

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



Tropic Supply Hosts Sporlan Parking Lot Demo Days in August (see page B5)



SFACA August Program Meeting and Annual Inspectors Panel (see pages B7)



PBACCA & Florida Air Conditioning Apprenticeship Graduation (see page 16)



Goodman Wins Gold Dealer Design Award for Nest Thermostat E + Goodman (see page B8)

Contractor Buying Decisions Are Changing

COVID impacts on channel erosion, eCommerce, relationships and more



NORWOOD, MASS. (PRWEB) AUGUST 24, 2021 - HMI Performance Incentives recently received input from over 750 contractors in the electrical, roofing, plumbing, HVAC/R and landscaping industries to gain greater insights into the trends that are driving contractor deci-

sions on where they purchase their materials.

The research, conducted by Channel Marketing Group and with the support of HMI partners Prokeep and SproutLoud, sought to understand what makes a contractor "loyal" to a distributor, where they are purchasing their materials and other key business drives.

In speaking of the report, Lincoln Smith, Chief Strategy Officer of HMI Performance Incentives, an incentive/loyalty company, stated, "This research provides distributors and manufacturers further insight into contractors and their decision drivers as well as what is impacting their channel choices. While some remains the same, contractors are changing their buying criteria."

Findings highlighted that channel erosion is occurring, eCommerce is accelerating, the drivers of "relationship" are changing, and that contractor marketing is becoming more important.

"This research illuminates the growing desire contractors have to do business with their distributors in more efficient, electronic ways that complement - not replace - the existing channels they've used to date. My hope is that these insights will help guide the industry on practical, next steps they can take to honor their customer's desire for an omnichannel approach to communications. While some electronic channels may seem daunting, texting is a readily accessible entry point - one that will actually strengthen relationships distributors have worked so hard to build and contractors value so deeply." - Jack Carrere, Co-Founder at Prokeep.

The report highlights research findings and touches on the implications for distributors. The opportunity to support their contractors in demand generation represents an opportunity to generate loyalty and strengthen relationships.

"The voice of the contractor matters to distributors, dealers and manufacturers. HMI's research hones in on relevant takeaways about incentives and funds management — key factors in building customer loyalty that are too often overlooked. When Co-Op Marketing Funds and MDF, that originate with the manufacturer, are passed along ultimately to contractors, to bolster their local marketing efforts and grow their businesses, this benefits distributors. At every step in the process, using funds to incentivize SMBs to participate in localized digital marketing has a profound impact on generating leads and increasing brand sales in local markets." - Gary Ritkes, President of SproutLoud

To obtain a copy of the report and register for the upcoming webinar where findings are discussed, please visit https://www.hmiaward.com/ebook/Report-Contractors-Speak-Out/.

In Loving Memory Oral Lee Goble 1938-2021

Oral Lee Goble

We are at sad to announce the passing of Oral Lee Goble, who died peacefully in his home in pool after graduating from college, and was pro-Boynton Beach Florida on July 25, 2021. He was 83 moted multiple times due to his amazing work ethyears old.

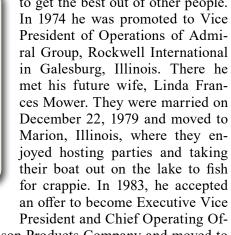
Oral was born on April 30, 1938 in Tell City, Indiana to Radus Theron Goble II and Cecil Robbins. He went to Tell City High School, where he was a star football and basketball player, and was named most athletic in his graduating class of 1956. He then furthered his education at Indiana University and joined the US Army reserves. He was called to duty in 1962 and was stationed in

Korea until his honorable discharge in 1963.

When he returned home, he finished his education at Indiana University, earning a bachelor's degree in business administration in 1964.

Oral started his career as a foreman with Whirl-

ic, attention to detail, and ability to get the best out of other people.



ficer for Addison Products Company and moved to Jackson, Michigan. There, he and Linda had their first and only child, Christopher, born on October go to page 4



LAS VEGAS JAN 31-FEB 2, 2022 THE EVENT FOR HVACR

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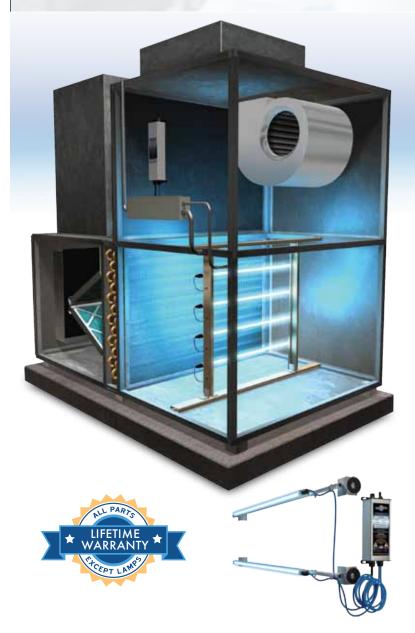


INDOOR AIR QUALITY
COMMERCIAL

COMMERCIAL UV LIGHT SYSTEM



"ULTRAVIOLET ENERGY (UV-C) ENERGY INACTIVATES VIRAL, BACTERIAL, AND FUNGAL ORGANISMS SO THEY ARE UNABLE TO REPLICATE AND POTENTIALLY CAUSE DISEASE." 1



COMMERCIAL INDOOR AIR QUALITY SOLUTIONS

Local municipalities may offer incentives to Install UV-C germicidal lights that remove viruses, like COVID-19, and bacteria from indoor air.





Tonnage	1 - 3 Ton	4 -5 Ton	6 -10 Ton	12-14 Ton	16-20 Ton	25-30 Ton	35-40 Ton	45-50 Ton	50+ Tons
BTXL: suggested for RTU Units	TUV-200-DI OR	TUV-200-DI OR	232-S	246-S	246-D	260D	260D (2)	260D (3)	Contact your local Johnstone
	TUV-APCO-MAG15-ER2	TUV-APCO-MAG15-DT2	L82-234	L82-236	L82-237	L82-239	L82-239	L82-239	Supply representative

¹ https://www.ashrae.org/technical-resources/filtration-disinfection#uvc

Negative Cash?

Ruth King's Contractors Cents





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

Reach her at ruthking@hvacchannel.tv.

You cannot have negative cash in the bank. That means the bank owes you money or your account is overdrawn. The bank doesn't owe you money. And, if your account is overdrawn too often, you'll experience huge check charge expenses and the bank will close your account.

Here's a visual representation. Imagine the tank above is a tank of money rather than water. You have a spigot on top to add money through collections, sale of assets, a little interest on savings, a line of credit, etc. Money comes in through the spigot and the level of money in the tank rises.

There is a drain at the bottom of the tank. You pay your payroll, rent, suppliers, etc. and the level of money in the tank lowers. There can never be less than a drop of money in the tank. Negative money is NOT possible. So, how do you get negative cash on your balance sheet?

The most common way is for bookkeepers to print out all the payables due and hold the checks until there is money to pay the bills. At the end of the month the bookkeeper is still holding checks.

Your accounting system doesn't care. It just requires debits match credits. The bookkeeper has paid the bill and the accounting system takes the cash to pay the bill – whether or not there is sufficient cash to cover the bill.

Never write a check unless there is money in the account to cover the payment. This will eliminate negative cash on your balance sheet.

The unfortunate second way this happens is through embezzlement. You don't pay attention to your balance sheet and question why there is negative cash.

It's easy to hide unauthorized payments to anyone this way. Someone can write a check out of Quickbooks, print it, and delete it in the software. Yet, it is a printed check that can be cashed.

When the bank statement is reconciled (which it should be monthly) the cash balance on the balance sheet should be negative. If you don't see the reconciliation report, you have no idea whether it was reconciled properly and the numbers match the balance sheet.

In addition, owners should sign all checks. Unless the check is forged or written to a similar sounding company that you don't catch when you sign it (which is a possibility), a bookkeeper could not embezzle this way because you would question the check. Similar sounding names would be, for example, Carrier and Carrier Corporation – potentially two different companies – one owned by the embezzler.

Next Topic: What is Your Relationship with Money? Money is all around us. All we have to do is pick it up. And, we keep it in circulation – I save the money I collect from my runs: invest part of it, spend part of it, and give part of it back. As business owners, how do you pick up money?

By running your businesses by the money numbers. First, price to earn a profit. Take care of your customers profitably. Each field employee must produce a profit. If not, that employee is dragging the company down. If you don't earn a profit, your money flow decreases and eventually stops. Not good.

The most successful contractors, and for larger companies, successful managers:

- Look at their bank accounts on-line every day.
- Know what was sold every day.
- Know where they are in relationship to their budget every day.
- Job cost every job.
- Know which crews/field employees are the most profitable. Those that are not profitable

are gone. (Before we send them to my "career readjustment program" we talk with them, give them training, and try to help them get profitable. If they can't cut it after these efforts, they are gone).

- Communicate with their team members: they know how they contribute to the bottom line and are rewarded for reaching revenue/profit goals
- Share a piece of the company profits at the end of the year.
- Review timely, accurate financial statements monthly and make business decisions based on what their statements are telling them

Managing by the money numbers is not difficult. There is software to help you do it. Excel spread sheet budgets can also be created and used. You just have to do it.

Then, assuming your company is profitable and building wealth, i.e. increasing money coming in-recirculate the money: give back to your employees for helping you increase the money flow in as well as to causes you believe in. The more money that comes in, the more you can give out.

My new Kindle Book: Ronan the Rubber Duck Dives into Financials - Now on Audible too!

You can't!

That's what my daughter said to me when I told her that I wanted to make financials fun. The gauntlet was laid down. The red blanket was waved in front of the bull. Ronan the Rubber Duck was born. This ebook is a whimsical look at financials from a duck's perspective. Let me know if I made financials fun for you.





Scan QR Code to go to an Installation video for the Coffin Box.

THE GOLD STANDARD SINCE 1982



HARDI Distributors Report 22.1% Percent Revenue Increase in June

COLUMBUS, Ohio, August 3, 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 22.1% percent during June 2021. The average annual sales growth for the 12 months through June 2021 is 17.2% percent.

Sales this month is being compared to a gain of 24.3% last year, so this is a very strong report, and the dollar weighted sales growth is comparable," said HARDI Market Research & Benchmarking Analyst Brian Loftus.

