendid®, Solahart® and EverHot™ as well as commercial refrigeration brands Russell®, Witt®, ColdZone® and Kramer®, which are part of the Heat Transfer Products Group (HTPG®) division.

Joao Guerra of Ultimate Comfort is Winner of the GREE Top Gun Training Competition

Gerry Wagner, VP of HVAC Technical Training for Tradewinds Climate Systems, Inc. has named the winner of the 2021 GREE Top Gun Training Competition, Joao Guerra of Ultimate Comfort, Inc in Raleigh, NC. Gerry Wagner met up with Joao at the East Coast Metal Distributors location in Raleigh, NC (Joao’s local GREE distributor) 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!

“I was so proud and honored to award the grand prize and trophy to our 2021 GREE Top Gun

Joao received a complete GREE Sapphire mini split, 38 SEER system ... and when Gerry had asked what his plans are for it, Joao responded to Gerry stating he is installing it at his father’s home.

GREE mini splits conducted an 8 week long GREE TOP GUN Training Competition which started on February 28, 2021. Competitors earned points by successfully completing troubleshooting tasks related to the GREE mini split product utilizing 2D and 3D simulations created by Interplay Learning of Austin TX. The competition was open to all independent, licensed HVAC installers and technicians in the United States. First, second and third place prizes were awarded each week with the overall GREE Top Gun Troubleshooter winner receiving a complete GREE Sapphire 12K system.



Gerry Wagner, VP of HVAC Technical Training for Tradewinds Climate Systems, Inc., presents Joao Guerra of Ultimate Comfort with the Grand Prize for being the 2021 GREE Top Gun Troubleshooter

Troubleshooter, Joao Guerra in person,” said Gerry Wagner. Also in attendance was Joao’s wife and daughters, as well as his brother, Esau Guerra, owner of Ultimate Comfort.

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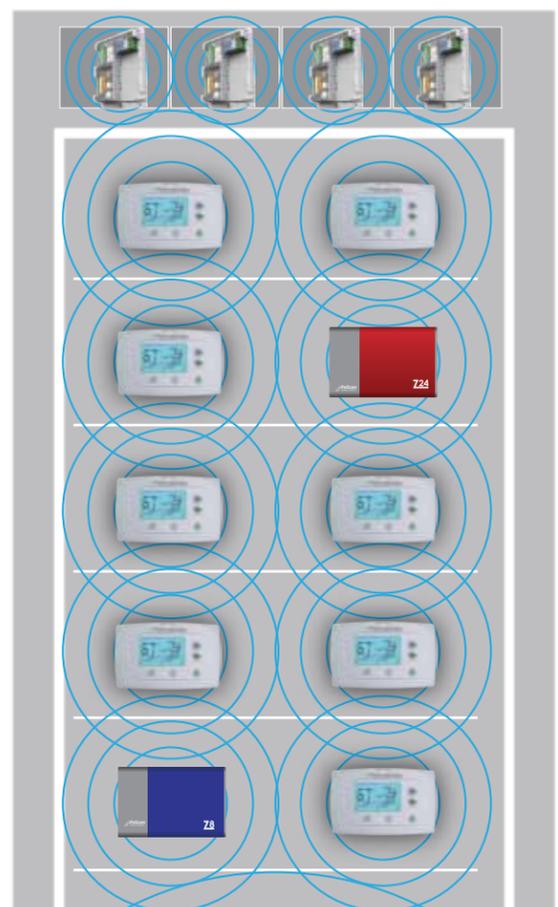
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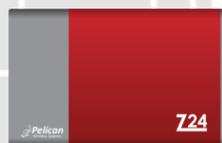
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Don't Make these Stupid Summer Mistakes - #2

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

Last month I exposed three of the seven dumbest mistakes I've seen. Now that they are in the open, I know that you won't make them. Avoiding these seven mistakes will help you be more cash flow positive AND profitable. Here are the remaining four:

4. Technicians don't write everything down (or record everything in their tablets).

Technicians know they are busy and have enough calls each day to stretch into overtime. Many fear that if they do a thorough diagnostic of the homeowner's system and record everything, the homeowner will want everything repaired that day. This might take hours and they feel they are too busy to handle a really long call.

If the technicians don't talk to the customer about everything, they are doing the customer a disservice. If they cannot make all of the repairs, they should be honest with the customer and schedule a return trip with dispatch to make the remaining repairs. Obviously the needed repair will be made that day and there won't be a service charge for the return trip.

If the customer does not approve all of the repairs, the suggested repairs go into a tickler file, either on paper or electronically. The dispatcher contacts the customer when work slows down to schedule the needed repairs. Most of the time the customer is appreciative and schedules the work.

Repair denials happen frequently at the end of the summer season. The customer wants to wait to repair their cooling system next spring. Make sure you put these repairs in your tickler file for next spring.

5. Fixing the symptom rather than the disease.

This is a corollary for #4. If the technician rushes he is likely to discover a problem. However, it may not be the root of the problem. Even though technicians are busy, they should always make the time to do a thorough diagnosis. Otherwise, many more warranty

calls, that the company cannot afford, could occur.

6. Not enrolling maintenance customers.

Many times the technicians won't talk to customers about maintenance when it is busy due to the fear that they will have to perform the maintenance when they could be handling COD calls. Enroll the customers now. Do the maintenance at your convenience in slower times of the year. If the system needs to be cleaned, the cleaning is performed at regular rates less the discount. Or, if you have maintenance techs, the maintenance technician comes back to perform the maintenance.

7. Not billing. Residential contractors have no excuses. All work should be COD.

A sad, real story: A commercial contractor is three months behind in billing because he doesn't have time to bill. A customer gets an invoice for work that was done in 90 days ago. The customer doesn't remember what happened and he thinks, "They waited 90 days to bill me. Payment is not important to them. They can wait 90 days to get paid."

Even though you are busy, you still need to bill within 2 days. Otherwise the pain of heat is forgotten and they may forget how valuable your services are. Avoid these seven mistakes to increase your service productivity and profitability this summer.

Next Topic:Magical Things Happen When You Take a Break - Even When You are Busy

Over Memorial Day I hiked two waterfall trails in the New Hampshire White Mountains. Saturday morning I headed out and returned to the Bed and Breakfast hotel around 5 PM. When I got back I realized that I hadn't thought about business the entire day – a first for me. I guess I was concentrating on getting through all of the roots and rocks during the ascent and decent.

The same thing happened Sunday – no business thoughts.By Monday I had some ideas for clients as well as future books, manuals, etc. that I will be working on this summer. I realized that I was relaxed and really excited about getting back to work.

The break was necessary – I really hadn't had one since the pandemic began. So, how do you take a break when the phone is ringing off the hook, sales are coming in fast, and everyone, including you, is working overtime? You can't justify three days to hike. What can you do to clear your mind?

The idea is similar to what I tell dispatchers – after a bad call or at least every few hours, when it is busy, get up from your desk, walk around the building and clean your head. Then, you must take at least 30 minutes at lunch to get away. You'll come back refreshed. You'll sound better on the phone and feel better.

Then, at night, go home and do something physical. It could be as simple as pulling weeds out of your garden and pretending the weed is the really mean customer who called or that tech who drove you crazy today. Or, take a short walk with your children – getting them out helps too.

From an owner's perspective, go visit a customer who doesn't expect a visit. Owners and managers go to the job site and surprise your teams with ice cream – they won't expect it – they will appreciate it.

Get out of the office. Do something that you normally don't do – for at least a few minutes every day.

The time that you spend away from your business gives your brain something else to focus on. And, for whatever reason, great ideas will pop into your head while you are not focusing on work.

Take 15 to 30 minutes a day thinking about something other than business. You'll have a better business.

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Steve Rush Retires from Watsco after 20 years of Service

Steve Rush, after 20 years of employment with Watsco Inc. in a multitude of senior leadership roles, has recently announced his retirement. Steve began his career with Watsco in 2001, when he relocated from Boston to Omaha, Nebraska, to take over the direction of 3 Watsco owned companies in the Midwest. He remained in that capacity until 2008, when he moved to Deerfield Beach to join Steve Combs' Gemaire management team. In 2009, when Combs moved on to lead Carrier Enterprise, Steve assumed control of Gemaire, as its President and CEO. He continued in that role until 2011, when he was promoted to become Watsco's Chief Operating Officer. From 2011 until his retirement in June of this year, Steve served multiple stints as Watsco's COO, President of Baker Distributing and headed up Carrier Enterprise's Canadian operation.

While in Canada, Steve developed a relationship with Reliance Home Comfort, his largest customer across that country. Over the course of several years, he learned of their interest in expanding into the US, so when it came time for him to retire, it was a natural development for him and Reliance to explore collaborative opportunities. To facilitate this, In June, Steve formed Rush HVAC Solutions and established a contractual relationship with Reliance to function as their merger and acquisition agent for the US. In this capacity, Steve is seeking to engage with quality,

residentially focused retail contractors, introducing them to Reliance and its unique business model and explore the opportunities for these company owners to realize significant financial rewards, while becoming part a very large and growing people-focused operation.

Given the current environment of attractive company acquisition values, coupled with the strong likelihood of significant capital gain tax increases as soon as 2022, there is no better time for successful business owners to explore their options. Steve states that Rush HVAC and Reliance offer them an opportunity to do so, without commitment or obligation. Steve is currently engaged with several quality companies across the country and expects that number to grow considerably as we move through 2021.

If you are or know of a HVAC contractor that has considered the possibility of testing the acquisition waters, you can reach Steve by email at srush@rush-hvacolutions.com. In Steve's words: "I believe we are the best option for an entrepreneur to realize the financial rewards of many years of hard work, while maintaining autonomous control of the company he/she has built. It costs nothing to find out."

Additionally, Rush HVAC is offering attractive referral fees for introductions to prospective sellers if a deal is consummated. More information on that is also available by contacting Steve as above.

Joao Guerra of Ultimate Comfort is Winner of the GREE Top Gun Training Competition

(From cover story)

Gerry Wagner said, "It has been a pleasure getting to know Joao in the time since the competition ended. I have often laid awake at night, concerned for the future of this wonderful trade of ours ... but no more. Joao is the future ... our future. I can tell you I won't lose any more sleep ... our future is in good hands!"

Gerry also stated, "I want to thank the GREE distributor where Joao purchases GREE mini split equipment, East Coast Metal Distributors in Raleigh, NC. Rob Wilson, Jay Weaver, and the entire crew there who hosted the award presentation, and are our valued partners in spreading the gospel of GREE."

Joao Guerra, winner of the competition stated in a interview that he was so happy to win. He had fun and worked consistently to be competitive using the 2D version.

