

TODAY'S A/C

& REFRIGERATION NEWS

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SFACA September Program Meeting and HVAC Job Fair 2021 (see pages B7)



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RGF HALO-LED Proven to Reduce Coronavirus Surrogate MS2 Bacteriophage 99% (see page 18)

AHR EXPO Announces Open Registration For 2022 Show In Las Vegas



Jeff Schlichenmeyer
Publisher

WESTPORT, Conn., August 31, 2021 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) will return to Las Vegas Jan. 31 - Feb. 2, 2022, after a forced cancellation in 2021 planned for Chicago. The highly anticipated 2022 Show will be the industry's first major in-person gathering following pandemic shutdowns. Registration is free and attendees are encouraged to register early on ahrexpo.com. Show management is elated to sound the horn, "We're back!"

"We are honored to welcome the HVACR community back for the first large-scale, in-person industry event," said Mark Stevens, manager of AHR Expo. "It's been a long road and we are ready to reignite the momentum that comes from collaborating at a live event. We understand the disappointment in last year's forced cancellation and we are thrilled to once again host the Show that our industry partners value so much."

This year AHR Expo will welcome both new and longtime attendees to a Show the industry has anticipated for nearly two years. "We're encouraged by the growing energy we are seeing in our metrics.

Show Hotels in particular are exciting to watch as rooms fill up for Vegas faster than usual by this time of year," continued Stevens.

"The Orlando Show delivered so much energy for the future of HVACR and just a few weeks following we watched as the world paused. HVACR became a hot topic overnight given the correlation between indoor environments and health. For us in the industry, this is something we have been more deeply discussing in recent years, but when the pandemic fully emerged and mitigation strategy discussions began it was all eyes on HVAC."

Since the onset of the pandemic HVACR professionals have remained on the front lines as a critical factor in the fight to contain COVID-19. In recent years the Show has featured manufacturers and educators who speak on the importance of well-managed indoor environments as a key component in community health.

"The pandemic in some ways has pushed us ahead in terms of global acceptance of just how vital this industry is to the world," said Stevens. "Every country, industry, and news outlet is talking about HVACR. AHR Expo has served as a meeting place to dig down deep and share new ideas and innovation for nearly a century, but perhaps now more than ever this kind of face-to-face connection and business collaboration is critical."

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YORK Partners With Google To Install Donated Smart Home Equipment In The Homes Of Injured Veterans

Donated YORK and Google Nest products help improve the lives of injured veterans and their families

MILWAUKEE – (September 21, 2021) – The YORK® brand of Johnson Controls, the global leader for smart, healthy and sustainable buildings, has partnered with Google Nest Pro to donate smart home products in mortgage-free homes gifted to veterans through the non-profit organization, Building Homes for Heroes.

Building Homes for Heroes builds or renovates homes, and gifts them, mortgage-free, to severely wounded or disabled U.S. veterans and their families working closely with various corporate sponsors. Since 2014, YORK has partnered with the organization and local YORK contractors and distributors to donate and install heating and cooling equipment based on the individual needs of each veteran.

Through the newly established partnership with Google, YORK contractors will donate their time to install various Google Nest products into the veterans' homes to help create a safe, connected

home they can live comfortably in despite their injuries. Google will be donating a variety of equipment to different Building Homes for Heroes veterans, including the Nest Learning Thermostat, Nest Protect smoke and carbon monoxide detector, Nest Hello Doorbell, Nest x Yale Locks, Nest Minis and Nest Hub Max.

"We're incredibly grateful to have the opportunity to provide heating and cooling to nearly 120 injured men and women who have served our country over the past eight years through Building Homes for Heroes," said Doug Schuster, vice president and general manager, Ducted Systems, Johnson Controls. "The new partnership with Google Nest Pro will give these injured veterans and their families even more customized amenities in their new connected homes."

Johnson Controls is dedicated to supporting and hiring veterans across the U.S. and has been recognized as a leading veteran-friendly organization. The company has created the Veterans Business Resource Group to help connect Johnson Controls military families and support them during their transition from military to civilian life.

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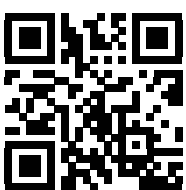
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Simple Ways to Increase Labor Productivity and Your Bottom Line

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.

Here are simple ways to increase labor productivity. Increased labor productivity increases your bottom line.

As I wrote several months ago, labor is like a hotel room. It is perishable. If you don't sell those labor hours today, they are gone forever...unlike a condenser fan motor which can sit on your truck for days (and sometimes too many days!) before you sell it.

First, you have to track and measure it using the productivity ratio or compensation percentage. This ratio answers the question, how much did the company spend in payroll and payroll taxes for each dollar of revenue that month?

To determine your company's productivity ratio, divide total payroll plus payroll taxes by total sales each month. Payroll includes all compensation which is the same as the gross wages number you report to the IRS on your 941 form each month.

If you are type of company where owner compensation is accounted for differently than on a 941, then add the owner compensation to the 941 gross wages for the month. Payroll taxes include FICA, Medicare, state unemployment, and federal unemployment. Do not include worker's compensation, health insurance and other benefits.

Track this number each month. It may go up and down depending on seasonality. This is your base line number.

To increase productivity, you decrease your compensation ratio (you are spending less on payroll and payroll taxes with a decreasing ratio). Here are some suggestions:

1. Post the compensation ratio each month. If you have different departments you can calculate and post the ratio for each department. What gets watched gets improved.

2. Ask your team members for suggestions. They know where time is wasted. You might need to ask the field about the office and vice versa. And, ask them "on their own turf." Don't call a technician into the office and ask him how to be more productive...ride with him and ask the question.

3. Make it fun - have a contest around decreasing the compensation ratio. For example, if your compensation ratio is 45% and you want to lower it to 35%... and it stays at that level or less for 3 months, have a contest with a great prize when it gets to and stays at/below 35%. This 10% decrease in payroll and payroll taxes for the same sales volume goes directly to your bottom line. You can share in the savings with the people who helped get it there.

4. Increasing sales with the same level of payroll also decreases the compensation ratio. Your employees might come up with a way to increase sales with the same number of working hours per month. Again, this savings falls to your bottom line.

5. Do not estimate jobs in 2-hour increments. For example, a 6 hour job will magically get stretched to 8 hours. A 2 hour job magically takes until lunch. Estimate jobs in 4 hour increments - 4, 8, 12, 16, 20, 24 hours, etc.

6. Monitor overtime hours. Once the cooler weather hits, there should be no overtime for field labor for a few weeks (or until it really gets cold). From an office perspective, if someone is spending an hour on social media or personal phone calls and then receiving an hour of overtime per week, cut out the overtime. There is enough time during the day to get the job done... assuming social media and personal phone calls are eliminated. Also, make sure that if you issue company owned phones. Then you can monitor the calls.

Next up: My CPA Said Revenues were Up 10% - Is this Good? This week I got an email from a CPA with results from one of the companies I work with. There was a laundry list of facts...revenues were up, gross margin was up, etc. The thing that frustrated me

was that there was not an explanation of the results. Why were revenues up 10%?

- If it was because the company raised prices because of increased material/equipment cost, then the company really was treading water.
- If the company's net profit per hour was exactly the same, even though the revenues were up, then the company really was treading water.
- If the company's net profit per hour was lower, even though the revenues were up, then the company is probably going backwards (an explanation is needed here too.)
- If the company's net profit per hour was higher, with higher revenues, then the company is probably going in the right direction.

(Remember, net profit per hour is net operating profit divided by billable or revenue producing hours.

Looking at it another way, for each revenue producing or billable hour, how much net operating profit drops to the bottom line?)

CPA's drive me crazy. Most care just that debits match credits. They produce statements of historical facts like "Revenues were up by 10%". Most don't delve into the WHY behind the facts. Revenues may be up or down. Why? Gross Margins may be up or down. Why? Net profit per hour may be up or down. Why?

It's just as important to understand why so that you can continue doing the things that are going well and take care of the things that are not going well.

The most important thing to track, in my opinion, is net profit per hour. If it is increasing, that is trending in the right direction. Discover why the company is doing better. If it is decreasing, find out why.

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JB Industries Welcomes New Director of Marketing, Angel Jepsen



Aurora, IL – September 2021 – JB Industries, a premier manufacturer of American-made HVAC tools and equipment, is pleased to announce that Angel Jepsen has joined the company as the Director of Marketing. In this position, Angel will lead the company's marketing strategy and branding initiatives while developing campaigns to increase sales revenue and market share.

"I'm excited for Angel to join the team at JB Industries" said Jeff Cherif, President and Co-Owner of JB Industries. "Her integrated marketing experience and skill set around modern, scalable marketing methods will allow us to capitalize on the strength of the JB brand as we continue to innovate and grow."

As Director of Marketing for JB, Angel will be responsible for conceiving and executing marketing strategies and tactics that drive growth. In addition, she will manage the overall brand and marketing activities to provide a strong presence across the United States.

"I'm thrilled to have joined the team at JB Industries," said Angel Jepsen. "I look forward to using my skills and experience to help promote the JB brand throughout the HVAC industry which has been seeing tremendous growth due to the demands of improved ventilation throughout the pandemic and the continuous need to develop energy efficient HVAC systems."

Angel comes to JB with extensive marketing and product development experience in the consumer goods and SaaS industries. Most recently, she worked as Brand Manager for EverSewn where she was responsible for developing and executing all integrated marketing efforts, including brand awareness, product development, and consumer education. Angel holds a Masters in Business Administration from University of Iowa and a Bachelors in Digital Marketing.

All future marketing and media inquiries may be directed to Angel Jepsen at ajepsen@jbind.com.

AHR EXPO Announces Open Registration For 2022 Vegas Show (continued from cover story)

Prior to COVID-19, HVAC was already experiencing a boom driven by increasing customer demand to interact with the built environment, as well as a push for energy efficiency, sustainability, IoT and other technology innovations. As discussions such as job force recruitment efforts and new and sustainable ways to bring comfort heating and cooling across the globe continue, professionals are now also faced with new considerations for HVACR's potential to support mitigation. The industry is in high demand on all fronts, with many roles to fill.

"Hiring across the industry is all over the place right now. We were in a recruitment crisis before the pandemic, now we are struggling to keep up with the demand," said Mike Mayberry (@hvac_refer_guy), who has worked in the industry for more than 35 years. "We have new considerations to think of too in terms of supply issues, new regulations and residential and commercial upgrades due to the pandemic on top of our typical workload. The industry is at an exciting crossroads and conversations that solve problems need to happen."

Being in the room with the opportunity to engage and participate in the conversation is just one of the unique aspects that make the AHR Expo so vital to the industry. Each year all sectors of the industry gather to share ideas, challenges and personal perspectives—all things that maintain growth momentum.

With more attention on a global scale, industry professionals are ready to tackle the challenge with new and inventive products and technologies that quite literally change the world and the way we live in it.