The Days Sales Outstanding (DSO), a measure of how quickly customers pay their bills, was 39 days at the end of June 2021. "The DSO has been faster than normal thanks to the aggressive policies to support the economy during the COVID related disruptions, but that benefit is waning," said Loftus. "Bills were being paid seven to eight days quicker

recently, but that benefit is now less than three days better than normal."

The annual sales growth through June of 17.2% is off slightly from the 17.6% record rate through May 0f 2021. "This high-teens growth rate reflects the easy comparisons last year, the reinvestment in housing that included higher replacement activity, and the 20%-plus gains for single unit permits across our seven economic regions," said Loftus. "Prices go up when demand increases and that should help keep the annual sales growth in double-digit territory for the balance of the year."

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.

Sessions Announced for 2022 National HVACR Educators and Trainers Conference

HVAC Excellence is pleased to announce the sessions for the 2022 National HVACR Educators and Trainers Conference. The hybrid event allows attendees to experience the best of both worlds. Offering seventy plus classes and exhibits March 21-23, 2022, at the South Point Hotel in Las Vegas, Nevada. Then providing more training on the HVACR Learning Network once attendees return home.

To teach TXVs, mini-splits, brushless motors, brazing on systems with Low GWP Refrigerants (mildly-flammable and flammable), instructors must physically interact with the technology. The training offered at the conference allows attendees to meet subject matter experts, who showcase the technologies one cannot simply read about or learn from an online

lecture. Once the face-to-face portion of the conference concludes, additional training is offered online. This helps build on the courses attended in-person, and allows the attendees to continue their learning, long after the in-person portion of training concludes.

The conference allows those involved in training others to get information from the source. Some of the organizations presenting include: ACCA, AHRI, Allied Air Enterprises, Chemours, Daikin, Danfoss, Emerson, ESCO Institute, Fujitsu, Goodman, Honeywell, Hussman, Mitsubishi, Regal, Sporlan, and the United Association to name a few.

Learn more about the conference, sessions, presenters, exhibitors, and register, by visiting escogroup. org and clicking the conference link.

In Loving Memory Oral Lee Goble 1938-2021

SEPTEMBER 2021

(from cover story)

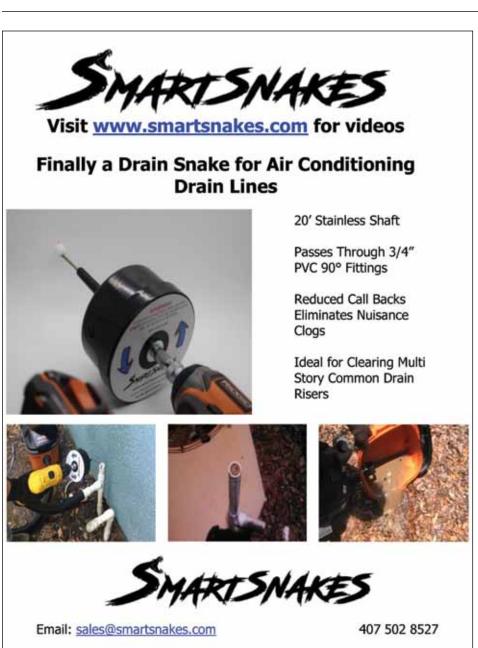
Oral was enjoying his time in Michigan but felt ready for a new challenge, so in 1987 he purchased a small wholesale air-conditioning company in South Florida. The company, named Johnstone Supply, had two locations, Fort Lauderdale and West Palm Beach. He immediately moved down to get the business started, while Linda and Christopher followed a few months later. Linda joined him as co-owner and they worked side-by-side together for 30 years, during which time they turned that small, two branch company into one of the biggest and most successful air conditioning wholesalers in South Florida, with locations from Miami to West Palm Beach.

In 2016, Oral and Linda sold the business and retired. Unfortunately, Linda passed away on April 3, 2018, and they were not able to enjoy as much of their retirement together as they should have. Oral spent his final years working and relaxing at home with his son Christopher and Christophers fiancé Katie.

Oral was an avid fisherman, and when he was younger he traveled all over the continent to catch different species of fish. After he moved to South Florida, he, Linda and Chris would go to Sanibel and Marco Island every year to spend some time on the water. He was also a big sports fan, with his favorite team being that of his alma mater, the Indiana Hoosiers. He enjoyed watching their games at night after work with a beer. And he especially enjoyed Sundays, where he, Linda, and Chris would watch football or golf and cook all day.

Oral is survived by his son Christopher, his sister Kaye Kleeman and his two nephews, Ryan Heath and Wesley Kleeman.

Services for Oral were held at Kraeer Funeral Home at 1 North State Road 7 Margate, FL 33063 on Tuesday, August 3, 2021 at 11 AM followed by burial at Our Lady Queen of Heaven cemetery at 2 PM. In lieu of flowers, please send donations to the Creutzfeld-Jakob Disease Foundation at https://cjdfoundation.org/donate

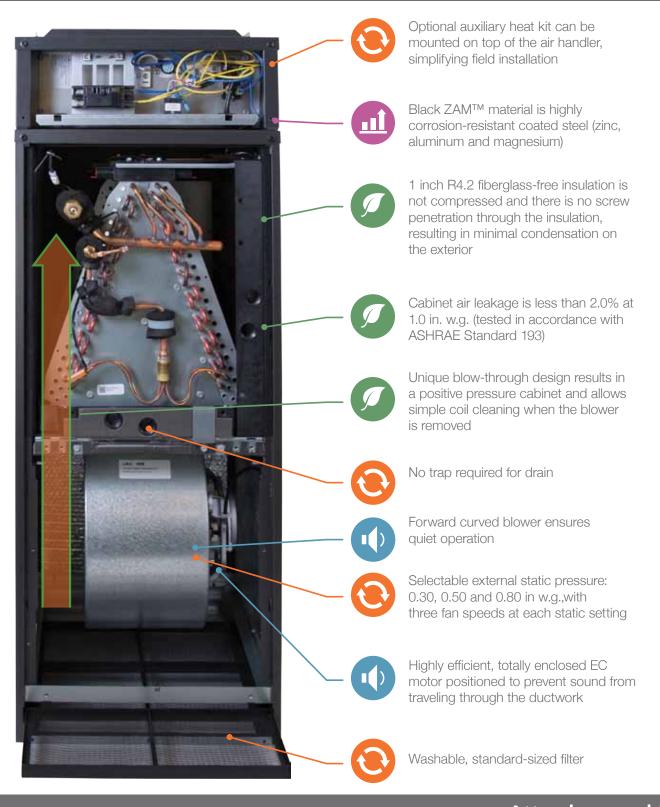




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Attend our webinar September 28th at 10am EST, to learn more on application and installation.



www.mitsubishicomfort.com/commercial

PBACCA 19th Annual **Golf Tournament at the Beautiful Wellington National Golf Club**

Palm Beach Air Conditioning Contractors Association is excited to announce that their Nineteenth Annual Golf Tournament will be held at the Beautiful Wellington National Golf Club, Wellington, Florida On Friday November 19, 2021 12:30 p.m.

Wellington National Golf Club is the proud host of a 2021 Puerto Rico Open Golf Championship Qualifier, a 2021 Honda Classic Qualifier, and in 2022 will host a U.S. Open Regional Qualifying site as well.

Wellington National Golf Club is an Exclusive Member's only golf and country club that features an award-winning golf course designed by the legendary Johnny Miller. We are truly honored to have them host our 19th Annual Tournament.

The 4-man scramble will start the day with a complimentary Box lunch during check-in, SHOT-GUN START at 12:30 p.m., drinks will be provided on the course, a Barbeque Dinner and award ceremony will immediately follow the tournament at Wellington National Golf Club Ballroom. Additional Dinner tickets can be purchased from PBACCA. In addition, there will be trophies for 1st, 2nd, & 3rd place and prizes for the longest drive, straightest drive, closest to the pin, and more!

Sign your team up now! Treat your friends, business associates, or your employees to a day of fun! It is suggested that you register early because this tournament will be a sell-out with a waiting list.

Contact Pam with any questions regarding the tournament at 561-585-3880 or pripple@pbacca.org



In Loving Memory Grant Robert Meyers October 23, 1942 - July 3, 2021



Grant Meyers

-- father, husband, provider, adventurer, world traveller, road trip warrior, Privateer boat pirate, dog lover, wine enthusiast, master griller, the life of every party -passed away on July 3, 2021. He was 78.

His philosophy on life was simple: "I'm only going down this road once... drive

on both sides." Well, that and wear shorts for any oc-

He was sharp, with a combination of charm and intuition that afforded him the almost uncanny ability to size up a situation within moments and turn it into an interesting conversation that would evolve into a mutually beneficial relationship.

Much of Grant's personality developed early on. He was born in Pittsburgh, Pennsylvania, the youngest of three children and only son of Orca and Edgar Meyers (both deceased). As he grew, he pulled qualities from both of his parents -- his mother's creativity, his father's vision, his family's fierce sense of loyalty -- all of which drove him toward entering the family business and beginning a career in the air conditioning and air purification industry.

He believed in working hard and having fun. And he did both in equal measure. Choosing 'death before retirement' his work ethic kept him in business well into his seventies, remaining a human file-o-fax of contacts and a walking spec sheet for every product line he represented, and even some he didn't. Selfemployed for more than forty years of his life, he was deeply committed to Target Sales, the company he created and grew, as well as to his colleagues, his customer relationships and the products he represented.

Unselfish with his expertise, he acted as mentor and even in some cases father figure to those he did business with. He shared freely his knowledge and skills and took pleasure in witnessing the successes of those he helped along the way.

In his personal life, one could say that Grant loved

Grant Robert Meyers the ladies. And that's not to say he was a ladies man--though we've heard tale that there was a time -- he loved the women who shaped his life, starting with his mother, his two sisters Karel and Nancy (deceased), his first wife, Ellen, his daughters Gretchen and Kristen, granddaughters, Daphne, Alice and Frances, his wife and partner of 35 years, Reanie and even his long list of Labrador retrievers, Grace, Shorty, Shadow (deceased), Magic (deceased) and Button (deceased).