Joao who lives in Garner, NC, did not start out in the air conditioning industry but as an auto mechanic. He decided to try something new and work with his brother who owns Ultimate Comfort Air Conditioning. Joao has been working there for the past eight years and is growing tremendously.

What a great competition! Thanks Gerry for thinking outside of the box and improving the ductless mini-split training experience!



Esau Guerra, owner of Ultimate Comfort., his brother Joao Guerra, winner of the GREE Top Gun Troubleshooter, Joao's wife and daughters, and Gerry Wagner, VP of HVAC Technical Training for Tradewinds Climate Systems, Inc.

A Recent Bill Has Just Been Signed Into Law

This new law prohibits code enforcement officers from initiating investigations of potential violations of codes and ordinances by way of anonymous complaints. The law requires persons who report potential violations of codes and ordinances to provide specified information to the governing body before an investigation occurs, this will include unlicensed contracting. <https://flsenate.gov/Session/Bill/2021/60>

One advantage of membership in PBACCA is the ability to combine our membership into a large contingent of many voices. As a member of PBACCA, this

Bill will not affect you. To protect our members. I will file the complaint on behalf of PBACCA with any information you provide and submit to the Construction Industry Licensing Board (CILB) Mark Worrell and Palm Beach County Certification Division: Director Oscar Alvarez as part of your member benefits.

This new law was filed in Office Secretary of State June 29, 2021. Approved by the Governor, these provisions take effect July 1, 2021 <https://flsenate.gov/Session/Bill/2021/60>

Kind regards, Pam Ripple, PBACCA



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Air One Heating & Cooling And Star Air Conditioning & Heating Install Donated YORK® HVAC Systems In Homes Gifted To U.S. Veterans



ans in Daytona, Fla., and Orlando, Fla.

Air One Heating & Cooling installed equipment donated by YORK Factory Direct in the home of Sergeant Carlos Cruz in Daytona, Fla. Cruz, who joined the military out of San Antonio, Texas in 1997, was injured during his 20-year deployment, causing him to suffer from severe post-traumatic stress disorder (PTSD), herniated discs in his back, left ACL reconstruction, migraines, and chronic pain.

Star Air Conditioning & Heating installed equipment that was also donated by YORK Factory Direct in the home of U.S. Marine Corps Sergeant Jorge Zapata in Orlando, Fla. Zapata, who joined the military out of Parris Island, S.C., was injured during his deployment to Iraq, causing him to suffer multiple injuries, including PTSD and a traumatic brain injury. The injuries of both veterans require specific modifications in their homes in order to live safely and focus on their recoveries.

"We're proud to partner with Johnson Controls and Building Homes for Heroes to give back to a real hero within our local community who has made great sacrifices for our country," said Larry Franklin Sr., owner, Star Air Conditioning & Heating. "We're honored to contribute our services to help Sergeant Jorge Zapata and his family live com-

MILWAUKEE, WI – (July 1, 2021) – Johnson Controls recently partnered with Air One Heating & Cooling, Star Air Conditioning & Heating and YORK Factory Direct to install YORK® heating and cooling systems in two Building Homes for Heroes mortgage-free homes for wounded veter-

fortably in their home."

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

"The customized amenities that Johnson Controls brings to these homes provide not only a foundation for these heroes, but a hopeful path to a bright future with the opportunity to reach dreams they may have never thought imaginable when injured," said Andy Pujol, founder and CEO of Building Homes for Heroes. "We are so grateful to partner with Johnson Controls, Air One Heating & Cooling, Star Air Conditioning & Cooling and YORK® Factory Direct to help these veterans and their families to live in greater comfort."

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

Building Homes for Heroes invites anyone wishing to volunteer or donate to the organization to contact Building Homes for Heroes at info@buildinghomesforheroes.org. To learn more about Building Homes for Heroes www.buildinghomesforheroes.org.

To learn more about Air One Heating & Cooling, please visit www.aironefl.com and follow them on Facebook. To learn more about Star AC & Cooling, please visit www.starairconditioning.com and follow them on Facebook and Twitter.

Ritchie Introduces New YJACK™ Probes

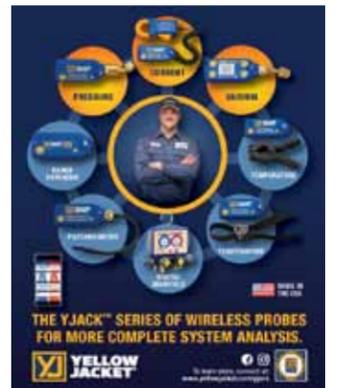


BLOOMINGTON, MN (July 23, 2021) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACK-ET® products, is proud to announce the continued expansion of the YJACK™ platform of wireless probes.

With even more innovative tools and smart app features for complete system diagnostics, technicians can leave their analog gauges and service report paperwork in the truck.

The YJACK PRESS™ Pressure Gauge includes an integrated charging port to easily adjust system charge while continuing to check system pressure. The compact YJACK VAC™ Vacuum Gauge monitors system evacuation on the spot or remotely, allowing technicians to work more efficiently. The YJACK AMP™ Current Probe takes electrical current measurements and analyzes critical system power information. These new YJACK™ probes are sold separately and as part of three new kits.

The new YJACK™ probes are supported by the YJACK VIEW™ App, which allows technicians to easily receive and analyze live data including system pressure, temperature, vacuum, psychrometric system efficiency, leak test and current draw. Enhanced data logging and customizable PDF reports of system measurement and service information, makes the YJACK VIEW™ App a necessary component to managing customer service information. The YJACK VIEW™ App utilizes Bluetooth® technology to provide seamless integration with YJACK™ probes and P51-870 TITAN® Digital Manifolds, or they can operate independently using a smart device. Visit www.yellowjacket.com/yjack for more information.



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HARDI Submits Comments to EPA Opposing Disposable Cylinder Ban and Cylinder Tracking

Today, HARDI submitted comments to the EPA regarding the allocation rule for the first step-down in production and consumption of HFC refrigerants in 2022 and 2023. Part of these comments addressed proposals to ban the use of disposable cylinders for regulated substances and to institute an electronic cylinder tracking system through the supply chain. In May, HARDI polled members following a briefing on the rule and both proposals were opposed 75 percent and 90 percent respectively.

For both proposals, HARDI made the case that EPA exceeded its authority to regulate distribution based on the statutory language included in the American Innovation and Manufacturing Act. HARDI also outlined the potential damage these proposals could cause to the industry, especially if it drives distributors away from carrying service gases.

The allocation rule is extremely important to the phasedown of HFCs over the next 15 years. This rulemaking determines which companies are allowed to produce or import HFCs and how much during 2022 and 2023 and this initial rule will help determine best practices for future decreases from the baseline. HARDI's comments included:

Supported components of the Allocation Rule

- We want a fair and equitable allowance system based on 2011-2019, open to the use of three-year average within that timeline, but adjustments must be made for dumping using figures from Department of Commerce
- A healthy reclaim market will be necessary for a smooth transition, granting reclaim a set-aside will help to ensure there is adequate supplies to maximize reclaim entering the market.
- Support for all refrigerants meeting AHRI 700-2016 purity standard (or any successor standard determined by EPA)
- Ban on disposable cylinders
- EPA estimates of heel charge size left in dis-

posable cylinders is larger than other studies and observations by industry professionals

- Banning disposable cylinders is costly to the supply chain
 - Storage costs of "empty" cylinders takes valuable floor space away from distributors
 - Additional shipments of empty cylinders will be required, the expense of shipping empty cylinders cross country will be expensive
 - Costly changes will displace the market for refrigerant gases, possibly away from HVACR equipment distribution facilities
 - As distributors with training and expertise leave the market they will be replaced by companies without the proper knowledge or ability to ensure their customers are properly trained on new refrigerants
 - No authority to ban cylinders
 - The proposal to ban disposable cylinders goes beyond the authority granted to the EPA by either the AIM Act or the Clean Air Act
 - EPA does have authority on proper disposal of disposable cylinders
 - Better enforcement of evacuation and recycling requirements including improving take back programs will reduce the environmental impact of disposable cylinders
- #### Tracking
- While HARDI agrees certification of legal HFCs is important to the supply chain, EPA is pursuing a misguided attempt to blend certification with tracking and the final rule should be limited to a certification program where end-users can verify their purchase was produced or imported with an allowance.
 - Tracking will lead to many legal hurdles in maintaining confidential business information, nearly every part of the proposed tracking system would include information considered to be a trade secret under the Defend

Trade Secrets Act.

- There is no practical purpose for tracking individual cylinders through the supply chain and with no way to release the information for transparency purposes there is no reason to track the information to begin with.
- Adding a tracking requirement to distributors would create another massive burden on the channel.
- CBI should be protected because it can be used to determine market share
- The AIM Act grants the authority to require disclosure of information for monitoring and reporting, however these requirements are limited to "each person who, within the applicable reporting period, produces, imports, exports, destroys, transforms, uses as a process agent, or reclaims a regulated substance"

Future Rules

- This rulemaking should focus exclusively on the allocation and allowance system, any examination of industry practices and methods for increasing compliance, decreasing venting, and prohibiting illegal imports needs to be done in a separate rule that looks the holistic evaluation of the HVACR industry, especially on recovery to increase reclaim.
- The lack of information on proposals to increase recovery, protect reclaim markets, or enforcement of venting regulations through new contractor certifications makes it impossible to adequately understand why EPA is pursuing cylinder tracking or ban on disposable cylinders

This is the first of many rulemakings that will be pursued by EPA as it works to enact the AIM Act and create the framework used to phasedown the use of HFCs by 2036.

Article provided by Alex Ayers, HARDI Director, Government Affairs.



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Trade Talk:

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



3 Ways to Develop Mental Toughness Right Now

Knowing how to deal with stress is a competitive advantage. One thing every contractor quickly discovers is that building a business is an emotional roller-coaster ride. That ability to ride the ups and downs is one of the few things you actually control in building your company. It can also be your greatest competitive advantage, as the faster you're able to bounce back from a setback, the faster you'll be able to move forward. You develop mental toughness and resilience just like you develop a physical muscle, by applying stress so it becomes stronger. The good news is that every day of building a company offers plenty of opportunity to train and get better. Even if you weren't born an effervescent optimist, you can train yourself to bounce back quicker and stronger. Here's how:

Hit fast forward to acceptance.

When you're focused on a certain outcome — landing a major client that will validate you in the market and generate much-needed revenues — it's painful when it doesn't happen. Wishing for a different outcome, however, creates resistance that only slows you down and keeps you from taking positive action. You don't have to like what happened, just accept that it did.

Reframe the situation.

