

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

Florida, Georgia, Alabama, Tennessee
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Glasfloss And Tropic Supply Supporting Breast Cancer Awareness Month (See Page 23)



Women In HVACR 18th Annual Conference Breaking the Surface (see pages 12-13)



NFACCA Tech Night at the J-Tech Institute in Jacksonville (see page 18)



Trane North Orlando Hosts 1st Annual Airtoberfest (see page 20)



Performing A/C Load Calculations Manual-S and Manual-D in Ft Lauderdale (see page B6)

AHR EXPO, ASHRAE and AHRI Leadership are Excited about the Return of In-Person Events

AHR Expo 2022 is on! Exhibitors prepare to once again take over the Show floor and attendee metrics are trending positively for a return to business in a big way as we head to Vegas



Jeff Schlichenmeyer
Publisher

venue are not unusual at this stage in the planning cycle, this year's meeting was especially important. After spending nearly a week in Vegas for meetings and multiple site visits, leadership concluded the trip with positive momentum for the return to large-scale, in-person events, and the 2022 AHR Expo as the kick-off that will welcome back the HVACR and water heating community.

"We want exhibitors and attendees of the 2022 AHR Expo to be assured that safety is a top priority as we return to our first in-person show since 2020," said Jeff Littleton, ASHRAE Executive Vice President. "While we are aware of the concerns regarding

WESTPORT, Conn., October 15, 2021 – Representatives from AHR Expo show management, along with Co-Sponsors ASHRAE and AHRI, met last week in Vegas for an in-person planning meeting for the 2022 event. Though pre-Show meetings in the event city and

the evolving state of the COVID-19 pandemic, AHR Expo Show Management, AHRI and ASHRAE are committed to taking every precaution possible to provide a safe, inclusive, and welcoming atmosphere, in full compliance with all public health guidelines. We are thrilled to welcome everyone back to this industry-leading event, where ideas and emerging HVACR technologies will be shared."

The meeting's agenda included typical topics, such as Show floor planning and general logistics; however, this year the committee prioritized new considerations for COVID-19 and related industry challenges.



Members of the Joint Expo Policy Committee (JEPC) met at the Las Vegas Convention Center in Las Vegas, NV to discuss planning of the 2022 AHR Expo.

"AHRI and our member manufacturers are very much looking forward to reconvening the industry at the 2022 AHR Expo in Las Vegas," said AHRI President & CEO Stephen Yurek. "The Expo is truly where the global industry meets, and having the manufacturers, distributors, contractors, technicians, and engineers gathered once again under one roof will reconnect us and reinvigorate our shared goal of providing the most innovative, most energy-efficient equipment to improve the health, safety, and comfort of our customers," he added.

Manufacturing Associations Urge Current Administration Action On Supply Chain Challenges

Washington, D.C. — Today, a coalition of four major manufacturing associations – the Association of Home Appliance Manufacturers (AHAM), the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), the North American Association of Food Equipment Manufacturers (NAFEM) and the National Electrical Manufacturers Association (NEMA) – are urging immediate action by the Biden administration to address supply chain challenges outlined in a newly released white paper.

The paper follows a series of meetings among coalition members and Capitol Hill and administration staff centered around issues important to the coalition's member companies, such as the Section 301 China tariffs, Section 232 steel and aluminum tariffs, supply chain concerns, labor shortages, increased costs for shipping containers and increased shipping times, and semiconductor shortages. The paper explains how supply chain disruptions,

which are compounded by trade distortions and the COVID-19 pandemic, are hurting the competitiveness of U.S. manufacturers and stalling the U.S. economic recovery. Combined with increased demand for appliances and equipment, supply chain bottlenecks have negative consequences, including increased costs, lost sales, delayed deliveries of critical products to consumers in the face of supply chain backlogs, and even shutting down manufacturing plants.

The paper acknowledges that many supply chain issues will require long-term solutions, but the coalition also requested immediate relief from policymakers through tariff removal and fair allocation of semiconductors to all industries. Quick implementation of these and other policy solutions outlined in the paper may help prevent a continued worsening of the availability of manufactured products in the U.S., while increasing productivity and stemming product cost inflation.

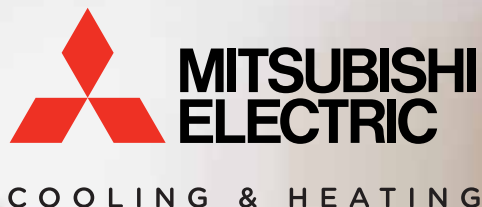




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If you watch TV at all (and I only watch a little and not the news), you'll see the ads for Amazon with potential employees saying what they want: one wants to work 2 days a week, one wants the company to pay for school, etc. Amazon says they will hire all of these people and be flexible in hiring.

I know, we're not Amazon. However, we have to be flexible in our thinking to attract employees...and keep current employees. Would you hire someone who said that he could only work 4 days a week?

Here's a true story: A verified great employee told his manager that he was leaving the company he had been at for more than 12 years because he needed to be off every other Friday. He didn't want to leave but a personal situation (i.e. custody of his children) necessitated that he be off these days.

He interviewed at one of my client's businesses. He was honest about not wanting to leave and giving the reason that he was leaving. The owner said that he could join the company if he worked the following Saturdays. The potential employee turned him down immediately.

I couldn't understand the manager's thinking at the first company. It is two weekends a month. Two Friday's a month. You could negotiate a reduction in pay if he couldn't generate the required revenue for his truck in four days instead of five. There are SO many flexible options for a great employee who had been with the company 12 years.

What would you do? Remember the service manager is spending the company's money with his decision (fire and hire a new employee who might or might not work out).

As an owner, it's your money. It's your esprit de corps that you've built over the years. It's your cash, personal guarantees of loans and bonding (for commercial work) that funds the company.

Managers are making decisions with your money. They don't have the risk you do. So what if the manager fires a great employee because he can't work two Fridays a month? The manager doesn't have to pay the consequences if people leave, revenues decline, morale suffers, and cash flow gets tight. Managers usually still get paid...even if they make bad decisions.

Next Topic - One of the Greatest Arguments Among Managers : Put a group of managers in a room discussing the next year's budget and their department's share of overhead.

If they are all bonused based on the bottom line of their department, this can be a difficult, and sometimes loud discussion. Why?

Because each has to pay the "fair share" of overhead and each wants to pay the LEAST amount of overhead so they get the greatest possible bottom line.

Even if you don't departmentalize your company's overhead, you should review overhead and overhead cost per hour at least once a year. You'll know whether your pricing needs to be increased because of increased overhead expenses.

Simple example: Assume that your insurance is increasing by \$10,000 next year. If your company has 5,000 billable hours, that means your overhead cost will increase by \$2/hr (assuming all other costs are staying the same).

Then, assuming your gross margin is 40%, then you have to increase prices by \$2/40% or \$5/hr to cover this increased cost. What is a fair share of overhead?

Overhead is caused by people and space. Space overhead includes rent, utilities, building repairs and maintenance, property insurance, and property tax.

People overhead is everything else listed in the

overhead segment of the company's profit and loss statement. Their fair share of overhead is calculated by each department's percentage of billable space, billable hours and billable dollars associated with those hours.

So where's the conflict? When the team looks at each overhead salary and each overhead expense.

For example, assume that the receptionist earns \$600 a week. And, one department manager is responsible for \$150 of that \$600. He doesn't believe that the receptionist is doing her job...for whatever reason. He doesn't want to pay for her.

This is where the conflicts come in. And, often times overhead expenses are cut, a manager is responsible for talking with the non-productive team member, and potentially having that team member go through a "career readjustment program" (ie firing).

Once the managers agree on the overhead, then each department gets its fair share. Managers then know the revenues they need to generate to operate a profitable department and get their bonus. They may also need to increase prices based on an increased overhead cost per hour in the coming year.

2021-2022 Class Schedule

Last year's classes all sold out. So, if you want to take a class or have your managers/dispatchers take class, enroll soon.

Building Profit and Wealth – January 10-11, 2022 in Jacksonville, FL April 11-12, 2022 in Atlanta, GA

Dispatcher's Survival School – February 22-23, 2022 in Palm Springs, CA - April 13-14, 2022 in Atlanta, GA

Service Manager's Survival School – January 12-13, 2022 in Jacksonville, FL

Installation Manager's Survival School – February 24-25, 2022 in Palm Springs, CA

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Happy Energy Efficiency Day!

October 6 was Energy Efficiency Day: a collaborative effort organized by advocacy groups around the country, including the American Council for an Energy-Efficient Economy (ACEEE), Advanced Energy Economy, Alliance to Save Energy, Natural Resources Defense Council, the Regional Energy Efficiency Organizations Network and many others.

Since the inaugural Energy Efficiency Day in 2016, the annual event has been supported by hundreds of prominent organizations, companies and government agencies.

You may know efficiency is the cheapest, quickest way to meet our energy needs, cut consumer bills and reduce pollution. But did you know energy efficiency is also an economic engine, supporting over two million jobs nationwide in manufacturing, construction and other fields, most of which can't be outsourced overseas?

On October 6 we celebrated this special day of awareness while also recognizing how optimizing our energy processes for maximum efficiency is a year-long commitment. Read on to find out how Mitsubishi Electric makes energy efficiency a priority 365 days per year.

Energy Efficiency Saves Money

Many homes around the country still feature inefficient central HVAC systems. Meanwhile, Mitsubishi Electric mini- and multi-split heat pump systems give homeowners the option of zoned comfort.

Mitsubishi Electric split-ductless systems can connect up to eight separate indoor units to each outdoor unit. You can have eight distinct rooms or zones, each with its own controller. If you're not spending any time in your basement during the winter, why not keep it a little colder down there and save on your energy bill? Setting back or turning off units in infre-

quently used areas of your home helps reduce energy waste.

Energy Efficiency Reduces Pollution

Mitsubishi Electric systems are a great solution for your indoor environment and for the environment as a whole. Our all-electric heat-pump technologies contribute toward lowered carbon emissions and greater sustainability.

Fossil fuel vs. electric is no contest: variable-speed heat pumps are more efficient than the most advanced furnaces available today. The best fuel-burning fur-

naces are about 90 percent efficient, meaning 10 percent of every unit of energy going into operating the system is lost. High-efficiency variable-speed heat pumps can be 300 percent more efficient than gas-powered furnaces. Additionally, you'll get peace of mind from knowing your

home is free from fossil-fuel combustion.