"HVAC is the new 'sexy' with our new normal under COVID-19. It can be the holy grail in reducing the airborne risk of transmission through the air. As industry professionals, we are charged to safeguard our built environment," said Luke Leung, PE, ASHRAE Fellow, LEED Fellow, BEMP, PEng and AHR Expo Expert Council member. "The pandemic has put us on the global stage to showcase the importance of what we do."

With the world watching so closely, events like the AHR Expo offer unparalleled value and collaboration

that allow professionals to reconnect with peers and form lasting business relationships.

"We take the responsibility of our role in this industry very seriously," continued Stevens. "Our exhibitors are showcasing the future and it never ceases to amaze. Already we are seeing incredible innovations come through the Innovation Awards program submissions; 2022 is sure to be one for the books."

The 2022 Show will welcome back more than 500,000 square feet of exhibitor space across the North and Central halls and a one-stop opportunity to check in with manufacturers on their latest offerings. This year will also offer a robust education program with trend discussions, technical sessions and everything new in the industry for professionals to stay up-to-date on the latest practices. The Show will once again host industry podcasts following a successful launch in Orlando.

"I was disappointed that the Show didn't happen in 2021," said Ben Poole of HVAC Tactical. "For me, it's more than just being able to nerd out on all things HVAC for a few days while checking out all the new innovative products that are about to change the game. It's about the networking and the relationships that make a trip to AHR Expo worth it every single year. You don't match that anywhere else in the industry. I'm pumped to see what Vegas has in store."

AHR Expo is working in conjunction with the Las Vegas Convention Center (LVCC) to maintain safety as the highest priority for attendees. This year's Show will follow many large-scale events from other industries that have successfully welcomed guests back to Vegas. Stay up-to-date on all Show updates by signing up to receive the AHR Expo newsletter or receive text updates.

"The forced cancellation in 2021 was devastating. The industry has come to recognize the Show as the main event to kick off the year ahead and the responsibility that comes with that is tremendous and exciting. We are so happy to plan alongside industry enthusiasm and pick up where we left off; we are ready and we'll meet you in Vegas," concluded Stevens.

To register visit ahrexpo.com. For more information, visit ahrexpo.com

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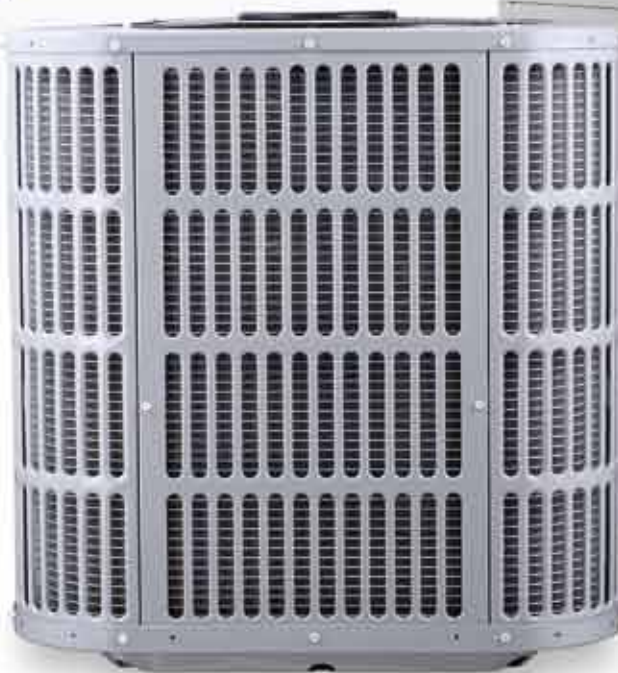
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3-Year Limited Warranty Now Standard on RectorSeal Products No Registration Needed

Houston, TX, September 28, 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], now offers a 3-Year Limited Warranty across an extensive product line that supports the HVAC, Plumbing, Electrical, and Fire-stop trades. The 3-year Limited Warranty represents the minimum coverage offered by RectorSeal.

“Our company is well known for offering innovative products, so it was natural to apply that thinking to our limited warranty coverage,” said Jeff Underwood, Senior Vice President of Sales and Marketing at RectorSeal. “Given the product quality control procedures we employ, we’re confident that offering a 3-Year Limited Warranty on select products demonstrates our dedication to provide our customers best in class products and support. The Limited Warranty coverage not only defines the products that we offer but is a reflection on the strength and innovation associated with the entire company.” The enhanced 3-Year Limited Warranty coverage will be supported by aggressive in-store merchandising at RectorSeal distributors and sales representative locations.

No registration is required to activate any of the limited warranties offered by RectorSeal. Underwood adds, “Along with providing outstanding limited warranty coverage, we wanted to make the warranty claims process as easy as possible. Ours is not a multi-step process. The entire claiming process takes only a few minutes.” All standard warranty claims are administered by the local RectorSeal distributor or sales representative.

Beyond the limited warranty coverages, RectorSeal offers a robust selection of sales and technical training classes at no cost. “Our total support package to customers is designed to ensure that any concerns are quickly resolved. Our customers expect the best products, limited warranty coverage, and support services because RectorSeal is an industry leader,” said Underwood. “And, we deliver on those expectations every day.”

HARDI Distributors Report 9.3% Percent Revenue Increase in July

COLUMBUS, Ohio, August 31, 2021 – HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 9.3% percent during July 2021. The average annual sales growth for the 12 months through July 2021 is 17.2% percent.

“9.3% growth looks modest after the extraordinary recent gains of 20% to 30%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “With the same number of billing days we estimate the sales growth for the month would have been more than 14% or almost twice the median monthly sales gain during the past ten years.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days at the end of July 2021. “Bills were paid about four days quicker than July’s before the COVID related business interruptions,” said Loftus.

The annual sales growth of 17.2% through July is flat with June, and off only slightly from the 17.6% record rate through May of 2021. “Along with the healthy economic recovery, the sales growth is getting an extra boost this year from the frequent price increases that distributors have had to pass through. The Producer Price Index for the industry has increased by 9% during the twelve months through July and there is another round of price increases to for the market to digest during August and September.”

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.

Johnson Controls Launches Immersive Commercial Rooftop Unit Roadshow Across The U.S.

MILWAUKEE – (September 16, 2021) – On September 8, Johnson Controls, the global leader for smart, healthy and sustainable buildings, kicked off its 2021 ‘Game On’ Roadshow in Milwaukee, Wis. where almost 60 attendees participated in hands-on learning experiences with commercial HVAC rooftop units from Johnson Controls, YORK® and TempMaster®. The roadshow tour brings the comprehensive and newly extended rooftop unit portfolio to locations across the U.S., including Chicago, Denver and Phoenix, among others.

As part of the tour, the 53-foot ‘Game On’ trailer houses full-size displays of the Choice 15-27.5 ton and Select 27.5-50 ton commercial rooftop units to give visitors hands-on interactions with the equipment. The agenda also includes engaging, interactive experiences, including augmented reality, featuring the Premier 25-80 ton rooftop units, variable air volume (VAV) products and the Verasys® building con-

trols system – all part of Johnson Controls connect suite of OpenBlue technologies.

“The ‘Game On’ Roadshow is an immersive, mixed-use experience that brings cutting-edge Johnson Controls, YORK® and TempMaster® products directly to our customers in a meaningful way and provides hands-on opportunities to learn about the latest technologies and innovations,” said Doug Schuster, vice president and general manager, Ducted Systems, Johnson Controls. “This is the culmination of years of planning and hard work to show our customers that Johnson Controls is here to help them win.”

With events held in nearly 20 states, the ‘Game On’ Roadshow is part of Johnson Controls overall commitment to customer success and innovation, including the expansion of the company’s state-of-the-art 900,000 square-foot Rooftop Center of Excellence manufacturing facility in Norman, Okla.

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Tropic Supply's Tod Talk: Ruud Heat Pump Inverter Overview & Teardown

On Tuesday, September 28, from 8:00 am - 9:00 am, Tod Sutherland facilitated a Tod Talk virtual event explaining the ins and outs of the Ruud Heat Pump Inverter Overview & Teardown.

He covered the a teardown of the UP20 Heat Pump and RHMV Air Handler. This course also included some tricks to a smooth installation, charging Econet Controller setup, troubleshooting techniques, and the Ruud App.

Tod has 34 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



TOD TALKS

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.

In this Tod Talk online zoom session, each attendee had the option to participate in the four webinar quiz questions. The first person to enter the correct answer in the chatbox won one of four Ruud branded camo hats during this webinar!!

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



Tod Sutherland (TOD TALKS) revealed that Ruud has one the largest access panels in the industry and is simple to remove



Tod emphasized the importance of downloading the Ruud App for help and information in the field

HARDI Announces 2021 Annual Conference Agenda and Speaker Lineup

COLUMBUS, Ohio, September 16, HARDI has released the complete agenda and speaker lineup for the 2021 Annual Conference: "Motion: Find Your Direction".

This year's agenda focuses on three key themes: Catalysts: Forces Igniting Motion, Friction: Forces Slowing Progress and Accelerants: Forces Enabling Quick Industry Response. Each day of conference presentations will focus on one of the three conference themes.

Kicking off the conference is keynote speaker, Lisa Bodell, who will present "The Great Reset". This session will explain why some of the best innovations come from times of change and resource constraint.

The 2021 closing keynote speaker is Alex Banayan. International best-selling author of "The Third Door", Alex has met some of the world's most successful people including: Warren Buffet, Lady Gaga and Bill Gates. Through these interviews, Alex found that all these individuals had one thing in common, they used the "third door approach" to find their way to the top.

"We're seeing industry disruption at unparalleled rates," Emily Saving, HARDI's Executive Vice President and curator of the Motion agenda. "With this conference it is our intention to allow attendees to slow down and examine some of the major forces of change from multiple points of view. Are the forces impacting our environment positive, negative, or perhaps more nuanced? How will each member company respond? We feel our conference will give members the chance to examine the landscape of change and determine their best path forward."

In addition to keynote speakers, the agenda will feature several additional featured speakers and panel sessions that will cover issues impacting the industry including: industry mergers and acquisitions, government regulations, contractor needs, workforce shortage, supply chain disruptions, e-commerce, company culture and more. In addition, we will feature multiple sessions that share our 2021 State of the Channel findings. Visit <http://hardiconference.com>.

General Filters, Inc. Welcomes C&C Marketing

General Filters, Inc. is pleased to announce the addition of sales agency group C&C Marketing of Apalachin, NY to serve the state of New York; North and West of I-84.

"C&C Marketing is very well positioned in the Upstate NY HVAC equipment market to promote GeneralAire and General Oil IAQ products through our wholesaler network." said Allan Feys, Director of Sales and Business Development. "We look forward to partnering with C&C in the upcoming years to grow

our market share and brand recognition throughout the region." For additional information, contact: Allan Feys, Director of Sales & Business Development, General Filters, Inc. (866) 476-5101 X201

Founded in 1937, General Filters, Inc. manufactures whole house residential indoor air quality (IAQ) products (humidifiers, dehumidifiers, air cleaners, and UV air purifiers) and residential heating fuel oil filters. General Filters' brands include GeneralAire®, Second Wind™, Gar-Ber, Unifilter® and General.