Still, when things aren't going your way, it's normal to be discouraged and wish it weren't so hard. This is where mental toughness — the ability to persevere in the face of adversity — comes in. Contractors who perform well under pressure learn to put a different spin on challenging situations. They see obstacles and think: "Here's a chance to prove myself."

Shift to solution mode.

As humans, we're wired to focus on problems. But, as a retired air conditioning contractor told me,

if our largest client cancels "and I run around the office with my hair on fire screaming at everybody because we just lost our most profitable client and we're going to be negative for the next quarter, what kind of message does that send to the team?"

To be successful as a contractor, you have to override the natural tendency to focus on the problem and train yourself to quickly shift your focus to how to solve it. If you control your emotions, stay calm and step back and assess the true reality of the situation and start developing some possible solutions to it then you're going to be able to make good decisions in a chaotic environment.

The One Quality Most People Want From A Leader "Stepping back" is a piece of advice you can take literally. It gets you out of your head and makes the shift to solution mode more concrete. In fact, you can adopt "The 10-step rule" from golfer Tiger Woods' playbook. When he misses a shot, he allows himself to feel bad about it for the time it takes to walk 10 steps. After 10 paces, he shuts the door mentally on the negative thoughts and focuses on moving forward. It may sound easier said than done — 10 paces isn't all that long to rebound from most problems — but the idea is to avoid dwelling on your setbacks without thinking about how to move on.

Now that you're in solution mode, ask yourself: "What's one thing I can do now?" After losing three big clients in three days, a young contractor sent 30 handwritten letters to his existing clients, updating them on his company and thanking them for their business. He didn't lose another client for a year.

What are you going to do to get mentally tough?
 Until next time,

Tommy Castellano

In Memoriam: William "Bill" Preston Smyth 1933 - 2021



William "Bill" Preston Smyth

William Preston "Bill" Smyth, born on July 29, 1933 in Winchester, Kentucky passed away peacefully on July 8, 2021. Bill was predeceased by his parents, Arnold and Ethel Smyth and 3 sisters, Brenda Arnold, Rose Lee Anderson and Mary Ellen Enfield. Bill is survived by his wife, Tonita; children Tammy (Ralph Kaylor), Steven (Lisa) and Karen (Brett Lang); grandchildren Bryce Kaylor,

Jensen and Preston Lang, Alyssa Hillman (Chris), and Krystin, Karly and Donovan Smyth; and 2 great grandchildren.

In 1956, while Bill was in the U.S. Air Force he was stationed at Palm Beach Air Force Base (Morrison Field) in West Palm Beach. Here he met his wife Tonita, who was attending Palm Beach High School. They married in 1957 and he served in Alabama, Illinois, California, Mississippi, Alaska and Iceland. He transferred to Aircraft Control and Warning Radar in 1964 where he finished his military career responsible for training, supervising, purchasing, maintenance and monitoring over 11 US radar systems.

After serving 21 years he retired in 1973 as a Master Sergeant and returned to West Palm Beach with his family. He entered the air conditioning industry working for Joe LaPlant (LaPlant Air Conditioning), where after a couple of years started a new and very successful company with a coworker. In 1987 he established Smyth Air Conditioning. Today, in its 34th year, the company is still family owned and operated by his three children and many longtime dedicated employees. He was especially proud that his children joined the company, and equally proud that through the years he helped as many as 10 of his employees start their own businesses. During his time in the Air Conditioning industry Bill helped form and build the Palm Beach chapter of Air Conditioning Contractors Association, serving as President in 1990. Bill shared his life with Tonita for over 63 years. He was a successful gardener, enjoyed boating, golfing and cars. He will be forever loved, missed, and remembered by family and friends!

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Message from FRACCA President Rick Sims



Code officials and stakeholders are in the process of reviewing the various national and international code changes that will be up for consideration for modification of Florida's next building code (2023 Florida Building Code 8th edition). We are pouring over changes in 2021 International Code and 2020 National Electric Code among others. Each of the changes will be considered for adoption in Florida. The process seems very straightforward. Compare changes to existing code language (changes are coded in the margins so we are alerted to where the changes occur).

But what about codes that just disappear? They were in the last version, but although you may not

have noticed; they are simply missing from the new version. These are very easy to miss. There is no coding in the margins alerting you that something has removed; it's just gone!

Many of us missed a big one that just disappeared between FBC2014 and FBC2017. The 2014 version of FBC Building contained a requirement under Chapter 30 Elevators and Conveying systems requiring vents at the top of the elevator shaft for ventilation of smoke during a fire. This requirement disappeared in FBC2017. The provision is neither required under the subsequent FBC2020 version.

FBCB2014 3004.1 Hoistway Venting, required that Hoistways of elevators and dumbwaiters pen-

etrating more than three stories shall be provided with a means for venting smoke and hot gases to the outer air in case of fire (there were a few exceptions). Most of us were used to this since we have been installing these elevator shaft louvers ever since elevators have been in buildings. FBCB2014 3004.2 specified the location (top of shaft), 3004.3 specified the size of the vents and offered the following exception to permanently opened vents: "The total required vent area shall not be required to be permanently open where all the vent openings automatically open upon detection of smoke in the elevator lobbies or hoistway".

These requirements had existed for decades.

Climate zones in Florida are not a good place to have large openings in an elevator shaft and so most of us took advantage of the exception and kept the ventilation damper closed unless triggered by a building alarm. For decades we connected these circuits to fire alarm systems to assure that the dampers were closed unless the building was in alarm mode. These systems required periodic inspection and maintenance.

It is just gone! The entire requirement for the vents disappeared in FBC2017 and did not return in FBC2020. The requirement has been completely removed. So, we know exactly what to do with this in new construction; we simply don't install hoistway ventilation openings at all.

But what about existing elevator vents? They are no longer required by FBC2020 but most existing buildings were approved under previous codes and are required to be maintained consistently with their approvals. Can we just seal them off?

Because this is a life safety issue and changing a life safety system is a serious matter; I recommend that you get written approval from the Fire Code Official before sealing off an existing elevator shaft vent permanently. We can all agree that it is not required since FBC2017 and the current code has no such mandate. If your fire code official does not realize that this change has occurred, do not be too surprised; it's easy to miss things that just disappear from the code!

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,022,513 units in May 2021, up 31.5 percent from 777,815 units shipped in May 2020. U.S. shipments of air conditioners increased 22.9 percent, to 642,306 units, up from 522,624 units shipped in May 2020. U.S. shipments of air-source heat pumps increased 49 percent, to 380,207 units, up from 255,191 units shipped in May 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 26.5 percent, to 4,255,043 units, up from 3,362,822 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 23.4 percent, to 2,593,551 units, up from 2,101,664 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 31.7 percent, to 1,661,492, up from 1,261,158 units shipped during the same period in 2020.

Systemair Mfg. Inc. IV-Smart EC High Induction Jet Fan Is Now Available with Modbus Communication

(LENEXA, KANSAS, July 7, 2021) The new IV Smart EC – Modbus Jet Fan from Systemair implements the latest digital communication capabilities into the most compact jet fan on the market. Built-in Modbus communication and an available BACnet accessory allow for seamless communication with any Building Management System (BMS). The Modbus communication enables specific control of each zone to improve CO removal while conserving energy. By controlling only what you need, when you need it, safety and energy savings can go hand in hand.

Digital communication is the control method for

modern automation systems. While analog control systems enable basic control and monitoring, digital control systems are built for premium automation systems—the future. The IV Smart EC – Modbus fan, now designed for the next generation of parking garage ventilation, enables designers to implement a Dilution Ventilation Strategy while monitoring key aspects of the jet fan performance.

Additional features of the IV Smart EC – Modbus include:

- BACnet communication is available when paired with the Protonode Gateway Accessory (Item # 498173)
- Electronically commutated (EC) motor with integrated motor protection



- Large external electrical box with WAGO quick-connect terminals for easy electrical connection and service access
- Galvanized steel casing
- UL listed (cULus 705)
- AMCA licensed for Jet Fan Sound & Air (AMCA 250 & 300)

“The capabilities and flexibility are what make the IV Smart EC – Modbus Jet Fan so appealing. We have taken the lowest profile induction jet fan on the market and modernized the control capabilities for our car park clients. Just a further testimony of Systemair’s commitment to you and our industry,” said Blake Hughey, Project Engineer for Systemair.

Systemair is a leading ventilation company with operations in 54 countries in Europe, North America, South America, the Middle East, Asia, Australia and Africa. The Company had sales of SEK 8.5 billion in the 2020/21 financial year and employs approximately 6,400 people. Systemair has reported an operating profit every year since 1974, when the company was founded. Over the past 10 years, the Company’s growth rate has averaged about 10 percent. Systemair helps to improve the indoor climate with the help of energy-efficient and sustainable products that reduce carbon dioxide emissions.

Systemair has well-established operations in growth markets. The Group’s products are marketed under the Systemair, Frico, Fantech and Menerga brands. The Group comprises about 90 companies.

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Johnson Controls Invests \$15 Million in HVAC Testing Lab

MILWAUKEE — (July 20, 2021) — Johnson Controls, the global leader for smart, healthy and sustainable buildings, has significantly upgraded the testing lab facilities at its residential HVAC manufacturing plant in Wichita, Kan. The nearly \$15 million investment includes the addition of seven test chambers, automated testing and model shop equipment, and a new building, which adds 2,000 more square footage, bringing the plant's total testing facilities to 100,000 square feet total.

Every product that the Wichita factory designs and manufactures undergoes multiple rigorous tests at the lab to ensure it operates safely and efficiently across a wide range of conditions for years to come. While Johnson Controls voluntarily performs highly accelerated life testing (HALT), which subjects equipment to extreme environmental conditions that replicate five years in the field, there is other testing that the government requires for all residential HVAC systems to ensure product safety, efficiency and environmental sustainability. The additional space and new advanced technology make it possible for the lab team to better accommodate product development and testing for the vast number of systems that Johnson Controls produces for its YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands — many of which are part of Johnson Controls OpenBlue connected suite of technologies.

The following lab updates optimize the testing process to help ensure product reliability and performance:

- Seven 20 x 60-foot test chambers join nine existing cells used in the design and development phase to test, rate and qualify heating and cooling products for agency approval. These test chambers control temperatures within two-tenths of a degree for all rating points. This level of control provides confidence when rating equipment for SEER and EER. The additional cells will accommodate more equipment, which will help systems become available more quickly.
- A new automated heating lab and test stands allow technicians to setup and pre-program test stations. Compared to older, manual methods, automated testing of heating equipment, such as gas furnaces, is more efficient and precise to confirm reliability.
- Advanced model shop equipment, which includes a new water jet, bender and press machine, allow model makers to precisely cut and form sheet metal to make prototype parts more quickly and efficiently. This will accelerate prototype testing and refinement so products can enter production faster.
- A spacious transit table building with rain capabilities give technicians greater control during transit and rain tests. The new area offers better mounting, which makes installing systems for testing easier, while the enclosure improves precision during rain tests and accommodates a new high-pressured pump for recently required wind-driven rain testing for extreme conditions — which also reinforces Johnson Controls commitment to quality.