Energy Efficiency Creates Jobs

How do these systems create jobs (specifically American jobs)? The answer is simple. An army of local professionals and businesses stands behind every variable-speed heat pump in America. Though the base equipment comes from overseas, American workers design, distribute, purchase, install and service these products.

There are thousands of good-paying American jobs, both union and non-union, produced by the heat pump supply chain.

These jobs are local by necessity and can never be outsourced overseas. American entrepreneurialism and grit empower heat pumps from Mitsubishi Electric to deliver reliable, energy-efficient comfort for any home, anywhere. To learn more about all-electric, energy-efficient options from Mitsubishi Electric, visit MitsubishiComfort.com.



American Residential Services (ARS) To Honor Veterans With Home Services Makeovers

MEMPHIS, Tenn. – September 29, 2021 – ARS, one of the nation's largest providers of air conditioning, heating, and plumbing services, announces its ARS Cares Saluting Our Veterans program. In special recognition of Veterans Day, ARS/Rescue Rooter and its network of brands are recognizing the heroes who bravely have or are currently serving our country by awarding free HVAC systems and water heaters to deserving men and women across the company's network in 24 states.

ARS is requesting the help of the general public to nominate veterans who are in need of a new HVAC system or water heater, as individuals can make nominations for the ARS Cares Saluting Our Veterans Program via ars.com/ars-cares.

"Our Veterans have done everything asked of them in their mission to serve our country, and at ARS we consider it our privilege to give back to these courageous men and women," said Scott Boose, CEO, ARS/Rescue Rooter. "These individuals and their families deserve to have their homes be a place of comfort and refuge, and we feel this program is a meaningful step in making that possible. In addition to the Saluting Our Veterans Program, ARS is also committed to the hiring of Veterans. Since 2017, ARS has hired at least 250 veterans annually, and we look to double that number in 2022."

The ARS Cares initiative was launched in 2016 to cultivate positive relationships with communities where we live, work, and play. Since that time, more than 150 home services makeovers have been completed, donating more than \$1 million of HVAC systems and water heaters to deserving recipients. To learn more about ARS Cares and view official Terms & Conditions, visit ars.com/ars-cares.

ARS operates a network of more than 70 locally-managed service centers in 24 states, with approximately 6,000 employees. ARS: "Making it work. Making it right." For more information, visit www.ars.com.

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

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Embraco Presents Its New Compressors Platforms For The Future Of Home Refrigeration

Embraco, a global provider of refrigeration technology for the residential and commercial cold chain, and part of Nidec Global Appliance's brands portfolio, is putting in mass production along 2021 a pair of compressors for residential refrigeration that were designed to reshape the future in this segment. With a remarkable combination of innovation, energy efficiency, environmental sustainability and a unique correlation of cooling capacity and size, these launches just reinforce the brand reputation of Embraco, which has a track record of more than 1,500 valid patents at the moment.

The two new compressors are the ES and FMS, both of them at a very small size while still reaching a broad range of efficiency and cooling capacity, showing that the trend of miniaturization can also be combined with embedded technology.

The FMS, for example, which is the smallest one, is a variable speed compressor of just 123 millimeters high that reaches 265W of maximum capacity, a result normally delivered by bigger compressors. FMS also holds the special mission of making variable speed technology more accessible worldwide, taking along with it the advantages of energy savings, low noise, stability, reliability, and better food preservation. Both products work on natural refrigerant R600a, which has no ozone depletion potential and global warming potential close to zero, being a solution for the present and future. Such development efforts resulted in a total of 38 new patent applications so far.

"The ES and FMS represent a new stage in our product portfolio, achieving great results in our customers' applications already using them in mass production. Both are state of the art products, made to fulfill not only refrigerators manufacturers requirements, but also consumers needs, such as energy efficiency combined with high cooling capacity and future-proof refrigerants. Particularly FMS, brings new design possibilities to residential refrigeration due to its small size", says Ricardo Bristotti, Home Appliances Vice-

president at Nidec Global Appliance.

The FMS is a variable speed compressor (also known as inverter or VCC) with a wide range of applications in the residential refrigeration market, from small wine or beer coolers to large multi-door refrigerators. Such diversity of applications is possible because, although being a third smaller than its predecessor, the EM3, it has the cooling capacity of 265 W, the same as larger compressors, such as the VEG and VES, which is something unique in this size category, creating a potential environment for standardization.

Delivering 265 W of cooling capacity in such a small physical space required a series of improvements and innovations to make components smaller and lighter, yet highly resistant. The small size allows more free space inside the cabinet and Embraco already has customers planning new designs to take advantage of it.

This product was developed to make variable

speed technology more accessible, promoting significant energy savings: up to 40%, in comparison with traditional fixed speed compressors (also known as on-off) at system level. Variable speed compressors also operate with 15% to 20% lower noise than equivalent fixed speed compressors on steady state condition. The FMS is a global platform that is able to operate and address requirements of different regions worldwide.

The ES is a fixed speed compressor suitable for a wide range of applications, from water coolers to a large variety of residential refrigerators. It is 155 millimeters tall, which is 11% smaller than the EM3, allowing more internal space inside the cabinet with high quality and performance.

It is a global solution with the main goal of addressing market needs in the American continent. The ES runs on natural refrigerant R600a and aims to support the migration to natural refrigerants in this region. It reaches 166 W of cooling capacity, which is around 20% higher than market standard for this category of size, with 1.83 W/W of energy efficiency.



ES & FMS Compressors

Fieldpiece Instruments Wins a 2021 Pro Tool Innovation Award



September 21, 2021 – Fieldpiece Instruments, the leading manufacturer of professional-grade tools for HVACR pros by HVACR pros, received a Pro Tool Innovation Award for the Infrared Refrigerant Leak Detector DR82. A diverse panel of judges made up of contractors, construction business owners, tradesmen, and

media professionals came together this year to vote on the most innovative construction and outdoor power equipment industry products in the world. The Fieldpiece Infrared Refrigerant Leak Detector DR82 won in the Test and Measurement Category.

According to the judges, "Detecting refrigeration leaks comes with different challenges than water and moisture leaks. A couple of things really stood out to our voters on the Fieldpiece Infrared Refrigerant Leak Detector DR82 to help deal with those challenges. First, it doesn't trigger a false positive thanks to soap or oil. Plus, it's more than 20 times more sensitive than soap bubbles with a sensitivity level of <0.03 oz/yr. Wrap it all up in a compact handheld unit with an easy-to-read screen and your refrigerant leak detection is faster and easier than ever before."

For over a decade, our refrigerant leak detectors have set the industry standard for durability, sensitivity, and reliability. Now, our newest Infrared Refrigerant Leak Detector is raising the bar. "The Infrared Refrigerant Leak Detector, DR82 brings a higher level of performance and offers a new, bright blue backlit LCD screen that is easy to read. To understand more details about the leak, our Infrared Refrigerant Leak Detector has a numerical leak size indicator, bar graph and features a lighted tip, so you can see the location of the leak," said Rachel Newport, Director of Marketing.

The new design is more compact and small enough to fit in a back pocket. The Fieldpiece Infrared Refrigerant Leak Detector DR82 is built to work all day with a USB rechargeable battery that can get 10 hours of use per charge. It's designed for the field with rugged, impact- and water-resistant, IP54-certified overmolded body. The DR82 uses an infrared sensor that lasts 10 years and is packaged in a blow-molded carrying case with 5 all-in-one replacement filter tips.

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ASHRAE Miami Chapter Meeting Broward County's Amendments to FBC Chapter 1 October 12th, 2021

Our last meeting was held on October 12th at the 94th Aero Squadron in Miami. The topic for the meeting was: Broward County's Amendments to FBC Chapter 1, Administration, by Rolando Soto, Mechanical Chief Code Compliance Officer.

This meeting provided both members and non-members in-person and online. An introduction to Broward County's Amendments to FBC Chapter 1,

Administration; how to find it, the establishing legislation and ordinance; inspectors certification and powers and duties of Broward County Board of Rules and Appeals.

Rolando Soto is a Florida Professional Mechanical Engineer since 2003, with close to 35 years' experience. Over 15 years are in building code enforcement. He is also a FL. licensed mechanical standard inspec-

tor, plans examiner, building code administrator, and NFPA certified fire inspector and fire plans examiner.

We are glad to invite you to our next meeting on Tuesday Nov 9th, at 12pm at the 94th Aero Squadron in Miami.. Please come and join us on to meet ASHRAE's President, Mick Schwedler, who will be visiting us and giving the presentation on Building Decarbonization.



Juan Gonzales of Dunn and Bush
with Sam Martin SRM Mechanical and design



Luis Prats and Tony Capistani
of TAC Technical systems



Antonio Bravo of Corse Air,
Tony Morales of Million-Air Conditioning,
and Jaime Burnat of Saez Distributors



Daniel Carrasco of ABB with
Alfredo Sotolongo of Protec, Inc.



New ASHRAE Miami president Emily Franco
welcomes members to the monthly meeting



Emily Franco, ASHRAE Miami current president with
former Miami president Victoria Garcia Maximo



Paola Cepeda of Grills and Diffusers, Orlando Arena,
Tony Capistani with Ross Garofalo of Conquest Fire
Spray and students from University of Miami



Rolando Soto, Mechanical Chief Code Compliance
Officer spoke about Broward County's
Amendments to FBC Chapter 1, Administration



The presentation by Rolando Soto provided
2 PDH Points towards their PE

RLS Announces Major Expansion with New Headquarters Building, Manufacturing Plant and Training Center in St. Louis

RLS, manufacturer of the original, patented, proven Rapid Locking System line of press-to-connect fittings for HVAC/R, will be consolidating all operations into a new state-of-the-art facility in St. Louis

(PRWEB) September 14, 2021 - RLS LLC, manufacturer of the Rapid Locking System line of flame-free press-to-connect fittings for HVAC and refrigeration systems, has announced it will be moving into a new 80,000 square foot multipurpose facility in St. Louis, Missouri, which will serve as its corporate headquarters and will include a state-of-the-art manufacturing plant, training center and showroom. RLS will be relocating manufacturing from Shelbina, Missouri, where it has been sharing a plant with its sister company, Cerro Flow Products. Both are part of the Plumbing & Refrigeration sector of Marmon Holdings, a Berkshire Hathaway company. All RLS operations are planned to be consolidated into the new building by the end of 2021.

"We're very excited to have manufacturing, office staff and training all under one roof," said Paul Schubert, president of RLS. "The larger, upgraded facility will significantly increase our production capacity to meet the growing demand for our products. And the new training center will allow us to regularly educate HVAC/R contractors and distributors on our patented press technology, which is easily identified by our unique double circular press and

flares."