Grant was a master entertainer and loved being around people. And he had so many good stories to tell. Grant's family members -- especially his daughters and granddaughters, were often the stars of his stories. He took every opportunity to share in their joys and interests, jumped in head first to support them in times of struggle and was the most proud supporter of their accomplishments and accolades.

As generous as he was humorous, his many friends often found themselves "shooting the breeze" around his dinner table, their glasses of wine overflowing and their plates full of grilled meats (always from the charcoal Weber never from an "incinerator"), as they enjoyed lively conversation or spirited debate.

Some might have called him opinionated, or stubborn or feisty. And those who didn't, may not have known him all that well. I mean, at one time his nickname was Grunt. His busy brain was filled with bright ideas and problems to be solved -- sometimes his own but often someone else's. You might've mentioned an issue casually in conversation only to receive a call two or three days later with an innovative response and the specific directions to execute it. Creative solutions were his speciality, but improvisation was his art.

Never afraid to break rules or push boundaries, he would've done just about anything to make a joke, or to prove a point. Likely anyone who knew him has at least one story or another that ends with a punchline, features him dropping his pants, or possibly both. Like Grant, most of the moments we have to remember him by were short, but legendary.

Grant Meyers may have been a small man in short pants, but he was always larger than life. Our lives are bigger for having known and loved him, and will feel infinitely smaller with him gone.



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STORE LOCATIONS:

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FORT MYERS

9353 Laredo Avenue Fort Myers, FL 33905 239-694-0291

FORT PIERCE

801 S Kings Highway Fort Pierce, FL 34945 727-742-7138

JACKSONVILLE

6631 Executive Park Court N. Suite 210 Jacksonville, FL 32216 904-440-7620

LARGO

12161 62nd Street North, Suite 300 Largo, FL 33773 727-431-1444

MELBOURNE

605 Distribution Drive; Suite 2 Melbourne, FL 32904 321-775-6277

ORLANDO (HUB)

4127 Seaboard Road; Blg 902 Orlando, FL 32808 407-362-9750

POMPANO

1280 NW 22nd Street Pompano Beach, FL 33069 954-545-9500

TALLAHASSEE

5215 West Tharpe Street Tallahassee, FL 32303 850-241-0191

TAMPA

3409 Cragmont Drive Tampa FL 33619 813-663-9332

SARASOTA

7910 25th Court East; Suite 109 Sarasota, FL 34243 941-536-9828

WEST PALM BEACH

1719 Old Okeechobee Road West Palm Beach, FL 33409 561-618-3830

RectorSeal® Offers Protection Against White Slime and Clogged HVAC Condensate Drains



August 2021 - RectorSeal®, Houston, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, wholly-owned subsidiary of CSW Industrials,

[NASDAQ: CSWI], is now a master distributor of Drain GuardTM HVAC condensate drain guard

A significant nuisance and the source of many callbacks to HVAC installations, white slime, algae, fungus, and bacteria co-mingle and can cause failures in condensate drain lines. A simple one-time installation of a Drain Guard T-Body assembly and cartridge provides a slow-releasing formula that provides drain protection for up to six months. The unit's transparent design allows for a quick view to ensure the Drain Guard unit is activated and when the next Drain Guard cartridge is needed. After the initial cartridge is exhausted, a kit that contains

Houston, TX, two cartridges allows up to 12-months of protection stallation and have stocked our entire fleet with the against condensate drain line failure.

> "RectorSeal continues to invest in innovative products to support HVAC technicians," said Jeff Underwood, Senior Vice President Sales and Marketing at RectorSeal. "Clogged or slow draining condensate drain lines, especially those associated with white slime, can cause problems that can be easily eradicated by using the Drain Guard system. Drain Guard products will be available at all RectorSeal distributor and sales representative locations."

> Patent-pending Drain Guard kits require no electrical components and are easy to install. Drain Guard components are laboratory-tested and are specifically designed for easy installation and operation by HVAC technicians.

> John Mulder, owner of Bay Area Heating and Cooling, offers, "My company has experienced hundreds of calls with clogged condensate drains and white slime in evaporator pans. We have tried other products, but Drain Guard offers the best solution for eliminating white slime and keeps condensate drains flowing. It saves time during installation and helps avoid unnecessary and expensive customer callbacks. We install Drain Guard on every new in

product."

Armando Diaz, at Badger Bob's Services, advises, "We used many other products attempting to solve drain line back-ups with little success until we tried Drain Guard. We now use it with new installations, service calls, and routine maintenance calls. It's been a great product providing outstanding performance to hundreds of our HVAC customers.'

"We believe in the strength of American labor," states Todd Thompson, owner of Drain Guard. "Materials are sourced across the United States, and we consistently test the quality of all our products. Drain Guard is a simple solution that provides longlasting and proven protection."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges faced by professional trade contractors. Please visit www. rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and



Mitsubishi Electric **Trane HVAC US International Business Unit Launches Virtual** Showroom



SUWANEE, Ga. - July 29, 2021 - Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, announces the launch of an interactive and immersive virtual showroom for their line of residentially-targeted air-conditioning and heatpump products. The showroom enables distributors, contractors, and end users in METUS' International region - Mexico, Central America, Bermuda, select areas of South America and the Caribbean - to remotely browse the different inverter technologies in a photorealistic, 360-degree environment.

METUS worked with ByondXR retail tech startup company to create a virtual showroom with the goal of expediting HVAC buying while eliminating the need for travel and reducing overall expenditure. "The idea was born in the middle of the COVID-19 pandemic as a mechanism to continue promoting our products and bringing people closer together," says Gina Larrea, residential sales, international business unit, Mitsubishi Electric Trane HVAC US. "We want customers to learn basic product information and to see the full range we have available."

Visitors can navigate the virtual showroom to view products up close, download catalogs, and watch new-product videos. Visitors can also interact through live chat and email to gather insights and information about METUS distributors and their locations.

The adoption of digital technologies has served as a crucial component in maintaining revenue stream, brand awareness, and increased exposure, especially while the pandemic impacted supply chain and manufacturing processes.

"ByondXR has helped us create a unique and engaging shopping experience," Larrea added. "Their team embraced the challenge of learning a new industry and successfully executed our vision. We see a tremendous value in providing a seamless interactive experience to our stakeholders."



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Capacities: (BTU's)

[24K] [30K] [36K] [42K] [48K] [60K]

Up to 14 SEER



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Capacities: (BTU's)

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Trade Talk:

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



A New Best Practice for Starting and Staying in Business

A common denominator in all of the "howto" guides I've read on starting a business is that of writing a plan. Ironically, this "start a business" best practice is also the best approach to staying in business. Does your business have a plan?

The most common complaint I hear from business owners is, "I'm having trouble growing my business." My typical response is, "Why do you think your current plan isn't working?" The typical answer is, "What plan?" I conclude with, "You just identified vour problem!" Many of the businesses I meet with, regardless of how long they have been in business, do not have a documented strategic plan to direct their actions and resources.

Businesses that have a plan know where to focus and rarely grapple with business decisions. It is a sequential approach developed called M.O.S.T. (Mission, Objectives, Strategies and Tactics). Once you have a mission, the planning process involves three steps.

Step 1: Develop objectives that articulate accomplishments toward advancing your mission. A well-crafted objective is specific, measurable, realistic and assigned. Example: Increase sales revenue in the Service Dept. 10% to \$1,000,000.00 by December 31, 2022, assigned: Service Manager/Busi-

Step 2: Create strategies that define a specific path or initiative designed to accomplish an objective. A well-crafted strategy defines a course of action to take as all or part of achieving an objective. Example: Establish a sales force to increase sales.

Step 3: Establish tactics to coordinate activities for each strategy. Tactics cover all actions, from group projects to individual tasks, necessary to effectively implement a strategy. They define "who" does "what" by "when" and are based on your available human and financial resources.

Each level of planning—objectives, strategies and tactics—are aligned to the planning level above it, and strategies support an objective, and tactics support a strategy. One objective will be supported by one or more strategies, and each strategy will be supported by several tactics (which represent an action or work plan).

It doesn't matter whether you are starting a new business or trying to grow an existing business, nor does it matter the size or sector of your business; strategic planning is a best practice that should not be overlooked.

Because of the flexible nature of plans, limit the number of objectives you want to accomplish, and keep to a short set of strategies for each. Otherwise, you may end up with too many actions to deal with...in strategic planning, less is more.

You should also align the timing of your plan to your fiscal year to make budgeting easier. Use the M.O.S.T. planning process to make what many experience as an arduous undertaking far simpler.

This best practice will increase the likelihood of your success and longevity. Staying in business is the objective and sticking to a plan takes discipline. But that is another subject.

Until next time.

Tommy Castellano

AHRI SRTTF Members to Present Safe Transition to Flammable Refrigerants



R-410A and other HFC refrigerants will begin to be phased down on January 1, 2022. Similarly, equipment manufactured for HFC refrigerants will be phased down as well. The industry will transition to new equipment, and new refrigerants, many of which are Low GWP Refrigerants. These refrigerants include A2Ls (slightly flammable), and A3s (flammable).

Did you know A2L equipment will require refrigerant detection systems? Did you know there are new protocols for the safe transportation and storage of Low GWP Refrigerants? These are things you NEED TO KNOW to safely work on new equipment entering the industry.

To address every step of the supply chain in the safe refrigerant transition to low global warming potential (GWP) refrigerants, AHRI formed a Safe Refrigerant Transition Task Force "SRTTF". The SRTTF comprises AHRI members and stakeholders who collaborated over the last several years to establish standards and best practices in the handling, storage, and transportation of Low GWP Refrigerants.

Now that the standards are set, these members of the SRTTF (AHRI, Chemours, Daikin Americas, ESCO Institute, and Honeywell) will present different aspects of the phasedown, and safety procedures during the HVAC Excellence National HVACR Educators and Trainers Conference.

While most of the industrial world has safely transitioned to LOW GWP Refrigerants, these training classes will help the United States transition as well. Learn more about the seventy plus classes offered and register for the conference by visiting escogroup.org

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Message from FRACCA President Rick Sims



I am glad that I work on behalf of the air conditioning contractor's association of Florida and not the United Kingdom! Air conditioning and refrigeration trade associations in the UK are dealing with much bigger problems than ours, not the least of which are an HFC black market and organized crime.