“When visitors tour the lab, they are simply overwhelmed by the extensive steps that we take to ensure each and every system developed in the labs are tested to ensure performance and reliability,” said Doug Dorrough, director of lab operations, Johnson Controls. “The greater efficiency and unprecedented quality we can now achieve with this major investment will bring our premier products to market sooner and provide homeowners with enduring comfort and peace of mind.”

The upgrades coincide with new efficiency standards, including the 2023 Department of Energy (DOE) efficiency standards and environmental sustainability requirements, including the Environmental Protection Agency's (EPA) low-global warming potential (GWP) refrigerant transition that will be required of all HVAC equipment manufactured by January 1, 2025. The expanded lab will better accommodate product development and testing schedules to ensure that each product meets or exceeds all requirements, as well as the high-quality standards Johnson Controls holds for its equipment.

Johnson Controls will continue to invest in and expand the testing facilities in Wichita, Kan. over the next several years with new equipment and additional facilities to accommodate new product development and testing.



Emerson Marks 100 Years of Air Conditioning and Refrigeration Innovation Through Its Copeland™ Technology

ST. LOUIS June 7, 2021 – Emerson (NYSE: EMR) is celebrating this year as the 100th anniversary of its Copeland™ brand, a name that has become synonymous with leadership in the design and manufacture of energy efficient, reliable compressors to power air conditioning and refrigeration systems that are enhancing and protecting environments where people live and work. It's a milestone that Emerson will recognize over the next 12 months as the company continues to innovate advanced Copeland products to solve critical industry challenges.

Reinforcing its commitment to continue Copeland innovation and intense focus on solving critical customer problems, Emerson completed a multimillion-dollar expansion of its Copeland engineering facility in Sidney, Ohio. This investment created 110,000 square feet of new engineering lab space for product research, development and testing of the next generation of compressors, electronics and other critical technologies for the global heating, ventilation, air conditioning and refrigeration (HVACR) industry. Much of the work in the Sidney labs focuses on innovative compressor technologies that enable more environmentally responsible refrigerants with lower global warming potential (GWP) to meet and exceed efficiency standards and regulations while empowering success in customer designs.

"The Copeland brand has a proud legacy and even brighter future," said Jamie Froedge, executive president of Emerson's Commercial & Residential Solutions business. "Air conditioning and refrigeration technologies are increasingly crucial and necessary foundations of daily life around the world. Through our Copeland brand and our inventive approach, Emerson is using our stewardship position and deep history in this space to drive innovation for a more sustainable world."

The Copeland brand traces its history to inventor Edmund Copeland, who founded a company in Detroit, Mich., in 1921 to transform the refrigeration industry with his unique inventions. When the business faced challenges during the Great Depression, its assets were sold and the operations were relocated to Sidney, Ohio in 1937. In Sidney, four of the company's enterprising young engineers envisioned the future of possibilities and purchased the business and its compressor patent.

When Emerson acquired Copeland in 1986, it continued to honor the spirit of enterprise and inventiveness embodied by the brand's early founder and champions.

Emerson made significant investments in the development of a new scroll compressor product Copeland was working on at the time of the acquisition and, in 1987, introduced the first scroll compressor sold under the Copeland brand. The success of the product helped revolutionize the air conditioning and refrigeration industries worldwide with highly efficient, reliable performance, leading to the introduction of a family of Copeland scroll compressors for applications ranging from residential and light commercial air conditioning to refrigeration systems for the food and healthcare industries and marine containers.

Emerson remains committed to the continuous innovation of the Copeland portfolio of products and

related technologies, driving sustainable solutions that improve efficiency, reduce emissions and conserve resources. In addition to Copeland scroll compressors, Emerson designs, manufactures and markets a full range of Copeland semi-hermetic and hermetic reciprocating compressors, as well as condensing units, for commercial refrigeration applications. Many Copeland products are also equipped with smart features to provide advanced monitoring and protection, diagnostics, power consumption measurements and communications capabilities.

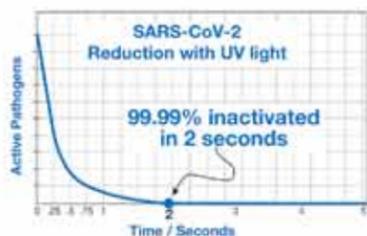
From research and development, design and engineering, to advanced testing and manufacturing at innovation centers and plant locations across the globe, the Copeland brand is positioned to continue its path of inventiveness, meeting the unique needs of each regional market.

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AccuAir, Inc. Attends The FEFPA Summer 2021 Conference

Diplomat Beach Resort - Hollywood - July 12-15

The FEFPA Summer Conference 2021 was held at the Diplomat Beach Resort in Hollywood Florida on July 12th-15th. Throughout the conference the panelists were engaged in discussions which challenged traditional thinking in public education. There were sessions on legal issues, new trends, project delivery, technical aspects of facilities planning and more.

The AccuAir team is both knowledgeable and experienced, with their sales professionals being qualified engineers and their service department personnel being EPA certified and well-versed in HVAC installation.

The Florida Educational Facilities Planners Association (FEFPA) was started in the early 1960's as a cooperative effort between a small group of

school districts' facilities planners and the Department of Education, Office of Educational Facilities (OEF). When the community colleges came into being, those planners began to participate and recently, along with university planners, practicing architects, engineers, product manufacturers, and vendors have been encouraged to participate and become members and associate members.



Registration was fast and easy at the FEFPA Summer Conference at the Diplomat Resort on Hollywood Beach



Frank Santini of Pure Air Control and Jeff Stokes of Energy Systems spoke on "What You Don't Know about Keeping Your Buildings Air Quality Safe"



Leon Essex of Manufacturers' Marketing with Penny Anderson, Frank Suranyi, and Luis Rinzivillo of AccuAir Inc.



Luis Rinzivillo of AccuAir Inc., David Parker of Lake County Schools, Frank Suranyi of AccuAir Inc.



The two newest additions to the Bard equipment lineup are the Q-TEC DX AC/HP and the Chilled Water AC



(left) Frank Suranyi and (right) Luis Rinzivillo of AccuAir Inc. with Mohammed Rasheduzzaman of Broward County Schools



The Exhibit Hall opened during the delicious lunch prepared by the Diplomat Hotel



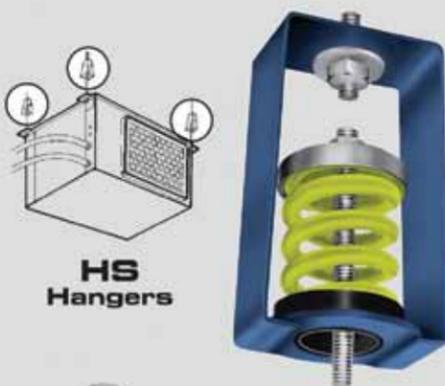
James Steel of Bard, Luis Rinzivillo of AccuAir, Vaughan Smith of Bard, Frank Suranyi and Penny Anderson of AccuAir, Leon Essex of Bard



Penny Anderson of AccuAir Inc. with Edward Hoffman of Hoffmann Architects

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HARDI Distributors Report 33.5% Percent Revenue Increase in May

COLUMBUS, Ohio, July 8, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 33.5% percent during May 2021. The average annual sales growth for the 12 months through May 2021 is 17.6% percent.

“The 33.5% gain reflects stimulus driven demand being compared against a sales decline of -10.2% after the May 2020 COVID interruptions,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The sales growth is nearly 20% versus May 2019 and about 11% if we adjust that for inflation. This is the end of the unusually weak shutdown related sales comps.”

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 40 days at the end of May 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 for May is 46 to 47 days.”

17.6% average annual sales growth for the twelve months through May 2021 is a record for HARDI distributors. “This unusually large gain is primarily due to being compared to the unusually low level of sales during the prior year when lockdowns interfered with sales activities,” said Loftus. “The economy continues to benefit from the stimulus dollars dispersed to vaccinate us against an extended recession, but this is likely the peak annual sales rate.”

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.

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Saying Goodbye To R-410A - Are You Ready?



The HFC Phasedown means that refrigerants including R-410A will be phased down beginning January 1, 2022.

The phasedown schedule calls for a reduction in the production and importation of HFCs as follows;

January 2, 2022 by 10%, January 1, 2024 by 40%, January 1, 2029 by 70%, January 1, 2034 by 80%, and January 1, 2035 by 85%.

Replacing HFCs will be Low GWP refrigerants, many of which are classified by ASHRAE as A2L (slightly flammable), and A3 (highly flammable). New equipment manufactured to operate with Low GWP Refrigerants will require the HVACR workforce to utilize different tools and adhere to additional SAFETY STANDARDS when installing or changing out

older systems and repairing existing systems in the field. When transitioning to new refrigerants, the industry has a long-standing tradition of providing comprehensive safety training to all industry stakeholders. This upcoming transition is no exception.

Every HVACR manufacturer, wholesaler, school, instructor, and contractor exposes themselves to potential liability when proper safety practices are not taught, mandated, and implemented. If an untrained technician is injured as a result of improperly using Low GWP Refrigerants, those involved in their training, or the sale of the refrigerant and/or equipment, are opening themselves up to the possibility of being enjoined in a lawsuit. Proper training consists of more than just offering a course, lecture, or certificate of attendance, it must also include a signed safety certification.

Low GWP Refrigerant Training Program - To help you properly prepare others to safely work with

and transport Low GWP Refrigerants, ESCO Institute has developed a comprehensive training program. This program includes a training manual or elearning course, instructor PowerPoint, and a closed-book certification exam. The program can be offered as a formal course, online course, or self-study program, depending on your needs. Registered proctors can login to the proctor resource center, where they can review a digital copy of the Low GWP Training Manual.

At a recent webinar hosted by AHRI, Jason Obrzut, of the AHRI safe transition task force, and author of Low GWP Refrigerant Safety, provided an overview of the important aspects associated with servicing systems that operate with Low GWP Refrigerants (A2Ls). When you are ready to begin offering Low GWP Refrigerant Training, contact the ESCO Institute customer service team at (800) 726-9696, to learn about the options for face-to-face training, online learning, and your various testing options.

Entrepreneurial Seizure

By Ron Collier PhD

Michael Gerber, author of E-Myth Revisited, describes the entrepreneurial seizure perfectly in his Inc. article from 2016: It's when a person excels in a particular area of expertise and thinks, therefore, that he or she could run a successful business that does not work.