After originally introducing its press fittings in 2015 under the ZoomLock brand through a private-label agreement with Parker Hannifin, RLS has experienced tremendous growth since re-launching under its own brand name at the end of 2019. To support this continued growth, RLS has recently added more than 10 new positions in sales, marketing and engineering across the U.S.,

and is currently hiring.

"As more and more contractors discover the many benefits of using press fittings over the traditional brazing process, they continue to choose the time-tested and field-proven technology provided by RLS," said Schubert. "As a result, we are continuing to invest in the facilities, equipment and people needed to meet demand."

RLS press fittings connect in 10 seconds using a battery-powered tool and jaws, replacing the time-consuming process of manually brazing HVAC/R joints. The fittings result in faster, more consistent connections that reduces total installed costs, while also increasing jobsite safety by eliminating the use of an open flame. For more information on RLS, visit <http://www.rapidlockingsystem.com>.



The new RLS headquarters will
include a manufacturing plant, office
space and a training center

Danfoss Turbocor Named Winner of 2022 AHR Expo Innovation Awards

Danfoss has been recognized in multiple categories in the 2022 AHR Expo Innovation Awards. The annual awards competition honors the most inventive and original products, systems, and technologies showcased at the International Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo) in the categories of building automation; cooling; green building; heating; indoor air quality; plumbing; refrigeration; software; tools & instruments; and ventilation.

In the Cooling category, Danfoss will receive an Innovation Award for its Turbocor® VTCA400 Compressor. The VTCA400 is the world's first oil-free, variable-speed, magnetic bearing centrifugal compressor utilizing a hybrid compression design that is optimized for use with low-GWP refrigerant R-1233zd in water-cooled chiller applications. The patent-pending design uses a combination mixed flow and radial impellers, enabling both high performance and a compact footprint. As a result, the VTCA400 reduces footprint and weight by up to 50% compared to traditional designs, giving users the advantage of a more compact chiller design and more mechanical room space — as well as lower chiller costs.

The compact design of the VTCA400 offer significant benefits to chiller manufacturers, including reduced costs, higher efficiency, lower product carbon footprint, improved serviceability and redundancy. Manufacturers have the ability to place multiple compressors on the chiller, which provides higher part-load efficiency and more redundancy compared to single compressor configurations.

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Trade Talk:

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



What is the Secret of Success in Life?

Yes, another month has gone by and I'm sitting here at the computer thinking, "What do I share with the readers today?"

Have you ever tried doing this watching Television? It is virtually impossible to concentrate on writing an article while watching Sunday Night Football. But, I have to admit I sometimes get hooked on the game and put off writing an article.

Then, there're times I think, "Nobody is going to read it anyway." But every once in a while, I run into a contractor who recognizes me and talks to me about one of the articles. I think that is what makes it worthwhile.

Tonight, I'm watching an oldie. "CITY SLICKERS." I come to the part where Jack Palace is talking to Billy Crystal and he says to Crystal, "the secret to life is this. (And he holds up one finger.)"

Crystal says, "Your finger?"

Jack says, "One thing!"

Crystal asks, "What's the one thing?"

Jack says, "That's what you've got to find out."

BRILLIANT! Here I thought I am going to find out the one big secret to LIFE only to be told it's only one thing and I have to find out what it is! I think if I was paying at the movies, I'd ask for my money back.

What is the secret of success in life?

It is not immediately obvious what it means to be successful in life. The term is used generally to describe a professional success, that is, a signal achievement at work, indicated in part, but only in part, by having made a lot of money. ... Or simply making more money than everybody else.

And we're all in a hurry. The pace of life has in-

creased and rushing through our days—through our lives—has now become the norm. We want everything now; happiness now, success now, health now, love now. Not surprisingly, this is the way we approach our goals and life changes as well. Patience is hard to come by: we expect results now, and if we haven't reached our goal yet, it must be because we're not working hard enough or fast enough or we're lazy and undisciplined.

Learning to take baby steps.

This may be the simplest, yet the most effective strategy we can use, as consistency, and learning to build on small victories are the keys to success. The happiest and most successful people will tell you that they have achieved their level of life and work success by taking small steps, and making one positive choice after another.

Maybe we would be better off with mini victories. What is a mini victory? A mini victory is a realistic, quickly-achievable, smaller portion of a larger objective. This bite-size goal will vary depending upon our specific intention, time frame, and motivation.

The reason this strategy works is because we are able to see tangible progress, rather quickly, so we feel a sense of accomplishment and are encouraged to move on to our next mini goal, using the small successes as stepping-stones to larger change.

We all want to be more organized, but when we attempt to organize or de-clutter our entire home or office all at once we usually get overwhelmed and don't finish the project. Instead, when we try to organize one area at a time, change one messy habit, or develop one productive routine, we have better

success. Tackle one project, and then add in another change when the first one is well established.

Most of us want career success, but it usually comes one rung up the ladder at a time.

- Take one course at a time.

- Achieve one certification.

- Improve one skill.

- Make a few new contacts at each event, conference, or gathering and slowly build your list of business contacts.

It's better to cultivate good relationships with a small network of contacts, and then gradually expand that network.

Maybe Jack is right. The one thing at a time strategy is useful in almost every area of life, and when trying to achieve nearly any goal. Just work towards one mini-victory at time and make sure you celebrate each achievement in some small way—a little success goes a long way in propelling us to the finish line.

This is a time of giving thanks. I want to give thanks to an industry that has provided me with an honorable profession and the fact that we have so many things that work against us that we have the fortitude to continue.

Have a very Happy Thanksgiving. From my family to yours.

Until next time.

Tommy Castellano

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Laurelyn Arriaga and Kristin Gallup started the conference with a Mentor - Mentee Meet and Greet



Shawnelle Carrico, Cathy Barrack, Kelly Dellon, Megan Paul



Marjorie McAllister, Allison Sims, Laurelyn Arriaga, Annie Burnette



Keri Kalschultz, Jasmine Serrano, Laurie O'Leary, Kelsi Cooper



Jaimee Gammon, Bruce Gammon, Ruth King, Brenda Bethea



Elaina Wellstead, Andrea Halpin, Colleen Keyworth, Taylor Salisbury, and Jeannie Steinbuch



Dina Gutierrez, Kristin Gallup, Janet Englehart, Marjorie McAllister



Michelle LaFrance, Patty Gillette, Sandra Augustyn, Suzanne Rigdon, and Leah Montgomery

THE WOMEN IN HVACR 18TH ANNUAL CONFERENCE
ST. PETERSBURG FLORIDA OCT 13-15

The Women in HVACR 18th Annual Conference “Breaking the Surface” was held in St. Petersburg Beach Florida from October 13-15. This exciting annual event reconnected old friends and created new friendships with other women leaders in the HVACR industry.

2021 WHVACR President Lauren Roberts stated: “The 18th annual Women in HVACR conference was a huge success and provided a unique opportunity to have amazing networking and education opportunities in a casual setting directly on St. Pete Beach. We had a record attendance of 250 people including many first time attendees, which we were excited about.”

“We were fortunate to have truly amazing speakers to help our attendees be well-prepared for 2022 and beyond and to overcome the waves of change that we are all experiencing as a result of the global pandemic and other upcoming changes in our industry. We want to express our sincere gratitude to our speakers and members for their contributions to this wonderful event.”

2021 WHVACR Vice President Colleen Keyworth said: “This years event was definitely one to remember. Our theme this year was “Breaking the Surface - Over-



Betsy Allen Manning was the first keynote speaker on the topic of Reset & Recharge: To Rapidly Improve Your Team’s Mindset, Productivity & Culture



Discovering techniques to reduce stress, burnout & overwhelm while increasing resilience and positive thinking



Liz Patrick was the featured speaker who focused on Women, Power & Leadership - Women are different than men and that’s a good thing



Anette Commer was the second keynote speaker on The 5 Skills Women Must Have To Reach The Pinnacle Of Success



Girls just wanna have fun.... and sunsets too!



Grass skirts and Leis (well almost) is a perfect combination for a Luau!



The Women In HVACR Rock N Roll Review!



The HVAC Jerks awarded Angie Snow with an APCO X raffle prize provided by Fresh-Aire UV



The band had everyone out on the dance floor and then formed a large congo line to go around the tables!



Emily Saving of HARDI spoke about the Analysis of the Current HVACR Business and Policy Climate



Nicole Hodina, Jenna Ochoa, Syndi Fox, Maritza Caberera, Kim Peppie



Christine Bordon and Jackie Tutko



Alyx Simon, Marcia Christiansen, and Kathy Janes



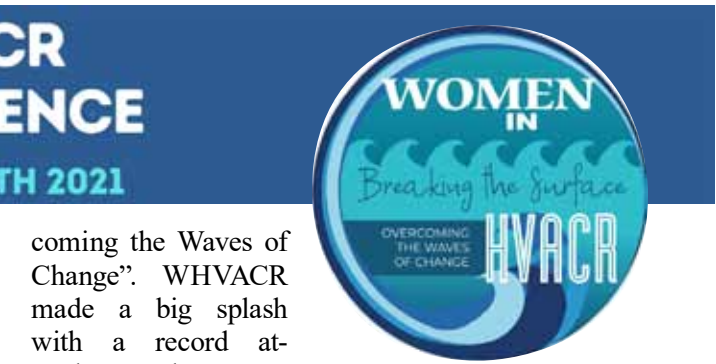
Patrica Wilson, Jo Norris, and Caroline Kennedy



Colleen Keyworth of WHVACR gives some instructions about what is taking place at the conference



Lauren Roberts, Emily Saving, Christina Phillips, Kristen Vosburg



coming the Waves of Change”. WHVACR made a big splash with a record attendance who were treated to a different kind of conference experience under a 120 ft tent right on St. Pete’s Beach. The conference had 5 featured speakers on the main stage and 9 breakout speakers for the event. Content offered included marketing strategies, technical workshops, soft skill presentations and best practices for employee retention. Those in attendance came from all over the industry, there were technicians, sales reps, wholesalers, marketing managers, manufacturers, contractors and many more.

Making the Women In HVACR conference one of the most diverse industry networking events available. It was a really good mix of old and new members from what we could tell it was split down the middle of past attendees and first timers. We hope to continue this amazing growth in 2022 as well.”