The UK is phasing out HFCs faster than the US. They have already started cutting back production and imports. The accelerated UK HFC phaseout schedule has created a vacuum that is being filled by a black market for HFCs. Headlines claim that Chemours is losing \$125 Million annually to the HFC black market across the EU. Industry experts estimate that EU black market sales accounted for about one fourth of

the market in 2018 and 2019. Industry leaders in the UK warn that organized crime is involved in sophisticated networks of illegal trade across and within borders. UK trade associations (like FRACCA) are begging contractors and distributors to "Take The HFC Pledge" that they will not traffic in illegal HFCs. Click on the link and form appears where you can declare your compliance publicly.

European HVACR trade associations are appealing for the government to enforce existing laws and create new regulations, and begging contractors to take the pledge and turn in the cheaters. Trade association websites in EU have posted "HFC Pledge" databases to try to invoke peer pressure among the

contracting community to abstain from illegal trade in HFCs. Leaders say enforcement is lacking and so they are appealing to customers to turn in their peers for cheating. The websites have links to "REPORT ABUSE" where customers can discreetly tell on someone anonymously.

Chemours, Honeywell, Arkema and other big players lobbied hard for this phaseout in both Europe and in the USA. They sued in courts to try to force the HFC phaseout in the US even sooner. Now they are asking their governments for increased regulation and licensing. The higher R410A prices were part of the plan; the fix is in. This black-market is screwing with their plans and so now they need even more

regulation and licensing requirements. That's right; they need more regulation to solve problems created by excessive regulation. At the end of the day, they want a market with its profits fixed.

The same disposable containers that we take for granted have been outlawed since 2007; all the legal refrigerant is shipped in expensive refillable cylinders. If you see a disposable R410A cylinder, they want you to turn in the user. Cheap, easy, disposable cylinders are all illegal in Europe.

A quota system was set up to limit who has access to the refrigerant market. Most of the quotas (89%) are grandfathered to incumbents, primarily the large producer companies and some major distributors, allowing monopolistic price increases of legal HFCs. The other 11% of HFC quota each year is divided evenly between new entrants. Allocating quotas encourages profiteering from quota trading, given the volatility of HFC prices. The quota system attracted speculators who would not even be involved in refrigerant distribution if there were a true free market. How could organized crime resist this?

The fix is in. R-410A prices are intended to be high; it's a phaseout. The entire industry lobbied for this. Everything is in place to keep the phased-out substances and the chemicals that replace them at the highest possible price. Multinational companies got exactly what they wanted but now are somehow surprised at how consumers have reacted. Let's hope that things go smoother in the USA and Florida.



Drain Guard was developed due to the alarming number of nuisance air-conditioning service calls for clogged drain lines.



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- * The full text of **Goodman** limited warranty on this product may be viewed at www.goodmanmfg.com/products/controls, or may be requested in paper by contacting us at 19001 Kermier Road, Waller, TX 77484.
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AHRI Releases June 2021 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,075,383 units in June 2021, down 3.4 percent from 1,113,049 units shipped in June 2020. U.S. shipments of air conditioners decreased 9.5 percent, to 682,825 units, down from 754,433 units shipped in June 2020. U.S. shipments of air-source heat pumps increased 9.5 percent, to 392,558 units, up from 358,616 units shipped in June 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 19.1 percent, to 5,330,426 units, up from 4,475,871 units shipped during the same period in 2020. Year-to-date-shipments of central air conditioners increased 14.7 percent, to 3,276,376 units, up from 2,856,097 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 26.8 percent, to 2,054,050, up from 1,619,774 units shipped during the same period in 2020.

New GulfCoat Circuit Shield Conformal Spray Coating Protects HVAC Circuit Boards from Corrosion



Houston, TX, August 10, 2021 — RectorSeal®, Houston, a leading manufacturer of quality HVAC/R and plumbing tools and accessories and

a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is a master distributor of Gulf-CoatTM Circuit ShieldTM conformal spray coatings.

When properly applied, Circuit Shield coatings provide a clear, micro-thin acrylic coating that protects surfaces from the harmful effects of corrosion caused by environmental forces such as salty ocean air. Further, it helps to mitigate problems caused by pests such as geckos, ants, snakes, and mice. The

easy-to-apply spray offers superior adhesion and can be applied on-site during installations. Formulated to support dielectric properties, Circuit Shield coatings offer enhanced UV resistance and excellent moisture resistance to coated surfaces.

"When circuit boards fail due to corrosion like salty ocean air, it can be an expensive repair," said Caitlin Krc, Product Manager at RectorSeal. "Additionally, outdoor pests often seek the warmth provided by a circuit board. That situation often causes a fault in the circuit board, the death of the pest, and expensive damage to the unit. Circuit ShieldTM offers an additional level of protection to help extend the life of the equipment."

Circuit Shield coatings are harmless to geckos and other pests but provide the needed barrier to reduce damage to expensive circuit boards. When

properly applied, Circuit Shield spray coatings offer a uniform dry film thickness of 10-36 µm (0.4 -1.4 mils) and meet a 5B rating for crosshatch adhesion per ASTM D3359. Corrosion durability shall be confirmed through testing to no less than 2,500 hours salt spray resistance per DIN 53167 (ASTM B117) using aluminum test coupons. Dielectric Withstanding Voltage test shall pass at 1500 volts/mil thickness.

In addition to HVAC/R Printed Circuit Boards, Circuit Shield coatings can be used to protect elevator control panels, telephone communication boxes, outdoor timers and switches, traffic light and rail crossing control panes, automotive, heavy-duty, and off-highway equipment.

RectorSeal®, Houston, a leading manufacturer of quality HVAC/R tools and accessories, has been named the master distributor for Gulf-CoatTM Circuit ShieldTM by Modine Louisville Inc., Louisville, Ky., and its subsidiaries which provide global coil coating services. The agreement allows RectorSeal to market GulfCoatTM Circuit ShieldTM, a contractor-applied HVAC/R conformal spray coating, throughout the U.S., Canada, and Australia.

Founded in 1937, RectorSeal has centered around a simple growth mission: To provide innovative solutions to the professional trades. RectorSeal supports the heating and cooling, plumbing, electrical, and construction industries with a wide variety of products, services, and support programs.





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Florida Air Conditioning Apprenticeship Graduation August 5th, 2021



The Florida Air Conditioning Apprenticeship Association (FACAA), in conjunction with the Palm Beach Air Conditioning Contractors Association (PBACCA), honored 19 2021 graduates at a banquet held on August 5th at The Embassy Suites in West Palm Beach, Florida.

More than 50 instructors, employers, friends, families and other industry members attended the event to congratulate the graduates and celebrate with them. FACAA Program Director and past PBACCA President Steve Sparks and FACAA Committee Members

hosted the banquet, which began with the PBACCA General Membership Meeting. Steve congratulated the graduates for their commitment, thanked their families for the sacrifices they endured and recognized the sponsoring employers for enabling the students to participate over the past four years.

The Guest Speaker was Dave Stewart, former Mayor of Lantana who spoke with the graduates about how they made a great decision to enter the HVAC industry. Dave encouraged them to work hard and learn as much as possible to further their careers.

Steve Sparks introduced the instructors and presented the graduates, along with Rhonda Hutchison. Graduates received their certificates along with gifts from Tropic Supply and the Florida Refrigeration and Air Conditioning Contractors Association.

William Pagan was named Graduate of the Year and received an award from Peter Montana of the HVAC Insider.

Steve Sparks reminded them of the PBACCA Maury Jacob Scholarships that is available to assist all motivated students.



Before the graduation ceremony started, everyone gathered in the foyer for some beverages and finger foods



Everyone enjoyed the buffet prepared by the Embassy Suites



Daria and Anthony Piccone with Darrel Jordan enjoying the graduation dinner and ceremony!



FACAA Program Director and PBACCA past President Steve Sparks welcomed the graduates and attendees



More than 50 instructors, employers, friends, families, and other industry members attended the event to congratulate the graduates and celebrate with them



Guest speaker Dave Stewart encouraged the graduates to work hard and learn as much as possible to further their careers



Rhonda Beeler and Steve Sparks with the Graduate of the Year William Pagan



PBACCA President elect Tony Kiser of EDS Air Conditioning



Peter Montana of Florida HVAC Insider presents an award to the Graduate of the Year William Pagan



Florida Air Conditioning Apprenticeship Graduates 2021 (not in order and some absent) Michael Bordon, Eric Burgos, Jhonny Cauti, Nathan Gonzalez, Renaldo Gordon, Jose Guerra, Ladarius Jackson, Darrell Jordan, Brandon Lemons, Frankie Martinez, Jorge Meono, Travis Miller, Grant Olson William Pagan, Justin Parker, Anthony Piccone, Alex Rivera, Carlos Urieta, Joshua Wong

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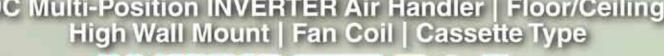


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Performance Pointers by David Richardson



The Worst Assumption Technicians Make When Charging an HVAC System

Experienced technicians understand why it's important to avoid assumptions about an HVAC system. Unfortunately, the most dangerous and costly mistakes happen when you assume conditions instead of measuring them.

No seasoned technician would consider changing a bad contactor without first making sure the equipment's power is off with an electrical meter. Carelessly grabbing an energized line voltage connection never ends well.

Most assumptions don't end with consequences that fast or severe. But some do hurt an HVAC system's life and performance. One of the most widespread assumptions our industry makes involves how we charge a system with refrigerant. We assume proper airflow across the indoor coil. Let's look at why we make this assumption and how to leave it in the past.

All-Knowing Refrigeration Gauges

A common factor contributing to this assumption is the idea that refrigeration gauges tell you everything you need to know about proper charge. The dreaded question many service managers and field service representatives deal with daily is, "What should my gauge pressures be?"

I had a great lesson in trade school when my instructor used "white-out" on the pressure readings of our refrigeration gauges. He left us with only saturation temperature. Why would he do that? He wanted us to think about more than pressure and understand a lot more influences proper charging.

Once my instructor removed pressure as a crutch, we used other measurements to determine if the charge was right. We added refrigerant line temperatures, air temperatures, and airflow to see different system characteristics. The entire experience was a big shift for me, and it pushed me to look past my gauges. The tough lesson for all of us: there isn't one perfect set of pressure readings.