From my experience as a business consultant to the HVAC and Plumbing industry for over 36 years, I think Michael Gerber got it exactly right when it comes to small business. Most companies are started by employees who want to become their own boss and control their own destiny. They get fed up with the “boss” and want a new one—themselves. They leave because they want to make more money, have more time to spend with their families, and a quicker retirement. Right!! Wrong!! Most HVAC and Plumbing businesses never achieve these goals because of the “seizure”.

When you work for someone else, the company controls a lot of your destiny. You are the employee, and they are the employer. You have only to be worried about the job they have paid you to do and can go home at night and relax. You do not have to worry about running the business because you are not the owner. When you leave a company and start your own business, you then must wear, as Michael Gerber states, three hats.

The first hat is the one of the technician who does all the work. As a technician now owning a business, you must sell, service and repair all the equipment. You work 12 hours per day and are working in the business. You have little time for family and can bare-

ly pay the bills. You work, but your business value gains little.

The second hat is the one of the manager. The manager must answer the phone, book the appointments, order parts and equipment, handle warranty, maintain inventory, bill customers, and pay bills. How can you do all of that and work as a technician 12 hours per day???

The third hat is the one for the entrepreneur. When you started your own company, you became an entrepreneur, a business owner. As an owner, you must solicit sales, network in the community, go to community functions, advertise, and market, join local organizations, etc. How can you do all of that and work as a technician 12 hours per day?

The problem for most HVAC and Plumbing companies and owners is you cannot wear all three hats at the same time. Lack of profitability and lack of growth of a company is caused by not being able to handle all three jobs that are necessary in any business. You cannot be all things to your company, so if you do not change, your future is not as bright as it should be.

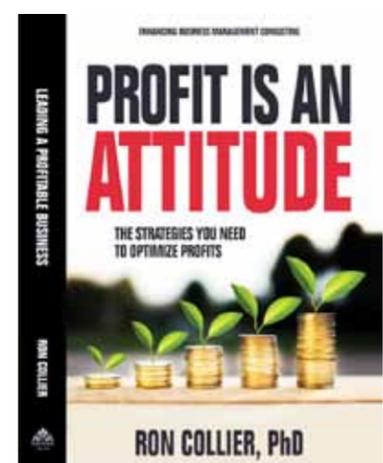
If you genuinely want a profitable business that will be worth something down the road, get rid of your manager's hat asap and hire someone to answer the phone and take care of all office functions. Have them dispatch you and handle all customers. You can be the technician and let them handle the accounting and customers.

Next, hire a technician to relieve you of the hours in the field. You cannot grow your business, you cannot become the entrepreneur you want to be, by being

a technician all day. Hire someone to help you service and install so you can network and grow your business.

Look for ways to learn how to operate a business. You can service and sell, but do you have the business knowledge to price correctly, control costs, create a budget, hire personnel, and manage a company. Look for organizations and distributors who invest in providing you business training to help you become profitable. Profit is an attitude that you must adopt to be successful, but just be sure you are wearing only one hat.

I am proud to announce my first and newest book for HVAC and Plumbing contractors: Profit is An Attitude: The Strategies You Need to Optimize Profits. This new, 280 page book will be available on my website and Amazon on July 1, 2021.





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Daikin Teams with Gold Medalist, NBC and The Weather Channel for Major Summer Campaign

National effort led by Mary Lou Retton and localized Daikin Air Quality Index alerts highlight marketing initiative



Mary Lou Retton

HOUSTON, July 23, 2021 – Like a 400-meter relay squad, a major marketing initiative from Daikin North America LLC (Daikin), a subsidiary of Daikin Industries, Ltd. (DIL), the world's #1 manufacturer of heating and cooling products, is sprinting out of the blocks this summer. Anchoring this marketing initiative from Daikin is a nationally

televised ad campaign featuring a legendary gold medalist spokesperson. Plus, Daikin has teamed with The Weather Channel, providing exclusive Daikin Air Quality Index alerts broadcast throughout the country.

Carrying the baton for Daikin's extensive media campaign is one of the most celebrated athletes ever – gymnast Mary Lou Retton, winner of five medals during the 1984 summer games. Retton will help relay Daikin's new brand message, "Perfecting the Air We Share," during integrated broadcast and digital content created by Comcast-NBC for the summer games.

Driving home the brand message is a new television ad campaign, covering both the U.S. and Canada, for "Perfecting the Air We Share." The :30- and :15-second television ads will air on several networks, including NBC, CNN, Fox, ESPN, USA, Discovery, Lifetime, History, TNT, FX, Canada's CTV and others which started mid-July.

"Introducing Daikin to a broader audience, starting during the summer games in Japan and beyond, is a tremendous opportunity for the company, our distribution chain and our contractors," said Taka Inoue, Executive Vice President and Chief Sales and Marketing Officer. "We realize that now is the right time to invest as more contractors are searching for ways to differentiate themselves and consumers are searching for high efficiency, connected systems and indoor air quality improvements. Daikin's leadership in technology and product development has recently provided Daikin contractors with products such as Daikin Fit,

Daikin One ecosystem and accompanying Daikin One+ smart thermostats, providing Daikin contractors opportunities to revolutionize the future of residential HVAC systems in North America."

On The Weather Channel, Daikin's new brand message ties seamlessly to the network's new Daikin Air Quality Index segment, featured nationally every Monday morning and extended

into specific air quality forecasts for 33 markets throughout each day. The exclusive, new segments will run through March 2022.

"The awareness of how incredibly important air quality truly is to our overall health has dramatically increased over the past year," said Marc Bellanger, Director of Marketing and Communications for Daikin. "As a leader in providing state-of-the-art HVAC and indoor air quality (IAQ) solutions, such as our Daikin One ecosystem line of IAQ products, we want to help educate and inform everyone as to what their actual, local community outdoor air quality is, and how Daikin can help monitor and control the quality of air inside their homes where it is most important."

All the campaign elements, televised and digital, feature co-branding opportunities and customer lead generation components for Daikin's independent HVAC contractor network. For example, The Weather Channel's Daikin Air Quality Index tailored to local markets and Mary Lou Retton's NBC summer games segments will be co-branded by local Daikin contractors.

"The message behind 'Perfecting the Air We Share' is that we are all connected, and through technological innovations and a commitment to sustainability, Daikin realizes a better tomorrow begins with better air," explained Bellanger. "As the official air conditioning of summer, Daikin is thrilled to work with gold medalist legend Mary Lou Retton, NBC, The Weather Channel, and our independent distribution and contractor network to help North American consumers better understand why Daikin is one of the world's leading indoor comfort solutions providers."

NAVAC Hires Luis Ochoa as Eastern Regional Sales Manager

Veteran sales executive joins company's efforts to expand customer base and ensure exemplary tools training.



Luis Ochoa

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units, and other industry-specific items, has hired Luis Ochoa as Regional Sales Manager of the newly created Eastern Region. In this position,

Mr. Ochoa will spearhead sales efforts and play a key role in expanding the company's North American customer base. He also will manage relationships with NAVAC's distribution channels and oversee the company's broad representative network to ensure proper tools use and training.

Mr. Ochoa will primarily be responsible for achieving sales and training goals in the Eastern Regions of the US and Canada.

Mr. Ochoa brings more than 25 years of sales and service management experience to his position with NAVAC. Most recently, he spent two years as General Manager for United Products Distributors. Before that, he served as Senior Regional Sales Manager for LG Electronics.

"Luis brings a track record of sales achievement in a variety of HVAC sectors, well equipping him to expand traction for our broad portfolio of HVAC tools," said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. "His experience will assist in keeping our sales and tools training efforts at the highest possible levels even as we grow and evolve."

Mr. Ochoa graduated from the HVAC/R Technology Program at Pitt Community College in Winterville, NC. He resides in Huntingtown, MD.



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T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474	Tues., Aug. 3	9:00 am - 11:00 am
T-20 Sunrise Resource Center - 1001 Sawgrass Corporate Parkway, Sunrise, FL 33323	Tues., Aug. 3	2:00 pm - 4:00 pm
T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162	Wed., Aug. 4	9:00 am - 11:00 am
T-03 South Miami Resource Center - 10776A SW 190th Street, Miami, FL 33157	Wed., Aug. 4	2:00 pm - 4:00 pm
T-07 Mid Miami Resource Center - 3770 NW 21st Street, Miami, FL 33142	Thurs., Aug. 5	9:00 am - 11:00 am
T-09 Delray Beach Resource Center - 1203 Poinsettia Drive, Delray Beach, FL 33444	Thurs., Aug. 5	2:00 pm - 4:00 pm
T-05 West Palm Beach Resource Center - 1880 Old Okeechobee Road, West Palm Beach, FL 33409	Fri., Aug. 6	9:00 am - 11:00 am
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912	Tues., Aug. 10	9:00 am - 11:00 am
T-21 Tallahassee Resource Center - 111-2 Hamilton Park Drive, Tallahassee, FL 32304	Tues., Aug. 10	9:00 am - 11:00 am
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104	Tues., Aug. 10	2:00 pm - 4:00 pm
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909	Tues., Aug. 17	9:00 am - 11:00 am
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216	Tues., Aug. 17	9:00 am - 11:00 am
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954	Tues., Aug. 17	2:00 pm - 4:00 pm
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114	Tues., Aug. 17	2:00 pm - 4:00 pm
T-06 Fort Pierce Resource Center - 903 South Market Ave., Fort Pierce, FL 34982	Tues., Aug. 24	9:00 am - 11:00 am
T-17 Orlando Resource Center - 4528 36th Street, Orlando, FL 32811	Tues., Aug. 24	2:00 pm - 4:00 pm
T-14 Sarasota Resource Center - 7533 Claxstrauss Drive, Sarasota, FL 34240	Tues., Aug. 31	9:00 am - 11:00 am
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619	Tues., Aug. 31	9:00 am - 11:00 am
T-16 West Tampa Resource Center - 7735 Anderson Road, Tampa, FL 33634	Tues., Aug. 31	2:00 pm - 4:00 pm
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773	Tues., Aug. 31	2:00 pm - 4:00 pm

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Samsung SmartThings Introduces SmartThings Energy: A New Way To Reduce Energy Bills And Increase Sustainability.

The new, first-of-its-kind solution gives consumers another reason to invest in IoT, and empowers existing users to make smarter, greener decisions with real-time data that monitors energy usage patterns and lowers energy bills

Samsung SmartThings, the premier technology enabling connected living, has announced the release of SmartThings Energy, a new service within its app that allows consumers to take control of their energy consumption with monitoring, target-setting, and notifications of their Samsung appliances and Samsung HVAC systems. By improving consumers' household energy IQ, SmartThings Energy has the power to reduce monthly energy bills and contribute to a lower carbon footprint.