Please keep informed with future WHVACR events by visiting www.womeninhvacr.org



RLS - Rapid Locking Systems was one of several vendors at the conference



Lauren Roberts, President of WHVACR welcomed everyone to the event and shared her personal life experience



Ruth King revealed that sales, negotiation, and motivation are really the same thing, you getting what you think you want!



Everyone enjoyed the fabulous speakers during the conference!



The Women In HVACR Board of Directors pauses a moment for a photo inside the main event tent on the beach!



The WHVACR Luau next to the beach was truly a party in paradise!



The evening Luau was a perfect time to relax, eat some delicious food, and catch up on industry developments



In great company and in proper attire for the Luau!



Corrie Phillips was one of the recipients of the Women In HVACR Scholarships who was presented with a \$2000 check!



Colleen Keyworth of Women In HVACR revealed some of her goals when she becomes WHVACR President next term



Marcia Christiansen of WHVACR announces the the final keynote speaker for the conference



Lisa Fey was the final keynote speaker who spoke on “When There’s No Line at the Ladies Room” (Lessons from a Lifetime in Corporate America)

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 929,560 units in August 2021, down 2.2 percent from 950,122 units shipped in August 2020. U.S. shipments of air conditioners decreased 7.9 percent, to 588,595 units, down from 639,349 units shipped in August 2020. U.S. shipments of air-source heat pumps increased 9.7 percent, to 340,965 units, up from 310,773 units shipped in August 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 12.1 percent, to 7,212,309 units, up from 6,436,407 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 7.4 percent, to 4,480,831 units, up from 4,170,819 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 20.6 percent, to 2,731,478, up from 2,265,588 units shipped during the same period in 2020.



Message from FRACCA President Rick Sims



Many of our FRACCA chapters have sustained HVAC apprenticeship programs for decades and have seen many labor shortages and Florida growing pains come and go. Once again, talent is precious and able job candidates are few. Our apprenticeship programs are as essential today as they have ever been.

Florida has seen decades of HVAC skills woes. Florida's rate of growth spawned our longest established apprenticeship programs back in the seventies and eighties. More growth brought more programs online in the nineties. The skills demand has not let up since and so we continue to grow.

It's exciting to watch where our newest HVAC apprenticeship programs are serving these areas for the first time ever. Those contractors have come together with a viable response to a lack of skilled candidates. Four years seems like a lifetime to a young apprentice;

it can't come soon enough for managers and supervisors. For both, the sooner we start the sooner we improve.

In other regions, HVAC apprenticeship programs have grown so much that they have been split into separate programs with reduced travel to classroom programs and the ability to serve more HVAC companies. Despite the present-day lack of employment interest, Florida's apprenticeship programs continue to grow.

These programs are time proven, but they are not for an immediate staffing crisis; they work best over years. These are not short-cuts to solve today's skills deficit. These programs help build and sustain a skilled crew over years. In my case, our former apprentices are training our current apprentices and have been doing it this way for decades. It just goes on and on over years. That's how apprenticeship works best,

over the long haul. Not so much about immediate labor needs as much as future needs.

Your company may not be a good place for an apprentice. If you don't have a viable on-the-job training opportunity it won't work. If you do not have an expert that can (and does) train this apprentice in the field; do not expect the classroom program to fill in all those gaps. The classroom program is only part of the apprenticeship agreement; the larger component of the training is the on-the-job training that you agree to provide. So, it doesn't work to have all new apprentices; you need an equal number of trainers.

One of the reasons it takes so long to see results is that it doesn't always work for one reason or another. Don't expect it will work out every time. You may enroll four or five unsuccessfully before you finally graduate a master technician. So why take those odds? Obviously, it's because that one-out-of-five master technician is so valuable it made the failures worthwhile.

I thank all our apprenticeship committees for their commitment to quality HVAC training. I appreciate the time you volunteer and know that for some of you that's a lot! Thanks to our apprenticeship coordinators, staff and instructors. I know many of you teach after already serving a full day at work because you love it. The students can tell.

If you have questions about any of FRACCA training programs contact executive director Paula Huband; 407-676-0031. www.fracca.com.

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HVAC Technicians' Favorite Thermostat Brand Making Headway in the Smart Home Market

BROOMFIELD, Colo., Sept. 29, 2021 /PRNews-wire-PRWeb/ -- Since PRO1's inception, it has been dedicated exclusively to the professional HVAC industry. Its full line of thermostats simplifies installations and generates future business. However, you will not find any of these products in big box stores. All are sold exclusively through the professional HVAC channel. This conscious choice has made PRO1 the preferred brand for technicians across the country.

At PRO1, all of the features, products, and engineering efforts are focused on making professional installers' lives easier. Features like the universal sub-base system, magnetic private label badge, and simple user interface provide technicians (and homeowners) with a simple and straightforward experience day after day. PRO1 also has a strong network of local representation across North America, including an experienced technical support team located in the United States. With the growing demand for smart homes and energy conservation, PRO1 has directed its focus to smart thermostats. While other brands focus on complicated features and high-priced designs, PRO1 strives to be the easiest-to-use solution on the market. The setpoint slider, intuitive scheduling, dynamic fan, and system buttons make managing comfort fun and convenient.

Today, PRO1 offers three separate Wi-Fi models including the popular T855iSH. All three are controlled by the stand-alone PRO1 Connect app. Each of these models share similar features as well as the overall dedication and exclusivity to professional HVAC technicians.

"I am extremely proud of what PRO1 has accomplished while staying 100 percent loyal to our values and the professional HVAC channel," says PRO1 president Steven Mykytyn. "As the industry evolves, we will continue to provide products and support to help our technicians be successful. We are very excited about our current connected product offering as well as what the future holds."

SWACCA Golf Tournament: 18 Holes of Comradery and Friendly Competition

The Southwest Florida Air Conditioning Contractors Association (SWACCA) members took a rare Saturday off for relaxation, comradery and to support the association by attending the annual golf tournament October 2 at the Spring Run Golf Club, Bonita Springs. Held under blue skies and amidst a spirit of good-natured competition, the fifteen teams battled for 1st Place and tried their best to win a number of sponsored contests, including the Hole-in-One prize of \$10,000 and the \$5,000 Putting Contest.

Thanks to the following tournament sponsors' commitment and generosity that helped make it possible: WinSupply, Title Sponsor; Tropic Supply, Dinner Sponsor; Goodman Distributors, Putting Contest Sponsor; Field Edge and Ellsworth Heating & Cooling, Beverage Cart Sponsors; Carrier, Certified Refrigerant Services and Advanced Work Vans, Closest to Pin/Longest Drive Sponsors; Conditioned Air, Trophy Sponsor; and Hole Sponsors Airflow A/C Systems, B&I, Federated Insurance, First Class A/C, Johnson's Air Conditioning, Len-

nox Industries, and Victor Distributing.

All players were winners with a beautiful afternoon on the links but those that received special recognition were First Place Team, Indoor Air Professionals (Joseph Molloy, David Johnson, Jr., Matt Burr, Ryan Molloy); Second Place Team, Air Flow A/C Systems (Marc Labuzienski, Larry Rachel, Dave Wade, E.J. Clark); Longest Drive Front and Back Nine players Justin Zanella and Bryan O'Leary; Closest to Pin Front and Back Nine players Mike Henry and Tim Steinmetz.

An independent, affiliated chapter of the Florida Refrigeration Air Conditioning Contractors Association, member engagement and industry generosity supports SWACCA's mission, which includes fostering and advancing the industry as a whole, protecting the interests of its members and promoting sound practices of the contractors in Charlotte, Lee, and Collier counties. For information on SWACCA, go to their website at <http://sw-acca.org/> or contact the association's Executive Director, Cheryl Harris, at charris@sw-acca.org or 727-209-0890.



First Place Tournament Winners
Indoor Air Professionals - Joseph Molloy, David Johnson, Jr., Matt Burr, Ryan Molloy



Second Place Tournament Winners
Air Flow A/C Systems - Marc Labuzienski, Larry Rachel, Dave Wade, E.J. Clark

Florida-Based Air Pros USA Teams up with Gators Football and Alachua County Veteran Services and Provides Local Veteran with a Free A/C Unit

Gainesville, Florida (October 13, 2021) – Florida Gators Sports Properties and Air Pros USA, a leading residential and commercial air conditioning services company and the official Air Conditioning partner for Gators football, came together for the annual "Saluting Those Who Serve" initiative to recognize a local Veteran. Working with the Alachua County Veteran Services Division, Air Pros USA and the Florida Gators awarded 88-year-old Eddie Thomas, a decorated Korean War Veteran, with a brand-new air conditioning unit and installation, free of charge.

Thomas was nominated by the Alachua County Veteran Services Division because of his service to the country and he has a 23-year-old A/C unit in need of being replaced. Thomas served in the United States Air Force from 1954-1958, as well as during the Korean War. His service included overseeing security at his base in Germany as well as the K-9 units. Thomas says that the military was ahead of its times in terms of diversity and inclusion to put him in such a supervisory role at a young age.

"I am so pleased that our local Korean War Veteran, Eddie Thomas, was selected for this wonderful opportunity," says Kim Davis, Executive Director for Alachua County Veteran Services Division. "Our Veteran Services Team is very dedicated to our Veteran Community as we strive to help them with their needs

and when something special comes along, it warms our hearts to see a deserving Veteran receive a life changing opportunity."

During active-duty Thomas earned a Good Conduct Ribbon, Overseas Service Ribbon, Outstanding Unit Award, Small Arms Expert Award, the National Defense Medal, the Korean Defense Service Medal and the United Nations Service Medal. His military service is such a source of pride for him. Thomas, who is legally blind, still volunteers and serves on the Korean War Veterans of America Color Guard at Veteran events and funerals.

"Like many who call South Florida home, we are passionate about the Florida Gators and giving back to the community we serve," said Anthony Perera, President of Air Pros USA. "Honoring those who have served our country will always be a priority for Air Pros USA not only with donations and giveaways but also in our hiring initiatives and event support."

"We are excited that Air Pros, like several other prestigious companies, is joining us in our annual Saluting Those Who Serve initiative in supporting the Florida Gators," said Scott Stricklin, Athletics Director at the University of Florida. "They are truly exemplary not only as one of the fastest growing Heating and Air Conditioning companies in the state, but also in their commitment to veterans and giving back."

ASHRAE Global Headquarters Reaches 'Fully' Net-Zero-Energy Milestone

ATLANTA (October 22, 2021) – ASHRAE's new global headquarters will operate at net-zero-energy (NZE) performance following the recent installation of a large photovoltaic (PV) system.