Look at the Entire System

To account for everything that affects proper charge, look past the equipment. Each piece of equip-

ment is attached to a duct system. So, to get a complete picture, you have to understand how the ducts affect equipment operation, heat transfer, and performance.

It's easy to get tunnel vision and focus strictly on the equipment instead of the entire system when you add or remove refrigerant. Many technicians check the fan speed setting and system components for cleanliness but rule out low airflow if everything is clean and good. They stop one step short. If they added the duct system's role into how much air the equipment can move, it's easier to take off the blinders.

Undersized duct systems lead to low airflow just as easily as a dirty coil, filter, or blower wheel and make it impossible to get an accurate refrigerant charge. Before you hook your gauges up and adjust the charge on your next job, look at the duct system for defects first.

Slide Chart Limitations

Manufacturers offer slide charts for charging that include proper airflow ranges with ballpark temperatures. They are great when used correctly but be aware; these charts have limitations.

The first limitation is the charts aren't for low load conditions. For example, if you have a building with indoor temperatures under 70°F and even cooler outside temperatures, you can't use the slide chart. You need another way to make sure airflow is within range.

The second limitation is where a technician takes their air temperature readings. The right place to measure entering air temperature is near the coil, at the air-handling equipment. However, many technicians measure with a sling psychrometer in the building, near a thermostat.

If there is any duct leakage or duct system heat gain, a temperature reading near the thermostat won't be accurate for charging purposes. Instead, take your temperature readings at the air handling equipment to account for losses that occur in most duct systems.

Determine Target Airflow

Unfortunately, when the charging chart airflow range agrees with recommended air temperature ranges, you still don't know airflow. So, to know where you should be, you need to determine an airflow target.

For decades, the industry standard for airflow has been 400 cfm per ton of cooling. To calculate target airflow, determine nominal cooling tons from the outdoor unit data plate and multiply this number times 400 cfm per ton.

For example, if you have a four-ton rated condenser, multiply four tons x 400 cfm per ton to find you need 1600 cfm of required fan airflow (4 x 400 = 1600). Different manufacturers use different airflow values, so consult their literature for ranges. Once you know the target airflow, then it's time to check fan airflow.

Estimate Fan Airflow

The easiest way to estimate fan airflow is to use measured total external static pressure (TESP) and refer to manufacturer fan tables for the air handling equipment. It's a quick and simple way to help you determine if a lack of airflow across the evaporator affects your ability to charge the system. If fan airflow is within 10% of target airflow, you can confidently charge the system correctly.

But if you discover low fan airflow, there are other issues to deal with before you can properly charge the system. *Static pressure diagnostics* will help you quickly track down the source of restriction and move you towards a solution. Be thorough in your service procedures and don't be guilty of causing a compressor's death.

David Richardson serves the HVAC industry as director of technical curriculum for 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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Tuesday, September 28

8:00 am - 9:00 am Zoom Webinar



Ruud Heat Pump Inverter Overview & Teardown

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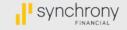


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Thursday, October 7

8:00 am - 9:00 am Zoom Webinar



Financing 101

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Tuesday, October 12

8:00 am - 9:00 am Zoom Webinar

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Allied 15-SEER Heat Pump Equipment Overview

Join Tod Sutherland for an overview of the 4HP15L series Heat Pump and the BCE5E Air Handler. Topics include:

- Charging Allied 15-SEER Heat Pump Systems Horizontal Applications
- Airflow & Static Pressure

Tuesday, October 26

8:00 am - 9:00 am Zoom Webinar



Ruud DesignStar Load Calculation Review

Join Tod Sutherland from Tropic Supply for an online tutorial of Ruud's version of Wrightsoft's Manual J Load Calculation Software. Topics include:

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- Setting up templates
- Entering a manual floor plan • Exporting the data

Webinar Perks: Win one of four Ruud branded camo hats during this webinar!*







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Tuesday, November 9

8:00 am - 9:00 am Zoom Webinar

Tools & Tricks for Better Vacuum Practices

Join Tod Sutherland from Tropic Supply for an informative webinar to learn how to stop using manifolds. Topics include:

- Better techniques for pulling a faster vacuum
- Better ways to utilize tools you probably already have on your truck
- List of products you should have on your truck

Webinar Perks: Win one of four \$25 Tropic Supply gift cards during this webinar!*





Pro Partner Education Credit:

Earn one (1) hour of continuing education credit by successfully completing this class.



Teacher Bio: Tod Sutherland, HVAC Sales Consultant, Tropic Supply

Tod has 35 years of experience in the HVACR industry. He began his career in 1986 as a Counter Sales Representative. At the age of 22, he became one of the youngest Territory Managers in the business. His passion for the industry led him to become an expert in product installation, service, tech support, and the use of proper tools and instruments. Tod has since become Tropic Supply's resident expert on selling HVAC at the kitchen table. He has played an instrumental role in helping contractors increase their average ticket sales and sell incremental jobs leveraging a combination of good, better, best selling, consumer financing, upselling, cross-selling, and strategic job pricing.

Webinar Perks:

*Win one of four FREE giveaways during each webinar. Simply be the first to answer one of four questions asked throughout each presentation.

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Lakeland	(863) 668-8186
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Leesburg	(352) 728-6222
Melbourne	(321) 768-0220
Merritt Island	(321) 452-5010
Naples	(239) 597-7172
New Port Richey	(727) 847-0445
0cala	(352) 732-5271
0cala	(352) 351-2481
Orange City	(386) 878-4444
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Orlando	(407) 849-6090
Orlando	(407) 296-7727
Palatka	(904) 407-4500
Panama City	(850) 215-4200
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Pompano Beach

(954) 691-0210

Sarasota	(941) 366-5804
Sarasota	(941) 782-0982
Sebring	(863) 314-4494
St. Augustine	(904) 824-1001
St. Petersburg	(727) 525-6926
Stuart	(772) 220-3093
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Talllahasse	(850) 504-9080
Tampa	(813) 217-5913
Tampa	(813) 885-7641
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Department of Commerce Announces Anti-dumping Duties on R-125

Today in the Federal Register, the Department of Commerce announced the preliminary findings of their investigation into sales of R-125 at less than fair market value. The department determined that between July 1, 2020, and December 31, 2020, shipments of R-125 from China were sold for less than fair market value and future imports of the product are subject to anti-dumping duties of approximately 280%. This announcement is based on the departments preliminary findings and will go to the International Trade Commission for further review and confirmation. It is expected for the ITC to vote in early 2022 on the duties.

This decision is in addition to other dumping investigations on refrigerants imported from China including HFC blends and R-32. The US currently has anti-dumping duties on HFC blends ranging from 102 to 285%, R-134a anti-dumping duties ranging from 148 to 167%, and R-32 anti-dumping duties ranging from 160-221%.

The recent rising price of R-410a is in part because of these duties and the expectation of antidumping duties on R-125. We also expect additional price changes to coincide with the release of the EPA's allocation system which will determine how much HFC products companies are allowed to import or produce in 2022 and 2023 with future rules impacting supplies in 2024 and beyond.



Alex Ayers is the Director of Government Affairs for HARDI the Heating, Air-conditioning, & Refrigeration Distributors International. Alex serves as HARDI's primary lobbyist and policy expert. Alex has spent nearly a

decade lobbying on the federal level and published papers and studies in various policy areas including taxes, energy, agriculture, and economics and has testified on tax policy. His research has been cited by organizations such as the Wall Street Journal, Forbes and the Tax Foundation.

Sansone Air Conditioning Launches Online Booking & Online Shopping



(PRWEB) AUGUST 02, 2021 - Sansone Air Conditioning, a full-service HVAC provider in South Florida, recently introduced online booking and online

shopping on its website, sansone-ac.com.

These features allow prospective and existing Sansone customers to sign up for or renew maintenance plans; order products such as replacement filters; and book service calls—all on their own time, without having to talk to a rep or visit their West Palm location. Visitors to the Sansone website will find a green "Book Now" button at the top menu on the home page. Clicking the button brings up a list of four options: Schedule Repairs, Emergency, Schedule Maintenance, and Free New System Estimate.

Customers can then select the appropriate category (i.e., Heating & Cooling, Indoor Air Quality or Plumbing) and follow the rest of the prompts to schedule a visit with a Sansone technician.

For customers in need of repairs, the booking window includes a list of frequently reported concerns (such as No Cooling, Thermostat Issues, System is Leaking Water, etc.) along with an option to

upload photos or a short video illustrating the problem. From there, customers supply their contact information, schedule and confirm their appointment.

Customers that wish to order products or services directly from Sansone can choose from a wide range of products offered in the Sansone's brand-new online shop. Products can be sorted in a variety of ways: by Brand, by Model, by Nominal Size and more, to ensure customers make an accurate selection. Shipping is free within the continental United States.

Customers may order air filter products—sold individually or in multi-packs—and have the items shipped directly to their home. They can even choose Auto Delivery and receive products on a recurring basis; they simply need to select the frequency when ordering. New and returning customers can also purchase services, such as Sansone's Family Plans for Maintenance or Full Coverage, in the online shop. Other popular items, such as A/C surge protectors, in-duct air purifiers and more are available under Services, with special pricing that includes installation. Sansone has been providing timely maintenance and repair in South Florida for 45 years, and with these convenient new options for scheduling and purchasing,

UN Report Increases GWP Value of R-32, Will Not Impact Use in Low-GWP Products

Last week the Intergovernmental Panel on Climate Change (IPCC) released its sixth assessment report "Climate Change 2021 – The Physical Science Basis." This is the latest report to measure the global warming potential (GWP) of refrigerants including R-32. In this report scientists increased the GWP value of R-32 from 675 to 771. Many regulators view 750 as the cutoff for low-GWP refrigerants used in air-conditioning. This change has led some to speculate that R-32 will no longer qualify, however, the American

Innovation and Manufacturing Act (AIM Act), which regulates HFCs at the federal level, still uses the GWP measurements from IPCC fourth report keeping R-32 as a viable refrigerant for low-GWP air-conditioning.

Additionally, the Environmental Protection Agency (EPA) has also already approved R-32 for use in airconditioning as part of SNAP Rule 23 in which it defined R-32 as having a GWP of 675. Between the AIM Act and SNAP Rule 23 there should be no ambiguity about the status of R-32 as a low-GWP refrigerant.