Energy efficiency has become one of the most sought after smart home features. SmartThings Energy, which supports Samsung home appliances and Samsung HVAC systems, delivers on this need by offering users a real-time view of actual energy consumption data, analysis and cost estimates, allowing homeowners to monitor their usage and control costs. SmartThings Energy is the latest addition to the family of SmartThings services, joining SmartThings Cooking and SmartThings Clothing Care, which debuted earlier this year.

"People are spending more time at home and using their appliances more frequently, driving a need for larger capacity and better energy efficiency," said Chanwoo Park, Vice President and Head of IoT Business group at Samsung Electronics. "Our consumers want to be part of building a better, more eco-friendly tomorrow, and we are proud to help them achieve that vision by offering a more energy-efficient smart home experience."

For years, Samsung has offered ENERGY STAR certified appliances and HVAC systems that are efficient and provide energy-saving benefits. Earlier this year, Samsung was presented with the rare ENERGY STAR Corporate Commitment Award for its longstanding commitment to demonstrating leadership and partnership with ENERGY STAR.

Now, SmartThings Energy is taking those ef-

forts a step further by empowering consumers to view and control their energy usage and take actions that generate economic and environmental savings. SmartThings Energy is unique because it offers the most comprehensive real-time energy consumption data on the market and addresses challenges related to major energy consuming appliances like air conditioners and home appliances, head-on.

Through the new SmartThings Energy service, users can easily switch between viewing all their devices together and viewing individual device consumption and cost estimates. In addition to the customizable homepage, users can:

- Monitor the energy usage of home appliances. Users can check their electricity and water usage from a single device or aggregated usage from multiple compatible devices. They can also view their consumption data in comparison to target goals and see how much energy they are using compared to the previous month.

- Discover consumption data. User-friendly charts allow users to understand how much energy each of their devices is consuming. In addition, users will receive energy saving tips based on the devices that are connected. For example, do not overpack your fridge because air needs to circulate for efficient cooling.

- Save energy through notifications that alert users when they are using too much energy at a given time. For instance, the interface sends alerts when a device is left on while users are away from the home and when they are using more energy than their monthly target.

"We hope to build a suite of new advanced features to generate more savings for SmartThings users," said Park. "By combining the analytical features of SmartThings Energy with Samsung energy-efficient products, we are changing the game for

consumers and empowering them to make smarter decisions about their energy consumption."

SmartThings Energy is the latest innovation that represents the company's commitment to a more sustainable future. Earlier this year, Samsung announced an expansion of its Galaxy Upcycling Program with Galaxy Upcycling at Home, which enabled consumers to repurpose Galaxy smartphones into smart home devices.

Samsung Electronics strives to incorporate environmental sustainability into everything it does, with products thoughtfully designed to minimize environmental impact during their entire lifecycle. Through tangible solutions like power-efficient semiconductor chips, sustainable packaging, energy-saving technology, and the ability to upcycle old devices, the company is empowering consumers to conserve resources and reduce their environmental footprint.

SmartThings is the premier technology enabling connected living and driving the future of IoT. The company is committed to bringing smart functionality and capabilities everywhere consumers want to be, while enhancing the user experience. Launched in 2012, SmartThings is headquartered in Mountain View, CA and is a founding board member of Connectivity Standards Alliance, an organization of hundreds of companies creating, maintaining, and delivering open, global standards for the IoT. For more information, please visit www.smarthings.com.

Samsung performs in the HVAC industry globally with business operations in 48 countries. Samsung HVAC is growing the Samsung residential and commercial air conditioning business in North America by building, training, and supporting a network of specifying representatives, distributors, and installers. For more information about Samsung HVAC visit www.samsunghvac.com.

RGF Environmental Group Celebrates The 4th of July with a Festive American BBQ!



RGF employees were dressed in red, white, and blue to celebrate Independence Day!



The Festive American BBQ featured hot dogs, hamburgers, and ribs with all the fixings



RGF production technicians had even more to celebrate, they each received a new 5% raise!

RGF Environmental Group employees enjoyed a fun filled Fourth of July Celebration at their Riviera Beach Main Office and Manufacturing Facility. The Festive American BBQ which was catered by 5 Star Hospitality, consisted of hot dogs, hamburgers, and ribs with all the fixings, refreshments, and fireworks too!

RGF values their employees and appreciates their hard work and dedication! RGF believes in rewarding personnel, as well as investing in specialized training for their employees, so they can enhance their skills and broaden their career options.

Their hardworking craft production technicians had even more to celebrate this 4th of July when

they received their paychecks with a new 5% raise to help cover inflation!

RGF had a great Independence Day Celebration and remembered the sacrifices that so many Americans have made, and continue to do, in order to keep each of us safe and free. A very nice 4th of July celebration indeed!



Manny Korley grilled his famous ribs right on site



A special shout out to 5 Star Hospitality Catering for the delicious spread



Everyone reflected on the freedom that they experience each day!

Performance Pointers

by David Richardson



How Return Duct Leaks Can Lead to High Indoor Humidity

A friend of mine recently asked me for ideas why the humidity was so high in a church they attend. He said it is common to have 70°F with 72% relative humidity (RH) inside the building. After some questioning, I found out the building has a 12.5-ton package unit with an economizer and return ducts in the crawl-space.

I told my friend to check the fan setting on the thermostat. I also had him see if there were any openings in the return ducts, and if the economizer louvers were open. My friend's next question is the reason for this article. He asked me, "Why do those things make a difference?" That's a valid question and one you may have asked as well.

Let's look at what happens when return air comes from damp places. The answer may lead you to solutions where you struggle to keep humidity under control.

The Path of Least Resistance

One principle that can help you understand what happens when humid air enters return ducts through unintended leaks is to remember that air takes the path of least resistance.

It's easier for air to pull through a large duct leak (or multiple small leaks) near the air-handling equipment than from a return grille. Ideally, the same air that goes into a return grille, should also enter the fan inlet. There should not be another return air source unless it's intentional.

Let's say you have a four-ton cooling system with a fan moving 1600 cubic feet per minute (cfm) of air. You should also have 1600 cfm of conditioned air moving through the return grilles in a leak-free return duct system.

However, if the return ducts leak, air will follow the path of least resistance. This means the air will bypass the return grilles and instead pull through any duct leaks. The return air is now a mixture of living space air and moist air from leaks. Unfortunately, the closer the leaks are to the air handling equipment, the

greater the amount of moist air added.

The "Fan-On" Setting

Another issue that compounds return duct leakage is when the thermostat fan setting is in the "on" position. Many of your customers set their thermostats this way to better filter air moving through the HVAC system.

The fan on setting has been an area of controversy for decades. Since the air handling fan runs non-stop, any moisture left on the coil and drain pan dumps back into the airstream when the compressor is off. When you throw in return duct leaks, additional humid air enters the system.

What About the Economizer?

Another component that complicates my friend's humidity issues is the economizer. Economizers are required by code on most systems and are essential for ventilation in systems exceeding five tons.

Think about this: an economizer is a controlled return duct leak. It is also the closest opening to the fan inlet. Because of this, an economizer will pull more air than any leakage site and can add to a humidity problem.

Airflow through the economizer can be partially controlled with the economizer controller setting. However, many economizer louvers don't seal 100% airtight, so they are a prime location for humid air to enter the air handling system. Louver upgrades can provide better seals and reduce leakage.

Latent Capacity Suffers

Some newer HVAC equipment have limited moisture or latent removal capacity. Approximately 85% of the equipment's total cooling goes to lowering the space temperature. That leaves 15% of the equipment's capacity to remove humidity from the air.

It doesn't take long to overwhelm a system when you mix damp crawlspace air and 90°F outside air with a 72°F dew point. So, you're left with a system

that runs non-stop and leaves a building cold and clammy. Unless you deal with the extra moisture load at its source, equipment performance will continue to suffer.

Next Steps

If you're dealing with high humidity issues, start your investigation with the fan setting on the thermostat. Changing the fan switch position from on to auto may cause your problem to disappear. You can also inspect the return duct system. Look for something simple like a disconnected return duct or multiple holes in the duct system.

Often you will need additional testing beyond what we cover in this article. One is to perform a building pressure test with a micromanometer. It's a quick test that tells you a lot about the duct system. Turn the fan to its highest operating speed and watch what happens to pressure inside the living space. A positive pressure reading could reveal return duct leakage.

Sometimes the results are inconclusive, and you need information that only additional diagnostic testing provides. Some options to consider are measuring delivered airflow with a quality balancing hood or checking building infiltration with a blower door. Charge an additional fee for performance testing like this – don't do it for free. Specialized test equipment and skills deserve a premium fee.

David Richardson serves the HVAC industry as a curriculum developer and trainer for the 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 learning more about airside testing, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

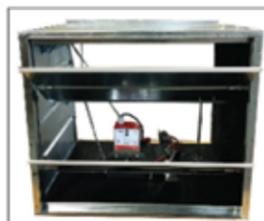
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Tropic Supply Hosts 3M Parking Lot Demo Days in July

During the month of July, Tropic Supply hosted the 3M Parking Lot Demo Days at most Resource Center locations across the state. BTU Reps Bailey James Schommer and Sam Dornbusch displayed and demonstrated their 3M product line of HVAC duct

tapes, aluminum foil tapes, and electrical tapes. The BTU Reps also discussed proper tape usage based on different applications.

The July Monthly Promotion was: Buy any 3M product during demo day hours and stop by the demo

table with your receipt for a FREE 3M and Tropic Supply t-shirt and tape sample.

For future events please visit your local Tropic Supply Resource Center or visit the events calendar at www.tropicsupply.com/eventscalendar.