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Trade Talk:

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



So, you're in Business: Are you an Entrepreneur, a Manager or a Technician?

We have all heard the expression, "You need to work on your business, not just in your business."

It's advice I'm sure you've heard dozens of times over the years (I certainly have). But despite being told repeatedly, many small contractors still don't seem to truly understand what it means.

Let's look at a common scenario. Bill is a good Air Conditioning technician. He loves his work and was pretty good at it too. And while Bill has a 'regular' job during the week, he also does quite well selling his services to friends and relatives on the weekends.

If fact, he's been thinking about making a career of it for a while. And after a particularly bad day at work (which ends with him giving his boss some directions about "where he should go"), Bill decides to give it a go. He turns that extra bedroom into an office, buys a service van, hires someone to deal with all the paperwork and other business stuff, and soon after XYZ Services is open for business.

At last Bill is 'living the dream' and 'following his passion'. He's earning a living doing something he enjoys and gets to be his own boss, which he loves. He doesn't have to fill out timesheets or attend boring meetings. He can just spend his days selling jobs and doing the work to his heart's content.

It's perfect, right? Unfortunately, no.

Bill's situation is a classic example of an entrepreneurial seizure'. Someone gets the urge to 'be their own boss' but then "goes to work for a maniac"—themselves.

The business owner ends up spending all their time working in their business. Now in Bill's case he gets to do what he loves. But it isn't long before he realizes there's a lot more to business than just selling and installing jobs.

And unless Bill effectively deals with those other aspects of running a business as well, he won't have a business for much longer.

This type of person is described as the technician

of the business. They're an expert in their field, and love doing what they do. Unfortunately, it's often at the expense of everything else associated with running a business.

- Technicians love doing the technical work.
- Managers manage the technicians to ensure the work gets done.
- Entrepreneurs design a business that can work without them, and then hire managers to run it, who in turn hire technicians to deliver the work.

In Bill's XYZ Services scenario:

- The Technician does the selling and installing to create the products.
- The Manager does all the 'stuff' the technician sees as 'necessary evils', such as: ordering materials, entering orders and doing the bookkeeping, tracking the work-in-progress, handling customer payments and banking, paying the bills, and ensuring they comply with tax and other compliance matters.
- The Entrepreneur looks at the big picture, and makes strategic decisions about things such as: what the business should sell, who they should target as customers, how they should price their products, what their business model should be, and how the business should be structured.

As you can see, technicians and managers work in the business and an entrepreneur works on the business. An entrepreneur's focus is to design a business that can work without their own personal exertion on a daily basis. Their objective is not to be 'self-employed', or to create a job for themselves. They think of a business as a machine that can be designed, built and eventually sold.

That doesn't mean all entrepreneurs aim to sell their business in the short term. Some like to build and then hold onto their businesses over the long term.

Ask yourself:

- Does your business rely on your personal daily work at the technician and/or manager level?

- Do you believe only you can do that work to the level required?

If so, you're chained to your business. And it's unlikely to become one you can sell when it comes time to move on or retire.

Let's think about Bill's business. What happens if he's sick or injured for a month or more? Sure, some insurances will replace income and pay lump sums in certain circumstances. But what about the business? Customers need to be satisfied. The business would grind to a halt, and its reputation would be tarnished.

That's the opposite of what you want. You want a business that isn't 'key person dependent'. You don't want your business to rely on any one person— especially not you.

In Bill's case, he needs to step away from the hands-on work. (He can still do some of it, but the business shouldn't rely on him as a key technician.)

What are some of the things Bill could do?

- He could bring an apprentice on board, and get them up to speed on how everything is made.
- He could write procedures manuals and maybe create training videos to explain the details of every item the business produces.
- He could document all the processes for managing the business.

By doing these things, Bill could get to a point where his business produces the same goods to the same quality whether he's there or not. And quite profitably.

Bill would be working on his business, not just in it. He'd be an entrepreneur. So, what about you? Are you still 'on the tools'? Or are you designing and building a business that can eventually work without you so you don't have to keep "doing it, doing it, doing it"? In Today's A/C, you need a brief case as well as a tool box.

Until next time.

Tommy Castellano

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Message from FRACCA President Rick Sims



Thanks to Brian Lambert, FRACCA legal counsel and lobbyist for providing us with an update of some notable changes to Florida laws that our governor just signed into law. Cotney and Associates are a powerful asset for Florida's HVAC industry and we thank them.

HB401 passed containing changes to building code statutes requiring local governments to post certain information online and to make electronic submissions from users possible. It gives local governments the ability to define what virtual inspection types it will allow. These changes attempt to keep up with progress already in place for many jurisdictions. From what I have seen, local governments are out in front on this and most already have

systems in place. HB401 also requires that new construction residential single family home permits to be issued in less than 30 days of application or result in lowering of the associated permitting fees. 120 days is allowed for other types of building permits.

HB667 added requirements that code officials provide a reason for an inspection failure to be communicated to the permit holder within five days of a failed inspection. If the reason for inspection failure is not provided within the allotted time, a 10% reimbursement of permitting and inspection fees is required. In other changes, the law was modified prohibiting permitting offices from requiring an actual copy of the contract.

What's next? Expect to see changes coming to

FL Chapter 713.13 Florida Notice of Commencement filing requirements in the next legislative session. You know that Notice of Commencement is required for permitting projects >\$2,500.00 and that there is an exemption for "direct contract to repair or replace an existing heating or air-conditioning system in an amount less than \$7,500". It's the threshold amount for air conditioning system replacement that is soon about to change and so has drawn FRACCA's interest.

The most common permit required in most jurisdictions is the AC replacement permit. In many areas it represents more than half of all permits of any kind. Air conditioners don't last as long as most other building components. Replacements

are simple straightforward contracts. The law calls these "direct transactions"; there are no general contractors or construction loans involved. The law seeks to relax notice filing requirements for changeouts and raises the notice threshold from \$7,500.00 for AC change-outs; from \$2,500.00 for all other permit types. It has been this way for quite some time. In 2006 the notice threshold went from \$5,000.00 up to \$7,500.00 where it is now; FRACCA supported the increase. Is it time to increase it again? That's a discussion happening right now.

How high should the contract amount be? Should it be doubled to \$15,000? Should it just go up to \$10,000? Should it stay at \$7,500 where it is now? FRACCA directors seem to favor raising it again but have not yet issued an opinion on how much. It's not too late to give your input. FRACCA board of directors have begun the discussion and FRACCA chapters have a few months left to consider upcoming changes. What do you think it should be? Let your chapter know what you think. FRACCA lobbyist Brian Lambert can go to work for us once he knows what Florida's HVAC industry prefers.

If you are not a FRACCA member but would like to give your input on the subject, please contact FRACCA executive director Paula Huband for assistance. She can be reached at 407-676-0031 or visit FRACCA.ORG to submit written input.

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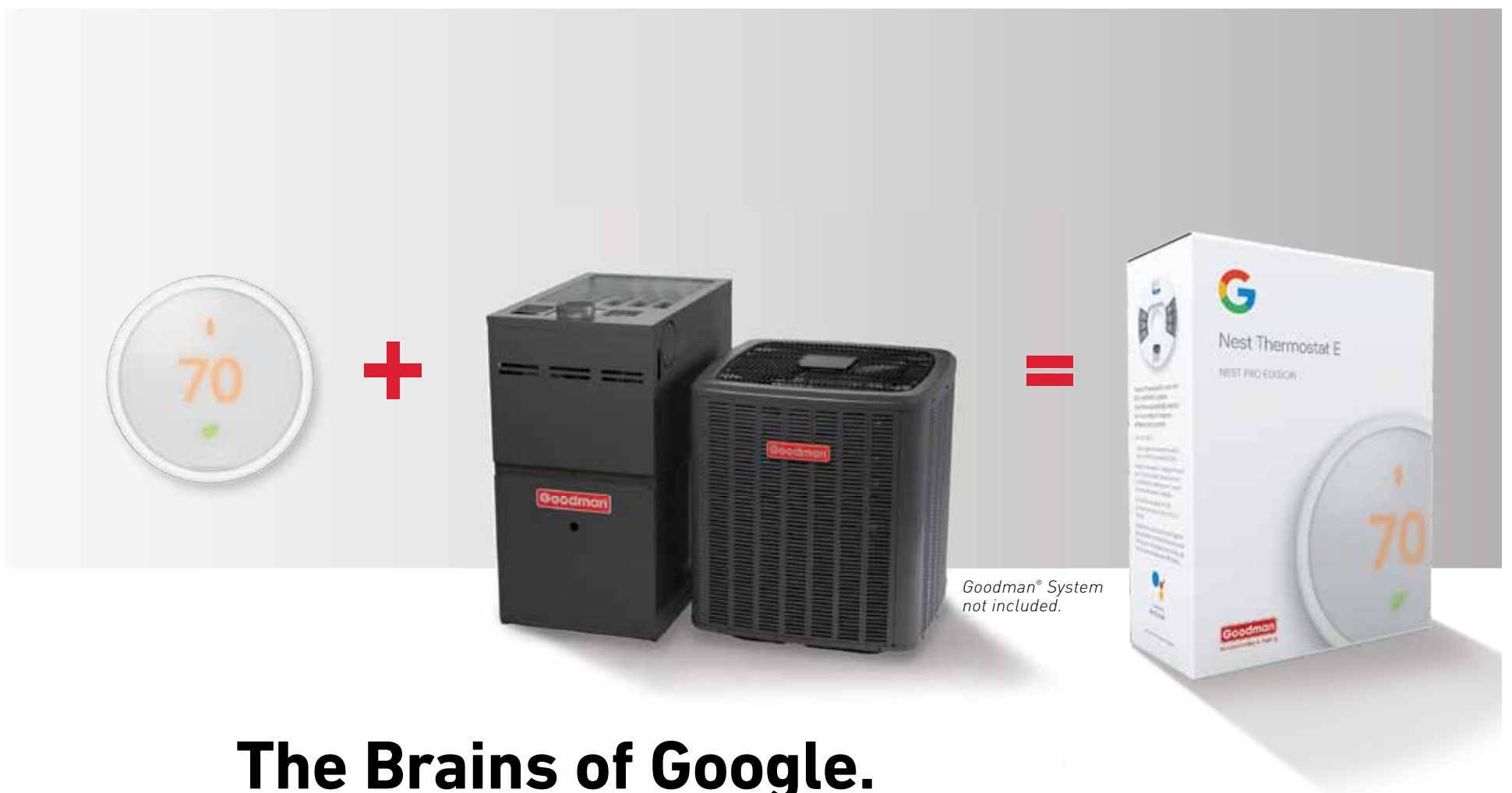
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*The full text of **Goodman** limited warranty on this product may be viewed at www.goodmanmfg.com/products/controls, or may be requested in paper by contacting us at 19001 Kermier Road, Waller, TX 77484.