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Tom Barrow Company Partners with Tradewinds Climate Systems to offer GREE VRF, Mini VRF, and Ductless Products for Commercial **Applications in the Southeast**

pleased to announce a partnership with Tradewinds Climate Systems to offer GREE VRF, Mini VRF, and ductless products for commercial applications in the Southeast.

Tradewinds Climate Systems is the exclusive distributor of GREE branded mini-splits in the U.S. and select distributor of the complete GREE VRF product line. Through this partnership, GREE customers will be well supported in terms of VRF project design, installation, commissioning, and inventory availability.

"Our customer-first philosophy aligns perfectly with Tom Barrow Company's values and business strategy," stated Susanne Sanchez, VP of Sales & Marketing, Tradewinds Climate Systems. "With Tom Barrow Company's vast experience and comGREE's VRF footprint in the Southeast with solid, successful installations that work for customers."

With 10 locations throughout the Southeast and a legacy of service that spans over 60 years, Tom Barrow Company leads the market as the largest commercial HVAC manufacturer's representative.

"We're excited to partner with Tradewinds to provide GREE's product line to our customers," shares Mike Shea, President, Tom Barrow Company. "Tom Barrow Company has a reputation for unparalleled service, and we want to work with companies that share our focus on providing the right products that meet our customers' needs and project demands."

Through this partnership, Tom Barrow Company will provide ample hands-on training oppor-

MIAMI, Florida — Tom Barrow Company is mitment to excellence, we are very excited to expand tunities for HVAC contractors in the mini-VRF and VRF product lines through their dedicated training centers in Tampa and Atlanta, and in area branches located in Birmingham, Ft. Myers, Jacksonville, Memphis, Nashville, Orlando, Pensacola, and Sa-

> "Providing Tom Barrow customers access to a complete GREE ductless/VRF product line, coupled with the support and strength of the Tradewinds organization, will enable us to meet the needs of our longstanding engineering and contracting relationships looking for a competitive ductless and VRF solution," explains Nick Conklin, VP / Manager VRF & Light Commercial, Tom Barrow Company. "We are excited to accelerate the growth of Gree ductless and VRF presence in the Tom Barrow footprint with Tradewinds."

Shake Shack Restaurants Partner with National TAB to Sanitize the Air and Contact Surfaces with RGF's In-duct Air Purifiers



Port of Palm Beach, Fla (July 29, 2021) - RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, announces the full installation of its active air treatment solution in 180 Shake Shack restaurants across the United States. National TAB, a leader in the test and balance and indoor air quality industries, installed RGF's proprietary products with PHI-CELL® and REME® technology, proven to inactivate over 99% of the SARS-CoV-2 virus on surfaces and aerosolized form of the virus. The installation of RGF air purification products will also help mitigate risk around norovirus, a common health concern for

"Shake Shack has always prioritized the health and safety of our guests. Over the past year, we put heightened focus on the indoor air quality within each of our restaurants," notes Andrew McCaughan, Chief Development Officer at Shake Shack. "RGF's active air treatment solution, combined with increased ventilation and HVAC filtration, provided us an amazing solution to ensure we are providing a high quality and safe experience for our team and guests."

"RGF provides the only third-party tested commercial equipment proven to inactivate both surface and airborne virus particles," notes Will Turnbough, VP of National Markets at National TAB. "RGF provides our customers with an active air treatment solution that is safe, cost-effective and easy to install and maintain."

"RGF and our HVAC contractors like National Tab are committed to helping restaurants provide the safest possible dining experiences for their customers. RGF has air purification technologies that clean the air and others that help assure that foods are safe and free of harmful bacteria and viruses. These technologies are used in thousands of restaurants across the US and have a proven track record of safety and effectiveness" notes Dr. James Marsden, Executive Director Science & Technology, RGF® Environmental Group, Inc. "We are pleased to partner with National Tab on the installation of our equipment in over 180 Shake Shack restaurants along with other high profile, national chain customers looking at improving restaurant safety".

Industry Leading Testing Protocol

The third-party testing was performed at the Innovative Bioanalysis Laboratories in Cypress, California. RGF's test procedure used the SARS-CoV-2 virus inside a large chamber (1,280 cu. ft.) representing a real-world conditioned commercial space. The virus was nebulized into the space simulating a sneeze or cough from an infected person.

Results from the test include:

· RGF's PHI-CELL® technology inactivated greater than 99.9% of SARS-CoV-2 on surfaces and inactivated 99.5% of the aerosolized form of SARS-CoV-2.

RGF's REME HALO technology inactivated greater than 99.9% of SARS-CoV-2 on surfaces and inactivated 99.8% of the aerosolized form of SARS-CoV-2.

· By actively treating air inside the occupied space, the PHI-CELL® eliminated the need for virus particles to travel through the HVAC system filters or UV air purification system.

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

About Shake Shack

Shake Shack is a modern day "roadside" burger stand known for its 100% all-natural Angus beef burgers, chicken sandwiches and flat-top Vienna beef dogs (no hormones or antibiotics – ever), spunfresh frozen custard, crinkle cut fries, craft beer and wine and more. With its fresh, simple, highquality food at a great value, Shake Shack is a fun and lively community gathering place with widespread appeal. Shake Shack's mission is to Stand for Something Good®, from its premium ingredients and caring hiring practices to its inspiring designs and deep community investment. Since the original Shack opened in 2004 in NYC's Madison Square Park, the company has expanded to more than 300 locations in 32 U.S. States and the District of Columbia, including more than 100 international locations across London, Hong Kong, Istanbul, Dubai, Philippines, Singapore, Mexico, Tokyo, Seoul and more. Skip the line with the Shack App, a mobile ordering app that lets you save time by ordering ahead! Guests can select their location, pick their food, choose a pickup time and their meal will be cooked-to-order and timed to arrival. Available on iOS and Android. Learn more: shakeshack.com IG: @shakeshack | t: @shakeshack | facebook.com/ shakeshack

About RGF® Environmental Group, Inc.

RGF manufactures over 500 environmental products and has a 36+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 9 acres, with 130,000 square feet of manufacturing, warehouse and office facilities. RGF's Lakeland, FL facility adds over 40,000 square feet for back-up production and lamp production. RGF continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market. For more information, visit RGF.com.

About National TAB

National TAB is a leader in the testing and balancing and indoor air quality industries, and has partnered with notable companies, including Shake Shack, Chipotle, Chick Fil A, Kroger, and more. Since its founding in 2006, National TAB has served clients as a trusted partner for the lifetime of their buildings and taken a holistic approach to creating healthy environments with comfort, under control. The team prides itself on consistent, positive outcomes and are deeply committed to delivering results above and beyond the expected. National TAB serves clients nationwide and in regional markets with strategic support and satellite offices throughout the country and continues to expand its presence in new regions. To learn more, visit nationaltab.com.



Tropic Supply Hosts Sporlan Parking Lot Demo Days in August

During the month of August, Tropic Supply hosted the Sporlan Parking Lot Demo Days at most Resource Center locations across the state.

Sporlan Representatives Stephen Sloan and Mallory David demonstrated how to eliminate the need to braze using ZoomLock Push and ZoomLock Max.



Jason James of 24/7 Air Conditioning with Stephen Sloan of Sporlan



They also explained the importance of using Catch-

All filter driers on all new installations, after burnout

cleanups and any time the refrigerant circuit is opened

for repair to avoid contamination and ensure optimal

system performance. Tropic customers learned how to

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



Mallory David of Spolan at the Tallahassee Resource Center location

The August Monthly Promotion was: Buy any

Sporlan product during demo day hours and stop by

the demo table with your receipt for a FREE Sporlan

swag. For future events please visit your local Tropic

Supply Resource Center or visit the events calendar at

www.tropicsupply.com/eventscalendar.



Stephen Sloan of Sporlan with Daryl and Eric of NADAC's



Dennis Rodriquez of Copasetic Mechanical with Stephen Sloan of Sporlan



Travis Oberst, Austin Litofsky, and Nicole Parrish of Tropic Supply Sunrise with Stephen Sloan of Sporlan



Doran David of Cold As Ice AC Services with Stephen Sloan of Sporlan



Rynel Maetes and Jesus Ospina of Rapid Refrigeration with Stephen Sloan of Sporlan



German Rodriquez and Eddie Nunez of Ed Helms AC with Stephen Sloan of Sporlan



Brad Bowers and Bruce Byrd of Tropic Supply Delray Beach with Stephen Sloan of Sporlan



Stephen Sloan of Sporlan with Lazaro Dominguez of Excell Air Conditioning, and Jack Altman of Palm Air



Stephen Sloan of Sporlan, Todd Poirier of Tropic Supply Delray Beach, and Leon Huston of Leon's All Around Service

Air Pros USA Partners with Miami Dolphins and USO Surprised Military Family with a Free A/C Unit

Davie, FL (August 18, 2021) – Air Pros USA, a South Florida residential and commercial air conditioning services company, teamed up with the Miami Dolphins and the USO to surprise military veteran and Doral resident April Sulwer with a brand-new air conditioning unit and installation, free of charge.

The Miami Dolphins invited Sulwer's family to attend training camp practice on "Salute to Service" day where they watched their favorite football team practice. Upon their return home, the Sulwer family was greeted by Miami Dolphins, members of USO, and Air Pros USA who surprised them with a new A/C unit.

"This beautiful surprise! We are thankful for this blessing and really appreciate everyone for helping us out," said April Sulwer. "We are thankful to God, Air Pros USA, Miami Dolphins and USO for taking care of us."

April's husband, Dustin, is also a U.S. military veteran and worked to ensure the new unit was kept a surprise.

"The brave and selfless men and women who have served our country deserve our recognition and gratitude for their service. We are proud to work with The Miami Dolphins Football UNITESTM program to thank local Veterans for their service and show them that we care," said Air Pros USA founder Anthony Perera. "We hope the Sulwer family will enjoy this new energy efficient A/C unit and know that we are truly honored to serve them."