Todd Johnson of Atlas Air Conditioning with Sam Dornbush of BTU Reps, LLC



The Tropic Supply 3M Parking Lot Demo Day Team at the Ft Lauderdale North Resource Center location



Michael Dinolfo of Tod's Air Conditioning with Sam Dornbush of BTU Reps, LLC



Joseph Lomanto of Alpine Air Conditioning with Bailey-James Schommer of BTU Reps LLC



Robert Mayhew of Tropic Supply, Jason Knorr of JK Services, Sam Dornbush of BTU Reps, LLC



Mike Mendoza of Mullins Air Conditioning with Bailey-James Schommer of BTU Reps LLC



The Tropic Supply 3M Parking Lot Demo Day Team at the West Palm Beach Resource Center location



Tim Murphy of Tropic Supply, Jorge Molina of DEEM, Bailey-James Schommer of BTU Reps LLC



Tom and Devon Donahue of Major Tom's Air Repair, Todd Poirier and Robert Mayhew of Tropic Supply, Sam Dornbush of BTU Reps, LLC



The Tropic Supply 3M Parking Lot Demo Day Team at the Sunrise Resource Center location



The Tropic Supply 3M Parking Lot Demo Day Team at the Delray Beach Resource Center location



Teddy Lewis of East Coast Services, Bailey-James Schommer of BTU Reps LLC, Joe Homan of Tropic Supply

Senate Tax Chairman Takes Aim at Small Business Tax Deduction in new Tax Increase Legislation

Today, Senator Ron Wyden (D-OR), Chairman of the tax writing Senate Finance Committee, introduced a bill to roll back the 20 percent tax deduction for all pass-through businesses, also known as Section 199A. This tax deduction was created as part of the Tax Cuts and Jobs Act to help bring tax rates closer to parity between C-corps and pass-through entities like LLCs, partnerships, and S-corps. With the 20% deduction a small business would pay a top marginal tax rate of 29.6 percent instead of the personal income tax rate of 37 percent.

Under Chairman Wyden's proposed legislation, the deduction would phaseout for anyone making over \$400,000 including business income. This would remove the deduction for millions of small businesses and make them less competitive with C-

corps currently paying 21%. This bill is Congressional Democrats first major move away from the Biden Administration's tax proposals, which includes raising the corporate rate to 28%.

Any change to the Section 199A tax deduction is concerning to small businesses and HARDI has been participating with other trade associations in a coalition to protect this valuable provision. Congressional Democrats are looking for sources of revenue to help them offset up to \$3.5 trillion in new spending planned for a future reconciliation bill to pay for a plethora of future spending on social programs and government investments in "human infrastructure."

Article provided by Alex Ayers, HARDI Director, Government Affairs.



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ASHRAE Wraps Up Successful 2021 Virtual Annual Conference

ATLANTA (July 1, 2021) – ASHRAE hosted its 2021 Virtual Annual Conference June 28-30, which saw 970 virtual global registrants, exploring topics related to critical environments, building operation and maintenance, and plant and animal environments.

The conference featured over 100 live and on-demand sessions with updates from Society leaders and virtual networking events. Top sessions included Fundamentals of Climate Change (Seminar 1), Keynote: The COVID-19 Pandemic and Built Environment: Update on ASHRAE's Response and the Meeting of the Members. Other highly attended sessions included topics on IAQ, energy efficiency and ASHRAE standards.

"The 2021 ASHRAE Virtual Annual Conference brought our community of industry professionals together for a full slate of highly relevant and valuable content," said 2021-22 ASHRAE President Mick Schwedler P.E., Fellow ASHRAE, LEED AP. "The conference provided an opportunity to learn, share, and explore new ways to translate research and knowledge into built environment solutions that impact everyone.

We are truly fortunate to be a part of this strong community that supports each other to accomplish great things. It is the power of this community that will propel us to future successes."

Day one included a final State of the Society and farewell address from 2020-21 ASHRAE President Charles E. Gullledge III, P.E., as well as a Secretary's Report from ASHRAE Executive Vice President and Society Secretary Jeff Littleton.

"Plans for the January 2022 ASHRAE Winter Conference and AHR Expo in Las Vegas are well underway and if you have any doubts about whether the industry is ready to reconvene in January, let me share some facts with you," said Littleton. "Fully 90% of the 498,000 net sq ft of AHR Expo exhibit space available in Las Vegas is already sold. That's 1,200 exhibiting companies already under contract. We may have had to cancel the show and the face-to-face Winter Conference this past January, but we are headed back to Las Vegas with a vengeance. Put it on your calendar today – Jan.

29th to Feb. 2nd. We'll see you in Las Vegas."

In response to the COVID-19 pandemic, ASHRAE's Epidemic Task Force (ETF) presented an update on their global headlining work to share guidance on minimizing the airborne transmission of SARS-CoV-2. The keynote titled "The COVID-19 Pandemic and Built Environment: Update on ASHRAE's Response," included a brief history and status of the ETF, as well as a higher-level discussion on non-HVAC issues such as vaccines, data, transmission routes and reopening.

ASHRAE's Task Force on Building Decarbonization also gave an update on their progress during the conference. The task force was formed to develop technical resources and provide guidance in mitigating the negative impact of buildings on the environment and to the inhabitants of our planet.

Retiring board members were honored for their service and a virtual installation ceremony was held for the 2021-22 Board of Directors and officers.

On the final day of the conference, President Schwedler gave his address on the Society theme for the coming year, "Personal Growth. Global Impact. Feed the Roots."

"We each are involved in ASHRAE for different reasons and volunteer in our chosen ways," said Schwedler. "We do it because we grow – professionally and personally – and help others do the same. We do it because that global impact serves the world's, as well as our personal, future generations. All this occurs because we are true to our deep, widespread and strong technical roots, grassroots and personal roots."

His presidential address manuscript, presentation and video can be found at ashrae.org/president.

Industry and Society accomplishments of selected ASHRAE members, as well as scholarship donors, were recognized during honors and awards segments.

All technical sessions are now available on-demand to registrants for the next 18 months. Registration for the 2021 ASHRAE Virtual Annual Conference remains open for both individuals and groups at ashrae.org/2021annual.

LG Pledges Transition To 100% Renewable Energy By 2050

SEOUL, July 21, 2021 — LG Electronics Inc. made public its commitment to transition completely to renewable energy by 2050 as a key component of its sustainability strategy. The announcement in the just released LG Electronics Sustainability Report comes on top of its earlier commitment to carbon neutrality through the Zero Carbon 2030 initiative in which LG has pledged to reduce carbon emissions in the production stage to 50 percent of 2017 standards by 2030.

The transformation will be implemented region by region starting in North America where every office and manufacturing site will be powered by renewable energy within the year. LG manufacturing facilities outside of Korea are on target to convert 50 percent of their electricity needs to renewable energy in the next four years.

Achieving this objective globally will require a diverse strategy, including installing high-efficiency LG solar panels on its buildings, utilizing power purchase agreements that allow companies to purchase electricity directly from suppliers, utilizing Renewable Energy Credit (REC) certificates and participating in the Green Premium program in Korea, LG's home market to purchase clean energy directly from the Korea Electric Power Corporation (KEPCO).

Currently LG is installing solar modules with a capacity of 3.2 MW on a manufacturing site in Noida, India, generating electricity to power LG's administrative office as well. This project will be expanded as a part of the Clean Development Mechanism (CDM), allowing LG to secure carbon reduction certificates from the United Nations Framework Convention on Climate Change (UNFCCC).*

"Our commitment to creating a better life for all can best be actualized by LG transition to renewable energy and achieving carbon neutrality," said Park Pyung-gu, senior vice president at LG Electronics Safety & Environment Division. "In today's world, innovation doesn't just happen in the lab, they must also happen in our factories and plants. Today's manufacturers have a once-in-a-lifetime opportunity to give the next generation a world worth inheriting and at LG, we take this responsibility very seriously."




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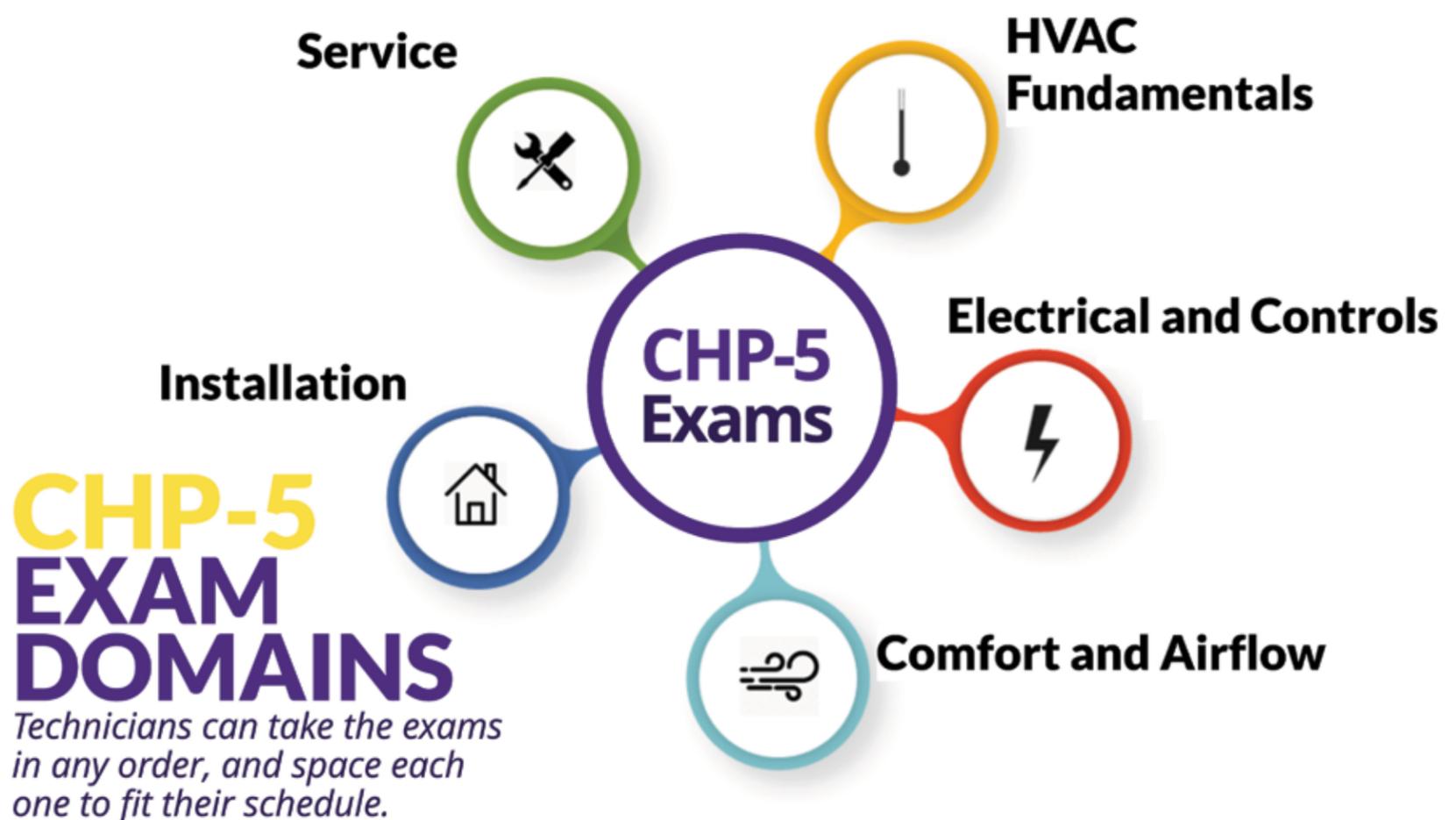
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www.NATEX.org

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NAVAC Promotes Andrew Greaves to Director of Education & Customer Experience



Andrew Greaves

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units, and other industry-specific items, has promoted Andrew Greaves to Director of Education & Customer Experience. In his new position, he will oversee NAVAC's tools and services education curriculum, which is conducted both online and in-person. He also will elicit and report customer input pertaining to product development and channel services.