¹ Requires working internet and Wi-Fi

² Email sign-up required to receive monthly report

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 952,323 units in July 2021, down 5.7 percent from 1,010,414 units shipped in July 2020. U.S. shipments of air conditioners decreased 8.8 percent, to 615,860 units, down from 675,373 units shipped in July 2020. U.S. shipments of air-source heat pumps increased 0.4 percent, to 336,463 units, up from 335,041 units shipped in July 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 14.5 percent, to 6,282,749 units, up from 5,486,285 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 10.2 percent, to 3,892,236 units, up from 3,531,470 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 22.3 percent, to 2,390,513, up from 1,954,815 units shipped during the same period in 2020.

YORK Partners with Google to Support Injured Veterans (continued from cover story)



“Building Homes for Heroes is devoted to building better and brighter lives for our veterans who served and sacrificed so much for our great country,” said Andy Pujol, founder and CEO, Building Homes for Heroes. “This is something we could not accomplish without the support of like minded, patriotic companies like Johnson Controls for the last seven years, and our newest partner in Google Nest, to provide our heroes with a home that is beautified and customized for their needs. What a beautiful way to thank our heroic servicemen and women.”

To learn more about YORK's partnership with Building Homes for Heroes, visit www.york.com/for-your-home/why-buy-york/building-homes-for-heroes and to learn more about Building Homes for Heroes, visit www.buildinghomesforheroes.org.

Mitsubishi Electric Trane HVAC US Announces Fall Technical Training Webinars

SUWANEE, Ga. – September 7, 2021 – In the spirit of back to school, Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, is pleased to announce their Technical Training team is offering free live webinars on Fridays in September, October and November at 1:00 p.m. EST.

Contractors can log into the Mitsubishi Electric Trane HVAC US Contractor Portal to access available training and register for classes.

October Webinar Schedule:

October 1, 2021: CITY MULTI® Service Manual Overview – In this webinar, METUS takes you on a tour of a typical service manual. Attendees will discuss important sections and tips for quickly finding information.

October 8, 2021: PAC Tool and INVERTER Checker Overview – The two diagnostic tools used to aid technicians in troubleshooting M&P systems will be reviewed in this session.

October 15, 2021: ERV Application – In this webinar, METUS discusses the options available for delivering outside air into indoor units, such as the Lossnay® and PremiSys® units.

October 22, 2021: M&P - Understanding INVERTER Technology – Explore the relationship between AC and DC characteristics of an Inverter Circuit. Operation and functionality of Converter Circuit, Noise Filter Board and the Inverter Circuit will be discussed to give technicians a better understanding of how an INVERTER works.

October 29, 2021: MAC-333/334 Overview and Application – This webinar will provide an overview of the MAC-333 and its ability to add inputs and outputs to an M-Series indoor system and its successor the MAC-334.

November Webinar Schedule:

November 5, 2021: Initial Settings Tool Basics – In this webinar, METUS will take a look at the software used to setup a Central Controller. The Initial Settings Tool and how it will make short work of setting up controllers, units and more will be discussed.

For more information, please email training@hvac.me.com. To learn more about Mitsubishi Electric Trane HVAC US visit, www.metahvac.com.

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AIR CONDITIONING & REFRIGERATION

Panasonic Introduces New Intelli-Balance™ 200 Energy Recovery Ventilator

NEWARK, N.J., Aug. 26, 2021 /PRNewswire/ -- Panasonic, a leading provider of ventilation and healthy indoor living solutions to the building industry, today announced the new Intelli-Balance™ 200 Energy Recovery Ventilator (ERV). The Intelli-Balance 200 is an ERV designed to increase airflow in tightly built homes with both exhaust and supply air. The Intelli-Balance 200 allows builders and homeowners alike to better design and meet ASHRAE 62.2 requirements, improving indoor air quality and reducing ventilation costs.



sion of Panasonic Corporation of North America. “Our new Intelli-Balance 200 ERV, complete with its MERV 13 filter and optional MERV 8 and HEPA filters, keeps homes and new structures balanced with fresh, filtered air keeping healthy living at the top of the occupant’s mind. With its easy to use features, we’re excited to bring healthy indoor air quality to homeowners and builders alike.”

For more information about the new Intelli-Balance 200 Energy Recovery Ventilator, visit: [\[ance200.com\]\(http://ance200.com\).](http://Intellibal-</p>
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To learn more about healthy living and additional Panasonic indoor air quality solutions, visit whyiaqmatters.com.

Designed for single family dwellings and new construction built to meet energy efficiency standards, the Intelli-Balance 200 provides healthy air quality within the home. With its two electronically commutated brushless motors with built-in SmartFlow™ technology, the ERV offers precision ventilation with low power consumption. The device’s multi-speed selector (60 to 200 Cubic Feet per Minute) provides customizable airflow to create balanced, positive or negative air pressure within the home.

With the optional, all-new LCD Wall Control Panel, homeowners have instant access to custom ventilation control settings and real-time air flow and temperature monitoring. The occupant-controlled Boost function, with an adjustable timer from 10 to 60 minutes, provides increased ventilation on demand with the tap of a button ensuring balanced airflow.

The Intelli-Balance 200 also facilitates simplicity from the builder’s perspective with a mounting bracket that supports three installation options. The ERV can be floor, wall or ceiling mounted and does not require connection to the Central HVAC or the addition of a condensation line. This allows it to be installed in many places throughout the home to meet space and design requirements. For additional installation flexibility, the device also has adjustable supply and return air adaptors.

“Homeowners and builders are putting indoor air quality at the forefront of home design right now,” said Don West, Product Manager for Panasonic Life Solutions Company of America, a divi-

MACCA Meeting Update



We appreciate everyone who attended our presentation on Refrigerant Update, Flammables and the Future. Thank you to our presenter Rick Roland with Certified Refrigerants, for providing an overview of the refrigerant changes effecting our Industry and a visual demo of flammable refrigerants. Rick spoke about the A2L Mildly Flammable Refrigerants and the HFC phase out. Continue to check with MACCA for future meetings and presentations.

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As a green building professional, you’re committed to giving your customers a safe, healthy and comfortable home and that starts with healthy indoor air. Panasonic makes healthy homebuilding easy with our new Intelli-Balance™ 200 Energy Recovery Ventilator. Two powerful ECM motors with Smart Flow™ technology ensure optimum air exchange by overcoming static pressure, while the Multi-speed selector (60 to 200 CFM) provides customizable airflow. A built-in ASHRAE 62.2 timing function helps ensure code compliance and simplifies the installation process. Connect to existing ductwork or use as a standalone, whole-house ventilation solution. Three installation options—floor, ceiling, or wall—along with adjustable supply and return air adaptors, provide greater installation flexibility.



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Intelli-Balance™ 200



“THE DUCT-FREE ZONE”

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



Duct-Free vs. Ducted: I have always made it clear in my GREE mini split training events that I'm not here to disparage unitary (ducted) systems ... they aren't going anywhere nor should they. Mini splits are simply an alternative to ducted systems and not always the better choice.

OK ... with that established, let's talk ducted. My home in Pennsylvania is a perfect example of where mini splits would not be the best option ... let me explain.

The home was built in 1980 and it is very rustic in design ... VERY rustic! The interior is a combination of exposed brick and repurposed barn wood ... the entire house, every room. The house had no HVAC until 1996 ... well, it had H (electric baseboard heat). In 1996, a previous owner had a Carrier R22 heat pump installed with both overhead (attic) and floor level (basement) ductwork.

Mini split evaporators on brick walls didn't appeal to me (drilling through brick was even less appealing). Ceiling cassettes were equally problematic because of multiple barn beams, exposed, running within each room's ceiling and a very low attic above with no floor. The system had to be changed as it was 25 years old, R22 and killing me each month when the utility bill came due ... especially in the winter.

I contacted my local Carrier dealer, the same people who have been servicing the existing Carrier system in the house since its installation. They gave me three options ... a good, better and best selection.

In a stroke of dumb-luck, GREE was introducing an inverter-based, 20 SEER complete unitary system called the FLEXX here in the United States. Perfect timing! The GREE FLEXX outdoor unit looks very much like a mini split outdoor unit ... horizontal discharge, tall and thin. The fan coil is

nothing particularly exciting ... A-coil, TXV, vertical or horizontal adaptability and available in four capacities (24, 36, 48 & 60K). The outdoor unit is where the magic takes place! Two units available in four capacities ... one unit can be set to either 24 or 36K and the second unit can be set to either 48 or 60K.

The magic centers around the two-stage enhanced vapor injection compressor, a unique GREE design that allows for a cooling range of 5°F - 129°F (100% cooling capacity up to 115°F and 78% up to 129°F) and a heating range of -22°F - 75°F (100% heating capacity down to -5°F and 78% down to -22°F).

I chose to install a 10KW electric emergency back-up heat strip (a GREE provided option) even though anything below -22°F here in central Pennsylvania would probably indicate the apocalypse and I would probably have bigger problems than my heat pump not keeping up.

The entire installation was documented and updates posted on my LinkedIn profile (just search for Gerry Wagner on LinkedIn and scroll through my past posts) ... follow or connect with me while you are there. I will be conducting GREE FLEXX training events this fall with a comprehensive curriculum dedicated to this unique product.

The GREE FLEXX outdoor unit can be matched with any existing 14 SEER or higher heat pump air handler that utilizes R410A refrigerant (currently only AHRI recognized match is with the GREE FLEXX indoor unit ... other AHRI matches to come). The system can be controlled by any 24V heat pump thermostat.

My original plan was to locate the GREE FLEXX outdoor unit at the same location as the existing Carrier heat pump however, because I needed to change the lineset which runs the entire length of

the home in a very low attic space with no floor, I decided to take the easier route and place the GREE FLEXX outdoor unit just above where the indoor unit is located in the basement.

I did have some concern about operating noise as this would mean the GREE FLEXX outdoor unit would now be located right outside the guest bedroom. I can testify that with an operating level of 55 dB, the GREE FLEXX outdoor unit is whisper quiet, which for me unfortunately means guests might stay longer.

The GREE FLEXX indoor unit has its own set of valves which allows for evacuation and charging at the indoor unit ... think about that on a cold, winter day or a hot, raining summer day! The Acoil comes factory charged with .55 lbs. of R410A, not nitrogen ... because of this; all you are evacuating is the lineset. There is no need to add additional refrigerant for a lineset 31' or less (not to be less than the minimum 15'). The maximum lineset length is 98'. There is no need to insulate the liquid line as, unlike the inverter mini split, a TXV is in the GREE FLEXX indoor unit.

Look, I know I risk coming off like a hypocrite ... me, the mini split, DUCT-FREE guy now talking ducted but, come on ... this is different ... this ain't your typical unitary system. This is the GREE FLEXX ... this is GREE jumping into the deep end with a versatile, unique, efficient and complete system that in my opinion is a game changer.

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



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Performance Pointers

by David Richardson



Discover The Top Four Airflow Issues with Static Pressure

There are still many in our industry who don't see static pressure measurement as a troubleshooting skill. Instead, they view it as smoke and mirrors, hocus pocus, and something extra to do on each call. The readings aren't valuable to them.