"Completing the installation of our PV system marks a tangible milestone for ASHRAE that will demonstrate to others how to successfully move on the path to NZE status," said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. "This project is special because it's a testament to ASHRAE's leadership and commitment to sustainability and showcases innovative built environment technology. We are extremely proud of this important accomplishment."

In January 2020, ASHRAE began a \$20 million renovation project on its new global headquarters building, located in the popular tech-based corridor at 180 Technology Parkway, Peachtree Corners, Georgia. Built in 1978, the existing 66,770 ft² building on 11 acres of land became a demonstration project intended to prove the economic viability of a NZE operation.

"An important part of getting to NZE is the low energy consumption of the building (low EUI of 21 kBtu/sf/year) – while maintaining excellent ventilation and IAQ," said Ginger Scoggins, P.E. Fellow ASHRAE, CEM, CxA, ASHRAE treasurer and former chair of the ASHRAE Headquarters Building Ad Hoc Committee. "The installation of the PV panel system is a great example of how to reduce grid-energy consumption and greenhouse emissions in an older, existing building to create a sustainable and innovative environment."

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Performance Pointers

by David Richardson



Two Duct System Assumptions to Avoid on Equipment Changeouts

It's unfortunate that some in our industry are content hooking up new, high-efficiency equipment to old, inefficient, and poorly installed duct systems. They assume everything will work great. If you conduct business like this, there could be two massive duct system assumptions you're making. Let's look at them and see what you might be missing.

Assumption Number One: The Duct Design is Correct: If you want to start a fight among HVAC contractors, ask them how to design a duct system. On one side of the discussion, you'll have the guys who follow duct design rules of thumb that came from previous generations. They probably came from their dad or someone else who taught them as they came up in the trade. To this group, disrespecting these rules is like spitting in the face of tradition and on the same level as insulting their mentor's mama.

On the other side of the discussion are the duct design die-hards who follow industry-approved standards. They can quote the formulas and text from these standards by heart, and they have a disgust for those who use rules of thumb. Duct design die-hards don't understand why the rules-of-thumb group refuse to use industry approved methods and keep going back to the recommended residential setting on a duct calculator of .10" w.c. (inches of water column).

Depending on the installation conditions, both groups could be right. However, they could also both be wrong. Design only tells you what the intended outcome of an installation should be. It doesn't assure the design works. When you hook up new equipment to another contractor's duct system, you assume their ducts were designed correctly.

Think long and hard about that last sentence. Then, think about the original installing contractor responsible for the duct system onto which you attached replacement equipment. If they're the contractor you badmouth for their poor workmanship, congratulations – you just joined their club. Why? Because now you own their duct system. That's kind of tough, isn't it?

A good design allows for the ducts to supply and re-

turn airflow from the air handling equipment's blower at an acceptable static pressure. These ducts will also deliver the right amount of air to each room, but they aren't self-balancing. So, if you believe a six-inch duct always delivers 100 cfm (cubic feet per minute) of airflow, you may want to think again.

Different duct sizes will deliver different airflows based on the length and fitting types you use. But you also need to consider the installation, because that's what determines if the design will work in the field.

Assumption Number Two: The Duct Installation is Correct: If someone told you that your duct designs and installations didn't work, could you prove them wrong? What could you do or say to defend your workmanship if someone questions the results?

Unfortunately, if a problem arises after you hook a new air-handler up to someone else's duct system, you may need to provide proof of proper operation. While duct design is what should happen, the installation is what really happened. It's the finished product. A few factors to consider with an installation that's put in correctly are:

- The ducts are tight and don't leak air.
- All flexible duct is straight and tight with no restrictions.
- Duct fittings don't create excessive pressure drops in the duct system.
- Duct insulation prevents excessive temperature losses to unconditioned spaces like an attic or crawl-space.

The installation crew's skillset, workmanship, and attention to detail play a big part in the factors above. If the best installation crew was on this job and knew what to do, and had the right materials, there's a good chance they'll have a successful installation. However, if the installation crew skips important steps and rushes through the job, there's a good chance they missed a lot. The design, no matter how good it is, won't perform.

When You Measure, You Know: You'll never know how bad these assumptions are unless you test.

If you don't test, you're blind to the results of hooking up new equipment to existing ducts. I once heard Rob Falke, the president of NCI (National Comfort Institute) say, "If we don't test a system we hook new equipment to, we're no better than the installer who did it wrong in the first place."

When you measure, you can be sure the right amount of airflow makes it to each room. You don't have to guess. You will also know that duct pressures are within design parameters and not double what they should be. When you measure, you know.

Until I understood the concept of owning an existing duct system once I hooked up equipment to it, I never considered what I was doing. Once I was exposed to this line of thinking, it changed how I approached an existing installation. I had to ask myself, "Do you really want that unknown liability?"

Why would we take that chance and play Russian roulette with our systems? Instead, we tested so we could verify the duct's condition before we sold someone a new piece of equipment that would fail prematurely. If there were issues, we made the homeowner aware of the findings and gave them options.

If you sell new equipment with the promise of efficiency and then attach it to an old inefficient duct system, you have unintentionally deceived that customer. Instead, why not make sure you deliver systems you can prove work as designed? Your professional life gets easier when you don't assume the existing installation works and adopt someone else's problems.

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 duct system testing, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve and strengthen your company.



Jacob Barbary of A/C Designs Heating and Air was the fastest HVAC Technician to remove the panels of a RUUD System provided by Tropic Supply



Johnstone Supply Ware Group is the J-Tech Training Facility Sponsor



HVAC Technicians enjoyed the tasty BBQ provided by York Source 1 and the Tool Bags provided by Fresh-Aire UV



On Tuesday October 19th from 5:30pm-7pm, NFACCA hosted an evening centered around the key players in the field at the JTech Institute.

With trade jobs making up 54% of the labor market it is important to gather our next generation of HVAC Technicians to share knowledge and trade practices. NFACCA brought together the Technicians and Techniques that are shaping the future of our trade!

The BBQ Dinner Sponsor was York. Swag Tool Bag Sponsor was Fresh Aire UV. The TECH Challenge was sponsored by Tropic Supply. Johnstone Ware Group is the J-Tech Training Facility Sponsor.



York Home Comfort was the dinner and presentation sponsor



Amy O'Grady, President of NFACCA, spoke with the technicians during the Tech Night at the JTech Institute



The Tech Challenge was sponsored by Tropic Supply



NFACCA brought together the Technicians and Techniques that are shaping the future of our trade!



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North Orlando TRANE SUPPLY

1st Annual AIRTOBERFEST

October 27th, 2021



There was a great turnout for the 1st Annual Airtoberfest at North Orlando Trane

On October 27th from 11 a.m. till 1:30 p.m., North Orlando Trane Supply in Orlando celebrated their first Airtoberfest!

Several product vendors were on site showing their new products and answering questions, plus there were plenty of food, drinks, prizes, giveaways, and several other promotional activities!

Trane Supply was also offering double customer loyalty points and discounts on limited products! Trane Customer Service Associates were giving tours. There were product specials for all Trane customers attending Airtoberfest.



Charles Hughley, Robin Forner, Jason Burleigh, Pam Sweat, Hank Klauser, Cody Keith



Rajesh Dubey of Phoenix Systems, Tracy Capobianco of Trane, Brad Gordon of Astoria Heating & Cooling



Kevin Whitham, Pam Sweat, Cody Keith, Robin Forner, Joel Eckert, Jamie Renden, Jason Burleigh, Hank Klauser, Charles Hughley, Mike Frazier



Dan Witucki and Claude Kashnig entertained everyone with some German music!



Bayne Davis of Shupe Carboni, Gayne Fisher, Alex Briggs, Joseph Blanton, Joshua Morse, and Patrick Morse of Morsetech AC



Kevin McCarty of The Metal Shop had a full line of products on display!



Jody Long of Nu-Calgon, Isaac Hernandez and Thomas Skouras of Advanced Air Conditioning



Chris Craft of Target Sales (left) drew a very large crowd!



Jason Burleigh of Trane, David Janes of CRS, Pam Sweat of Trane



Wayne Rhoden of Trane, Whit Parker of J. Nichols & Associates, Tracy Capobianco of Trane, Navin Shivmangal of Airology



Cassie Barnes of AC Guru, Matt Bone of Mainstream, Katie Castelli of AC Guru



Mandilyn Castillo and Richelir Alonso of Pro-Tech Air Conditioning, Charles Hughley of Trane



Abraham Mendoza of Downtown Air Michael Hollis of Cain Sales



Jacob Gray of Lukas Air Conditioning, Jason Burleigh of Trane, Dan Clark of Del-Air Air Conditioning



Robin Forner of Trane, Isabla Nedic of Pro-Tech AC, Tracy Capobianco of Trane, Lori Lockhart of Pro-Tech AC



Sanjay Badange and Josh Gilman of Blue Star Air Conditioning



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Weight	Weight-1 lb
Electrical	24 VAC + / -20 % . 60 Hz . 0.7 Amps . 17 W
Kits include	(Optional Lamp from 0 to 40W)
	Power Supply : 4 . 2L X2.4 WX1.2D
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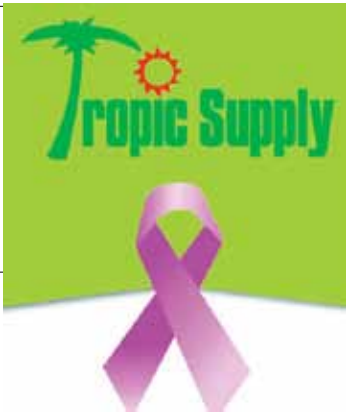


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Glasfloss and Tropic Supply In Support of Breast Cancer Awareness Month

Glasfloss and Tropic Supply 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.

During the month of October, many Tropic customers entered a selfie contest to win 1 of 4 neat Ruud branded Igloo Coolers. Any contractor who purchased any two cases of Glasfloss filters on a single invoice received a FREE “THINK PINK” MASK or NECK BUFF.

To enter the Ruud Igloo Cooler contest, contractors needed to take a selfie wearing the mask or buff and installing a Glasfloss filter. Then they emailed their selfie to Marketing@tropicsupply.com. Contestants were required to like Tropic Supply’s Facebook page, and then they were entered for that weeks drawing. One winner was selected randomly each week. Drawings were held on Oct. 8th, 15th, 22nd and 29th. See the the winners below!



1st week winner for the Selfie Contest was Mike from Cool Seasons in East Tampa. He received a FREE Ruud Igloo Cooler



Tropic Supply Sunrise Corporate Office coming together in unity to support the cause!