The Miami Dolphins Football UNITESTM program teamed up the USO to select April Sulwer because of her vast accomplishments during and after her military service. Sulwer recently retired after 20 years of service in the U.S. Army and holds a Bachelor of Science in Computer Security and Master of Arts in Human Services Counseling. She is also involved throughout her community as she frequently volunteers for nonprofits, animal shelters and disaster relief efforts.

"We are excited to partner with Air Pros USA once again for this wonderful opportunity to spread cheer

as we continue our efforts to honor the active military members and veterans of our community," said RaShauna Hamilton, Miami Dolphins Senior Director of Community Relations & Youth Programs. "With the help of USO through our Football UNITES™ program we were able to identify a deserving family and provide them with what we hope will be a memorable experience for years to come."

"As a proud veteran, loving mother, and passionate community volunteer, April has always been dedicated to helping others and it was time that she is recognized for her contributions. It was a pleasure to work with Air Pros USA and Miami Dolphins for the big surprise giveaway," said USO Southeast Regional Development Manager Amy Leuschke. "We hope to keep working with them in the future to help the community's military families."

Air Pros USA is continuously finding ways to give back to the community. Throughout the year, the company organizes several events to thank the Military and Veterans for their exemplary service.

Regal Unveils Enhanced EDGE Online Product Tools



BELOIT, Wis., Aug. 5, 2021 — Regal Beloit Corporation (NYSE: RBC), a global leader in the engineering and manufacturing of high-efficiency electric motors and power transmission products, today announced it has unveiled its enhanced Power Transmission Solutions (PTS) Edge tools. Regal® Edge tools include product selection modules for belt drive, bearing and gearing products and mechanical power components, as well as bearing registration and a belt drive efficiency calculator. These improved Edge tools are easier to use, mobile-friendly and fully integrated to the regalbeloit. com online product catalog.

Edge product selection modules assist users in selecting the right power transmission mechanical components based on their specific application requirements. Once they install new bearings products, the bearing registration allows users to not only register their bearings but also manage assets on the Regal PT mobile app. The belt drive efficiency calculator helps users to calculate how much money they can save on energy consumption by using BrowningTM belt drives.

"The enhanced Edge tools allow a mobile friendly, integrated customer experience across regalbeloit.com," said Matthew Clemens, DCX marketing specialist at Regal. "The modules have been updated to help point customers to common parts, versus made-to-order parts, so the primary selections are readily available."

Regal Edge tools are free and available to anyone who registers on the Regal website. For more information or to sign up, visit https://www.regalbeloit.com/tools-resources/edge-online.

Miami-based Innovair Corporation, a Leading Manufacturer and Distributor of HVAC Equipment is Acquired by Ouellet Group Inc.

Miami, FL - July 30, 2021 -- Miami-based Innovair Corporation, a leading manufacturer and distributor of HVAC equipment in the United States, Latin America, and the Caribbean has been acquired by Ouellet Group Inc. This acquisition will add more jobs to the South Florida market as Ouellet Group Inc. expands its reach to the US and Latin America.

As of July 12, 2021, Ouellet Group Inc. owns 100% of the shares of Innovair Corporation, which specializes in the sale of residential and commercial ductless heating and air conditioning units.

Canada-based Ouellet Group Inc. is a designer, manufacturer and distributor of electric heating and cooling products. Ouellet is headquartered in L'islet, Quebec, and was founded in 1967 as a backyard family business but has since grown to include 500 employees. Over the past 50 years, Ouellet has become known particularly for its high-performance electric heating products, which are distributed and sold across North America and Europe.

Ouellet was looking to grow in the U.S., Latin America, and the Caribbean and determined that buy-versus-build was the best strategy. Ouellet is historically focused on heating and relatively new to the AC market. Now, with vertically integrated manufacturing and an overlap in outsourced manufacturing, the combined entity will enjoy greater efficiencies and growth opportunities.

Based in Miami, Florida, Innovair was founded by Julio Gomez, president, and his wife Maria in 1997. The company manufactures and distributes its own brand of air conditioning equipment and parts for residential, light commercial, and commercial applications in the U.S., Latin America, and the Caribbean. Julio Gomez, who has been in the air conditioning business for nearly 50 years, is proud of the widely recognized and respected reputation that Innovair has garnered in the industry, giving them an opportunity to enjoy the fruit of their la-

bors. Both Innovair and Ouellet are family-owned business. Ouellet is owned by three brothers and Innovair is owned by a husband-and-wife team.

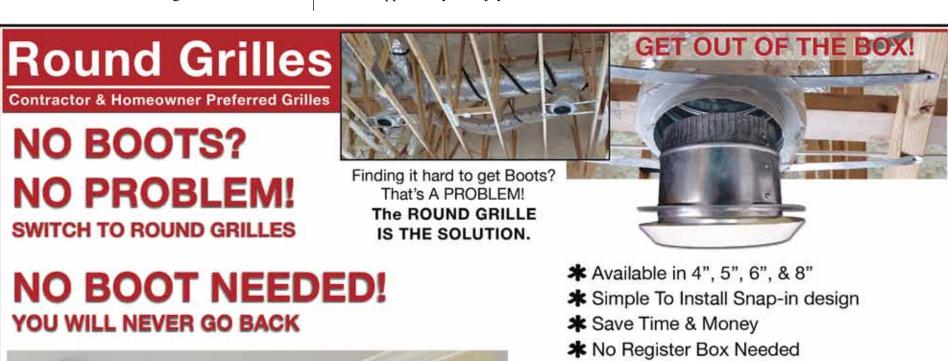
"My wife and I wanted to transition to the next natural role in our business, giving us more of a work/family balance while maintaining our roles in the company we founded. The deal not only meets our financial goals but preserves the culture that is vitally important to us, our employees and customers," said Julio Gomez. "Ouellet told us to 'Keep doing what you are doing.""

Their son, Alex Gomez, will have an expanded leadership role in the company and will continue to guide the company's e-commerce and US domestic sales which have experienced significant growth in the last three years. Innovair performed well during the pandemic, as more people worked from home and needed more and better air conditioning equipment. As with the national trend toward greater e-commerce, Innovair found its internet sales increasing, leading to a need for more staff to meet the demand for faster turnaround for deliveries.

As part of the sale, Ouellet has secured a fiveyear lease of Innovair's two 40,000 square feet buildings in Miami with an option to renew with two more five-year leases. Distribution of Innovair's products will continue to be carried out from Innovair's premises in Miami.

The acquisition also provides a major growth opportunity of products and services for both companies' clients. Innovair offers an exciting opportunity for Ouellet to strengthen and expand its service offering.

Innovair will remain a wholly owned subsidiary and operate as it always has, with management in Florida remaining intact. Innovair owners will stay involved with the business and the combined entity will look to grow the HVAC business aggressively in the U.S. via distributor relationships and direct to consumer.





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This was a great opportunity to get first-hand in-

formation and updates on new and current regulations.

The meeting included networking, dinner and a panel

discussion with several city and county inspectors

from Parkland, Pompano Beach, Tamarac, Deerfield

Beach, Coral Springs, and Broward County. Many

questions were answered at this meeting, including



SFACA August Program Meeting Annual Inspectors Panel

The SFACA August Program Meeting was held on August 4th at 6 p.m. at the Tropical Acres Steakhouse in Fort Lauderdale. This Program Meeting was the Annual Inspector Panel.

This always popular annual forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual concern and interest.



James Schaefer of JCI York, Anthony Pascucci of Sansone AC, George Wallace of JCI York, Howard Pearl of Pride AC, Alfredo Andrial of Brown & Brown



Ben Stegman of Ameritech Preferred Services, Tony Palacios, Chief Mechanical Inspector of Tamarac, Joseph Switalski, Mechanical Inpector Deerfield Beach

commercial units, what are the causes of most failed inspections, and when is the permitting process going completely digital for everyone.

The SFACA September Program Meeting will be

The SFACA September Program Meeting will be held on September 1st at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACA will be hosting a free Job Fair during the meeting. Contractors can interview candidates on the spot!



Paul Tunney of Descon, Dan and Ben Stegman of Ameritech Preferred Services, John Sause and Yenifer Herrera of Art Plumbing, AC & Electric



Julian Gogonis of A-Star AC, Julio Martinez of of Saez Distributors, Scott Behanna of Ron McLaughlin & Associates, Sam Amigo of Baker Distributing



Mike Kimball and Jean Fabius of Pyke Mechanical with Fernando Alonzo and Angelica Alonzo of Master Cooling Air Conditioning



George Wallace of JCI York, Cindy Cabeza of Goodman Distribution, Skip Farinhas of GMC AC, Irving Fenandez of Pride AC



Craig Sanscrainte of Lindstrom AC, Ray Ratliff of Pride AC, and Ed Bartlett, Inspector for Pompano Beach



Stacey Miller, SFACA Executive Director, welcomes the members to the monthly meeting



There was a excellent turnout for the SFACA Annual Inspectors Panel



Kelly Dexter, President of SFACA opens the Annual Inspectors Panel meeting and discusses the upcoming SFACA events



The dinner selections prepared by Tropical Acres were enjoyed by the SFACA menbers



Fred Stoeger, Coral Springs, Joe Switalski, Deerfield Beach, Tony Palacios, Tamarac, Ed Bartlett, Pompano Beach, Tim Decarion, Broward, Scott Wiesel, Parkland



Howard Pearl of Pride AC and James Schaefer of JCI York discuss the upcomming Job Fair at the next meeting in September



Gregg D'Attile of Art Plumbing, AC & Electric was the panel mediator who received questions from the members to ask the local inspectors



Scott Wiesel, Inspector for Parkland, encourages contractors to climb the ladder when you feel your inspection was mishandled



Tony Palacios, Inspector for Tamarac answers question on putting disconnect switch on the indoor mini-split unit



Ed Bartlett, Inspector for Pompano Beach joins discussion on installing ductless mini-split units in the garage



Tim Decarion, Energy Compliance for Broward responds to a question on Energy Code

Fieldpiece Instruments Takes Home the Silver Award in the The NEWS Dealer Design Awards



Orange, Calif., July 27, 2021 - Fieldpiece Instruments, the leading manufacturer of professional-grade tools for HVACR pros by HVACR pros, has once again been recognized for excellence in product design in The NEWS Dealer Design Contest. This year, Fieldpiece won the Silver Award for the Job Link® System Dual Port Manometer in the Testing and Monitoring Products Category.