What if I could show you four ways that static pressure testing makes you a better troubleshooter, exposes the problems behind your headache calls, and uncovers additional opportunities to serve your customers? Would you reconsider its value then?

If you're tired of dealing with ongoing equipment problems, costly callbacks, and unhappy customers, keep reading as we look at four issues you can discover and solve with static pressure testing.

Number One: Low Fan Airflow

A wise man once taught me air is the first word in air conditioning. When it is incorrect, nearly every other function of the system suffers. Airflow makes or breaks a system – just ask any technician who has struggled to diagnose a unit that intermittently freezes up or trips a safety switch.

In the installation instructions of most indoor equipment, you'll find a fan performance table. These tables provide a quick and easy way to determine how much air the blower is moving in a short amount of time. The tables are specific to the model number of the equipment they come with – so find this table first.

To use the fan table, document the fan speed at which the blower operates and then measure total external static pressure (TESP). Find these two points on the fan table and intersect them to plot fan airflow. It's important to note that the blower must be clean for the tables to be accurate. If the blower is dirty, clean it first, and then proceed with your testing.

Implementing this one static pressure test will start you in the right direction. You won't have to guess any more. Before you attach refrigeration gauges to the service valves on your next call, con-

sider using this test.

Number Two: Dirty or Restrictive Indoor Coil

A common airflow restriction many technicians check is the indoor coil. But it takes a lot of time to disassemble cabinets to visually inspect the coil and you still can't see past the surface. You can get the same results with two pressure measurements and a quick calculation – no disassembly required. To measure coil pressure drop, take a static pressure reading entering the coil and leaving the coil. Then, to calculate coil pressure drop, subtract the leaving coil pressure from the entering coil pressure.

Ideally, a clean indoor coil's pressure drop should range between .20" to .30" w.c. (inches of water column). If the pressure drop is within this range, the coil is probably clean. But if pressure drop is extremely high, you know the coil is dirty, restricted, or damaged and needs further investigation.

Be aware, some newer indoor coils are very restrictive to airflow. They could have pressure drops exceeding .30" and be perfectly clean. A newer, less restrictive coil would be a better choice in this situation.

Number Three: Restrictive or Dirty Air Filter

A restrictive air filter can degrade system airflow by 40% or more. A dirty filter is easy to discover, but what about the MERV 5000 air filter that kills airflow while being clean? Measuring filter pressure drop allows you to determine if the filter you're using is too restrictive or dirty.

You measure filter pressure drop by taking a static pressure reading entering the filter and leaving the filter. Then subtract the leaving filter pressure from the entering filter pressure.

Ideally, filter pressure drop should not exceed 20% of the fan's maximum rated static pressure. With the average fan in a residential system rated for a maximum rated TESP of .50", filter pressure drop should not exceed .10" (20% x .50 = .10).

If filter pressure drop exceeds .10", you'll need to upgrade parts of the duct system for it to work properly. You can use a filter media with a lower pressure drop or add more filter surface area by increasing the filter size.

Number Four: Duct System Restrictions

Undersized ducts are an epidemic in our industry. A single pressure reading taken near the equipment in the supply and return duct system can help you find restrictions or tell you if the duct is undersized.

Pressure readings before the air filter provide return duct pressure. Pressure readings after the coil provide supply duct pressure. Look for measured pressures that are over .10". If duct pressures exceed this value, there is a good chance that side of the duct system has a restriction.

Measure duct system pressures every four feet down the system to identify further restrictions. When you see a drastic change in duct pressure, you've likely found the restriction. Loose duct liner, closed fire dampers, and collapsed ducts are common restrictions.

Don't Procrastinate

There's no time like now to start. If you're serious about measuring static pressure, contact me and I'll start you on the right path with some free static pressure testing documents.

You'll also need the following test instruments and accessories to measure. Some of these items may currently be in your tool bag. A good static pressure test kit consists of:

- An analog or digital manometer
- One length of tubing (3/16" i.d. neoprene works best)
- One Dwyer model A-303 static pressure tip
- A 3/8" bullet tip drill bit with a sheath to prevent drilling in too far
- A supply of 3/8" plastic test port plugs
- A carrying case.

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RGF® Environmental Group HALO-LED™ Proven to Reduce Coronavirus Surrogate MS2 Bacteriophage by 99% in Independent Testing



Port of Palm Beach, Florida (September 07, 2021)—RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, has released the results of a third-party study that has proven the effectiveness of HALO-LED™ technology in the reduction of MS2 Bacteriophage, a surrogate for SARS-CoV-2 (COVID-19), indoor environments.

There is mounting research to suggest that any microorganism, including viruses, can become airborne. Contaminated material can be aerosolized in many different ways, ranging from wind to human and animal activities such as sneezing, coughing, talking, mechanical processes, etc. If the aerodynamic size of an infectious particle is appropriate, it can remain airborne, come into contact with humans or animals, and potentially cause an infection. Airborne microorganisms can represent major health and economic risks to human and animal populations.

The HALO-LED™ by RGF® is the industry's first LED in-duct, whole home and building air purification system that is both mercury free and verified zero ozone compliant. The HALO-LED™ proactively treats every cubic inch of air-conditioned space, reducing airborne and surface contaminants and pollutants through bi-polar ionization and revolutionary, patent pending, REME-LED™ technology.

Overseen by Dr. James Marsden, Executive Director of Science and Technology at RGF®, "The effective reduction of airborne virus is a major breakthrough in the battle to control SARS-CoV-2 in indoor environments. As it shows the HALO-LED™ to be effective in combating the MS2 Bacteriophage virus and a valuable solution to immediately improve the Indoor Air Quality of residential and commercial spaces and protect occupants against exposure to the surrogate SARS-CoV-2 virus from this second wave." The studies are ongoing.

The study was conducted at Intertek, an accredited independent microbiology laboratory in Columbus, OH. A HALO-LED™ in-duct air purification device was provided by RGF® Environmental for use in the microbial reduction rate test. The microorganism used in the study was MS2 bacteriophage, a small non-enveloped RNA virus (ATCC number 15597-81). It is the preferred surrogate for SARS-CoV-2, the virus that causes COVID-19.

The test chamber measured 10'x10'x10' or 1,000 cubic feet. The MS2 microbial suspension was aspirated into the chamber. The temperature of the test chamber was maintained at 21° C and relative humidity at 41%.

Air samples were taken from the test chamber once the unit was turned on and sampling was taken every 15 minutes over a period of 2 hours, and then plated. The process was then repeated without the test unit in the chamber to provide the natural decay results. All plates were incubated overnight and viral growth on the test plate was compared to that of the natural decay control.

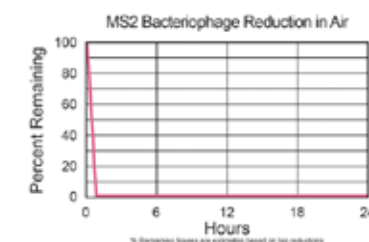
Air sampling took place using an SKC BioStage single-stage impactor for 30 seconds at 12L/min (0.424 cubic feet/min). Results shown represent the percent reduction at 120 minutes. The percent reduction associated with the HALO-LED™ treatment was 99.9% after two hours of exposure. Testing summary: 99.9% inactivation of the airborne MS2 Bacteriophage within 1,000 cubic feet chamber using an air-sampling model.

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.

The HALO-LED™ device inactivates the virus SARS-CoV-2 that causes COVID-19 resulting in healthier, more productive indoor environments within various applications using its highly efficient Reflective Electromagnetic Energy technology.



Dr. James Marsden



Local Jacksonville Sailor Honored with “True Hero” Award by Charlie’s Tropic Heating & Air Conditioning



Jacksonville, September 11, 2021] – Aviation Electronic Technician First Class John Burke, a local sailor

stationed in Naval Station Mayport, was announced as the 2021 Bryant True Hero Award Winner. The award was presented by Amy O’Grady with Charlie’s Tropic Heating & Air Conditioning as part of a national program to honor people who have gone above and beyond to make a difference in the Jacksonville, FL community. Amy was joined by Charlie’s Tropic Heating & Air Staff, fellow Bryant Contractors, as well as Burke’s Family.

Charlie’s Tropic Heating & Air Conditioning is

partnering with Bryant Heating & Cooling for the installation of a new HVAC system for this local Jacksonville sailor. AT1 Burke was honored to accept the title as our 2021 Bryant True Hero. He is the Fourth Local Jacksonville, FL Award Winner for the Honor of Bryant True Hero. “The experience of awarding an active-duty Sailor on September 11 is an honor I will never forget. It is a pleasure to have met AT1 Burke and be able to assist his family.” Said Amy O’Grady, General Contractor for Charlie’s Tropic Heating & Air Conditioning.

AT1 Burke was awarded in on field presentation with the Jacksonville Jumbo Shrimp; the Award Ceremony took place before the start of the Saturday Night Game. Charlie’s Tropic Heating & Air Conditioning was willing to do whatever it takes in the community to recognize this local Hero. As the Games Firework and Shrimp Tail Snuggie Giveaway Sponsor both the

Fans and Burke’s family got an experience to remember. Following the Ceremony AT1 Burke was given the Honor of throwing the First Pitch of the game.

AT1 Burke has been in the Navy for almost 18 years. He is currently an E-6 and just came home from a three hundred- and five-day deployment. The ship AT1 Burke was deployed on has a unique story for its number of delays because of dealing with both covid and the blocked canal. During this deployment he received a Navy Marine Corp Achievement Medal for loading 3 torpedoes onto a helicopter in a single day while embarked at sea. He has taken on a variety of leadership roles in his position and will soon be deploying again. He is always putting his fellow sailors needs ahead of his own. From feeding single sailors on holidays to providing for struggling families; AT1 Burke is out in the community serving. He is a True Hero every day to his fellow sailors and family!

This past year AT1 Burke has been selflessly absent from his family for an unexpected and extended length of time. He has stayed focused on serving even with unexpected hardship his family was facing back at home. While deployed his son whom they tried for after 6 miscarriages was diagnosed with Type 1 Diabetes and hospitalized. The child later was diagnosed with Autism as well. His return home has added new challenges. Challenges AT1 Burke has met with more community outreach and service. He has dedicated his time at home to his family and toward volunteering with organizations for both Autism and Type One diabetes.

Knowing AT1 Burke would be deploying again; Charlie’s Tropic Heating & Air Conditioning wanted to honor him for all the sacrifices he is making daily to serve our country. One way to eliminate some of the burden and give him peace of mind his family is taken care of it by eliminating their need for HVAC. “He at a drop of the hat helps assist his fellow sailors with anything that may be happening in their lives. He is always volunteering from volunteer clean ups, feeding single sailor on holidays, Boy Scouts to Little League. I am sure there is a ton more I have not mentioned and awards he has received” wife Hannah Burke shared when nominating her spouse for this Honor.