Tropic Supply Sarasota Resource Center taking a moment to stand together for Breast Cancer Awareness!



Ft Pierce team coming together in support of Breast Cancer Awareness!



Cathy Destin at the Tropic Supply East Tampa Resource Center



2nd week winner for the Selfie Contest was Ted from Harper Limbach from Ft Myers. He received a FREE Ruud Igloo Cooler



Tony of Air Install in Sunrise received his free mask and neck buff for his Glasfloss purchase



Got Filters? Tropic Supply Port Charlotte is stocked and ready to serve



The Cape Coral Resource Center “flexing their muscles” for Breast Cancer Awareness Month!



3rd week winner for the Selfie Contest was Austin from Coolsys in Jacksonville. He received a FREE Ruud Igloo Cooler



The Tropic Supply St Petersburg Resource Center wearing their “Think Pink” face masks



Tim of Griffin Services at our East Tampa Resource Center



Vinney of Teagues displaying his neck buff for buying Glasfloss filters



The Tropic Supply Sunrise Team ready to fill your Glasfloss filter order!



4th week winner for the Selfie Contest was Chris from Engineered Cooling from Tallahassee. He received a FREE Ruud Igloo Cooler



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|------------------------------|-----------------------|
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| Canned Vegetables | Cereal |
| Bottled Water or Juice | Beans |
| Stuffing or Rice | Canned Soup |
| Instant Potatoes | Ketchup/Mustard |
| Peanut Butter | Pancake Mix |
| | Canned Meat |

Each donation will earn you one entry into our raffle for a chance to win one (1) of the twenty-four (24) prizes listed below.*

*Minimum of one winner per Tropic Supply Resource Center

RAFFLE PRIZES

- | | |
|--|---|
| <ul style="list-style-type: none">• (1) One Milwaukee Power Tool Combo Pack from Allied• (1) Bosch 18V Compact 1/2" Drill/Driver from Armacell• (2) \$200 Visa Gift Cards from Bard and Honeywell Refrigerants• (1) Cylinder of R410A with Sealant from Certified Refrigerants• (1) Igloo IMX White 70 Qt Cooler from Chamflex• (1) CH-NSD50 Residential Dehumidifier & a Voucher for 2 Tickets to a Panthers Game from Cooper & Hunter• (1) Pro Set Vacuum Pump from CPS• (1) APCO-X unit from FreshAire UV• (1) \$200 Home Depot Gift Card from HTPG• (1) Tool Master Backpack from Klein Tools• (1) Sporlan Prize Pack• (1) \$300 Tropic Supply Gift Card from Nu-Calgon | <ul style="list-style-type: none">• (1) \$200 Publix Gift Card from Ron McLaughlin & Associates• (3) \$200 Tropic Supply Gift Cards from Ruud, Chemours and Intermatic• (1) \$250 Visa Gift Card from Spectrolin• (1) \$200 Bass Pro Gift Card from Target Sales• (1) \$2000 Credit for Marketing in a Valassis Market from Vericast• (1) 63331 Alloy Compact Bender Kit from Yellow Jacket• (1) 45 Qt White Yeti Cooler, a Mighty Pump, Mighty Bracket, Pro-Fit Flaring Tool and Profit Swag Tool Set from Rectorseal• (1) 45 Qt Beige Yeti Cooler from Owens Corning• (1) Nitrogen Purge Regulator with Flowmeter Attachment from Harris Products |
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Golfers getting ready before starting the tournament



Orange County Inspectors come together for a photo



Everyone enjoyed the lunch provided by Blacks Supply, Equipt, and Advanced Work Vans

ACCA/CF 3rd Annual Golf Tournament at Twin Rivers Golf Club in Oviedo



The ACCA/CF Third Annual Golf Tournament was held on Friday October 15th at Twin Rivers Golf Club in Oviedo FL. The 6600 yard Par 72 championship golf course was in tip top shape. More than 100 golfers (28 teams) participated in the tournament. Registration began at 7:30AM with a Shotgun start at 8:30am. The weather was warm and sunny. Beverages were available on the course thanks to Carrier and York.

After the tournament, a nice lunch buffet, was sponsored by Blacks Supply, Equipt and Advanced Work Vans. Many great prizes, raffle, and awards followed after lunch. Breakfast was provided by Trane.

Congrats to the First Place Winners - Mid Florida AC. The Second Place Winners - DelAir Team 5B, and the Third Place Winners - SunBelt.

Pictures provided by Paula Huband



First Place Winners Mid Florida Air Conditioning



Advance Work Vans on site displaying their new products



2nd Place Winners Del-Air Heating, AC, Plumbing & Electric

FabricAir® Introduces Air Dispersion System for Multi-Tier Grow Industry Racks



FabricAir® Inc, Lawrenceville, Georgia, the original manufacturer of fabric HVAC duct, introduces the FabricAir Rack Flow System, the agricultural industry's only air delivery system for multi-tier grow racks that doesn't use sheet metal duct or plenums.

Rack Flow consists of fabric duct, high efficiency fans, variable speed controllers, and a suspension system of stainless steel cables and powder-coated mounting brackets. The system is designed for multi-tier cannabis growing as it delivers conditioned ambient air through the racking into the plant canopy to prevent yield-restricting microclimates.


Rack Flow is the only multi-tier rack air delivery system designed by an air distribution manufacturer. The lightweight system is adaptable to all rack brands and compatible with any lighting grid. FabricAir guarantees the grow industry's highest CFM/watt efficiency. The system serves racks up to 64-feet-long.

Rack Flow ducts are supplied with conditioned ambient air from two high-efficiency, ETL-listed, Energy Star® fans. Growers can adjust the air flow to accommodate different stages of grow cycles. Fans come standard with variable speed digital controllers, are easily integrated with grow automation systems (GAS) and are compatible with feedback controls.

Rack Flow's fans are controllable using 0-10V or pulse wave modulation (PWM) formats. Rack Flow uses two premium antimicrobial, flame-retardant and durable fabric cloud ducts that span the length of the rack.

FabricAir also has extensive experience in overhead fabric air dispersion systems for delivering conditioned HVAC unit air for grow environments. FabricAir has been an international leader in HVAC fabric duct manufacturing for all building environments since 1973.

For more details on Rack Flow, visit www.na.fabricair.com/en/rackflow. For more information on FabricAir duct products and accessories, visit www.fabricair.com, email sales-US@fabricair.com or contact customer and technical support departments at (502) 493-2210.





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Tropic Supply's Tim Talks: Bard Wall Mount Package Units: Overview, Teardown & Troubleshooting Tips

On Tuesday, Oct. 5th from 8:00 - 9:00 am, Tim Murphy from Tropic Supply gave a webinar overview and teardown of a Bard Wall Mount Package

Units. Topics which were included: Nomenclature Breakdown, Installation and Maintenance, Troubleshooting Tips, and a demonstration of a Bard partial Wall Mount Breakdown.

Tim Murphy is a technical support specialist providing over-the-phone tech support, product training, and job site consultations. Tim believes in providing real-world solutions, quality training and friendly technical support, all with the goal of building long-term relationships with contractor customers.

Prior to joining Tropic Supply, Tim spent 26 years in South Florida working for his family business, specializing in commercial refrigeration, light commercial, residential and mini split HVAC systems.

Tim holds a State A License as a HVAC contractor and has been in the field most of his life.

In this Tim Talks 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 the four \$50 Visa Gift Cards!!

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.



Tim Murphy of Tropic Supply explained how much clearance is needed to install the economizer



Bard designs their equipment with easy access to all components to service the unit



Tim stated that the Bard units are very reliable and we have almost no calls for technical assistance

HARDI Distributors Report 21% Percent Revenue Increase in September

COLUMBUS, Ohio, October 28, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 21% percent during September 2021. The average annual sales growth for the 12 months through September 2021 is 19.6% percent.

“Demand continued strong through the last month of the 2021 cooling season,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “September was the seventh month this year with sales growth that exceeded 20%. The dollar weighted annual rate is close to the average

annual participant’s sales gain of 19.6%. The producer price index for the industry indicates about half this annual sales growth is price increases.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 41 days at the end of September 2021. “The monthly DSO has been trimmed by four to five days since the summer of 2020 and the economic support programs,” said Loftus. “That market benefit or distortion continues.”

The Producer Price Index for Primary Air Conditioning, Forced Air Heating and Refrigeration products has increased by 9.4% through September 2021. “The record sales growth is a result of the

stimulus dollars and wealth effect. It has received an extra boost from the record price increases to cover the higher operating costs,” said Loftus. “The median PPI increase across the 10 years pre-pandemic interruption was only 2%.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty.

Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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Advanced HVAC Technologies Help Transform Historic Building Into Iconic Hotel with Comprehensive Smart Building Ecosystem



A historic art deco icon meets cutting-edge luxury at The Sinclair, a Marriott Autograph Collection hotel. Built during the early 20th Century oil boom of Texas, the Sinclair Building has stood as one of the most recognizable landmarks of downtown Fort Worth since 1929. Designed to reflect the Gilded Age art deco style of the Roaring '20s, the Sinclair Building served the surrounding business community and employed thousands of Texans over the decades before undergoing a dramatic transformation. Addressing the need for an innovative, intelligent luxury and lifestyle hotel in Fort Worth's Sundance Square district, the Sinclair Building was restored to its original splendor beginning in 2017, completing its restaging in 2019 when the hotel opened its doors to guests.

Redefining smart sophistication, each of the 164 boutique rooms and suites at the Sinclair seamlessly blends advanced technology with effortless style to create a high-end experience for guests. The hotel property includes a variety of spaces, ranging from a large lower-level restaurant and rooftop bar with impressive views of the city's downtown, to tech-savvy meeting rooms.

CHALLENGE

The Sinclair's mission is to create an unforgettable and luxurious experience for its guests in a classic building environment. The hotel's owner and design team sought state-of-the-art technology to power, sustain and manage the entire property, while carefully maintaining the historic building's unique design and architectural details. Retaining the integrity of its original design and intricate artistic architectural accents was paramount, with the desire to pay homage to the building's storied past while keeping an eye to the future with some of the most cutting-edge technology concepts available.