An independent panel of contractors acted as judges in the contest that had 117 entries. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries. NEWS Publisher Mike Murphy stated, "These awards give us a unique opportunity to recognize the outstanding research and development efforts that go into many of the products serving the HVACR industry and the awards issue gives our readers an opportunity to read about innovative installation and service solutions."

The revolutionary JL3KM2 Job Link® System Manometer probes give HVACR pros the freedom to work the way they want to — unrestricted by hoses, so technicians get readings from optimal locations on every system, every time. The Job Link® System works wirelessly from up to 1000' away and the HVACR technician will look professional and give customers confidence of a job well done with pre- and post- reporting. They can also retrieve system performance data from the last service date for quicker assessment.

"We're proud to be recognized by the contractors who judged the products in the Testing and Monitoring Category," said Rachel Newport, Director of Marketing for Fieldpiece.



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Goodman Wins Gold Dealer Design Award for Nest Thermostat E + Goodman

WALLER, Texas, July 26, 2021 – The Air Contioning (HVAC) manufacturer. ditioning, Heating & Refrigeration News (ACHR

awarded the Goodman® brand a Gold Residential Controls' Dealer Design Award' (DDA) for the Nest Thermostat E + Goodman.

With demand for smart home automation growing exponentially, Google and Goodman Manufacturing Company, L.P. (Goodman) collaborated to launch the Nest Thermostat E + Goodman earlier this year.

The new offering from one of North America's largest smart home thermostat brands marks the first

aligned with a heating, ventilation and air condi- the United States.

"The collaboration with Google was very big News), a national HVAC trade publication, has news for the Goodman team and our network of

independent dealers," says Rob Barnes, Vice President of Product Marketing for Goodman. "We're always looking for new ways to enhance our ability to maximize energy efficiency and system performance for our customers."

The Nest Thermostat E + Goodman pairs effortlessly with new Goodman equipment, from base efficiency air conditioners to highperforming, multistage Comfort-BridgeTM products. The product was designed specifically for Good-

time Google has offered a co-branded product and man's extensive independent dealer network across



HVAC Adjustments Continued For Cleaner Air Indoors

In response to the pandemic last year, Facilities Operations at The University of Scranton implemented multiple adjustments to Campus Heating, Ventilation and Air Conditioning (HVAC) systems in academic buildings and most office buildings on campus to improve indoor air quality.

The University increased the outdoor air and relief air of HVAC systems where possible. This process reduces the recirculation of air into the space while improving the air quality by flushing more impurities out of the space. The University will also continue to run HVAC systems longer, both before and after the space is occupied, in order to clear more aerosols from the space. The University will also increase the supply air rate in the HVAC system by increasing the fan speeds wherever possible, thereby increasing the air change rate in the space. The University has also treated all heating and cooling coils with an anti-bacterial spray and has replaced air filters prior to the beginning of the fall semester.

For residence hall bedrooms and remote office spaces that did not have HVAC systems, the University has provided portable room air cleaners with High Efficiency Particulate Air (HEPA) filters. HEPA is a type of pleated mechanical air filter that can remove 99.97 percent of dust, pollen, mold, bacteria and any airborne particles down to 0.1 microns.

Tampa Bay Business Journal Ranks Pure Air Control Services Among 50 Fastest Growing Companies in the Market

pa Bay Business Journal named Pure Air Control 97 overall. Fast 50 list this year, making it among the 50 fastest growing companies in the greater Tampa Bay market area for 2021.

"We are grateful to be recognized as one of the fastest growing companies in Tampa Bay," said Alan Wozniak, vice president of Pure Air Control Services. "I'm very proud of our organization and how hard we've worked to achieve this growth. We're also grateful for our customers - commercial property owners -- who value our rigorous, scientific approach to indoor air quality."

The Tampa Bay Business Journal recognized Pure Air Control Services for the growth it achieved in the two-year period from 2018 to 2020 as measured in annual revenue. The company's 2020 revenue was \$9,800,000 or 87.5% greater than 2018, placing it no. 27 out of 50 companies the Tampa Bay Business Journal recognized on its Fast 50 list.

Pure Air Control Services also was named this year to Inc. 5000 Regionals: Florida list, a prestigious ranking of the fastest-growing Florida-based private companies by Inc. magazine. It was recognized as

CLEARWATER, Fla. -- August 24, 2021 – Tam- the no. 1 fastest growing environmental firm and no.

Services, headquartered in Clearwater, Fla., to its Pure Air Control Services announced earlier this month that it has been acquired by RPM International, Inc., a company based in Medina, Ohio that owns subsidiaries that are world leaders in specialty coatings, sealants, building materials and related services. Pure Air will become part of Tremco Roofing and Building Maintenance's affiliated construction services company, Weatherproofing Technologies

> Tampa Bay Business Journal Fast 50 nominees must be privately held and locally owned. Nominees must be headquartered in Hernando, Hillsborough, Manatee, Pasco, Pinellas, Polk or Sarasota counties and have been in operation since January 1, 2017 or prior. To be considered, nominees must have had annual revenue of at least \$1 million in 2018 or \$5 million in 2020.

> Pure Air Control Services is a nationally recognized indoor air quality (IAQ) firm headquartered in Clearwater, Florida. Since 1984, it has provided IAQ services to governmental agencies, educational institutions, commercial properties, energy engineering firms and other mechanical contractors.

Allied Commercial's New Q-Series™ Line of Rooftop HVAC Systems Meet High-Performance Demands of Light Commercial Applications



West Columbia, South Carolina – Allied Commercial™, a manufacturer of high-grade heating and cooling equipment, recently launched its new Q-Series™ Line of 3-Phase, Packaged Rooftop Units to meet the high-performance demands of light commercial operations. The new line consisting of the QGA Gas/Electric, QCA Electric/Electric HVAC Systems, and QHA Heat Pump was specifically engineered to accommodate both horizontal and downflow applications with

plug-and-play designs that install quickly and easily even when replacing different

"The Q-Series incorporates a variety of smart, time-saving features that make each unit ready for installation as soon as it arrives at the jobsite," said Trent Davis, Director of Marketing, Allied Air Enterprises. "This product line has the flexibility and reliability to get the job done right the first time, every time."

With efficiency ratings of 14 SEER and 11.5 EER, and sizes ranging from 3-to-5-tons and 1200 – 2000 CFM, the entire Q-Series product line is designed with side and bottom connections, quick-connect electric connections and a factory-installed float switch to facilitate smooth installations without the need for special brackets. Included in this new series of packaged rooftop units are the:

QGA Gas/Electric HVAC System, which provides an AFUE up to 81% as well as a 34,000 to 57,000 Btuh cooling capacity and 54,000 to 126,000 Btuh gas input heat output

- QCA Electric/Electric HVAC System designed with a cooling capacity of 34,000 to 57,000 Btuh and optional electric heat range of 5 to 23 kW
- QHA Heat Pump that offers a cooling capacity of 34,000 to 57,000 Btuh, heating capacity of 33,500 to 57,000 Btuh, HSPF of 8.00 and optional electric heat range of 5 to 23 kW

Additional benefits incorporated into the Q-Series' gray steel cabinet are Microban®* protection which fight surface pollutants like bacteria or mold, built-in pest control, Quiet CombustionTM and Tri-DiamondTM technologies. Other highlights entail an optional, single-zone VAV supply fan technology, which can provide up to 61% in power savings over comparable units and 29% better moisture removal

Available from distributors based throughout the U.S. and Canada, the Q-Series is supported by a 10-year limited warranty for the aluminum gas heat exchanger, a 5-year limited warranty for the compressor and a 1-year limited warranty on additional covered components.

To learn more about the Q-Series, please visit www.allied-commercial.com.

Mitsubishi Electric Trane HVAC US Donates to Children's Grief Center and Grief Resource Center of New Mexico

SUWANEE, Ga. – August 16, 2021 – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, has donated heating and cooling systems to the Children's Grief Center and Grief Resource Center of New Mexico, a nonprofit organization committed to addressing the challenges children, adults and families face following the death of a loved one.

Children's Grief Center needed a larger facility to offer grief support services to a growing number of families. The Albuquerque, New Mexico building purchased for the organization's expansion required new heating and cooling equipment. Mitsubishi Electric Trane HVAC US was connected with the group and offered to supply a CITY MULTI® R2-Series VRF zoning system for the facility.

"We're incredibly grateful for the donations and partnerships that have helped make our dream of a larger facility a reality," says Jade Richardson Bock, executive director, Children's Grief Center and Grief Resource Center. "The donation from Mitsubishi Electric will allow us to provide a comfortable environment for our families to gather and learn to heal from the loss of a loved one."

"The center has such an important mission," says Sandra Parr, regional marketing manager, Mitsubishi Electric Trane HVAC US. "We're proud to support their efforts and help create a more comfortable setting for community members navigating grief."

Since 2001, Children's Grief Center's mission has been to provide a safe and supportive environment where young people and their caregivers can share their feelings and experiences while grieving a death. In 2020, they merged with the Grief Resource Center, providing grief support services for adults. To learn more about Children's Grief Center and Grief Resource Center, visit www.childrensgrief.org.

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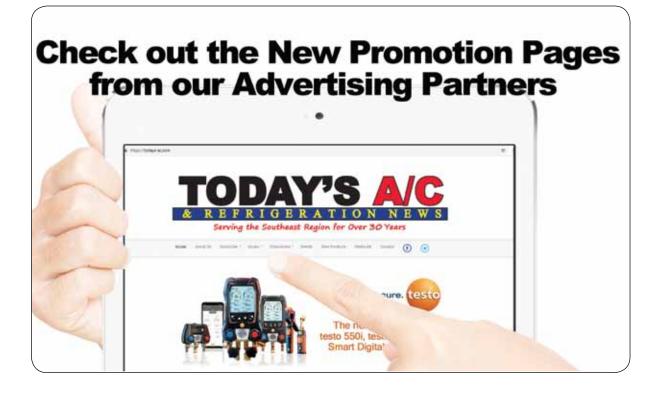




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Proverbs 3:6



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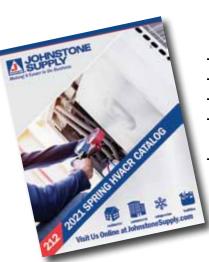
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