The Bryant True Hero Award is a way to thank people who go out if their way to help others and positively impact their communities. “Upon reading AT1 Burke’s Story it was evident that he has a passion and drive to serve. He does not take on these volunteer roles or serve activities for recognition but rather because he feels passionate to be involved and help others when he can. He is going above and beyond in his career and in the impact, he has on his community.” said Amy O’Grady with Charlie’s Tropic Heating & Air Conditioning.

“Here at Charlie’s Tropic Heating & Air Conditioning, we realize the importance of service men such as AT1 Burke. Having been part of a family that has served and been deployed you know the sacrifices being made daily. said Charlie Marks, owner of Charlie’s Tropic Heating & Air Conditioning. “It takes a true hero to balance service as a carrier as well as have the passion to continue to serve in the community. We are thankful for the impact AT1 Burke is making right here in our own backyard at the Mayport Naval Station.”

We know that Aviation Electronic Technician First Class John Burke is setting his community apart through the countless hours he dedicates to it. The Sailors he stands next to as well as his family are privileged to know him as our True Hero. To learn more about the Bryant True Heroes Program, visit www.bryant.com/trueroes

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JOIN GLASFLOSS AND TROPIC SUPPLY IN SUPPORTING BREAST CANCER AWARENESS MONTH!

Glasfloss and Tropic Supply have made a \$6,000 donation to Susan G. Komen to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment. Help us raise awareness of this devastating disease by participating in our annual Breast Cancer Awareness SELFIE Contest.

ENTER TO WIN 1 OF 4 RUUD BRANDED IGLOO COOLERS

HOW TO ENTER

- Purchase any two cases of Glasfloss filters on a single invoice and receive a FREE "THINK PINK" mask or neck buff (available at all 22 Tropic Supply resource centers starting October 1st, while supplies last)
- Take a SELFIE wearing your mask or buff while installing a Glasfloss filter
- Like the Tropic Supply FACEBOOK PAGE
- Email your SELFIE to Marketing@tropicsupply.com Include your name, company name and phone number.



One winner will be selected randomly from all entries received during each week. Drawings will be held on October 8th, 15th, 22nd and 29th. Winners will be contacted via phone the same day and the prizes will be mailed immediately. Submission of your selfie gives Tropic Supply consent to post your picture to the Company's social media sites.

Call or visit your local Tropic Supply Resource Center today!

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Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
Ft. Lauderdale N. (T-2): (954) 565.4803	Naples (T-10): (239) 643.7118	Tampa E. (T-15): (813) 514.1198
Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
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2021 NFACCA Fall Golf Tournament at the Blue Sky Golf Club in Jacksonville September 24, 2021

The 2021 NFACCA Fall Golf Tournament took place at the stunning Blue Sky Golf Club on Friday, September 24th with an 8:30am Shotgun Start with over 40 golfers.

The Title Sponsor was Johnstone Supply. The Swag Bag Sponsor was Tropic Supply. Hole Sponsors were Tropic Supply, Bosch, AIG, Enterprise, and Vet-Cor. The Beverage Cart Sponsor was En-

terprise. The Golf Cart Sponsor was Coggin Nissan. The Lunch Sponsor was Fresh Aire UV, and Ball Sponsor was Nimnicht Chevrolet. Air Angels Putting Contest Sponsor was AIG. Hole in One was Kirby Kash, and Long Drive was Colt Reeves.

Many awards and prizes were given out. The first place Gross winner was the Baker Distributing Team. Second place Gross winner was the Air

Solutions Team. Third place Gross was the Marco Heating and Air Team.

The first place Net winner was Bosch Equipment Team. The second place Net winner was the Tropic Supply Team. The third place net winner was the Target Sales Team.

Everyone had a great time relaxing out on the course seeing old friends, and playing some golf!



3rd Gross - Marco Heating & Air - Johnny Rowe, Ray Leach, Barry Campbell, Richard Riddle



1st Net - Bosch - Nathan Adams, Corey Kasch, Colts Reeves, Dustin Wickam



3rd Net - Target Sales - David Cyrus, James Money, Chris Craft



2nd Gross - Air Solutions Wayne Taylor, Eric Rosetta



Dave Scott, Alex Puente, Ryan Roberson Keith Holland, Shaughnessy Harms



Peyton McCullers, Tim Hare, Pat Hendrickson, Mike McCullers



Vince Volpe, Zach Davis, Jordan Creel, Joe Rodgers



2nd Net - Tropic Supply - Ed Miller, Brandon Thurnau, Chris Johnson, Patrick O'Grady



1st Gross - Baker Distributing Team Chris Winkel, Phil Blount, Brent Marler, Wyatt Swartz



Matt Wassner, Chuck McLemore, Anthony Mark, Whit Parker



Mark Roberts, Craig Shultz, Dan Fisher, Matt Dove



Michael Waters, Jason Woods, Ryan Carelson

NAVAC Names Target Sales Inc. 2021 Distributor of the Year



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and other industry-specific items, has named Tampa-based Target Sales Inc. as its Representative Agency of the Year for 2021. A key partner of 22 major Florida HVAC/R distributors – including five of the top 10 – Target Sales Inc. will finish this fiscal year as just the second representa-

tive agency ever to exceed \$1 million in distribution sales for NAVAC.

Founded in 1984, the manufacturers' representative agency offers the full line of NAVAC tools, which are designed to save time and effort for increasingly inundated technicians. Among other key initiatives, Target Sales Inc. was instrumental in helping to establish an optimal regional price point for several of NAVAC's premium tools. The company also helped pioneer a ramped-up, effective social media approach that includes market-appropriate Spanish-language YouTube videos.

Over nearly four decades of growth, Target Sales Inc. has expanded from its Sunshine State roots to provide professional sales and marketing services to renowned HVAC/R suppliers not only in Florida but also the southern United States, Caribbean and Central & South America. Through the years, the company has become among the largest

integrated manufacturers rep agencies in its markets, with industrial and HVAC solutions comprising a significant share of its business.

"Target Sales Inc. has been an exceptionally valuable partner serving HVAC/R contractors in key markets throughout Florida and the south," said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. "In the process, their expert team has actively promoted the complete NAVAC portfolio, including our heavy-duty industrial-grade vacuum pumps and recovery units, and our highly differentiated Masters and BreakFree Cordless series."

"NAVAC has been an exceptional partner as we work to grow together in our market." Said David Waugh, VP of Target Sales. "This is a fantastic tool line and group of people that allows us to bring value to contractors throughout the state, and makes doing business with our distributor partners a breeze."

2022 ASHRAE Winter Conference in Las Vegas Offers In-Person and Virtual Registration

ATLANTA (September 20, 2021) – Registration is now open for the 2022 ASHRAE Winter Conference, January 29 – February 2. Registration for the conference provides entry to the co-sponsored AHR Expo, held January 31 – February 2 at the Las Vegas Convention Center.

“The ASHRAE Winter Conference and AHR Expo bring together the world’s foremost built environment experts, professionals, building owners and exhibitors one place,” said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. “This conference in Las Vegas will mark the Society’s first large in-person event since the COVID-19 pandemic. The impact and reach of ASHRAE conferences are truly one-of-a-kind. We look forward to providing attendees, both in person and virtual, the resources and business networking to deliver solutions and navigate our rapidly changing building industry landscape.”

For the first time ever, the ASHRAE Winter Conference will be presented in a hybrid format, offering both in-person and virtual options for participation for attendees, provides convenience and affords global participation with a group of the world’s leading presenters delivering timely and useful industry content.

The conference will feature over 80 technical sessions with updates from Society leaders, tours, social events and livestreamed sessions for virtual attendees. Technical sessions will address building performance, energy system integration, international environmental health and IEQ and challenges and opportunities for industrial and commercial purposes. Conference registration is now open at ashrae.org/2022winter.

ASHRAE is committed to the health and safety of our members and conference attendees. The Society is closely monitoring guidance from the Centers for Disease Control & Prevention for both fully vaccinated and unvaccinated individuals, the World Health Organization, and local health agencies regarding travel and events.

Women In HVACR at the Service World Expo in Louisville

Women in HVACR were in full force at Service World Expo which took place on Sept. 21-23, 2021 in Louisville, KY. The conference featured several noted speakers and product showcase exhibits for residential home service business owners in the HVAC, plumbing, electrical, remodeling, and connected home in-

dustries. The Women in HVACR 18th Annual Conference “Breaking the Surface” is coming up in St. Petersburg Florida on October 13th - 15th.

This will be an exciting event to reconnect with old friends and network with other women leaders in the HVACR industry.



Carrier Introduces New Toshiba Carrier VRF Touchscreen Controller



INDIANAPOLIS, IN Sept. 22, 2021 — Carrier recently launched a new Toshiba Carrier touchscreen controller in North America for variable refrigerant flow (VRF) systems, capable of connecting up to 128 indoor units to one easy-to-use interface. This new touchscreen controller allows building managers to access their entire VRF system from one central location, eliminating the need to monitor units individually. The seven-inch color touchscreen provides an attractive menu with intuitive navigation that al-

lows for advanced scheduling for indoor and outdoor units to maximize comfort and energy savings. Plus, the compact touchscreen control features an innovative user interface providing a seamless and simple experience.

In addition, the new Toshiba Carrier touchscreen controller features a USB port that allows building managers to export system data directly from the hub. With this feature, users can analyze alarm outputs and troubleshoot a myriad of issues easily and efficiently. Furthermore, the exported data can also be used to determine root causes and correlations of the system settings allowing for effortless system optimization.

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AIRTOBERFEST

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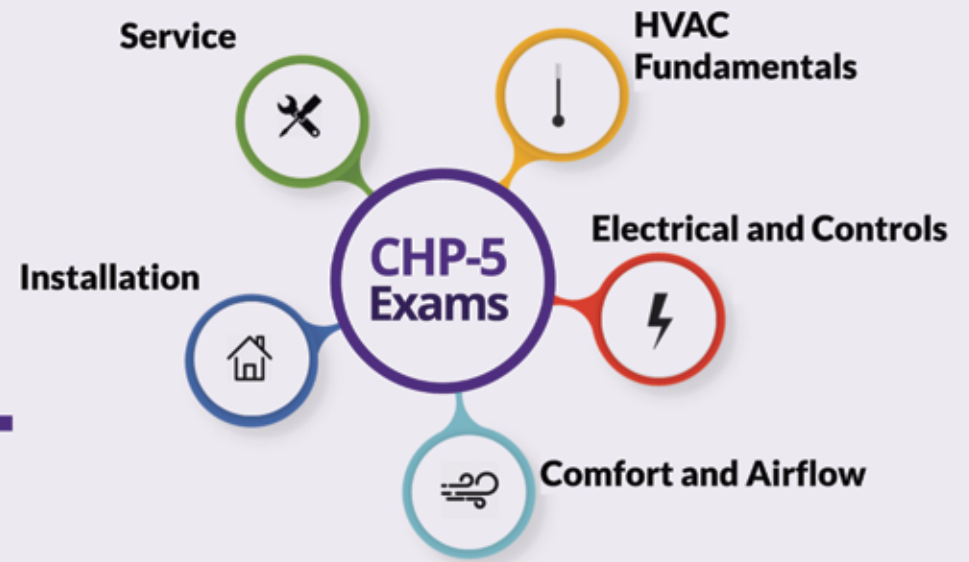
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ASHRAE Miami Chapter Monthly Technical Meeting via ZOOM

The regular monthly technical meeting of ASHRAE Miami Chapter was conducted via Zoom on Tuesday September 14th, from 12 - 1:30 pm. The topic for the meeting was: Mission Critical Energy Management, by John Constantinide, PE. Approaches to energy, water, and resource management have a sustainability focus, but how can one manage those resources in mission critical environments?