In this drive to create a beautifully designed and technologically advanced space, the building's owner and managers were required to play within the confines of the existing structure as much as possible. With guest comfort of the utmost importance, the team looked for an HVAC system that could address the complex needs of the space itself. First, there was a need to replace the inefficient air conditioning system (an older model chiller system) that had taken up precious real estate on the property's lower level, upper level, and rooftop — areas that could be repurposed for other uses. Additionally, the property's slab to slab heights were much lower than is now common, and the team sought to keep as much ceiling height as possible; this posed a particular challenge in the individual guest rooms themselves. Another challenge that was related to the guest rooms, as well as the restaurant, was noise and the need to minimize operational sound as much as possible. Lastly, space was also at a premium in the exterior portions of the building, with very limited room outside to put condensing units, thereby emphasizing the sizing and placement criteria of the desired HVAC solutions.

CRITERIA

"I work with some of the most innovative and forward-thinking partners around the globe when developing my properties and creating an unforgettable experience for my guests is of the utmost importance," said Farukh Aslam, chief executive officer, Sinclair Holdings.

To that end, it was paramount that the Sinclair

renovation include the right mix of advanced technologies to deliver on this exceptional guest experience. The hotel aimed to be low-voltage and the management team explored Power-Over-Ethernet (PoE) technology in order to help achieve many of The Sinclair's energy-efficiency and forward-thinking technology goals. The adoption of PoE aims to increase the integration of technologies that can be seamlessly run by one source of power, lending itself toward the overall goal of creating a future-ready building for the present time.

The hotel required individual control of its HVAC system throughout 164 guestrooms (featuring 50 different room types) and sufficient heating and cooling for the lobby bar, reception area and large basement restaurant. The hotel management wanted to work with a partner that was not only able to fulfill a myriad of HVAC needs, but also create a complete building ecosystem with its range of innovative technologies across an expansive portfolio.

To achieve the gold standard of technological and energy efficiency desired, the hotel sought out a supplier that would allow them to integrate a range of solutions that were compatible with this cutting-edge technology.



SOLUTION

For the HVAC system, LG's award-winning Multi™ V IV Heat Recovery unit was selected for its ability to provide individual room comfort for each space within the larger property. Offering a compact footprint without sacrificing power, the Multi V IV contributes to building energy efficiency, high performance and flexibility in design and installation options. Installation versatility was a key factor as the historic building was restricted in regard to lower ceilings, as well as space for outdoor equipment.

Recognizing the importance of quieter operation especially in The Sinclair's guest rooms, HVAC and Variable Refrigerant Flow (VRF) technology experts, Texas Air Systems, advised on the installation of a variety of indoor air-handling solutions. Their recommendations included versatile wall-mounted units and LG ceiling cassettes that did not require bulky ductwork to accommodate the tight ceiling area constraints, while supporting the tranquil environment required of guest rooms. The technology works behind-the-scenes, translating to the overall comfort and experience of a guest's stay.

Texas Air Systems also specified LG's AC Smart controller, which allowed for virtually seamless control of the HVAC system for the building management team. This innovative control solution compatible with a variety of applications offers a single LG platform that drives both VRF technology and energy efficiency. Property managers could now easily manage, set and monitor the building's heating and cooling performance.

Prior to installing LG's VRF technology, the building relied on an old chiller system to condition the entire building, which also required a great deal of space in the building's lower and upper level. After switching to VRF, the hotel was able to gain a significant amount of usable floor space for the large lower-level restaurant, and executive top floor suites. On the exterior of the Sinclair, LG outdoor units with slim, minimal features were installed to

further increase saved space. LG's industry-leading VRF technology helps minimize efficiency losses, energy consumption and life cycle costs.

With an eye toward implementing cutting-edge technology, the developer also incorporated a stunning array of LG OLED hotel TVs into every guest room — the first hotel to have OLED TVs in every guest room. Premium OLED displays deliver a picture with perfect blacks and incredible color, even from wide viewing angles. It uses self-lighting pixels that can be individually turned on and off for exact control of image brightness and quality, delivering infinite contrast ratios optimized for high-dynamic range content. In addition to the guest room displays, a number of other LG commercial displays are featured throughout the property's public spaces — including the lobby, restaurants and bars.

"Thanks to our strong relationship with Sinclair's owner and building managers, there are multiple products across an array of LG business units installed throughout the property," said Doug Bougher, director of sales for LG Air Conditioning Technologies USA. "Aligning with a partner like The Sinclair on our shared goals to power the building of the future, allowed an ecosystem that connects our industry-leading air conditioning technologies and other LG innovations to create a comfortable, elevated experience for guests across the entire property."

RESULTS

The advanced suite of LG solutions across the entire property helped satisfy a multitude of needs required by the management staff, creating this innovative and groundbreaking establishment, and delivering a comfortable, elevated experience for guests. The team employed what is believed to be one of the first applications of PoE to a large array of end points, in order to achieve many of the energy-efficiency and forward-thinking goals that the Sinclair desired.

From an HVAC perspective, LG's Multi V IV Heat Recovery unit system served as a more advanced and energy-efficient solution for the property's need to heat and cool its numerous spaces across individual guest rooms and shared spaces. For nearly the same cost as a traditional system, the Sinclair now has a highly reliable, energy efficient HVAC solution that designed to deliver effortless occupant comfort and convenience.

Aslam continued, "I am very sold on LG's technologies and the results are quite impressive, thanks to its amazing energy efficiency and quietness, contributing to the tranquil atmosphere throughout the property."

The Sinclair Hotel is a groundbreaking example of the hotel of the future. "There's no hotel as forward-thinking as ours — from the power generation of the entire building to the most advanced tech toys like the OLED TVs found in each room, the Sinclair is a study in high-class high-tech," added Aslam.

LG's wide offerings, from HVAC to OLED TVs and commercial displays, solar energy offerings, appliances and everything in between, can help customers like the Sinclair create a truly comprehensive building ecosystem with one trusted brand. For more information on the complete portfolio of LG's Business Solutions, please visit LGSolutions.com.



Performing A/C Load Calculations Manual-S (Equipment Selection) and Manual-D (Duct Design)

On October 13-14, SFACA hosted a two day workshop on performing A/C load calculations by Manual S and Manual J. The training was held at The Everlast Training Room in Ft Lauderdale.

The workshop was developed and taught by Bob Volin with Air Design Concepts. It covered the basics of performing load calculations, equipment selection and duct design. Licensed contractors were offered 8 hours of CEU credit for license renewal.

This two-day workshop provides comprehensive training on how to perform Manual J load calculations, how to select equipment as per Manual S and Ductwork Design as per Manual D. Included is how to perform a field study and discussion about the Florida Energy Code and its effect on load calculation results.

Day 1 - Understanding Manual J / Which construction codes to use / The quickest and more accurate way to perform load calculations / Load preferences (short cuts) / Outdoor air requirements / Understanding load calculation results

Day 2 - Selecting proper equipment as per code (residential equipment) / Residential ductwork design / Understanding static pressure loss / Equivalent length fittings selection and duct sizing calculations / Air side examples and samples of job duct sizing.

Bob Volin has been in the air conditioning industry for over 38 years, with 33 years as a state licensed A/C contractor. In 2001, he became a CEU provider to offer classes to A/C contractors throughout Florida on performing Manual J load calculations using Wrightsoft Software.



Ransomware is Rampant: Is Your HVAC Business Safe?

Keeping the HVAC business's IT infrastructure and software up to date is necessary, but one PC running an older, unsupported version of Windows can be "a chink in the defensive armor" that invites intrusion.

So, the fight against ransomware begins with a companywide process to ensure all machines are patched with the latest security updates from Microsoft and other applications.

Next, defending critical HVAC business processes from attack goes beyond simple anti-virus protection that solely reacts to known threats.

"We recommend a new generation of advanced antivirus software that does not always depend on identifying known threats or 'signatures.' Instead, such software uses artificial intelligence to analyze which PC programs and processes are affected and as soon malicious activity is detected, stops it," explains Yuriy Tatarintsev, Manager, Technical Operations at BTI Communications Group, an IT cybersecurity and technology convergence provider that services clients nationwide.

Email security is also of critical importance because insufficient precaution is a leading cause of companies getting ensnared in ransomware.

"Statistically most HVAC companies acquire ransomware when an employee receives a suspicious email that seems legitimate and clicks on an embedded link. This starts the ransomware attack, which spreads throughout the company network," says Tatarintsev.

To protect against this hazard, Tatarintsev recommends that HVAC businesses use advanced email spam protection tools that offer significantly more defensive capability than earlier, more rudimentary options.

"The advanced tools not only filter out all potentially malicious emails, but also stop users from going to dangerous website destinations by clicking on links that could start a ransomware attack," he says. He explains that the tools rewrite all the embedded link Uniform Resource Locators (URLs). So, if a user clicks a URL in an email, instead of linking to a potentially dangerous website, he or she is redirected to a safe location or 'sandbox.' The URL is analyzed to determine if it is dangerous, and if it is safe the user is allowed to go to the original website destination.

Since deceptive "phishing" emails designed to start a ransomware attack can seem like authentic emails, Tatarintsev advises that all HVAC employees receive periodic security awareness training.

If all these defenses fail and ransomware does infect and shut down a HVAC company's IT network, a reliable back up system should be in place that can quickly restore all critical data. However, unless the backups are virtually continuous a day or even a week or more of data could be lost.

As an alternative, an increasing number of HVAC businesses are cost-effectively protecting against ransomware by outsourcing to professional, third-party firms like BTI Communications Group that remotely and continually provide layers of protection with a comprehensive, integrated IT approach.

This strategy can continually deter and detect threats as well as resolve vulnerabilities. Additionally, this eliminates the need to dedicate internal IT staff to these types of tasks.

It also minimizes potential loss and even liability if serious harm were to be caused by disrupted company services.

With the menace of ransomware continuing to escalate, HVAC businesses of all sizes would be wise to examine options for deterring the threat before being victimized.

For more information on BTI Communications Group, please visit <https://www.btigroup.com>, contact info@btigroup.com, or call 1-800-HELPBTI (1-800-435-7284).

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SFACA October Program Meeting

Newest Assessment Cleaning & Restoration (ACR) Updates

The SFACA October Program Meeting was held on October 6th at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. The topic was about the Newest Assessment Cleaning and Restoration (ACR) Updates. The guest speaker was Mark Zarzeczny. Mark is the President of The National Air Duct Cleaning Association (NADCA).

The NADCA, also known as the HVAC Inspec-

tion, 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 gave a presentation on the new standards.

The SFACA November Program Meeting will be held on November 3rd at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. Join us for our annual

Member Roundtable Discussion. This is when SFACA Member discuss future meeting topics, speakers, and events. Also discussed will be MEP coalition incentives, member benefits and allied resources, and member benefits from FRACCA and Service Nation.