Mr. Greaves' first major project in his new role is developing NAVAC's education offerings on Blue-Volt, a platform that allows tools manufacturers, distributors and contractors to connect with a network of channel partners, providing access to the latest sales-centric product knowledge.

Previously Mr. Greaves, who joined NAVAC in 2019, served as the company's Northern Regional Sales Manager. In that role, he helped develop and nurture relationships with distribution channels in his territory while managing the company's broad representative network.

A former Marine, Mr. Greaves is a KY Master Licensed HVAC Mechanic with extensive experience in the HVAC service industry. Prior to joining NAVAC, he worked as a factory-trained service mechanic at Johnson Controls, where he conducted maintenance on a wide spectrum of equipment ranging from VRF systems to centrifugal chillers.

While employed as an HVAC technician, Mr. Greaves also operated his own YouTube Channel, AK HVAC, which provides insight into the HVAC trade and advice for young people interested in joining the field. With insightful content and a high production value, the channel has an impressive 44,200 subscribers with over 2.95 million views.

"As NAVAC continues to broaden its solutions portfolio as well as its market share here in North America, it's important for our supplier and contractor education to be both exemplary and consistent," said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. "Andrew's deep product knowledge, marketing savvy and dedication to passing his expertise on to future leaders all make him exceptionally suited for his new role."

Mr. Greaves studied HVAC at Bluegrass Community & Technical College. He resides in Versailles, KY.




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Mitsubishi Electric Trane HVAC US Launches New Website

SUWANEE, Ga. – July 14, 2021 – To kick off the hottest months of the year, Mitsubishi Electric Trane HVAC US (METUS) launches its new website: MitsubishiComfort.com. The website serves as a hub for both homeowners and professionals to review information from METUS, a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems.

A combination of the company's homeowner and professional websites, MitsubishiComfort.com is a comprehensive resource with a refreshed user experience. The site highlights the ability of METUS systems to heat and cool any home, any building, anywhere.

On the website, homeowners can learn about the benefits of Mitsubishi Electric heat-pump technology through articles, videos and case studies. They can also use the website to find available rebates, financing information or request a consultation with a Mitsubishi Electric Diamond Contractor® or Ductless Pro qualified provider. Diamond Contractor and Ductless Pro qualified providers are independent professionals who have completed METUS training and have a high level of experience with METUS systems.

The new site also boasts considerable content expansion in the product and application sections for

ease of use, streamlined navigation, and to provide meaningful education for users. Professionals can use the website to locate a distributor, register systems, access tools, sign up for training sessions and find the manufacturer-level support they need to make each project a success. The site includes custom portals for contractors, distributors and METUS employees.

The company's history of innovation as a leader in VRF technology is displayed through articles on energy efficiency and sustainability — initiatives at the forefront of METUS product development. MitsubishiComfort.com also features a robust lead generation solution to connect homeowners and building owners with preferred local contractors while simultaneously sharing those leads with contractors.

"From the beginning of this project, we knew we wanted to build a website to offer homeowners and professionals an easy way to access a deep amount of information about our systems and all the services we offer," said Suzanne Rigdon, director of digital marketing at Mitsubishi Electric Trane HVAC US. "We're confident we've met our goals with this new site and can't wait for our customers to get their hands on it."

To experience the new website, visit MitsubishiComfort.com.



Air Angels Recipient Joan Moore

Joan Moore has been a customer of Tropic Aire for over 40 years. It was this local Air conditioning Contractor that nominated her for the Air Angels Program. Tropic Aire originally installed the First Air Conditioning the the Moore Family ever owned. Joan's son shared the memory of the initial years without Air Conditioning as the team replaced the unit on Friday June 25, 2021. Joan is an 80+-year old Widow with minimal social security as her only income. Her husband was an 83 year old retired carpenter who died recently performing handy man work to supplement their income.

Jim Jones with Tropic Aire recognized the hard work the Morre family had put into their home over



the years. Having grown to know them personally he knew that the need for Air Conditioning was vital during these summer months. Air Angels mission is to provide to those who find themselves in these positions. It was with great pleasure that the Association took on the project and received donations.

Dan Griffin with Weather Engineers secured the Bryant unit through a donation from CE Florida.

Robbie Sallette with R&R Electric donated their services. Ricky Weeks with The City of Jacksonville Mechanical Department donated the Permit at no cost. The Tropic Aire Team donated their efforts to the install of the system with Team Members Michael Crawford and Dustyn Hardwick.



Florida Department of Business and Professional Regulation
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2. File a complaint, including descriptions and photos.
3. Your information is immediately sent to DBPR.

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

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

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

NADCA to Host In-Person Fall Technical Conference



MT. LAUREL, NEW JERSEY [July 13, 2021] — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — today announces that its highly anticipated Fall Technical Conference will take place September 16-18 at the Hilton Charlotte University Place in Charlotte, North Carolina.

NADCA's Fall Technical Conference is an annual event that is extremely popular with air duct cleaning technicians throughout every stage of their careers. It features hands-on training in every aspect of HVAC system cleaning. Plus, technicians seeking Air Systems Cleaning Specialist (ASCS) or Certified Ventilation Inspector (CVI) certifications will have the opportunity to participate in the pre-conference training course on Thursday, September 16, and exams for both certifications will be offered on Saturday, September 18. The event will offer a robust educational program, with industry expert-led sessions featuring topics like tackling exposed and exterior ductwork, upselling to grow sales, reading blueprints, commercial estimating, the impact of filtration in HVAC systems, indoor air quality, and more. Technicians also have access to advanced training tracks about cleaning variable air volume (VAV) boxes, fan coils, and the hidden hazards of duct cleaning, as well as highly technical tracks with hands-on training stations for real-world technical experience. The conference also provides attendees with the opportunity to gain continuing education credits necessary for certification renewals.

"We're so excited to return to an in-person format for our Fall Technical Conference. Like so many other organizations, the unknowns and safety concerns of the COVID-19 pandemic forced us to move to a virtual format for our 2020 event," said Jodi Araujo, CEM, NADCA's Chief Executive Officer. "We really had no sense for the appetite of our members to attend a virtual conference, but clearly the desire was there, as we saw almost 200 attendees at the event and the post-meeting networking happy hour."

"Despite a highly successful virtual event in 2020, our Fall Technical Conference is always a not-to-be-missed in-person event for air duct cleaning technicians, providing extremely valuable hands-on training and education, as well as the opportunity to take the coursework and exams for our ASCS and CVI certifications," Araujo continued. NADCA's 2021 Fall Technical Conference is scheduled for September 16-18. Due to continuing COVID-19 restrictions, registration is limited, and onsite registration will not be available. To register or learn more about the event, including a detailed program agenda, visit <https://nadca.com/fall-tech/2021>.

Lennox International Announces CEO Transition

DALLAS, July 14, 2021 /PRNewswire/ -- The Board of Directors of Lennox International Inc. today announced that after 15 years, Todd Bluedorn informed the Board he will be stepping down as Chairman and Chief Executive Officer in mid-2022 based on his desire to create a better balance between his personal and professional priorities. The Board of Directors has commenced a search for the company's next CEO.

"It has been a privilege to lead LII these past 15 years and I'm extremely proud of all we've accomplished together," said Bluedorn. "With an exceptional management team, hard-working and dedicated employees, key strategic investments in product, technology and distribution, and strong end markets, we are well-positioned for continued momentum in 2021 and beyond."

Lead independent director for Lennox International Todd Teske said, "Todd Bluedorn instilled a high performing and innovative culture with a strong team that created tremendous value for our customers and shareholders. His tenure at LII has been extraordinary. Under Todd's leadership the company's market cap grew from \$2.5 billion to over \$13 billion, resulting in total shareholder return in excess of 18% annually. On behalf of the entire Board, I want to thank Todd for making LII the outstanding company that it is today and we look forward to working with him and the broader management team on a smooth transition in 2022."

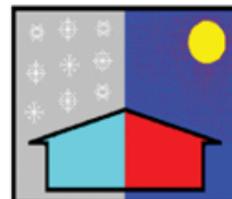
The company also raised 2021 full-year guidance for revenue growth from 7-11% to 11-15%, GAAP EPS from continuing operations from \$11.33-\$11.93 to \$11.97-\$12.57 and for adjusted EPS from continuing operations from \$11.40-\$12.00 to \$12.10-\$12.70. The company will review its second quarter 2021 results and more fully discuss updated guidance during its earnings call on July 26.

Lennox International Inc. is a global leader in energy-efficient climate-control solutions. Dedicated to sustainability and creating comfortable and healthier environments for our residential and commercial customers while reducing their carbon footprint, we lead the field in innovation with our air conditioning, heating, indoor air quality, and refrigeration systems. Lennox International stock is listed on the New York Stock Exchange and traded under the symbol "LII". Additional information on Lennox International is available at www.lennoxinternational.com or by contacting Steve Harrison, Vice President, Investor Relations, at 972-497-6670.

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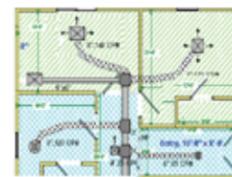
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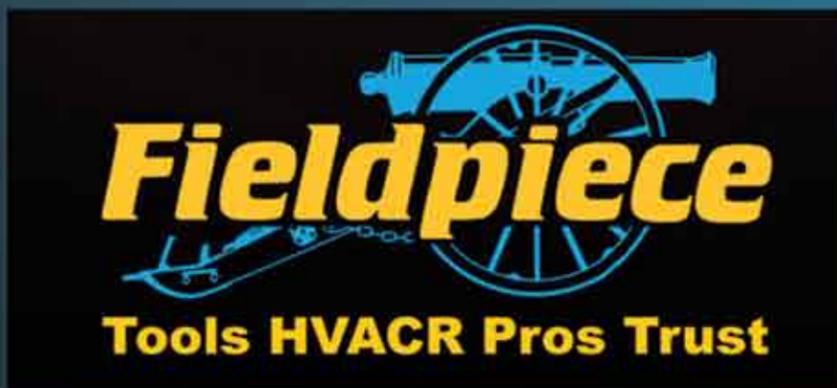


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