As the Principal Author of the ASHRAE HVAC Application Handbook Chapter on Energy and Water Use and Management, John Constantinide provided unique perspectives on how to best assess and manage energy and water consumption in mission critical and similar environments.

John Constantinide is a Florida-licensed mechanical engineer, with experience on energy management, design, and design-build projects for the U.S. Space Force, formerly the U.S. Air Force's Space Command, and NASA supporting the space mission. He also has



ASHRAE guest speaker,
John Constantinide PE

extensive experience on design and design-build projects of industrial, institutional, and commercial facilities for government, aviation, and health care entities, including the U.S. Army Corps of Engineers and the U.S. Naval Facilities Command. John is also a Certified Energy Manager, Certified Fire Protection Specialist, and LEED AP with a BD+C specialization. In ASHRAE, John serves as Past Chair and Consultant of the Building EQ Committee, Chair of TC 5.2 Duct Design, Handbook Subcommittee Chair for TC 7.6 Building Energy Performance, Chapter Programs Coordinator for the Society-level Chapter Technology Transfer Committee, and Region XII's Assistant Regional Chair.

We are glad to invite you to our next meeting on Tuesday Oct 12th, 2021 at 12pm. This meeting will host some members and non-members in-person at the 94th Aero Squadron. The topic for our meeting is: Broward County's Amendments to FBC Chapter 1, Administration, by Rolando Soto, Mechanical Chief Code Compliance Officer

LG Sets Goal to Utilize More Than Half Million Tonnes of Recycled Plastic



SEOUL, Sep. 9, 2021 — LG Electronics (LG) today announced its goal to use almost 600,000 tonnes of

recycled plastic by 2030 in a concerted effort to reduce greenhouse gas emissions in the value chain. The goal is a part of LG's larger initiative to create a take-back ecosystem for electronic waste and increase the use of post-consumer recycled (PCR) materials in its consumer electronics and home appliance products.

In 2020, LG utilized approximately 20,000 tonnes of recycled plastic in its products which it plans to increase more than tenfold by 2025. While recycled plastic is currently used inside LG TVs, PC monitors, speakers, washing machines, refrigerators and air conditioners, LG will expand the use of recycled plastic to the exterior of its products as well. In addition to utilizing more recycled plastic, LG is reducing the use of virgin plastic throughout its operations as well. This year, 18 OLED TV models will be produced using less virgin plastic, an increase from 14 models in 2020, for a reduction of up to 10,000 tonnes of plastic.

LG is also increasing the target amount of take-back electronic waste from its 2006 figure of 4.5 million tonnes to over 8 million tonnes by 2030 with 3.07 million tonnes having been collected by the end of 2020. Also, LG is implementing initiatives to take back and recycle electronic waste in 52 countries. In South Korea, LG Chilseo Recycling Center, which opened in 2001, not only takes back electronic waste but also manufactures new components from the recycled plastic and ships the parts to LG's home appliance plant nearby for use in new products such as refrigerators.

LG is focusing its efforts on reducing greenhouse gas emissions throughout the entire product life cycle from production and transportation to use and disposal. As a key component of its sustainable management goals, LG's parent company entered into an agreement with the Korean Ministry of Environment and local civic groups in June to implement plastic-free management at its main R&D campus, LG Sciencepark.

Rheem® Named 2021 National Preferred Partner of Choice by David Weekley Homes

ATLANTA, August 31, 2021 – Rheem was named a National Preferred Partner Award recipient by David Weekley Homes, one of the nation's largest privately-held home builders. The award recognizes field and manufacturing partners that have consistently operated at world-class levels, as determined by the home builder's supplier evaluation platform. This comprehensive process, anchored by the National Preferred Partner Survey, evaluates companies in the areas of quality and customer service.

"Rheem is thrilled to receive recognition as a National Preferred Partner from David Weekley Homes for the second consecutive year" said Alan Cape, National Sales Manager at Rheem. "The satisfaction of our customers remains paramount and drives the innovative thinking behind every Rheem product."

The National Preferred Partner Survey format was updated in 2020 to a system of two questions with a 1-to-5 rating system for partners and is sent to David Weekley Homes team members that are currently doing business with them in their market. "Rheem Manufacturing Company has demonstrated world-class quality and service this year. They have gone above and beyond to provide us with the solutions needed to surpass the expectations of our homebuyers. It is our honor to name Rheem as a National Preferred Partner" said John Schiegg, Vice President of Supply Chain Services for David Weekley Homes.

For more information on Rheem, please visit <https://www.rheem.com/>

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SFACA September Program Meeting HVAC Job Fair 2021

The SFACA September Program Meeting was held on September 1st at 5:30 p.m. at the Tropical Acres Steakhouse in Fort Lauderdale. SFACA hosted a free Job Fair during the meeting. The HVAC JOB FAIR 2021 enabled contractors to interview candidates and hire them on the spot!

SFACA also invited Career Source and Associated Builders and Contractors to the job fair to explain

apprentice opportunities in the HVAC industry! Contractors learned about grant money and apprenticeship programs!

The SFACA October Program Meeting will be held on October 6th at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. The topic will be about the Newest Assessment Cleaning and Restoration (ACR) Updates. The guest speaker is Mark Zar-

teczny. Mark is the President of The National Air Duct Cleaning Association (NADCA).

The NADCA, also known as the HVAC Inspection, Cleaning, and Restoration Association, has released its 2021 edition of ACR, The NADCA Standard for the assessment, cleaning, and restoration of heating, ventilation, and air conditioning (HVAC) systems. Mark will be presenting the new standards.



Gregg D'Attile of SFACA discusses the job recruitment and apprenticeship programs available through the HVAC Job Fair 2021



There was an excellent turnout for the SFACA Program Meeting and the HVAC Job Fair 2021



Gigi Olivo, Rob Evans, Baoli Mera, and Karen Guy of Career Source Broward



Chad Aitken of GreenTree Air Conditioning explains what to expect if hired as a HVAC technician with their company



Art Plumbing, AC & Electric was in full force interviewing HVAC candidates at the SFACA job fair!



Tony Ferrara of Ferrara's Air discusses current positions that are available



Julian Gogonis of A-Star Air Conditioning interviews a potential HVAC technician



John Gibbs and Anthony Pascucci of Sansone AC share the opportunities for growth and advancement



Irving Fenandez and Stephanie Marcial of Pride AC interview for a trainee position in the company



Howard Pearl of Pride AC interviews his employee Wolf Mortimer, a recent graduate from the SFACA training and the apprenticeship program



David Norton (left) and the team at GMC Air Conditioning interview a SFACA job fair attendee



Skip Farinhas of SFACA (Past President) speaks to the members about some current statistics about the HVAC industry workforce

Danielle Putnam Named 2021 Woman of the Year at Service World Expo

Please join us in congratulating our 2021 Woman of the Year, Danielle Putnam. The Service World Woman of the Year was created to recognize outstanding achievements by a woman in the residential service industries, industries dominated by men.

Each year we recognize a woman who goes above and beyond her job as a contractor, business owner, consultant, or vendor partner. Previous Women of the Year award recipients include Angie Snow, Shannon Bartlett, Amy Davis, Crystal Williams, and Colleen Keyworth.

This year's recipient contributes to the legacy of

the award. Danielle's first job was working in her father's contracting business. At 7 years old, he had her passing out flyers. All through high school, she worked in the office. After college, she took a job with an HVAC contractor. Today she balances running a company that serves contractors, while being married and raising three young children.

As a speaker, she promotes careers in the home service industry. She's served in numerous positions with Women in HVACR.

In her local community, she serves on the Board of Directors for a local nonprofit, Family Framework, and teaches weekly classes for high school students.



Nu-Calgon Launches New Line of Flare Seals

St. Louis, MO – Nu-Calgon has launched Flare-Mate™, a new series of easy snap-on flare seals that provide leak-free connections on HVACR equipment. FlareMate seals prevent costly refrigerant leaks by compensating for scratches on seal surfaces and other fitting alignment imperfections.

FlareMate seals can be used to provide leak-free connections for new HVACR systems or for servicing existing systems. Applications include mini-split systems, TEVs and PRVs, pilot lines, high-pressure controls, filter driers, oil filters, LP gas lines and more.

Nu-Calgon's FlareMate seals are field proven and OEM approved. They are available in a variety of sizes and packages, including a wholesaler starter kit with a complete assortment.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company's complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications.

Flammable Refrigerants are Headed Our Way Be Prepared!

September 23, 2021 - The Environmental Protection Agency "EPA" has issued a ruling to phasedown R-410A and other Hydrofluorocarbon (HFC) refrigerants beginning January 1, 2022. This ruling will fulfill The American Innovation and Manufacturing Act, part of the "Consolidated Appropriations Act, 2021, signed into law by Congress and the President in December of 2020.

Hydrofluorocarbons were first introduced as refrigerants forty-five years ago, as a safer alternative to ozone depleting substance (ODS). However, since their inclusion in the Montreal Protocol in 1997, governments have worked towards their phase-down understanding the effects of these greenhouse gases.

When the President signed the AIM Act in December of 2020, it provided the EPA the authority to phase-down the production and consumption of listed HFCs through an allowance allocation. The AIM Act established a federal framework for guiding our industry through a transition away from HFCs and into next generation refrigerant technologies, many of which are made and manufactured here in the United States.

HFC production and consumption will be phased down by 85-percent over a 15-year period via a closed allowance allocation and trading program. This provides for an orderly and market, and consumer-friendly transition from HFCs. The HFC phasedown schedule call for a reduction in the production and importation of HFCs as follows.

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

Similarly, equipment manufactured for HFC refrigerants will be phased down as well. The industry will transition to new equipment, and new refrigerants, Low Global Warming Potential (GWP) Refrigerants. Many Low GWP Refrigerants are flammable, classified by ASHRAE as A2L (slightly flammable), and A3 (highly flammable).

With new Federal regulations in place, new safety standards have been developed by American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) and Underwriters Laboratories (UL) for the safe handling, storage, and transportation of Low GWP Refrigerants.

Did You Know?

- Low GWP Refrigerants include A2Ls and A3s.
- A2L equipment will require refrigerant detection systems.
- There are new guidelines for the safe transportation of Low GWP refrigerants.
- A2L cylinders will be color-coded red.
- New National Fire Protection Association (NFPA) fire safety storage requirements.
- The common practice of storing refrigerant cylinders presently utilized at schools and wholesalers will change.

AHRI's, Safe Refrigerant Transition Task Force "SRTTF", which ESCO Institute is a member, have worked to establish resources following to assist you, and those you train, prepare for this transition.

Step 1: Watch this webinar providing an introduction to the transition, with Jason Obrzut of the #SRTTF and Director of Industry Standards and Relations at ESCO Institute.

Step 2: Read Low GWP Refrigerant Safety to help you understand the safety protocols for working with flammable refrigerants.

Step 3: Learn from industry experts representing AHRI, Chemours, Daikin, ESCO Institute, and Honeywell, all members of the Safe Refrigerant Transition Task Force, on different aspects of the phasedown, and safety procedures during the HVAC Excellence / ESCO Group conference.

Step 4: Prepare others for the transition with the comprehensive training program from ESCO Institute, including a training manual, elearning course, instructor PowerPoint, and closed-book certification exam.

Learn more about the Low GWP Program, and the conference by visiting escogroup.org.



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Johnson Controls-Hitachi Names Five Distributors to Expand North American Presence

MILWAUKEE – (Sept. 15, 2021) – Johnson Controls-Hitachi today announced the addition of five regional companies to its roster of North American distributors for the Hitachi Variable Refrigerant Flow (VRF) systems and SmartFlex™ Mini-Split systems. The new distributors strengthen the North American distribution footprint for these popular Johnson Controls-Hitachi products.

The new distributors are:

- Johnstone Supply of Waltham, Massachusetts, serving Massachusetts and New Hampshire.
- Engineered Building Systems of Philadelphia, Pennsylvania, serving the Philadelphia area.
- Carr Supply of Columbus, Ohio, serving Ohio and Northern Kentucky.
- Epting Distributors of Lexington, South Caro-

lina, serving South Carolina, North Carolina, and the Georgia cities of Augusta and Savannah.

- HATCH Company of Edmonton, Alberta, Canada, serving the province of Alberta.

"This expansion of our distributor network allows us to elevate our presence in North America while also providing new, local points of contact for engineers, mechanical contractors and building owners," said Dave Burggren, sales director, Johnson Controls-Hitachi North America. "These five companies, along with the rest of our distributor team, offer the HVAC expertise, experience and service that our customers value, and we look forward to a successful partnership with each."

Learn more about Hitachi VRF and SmartFlex systems at <http://www.smartflex-hvac.com/>

Covid In The Classroom: HVAC Excellence Conference Just In Time

The HVACR industry is undergoing a technological revolution. Servicing modern mini-split systems requires a tablet, use of apps and IT skills, and highly efficient refrigerants are now flammable. Despite these dramatic changes in technology, nothing has changed the HVACR classroom more than COVID-19.

When COVID-19 was declared a pandemic, much of the United States went on some form of lock down. However, the HVACR workforce was declared essential, as part of the Essential Critical Infrastructure Workforce.

As a result, the HVACR industry was at the center of nearly every topic making news headlines. This includes but is not limited to indoor air quality, vaccine distribution & storage, and virus containment. Let us not forget, of course, the role HVACR plays in keeping the data centers running, which allow for online schooling, meetings, and the internet to function.

Overnight, many school administrators began to understand the size and importance of the HVACR industry. Those in the Essential Critical Infrastructure Workforce or involved in training them were imperative to all our well-being.

Essential Workforce Programs must have funding, resources, and proper training for the safety of all Americans. Equally important, not all programs can be taught online. For HVACR instructors to

teach effectively, they must do so in a hands-on environment. Additionally, their professional development needs to include hands-on, to show them how to integrate these resources into their programs.

To bring this type of professional development to our Essential Critical Infrastructure Workforce Instructors, the HVAC Excellence Conference could not come at a better time! Industry-leading organizations will be participating that offer state of the art solutions to indoor air quality, as well as how to effectively teach in a hybrid environment (elearning, immersive learning, virtual reality).

However, to maximize the benefits you receive, come prepared and spend time with these organizations. You never enter the classroom without specific objectives and a strategy, nor should you approach these companies without one. Spend the time and come prepared! You can cultivate new relationships that can strengthen your program for years to come.

If you are involved in training the HVACR workforce, attend the HVAC Excellence Conference, March 21-23, 2022, at the South Point Hotel in Las Vegas, Nevada. Then once you return home, continue your learning on the HVACR Learning Network.

Learn more about the HVAC Excellence Conference sessions, presenters, exhibiting companies, and register at escogroup.org.

What the Hack? Things You Can Do Every Day to Stop Cyber Criminals in their Tracks

ST. PETERSBURG, FL, September 22, 2021 — If you haven't yet had your online accounts hacked, count yourself lucky. Cybercrime is real; cyber criminals are real; and they're proving to all of us that nothing is safe. Do you know how the companies you do business with are protecting your information? Or do you cross your fingers or pray that everything will be fine?

It's time to take matters into your own hands, suggests cybersecurity and IT expert Jeff Birner. "You are your own biggest weakness, but changing just a few of your behaviors can reduce the chances that your online accounts get breached," he said.

Here are some of Birner's tips for protecting yourself from cyber-attacks:

Use Multi-Factor Authentication: Arguably the most effective thing you can do to protect your online accounts is turning on multi-factor, or two-factor, authentication for as many of your accounts as possible. The method uses a secondary piece of information—often a code generated by an app or sent via SMS—alongside a password.

This secondary piece of information helps to prove it really is you trying to log in, as the codes are often accessed on the phone in your pocket. Even if you do have a password that's easy to guess (we'll get to that shortly), an attacker is unlikely to get access to an account with multi-factor authentication turned on unless they have your phone.

Get a Password Manager: It's 2021. You shouldn't be using "password" or "12345" for any of your passwords—even if it's a throwaway account. All the passwords you use for your online accounts should be strong and unique. They should be long, include a mixture of different character types and not be used across multiple websites. Your Twitter password shouldn't be the same as your online banking one; your home Wi-Fi network shouldn't use the same credentials as your Amazon account. Password managers create strong passwords for you and store them securely. Plus, you never have to struggle to remember a forgotten password again.

Learn How to Spot a Phishing Attack: Quickly clicking can be your worst enemy. When a new email or text message arrives, and it includes something that can be tapped or clicked, our instinct is to click. Don't. Hackers have used the pandemic as a cover to launch wave after wave of phishing attacks and dumb Google Drive scams. Be cautious, think before you click, and download files only from people and sources you know and trust.

Update Everything: Every piece of technology you use—from the Facebook app on your phone to the operating system that controls your smart lightbulb—is open to attack. Thankfully, companies are always finding new bugs and fixing them. That's why it's crucial you download and update the latest versions of the apps and software you're using.

Encrypt Everything: Protecting your communications has never been easier. Over the last half-decade, companies handling our personal data—including the messages we send and the files we upload to the cloud—have realized that encryption can help them as well as their customers. Using encrypted services means that what you're sending is better protected against surveillance and won't be accessible if your device gets lost or stolen.

Wipe Your Digital Footprint: The past can come back to haunt you. The old online accounts you no longer use and the login details that belong to them can be weaponized against you if you don't do anything about them. Hackers frequently use details from previous data breaches to access the accounts people currently use. Reducing the amount of information that's available about your online life can help cut your risk of being hacked. A very simple step is to regularly delete your Google search history.

About Jeff Birner: Cyber and IT expert Jeff Birner is a highly sought-after analyst who launched his firm in 2017 in St. Petersburg, Florida. His stellar work has helped many companies strengthen their approach to cyber security, and he also advises everyday people on ways to prevent the pitfalls of being hacked.

Discover The Top Four Airflow Issues with Static Pressure

(continued from page 18)

Make sure you're equipped with the right stuff. Otherwise, you'll get really frustrated and stop short of success. The best place to start testing is on your own HVAC system or one in the office. This gives you a chance to build confidence before going live with customers.

As your skills progress, you'll see your troubleshooting abilities grow rapidly. Please send me your favorite airside defects and how you discovered them using static pressure.

David Richardson serves the HVAC industry as the director of technical curriculum at National Comfort Institute, Inc. (NCI). NCI specializes in training that focuses on improving, measuring, and verifying HVAC and Building Performance.

If you're an HVAC contractor or technician interested in learning more about static pressure, 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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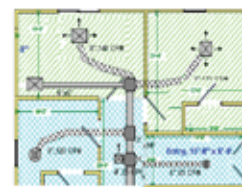
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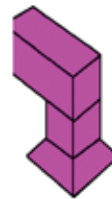
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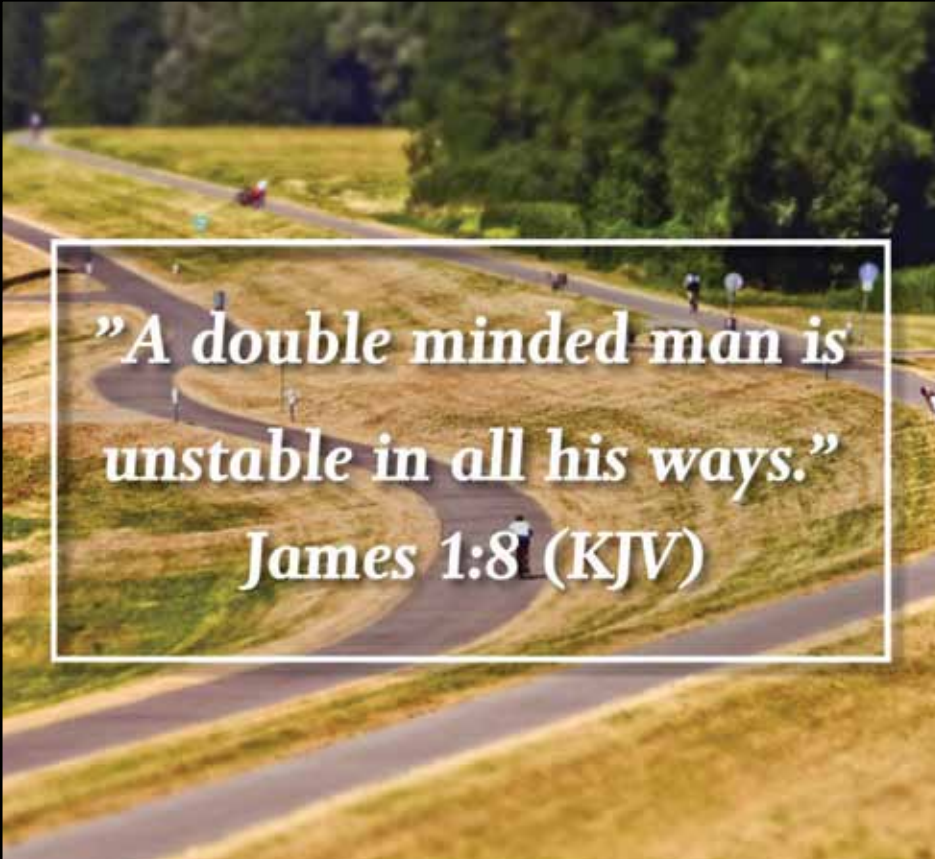
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