This meeting is open to all members and guests. The meeting is facilitated by SFACA Board members and we welcome everyone's participation!



Lyle Hoffman of Insurance Office of America (IOA) with Mark Zarzeczny of Advanced Clean Air Specialists, LLC



Claudio Riviera of Brown & Brown, Stephanie Bousch, Ed Lawton of Enterprise, Chris D'Atile of Art Plumbing AC & Electric, Ben Lisibwski of Enterprise



Jeff Campen of Campen Mechanical with Bob Volin of Air Design Concepts, Inc.



Ed Lawton of Enterprise, Greg D'Atile of ART Plumbing AC & Electric, Skip Farinhas of GMC Air Conditioning



Stacey Miller, director of SFACA with Kelly Dexter of Air Quality Control and SFACA President



Kelly Dexter, President of SFACA, welcomes the members to the monthly program meeting



There was good turnout for the monthly SFACA meeting



Mark Zarzeczny of Advanced Clean Air Specialists, was the guest speaker for the SFACA October program meeting



Mark Zarzeczny discussed some of the minimum performance and procedural requirements for air duct cleaning

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ASHRAE, AABC, ACG and EMA Sign Memorandum of Understanding

ATLANTA (October 1, 2021) – ASHRAE, the Associated Air Balance Council (AABC), the AABC Commissioning Group (ACG) and the Energy Management Association (EMA) have signed a new Memorandum of Understanding (MOU) formalizing the organizations' relationship.

The MOU was signed by Mike Kelly, TBE, CxA, AABC President, Troy Byers, P.E., TBE, CxA, ACG President, Chris Smith, CxA, EMP, EMA President and Wade Conlan, ASHRAE Director-At-Large, at a signing ceremony during the AABC Annual Meeting in Destin, Florida. The agreement specifies the path forward and defines parameters by which the organizations will work cooperatively to promote the advancement of emerging research and technologies to support a more sustainable built environment.

"With a focus on maintaining safe, healthy and efficient built environments, ASHRAE is pleased to have the opportunity to partner with AABC, ACG and EMA to enhance innovative technologies and resources to meet the challenges of the communities we serve," said 2021-22 ASHRAE President Mick Schwedler P.E., Fellow ASHRAE, LEED AP. "The global pandemic along with environmental threats have raised the profile of building industry organizations such as ours to set the foundation for impactful solutions to improve the built environment for us all."

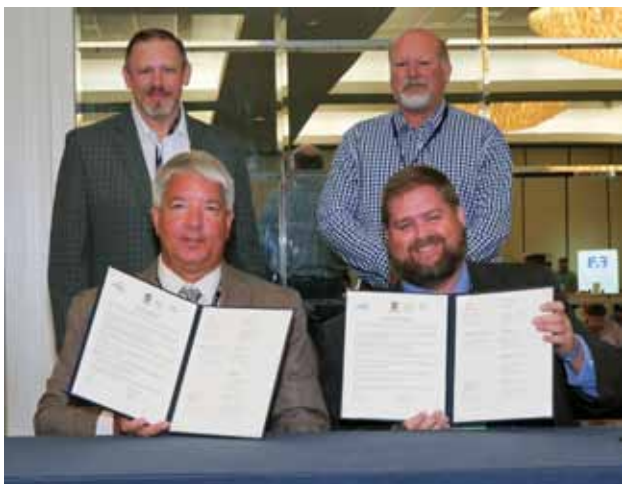
"Properly performed testing and balancing by a certified, independent firm has positive ripple effects on the performance of equipment, systems, and entire buildings that help give owners what they paid for," said AABC President Mike Kelly, TBE, CxA. "Through ASHRAE's leadership position among HVAC engineers, manufacturers and others, we believe a better understanding of TAB's central role in improving performance can lift standards and expectations across the industry, to the benefit of everyone."

"One of ACG's primary missions is advocating for early involvement of the commissioning provider on all projects, and that an independent provider working directly for the building owner should be the norm," said ACG President Troy Byers, P.E., TBE, CxA. "We look forward to working with ASHRAE and their extensive reach within the building industry to communicate those messages."

"We look forward to exploring ways we can combine our education and advocacy efforts to promote EMA's commissioning-based energy management process, with the goal of maximizing energy savings for building owners everywhere," said EMA President Chris Smith, CxA, EMP.

Areas of alliance include:

- Ongoing advancement of collaborative projects.
- Consistent leadership communication of major initiatives between organizations.
- Discussion of new collaborative opportunities.



Front Left to Right: Mike Kelly, TBE, CxA, President, Associated Air Balance Council; Wade Conlan, P.E., CxA, ASHRAE Director-at-Large - Back Left to Right: Chris Smith, P.E. CxA, EMP, President, Energy Management Association; Troy Byers, P.E., TBE, CxA, President, AABC Commissioning Group)







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C&C Heating and Air installs Donated YORK® HVAC System in Home Gifted to Injured War Veteran

MILWAUKEE, WI – (October 18, 2021) – On September 29, C&C Heating and Air Conditioning and YORK® Factory Direct partnered with Building Homes for Heroes during a Welcome Home ceremony in Glenside, PA, for Army Staff Sergeant Veronica Hally. She served more than two decades of service, including tours in Iraq and Afghanistan, and she investigated hundreds of deaths and worked with the FBI to track terrorists across the globe. Her investigative experiences earned her many accolades, but also have left Staff Sergeant Hally with severe PTSD and anxiety that caused her to medically retire from the military in 2019.

To support Staff Sergeant Hally, Johnson Controls and YORK Factory Direct donated a YORK heating and cooling system with a Wi-Fi® enabled YORK touch-screen thermostat to better assist her with adjusting his home's temperature without the need to get up. Veteran-owned C&C Heating & Air Conditioning donated the HVAC installation services for the veteran's new home, and Google Nest Pro donated a variety of smart home products.

Will Cordero, president & founder, C&C Heating and Air Conditioning, spoke at the Welcome Home ceremony about the honor it was to support a fellow veteran. Doug Cordero, vice president, C&C Heating and Air Conditioning, said, "We truly can't give enough thanks and gratitude to heroes like

Staff Sergeant Hally who keep our country safe. We feel blessed to have the opportunity to help her and her family be comfortable in their new home."

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

"The customized amenities that Johnson Controls brings to these homes provide not only a foundation for these heroes, but a hopeful path to a bright future with the opportunity to reach dreams they may have never thought imaginable when injured," said Andy Pujol, founder and CEO of Building Homes for Heroes. "We are honored to partner with Johnson

Controls, C&C Heating & Air Conditioning, and YORK® Factory Direct to gift a home to Staff Sergeant Hally and her family."

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



Will, Catherine and Doug Cordero of C&C Heating and AC

Bosch Thermotechnology Introduces Commercial QV Series Heat Pumps



WATERTOWN, MASS., (September 30, 2021) - Bosch Thermotechnology, a leading global source of high-quality heating and cooling systems, today announced the availability of its new, ultra-quiet heat pumps, the QV Series, for commercial spaces in multiple sizes and both horizontal and vertical configurations.

The commercial grade QV Series, a Florida Heat Pump (FHP) geothermal system, is an industry leader in sound reduction and represents one of the most comprehensive sound performance offerings on the market. In addition to the lower sound levels, the QV Series also delivers a compact cabinet, in a very competitive package, making it ideal to fit into small spaces in commercial buildings.

The QV Series includes a highly efficient, Constant Airflow ECM DEC Star® Blower that produces the same CFM (cubic-feet-per-minute) of airflow as the Bosch LV model, but at a lower RPM (revolutions-per-minute), resulting in decreased power consumption and sound. The QV heat pump also features Bosch's patented compressor encapsulation, which includes high density mass loaded vinyl insulation material wrapped around the blower and also installed in the lower compartment, dampening the sound it emits. Additionally, encapsulation parts are installed around the compressor and assembled with heavy gage sheet metal and a double layer of vinyl material on both sides. The access panels and the unit's divider use the same type of sound attenuation material, making the panels substantially heavier, thus highly reducing the sound radiating from the unit. As a final measure, the compressor is installed on an isolated and elevated base plate that dampens vibrations during operating cycles.

"This new whisper quiet system is going to be a game-changer for light commercial spaces such as offices, schools and hotels where heat pumps can be close to working or living quarters, so the quieter sound output makes a big difference in comfort," said Katelyn Woodling, Manager of Product Management at Bosch Thermotechnology. "In addition to the benefit of the extreme quiet operation of these units, this system also provides the ability to efficiently transfer heat through the water source heat pump, and control the temperature in different zoning loops."

The overall lowest sound rating for the commercial QV Series heat pumps is 53dB, making it an industry benchmark, and an excellent solution for designers to improve NC ratings in commercial spaces e.g. school classrooms and office spaces.

Lennox Feel The Love Program Donates 130 HVAC Units Across U.S. and Canada

RICHARDSON, Texas, Oct. 19, 2021 /PRNewswire/ -- Lennox Industries proudly partnered with HVAC dealers across the U.S. and Canada to install 130 HVAC units in 37 U.S. states and 5 Canadian provinces as part of the company's Feel The Love program. Selected homeowners received heating and cooling equipment free of charge throughout the second week of October in Lennox' first, week-long installation event.

Each Feel The Love recipient is an unsung hero who may be going through hardship, facing adversity or in need of community support. Recipients were nominated by their neighbors, friends and family members as a way of bringing hope and support to homes across North America. In 2021, Lennox continued to expand the Feel The Love program to honor essential and frontline workers who went above and beyond to keep their communities safe during the COVID-19 pandemic.

"We greatly appreciate Lennox for choosing us to be a part of this wonderful program," said Courtney Johnson, Dallas Hope Center's housing manager and 2021 Feel The Love recipient. "The installation definitely put a lot of smiles on our board members faces, our CEO's and on mine as the housing manager. There are a lot of things that are needed in the community, and having the organization see those needs and act is very imperative and exciting. I'm very grateful to be a part of it."

The Feel The Love program is made possible through the ongoing partnership of the Lennox dealer network across North America. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,600 free installations, with 130 installations occurring in 2021 alone. Every donated unit comes complete with 3-year Comfort Shield Labor Protection Plans, and Feel The Love dealers donate their time and labor to make the program a success.

"At Lennox, we believe everyone deserves clean, perfect air, and we're dedicated to making sure everyone feels safe and comfortable in their own homes," said Kim McGill, Vice President of Marketing at Lennox Industries. "Through our Feel The Love program, we honor local heroes in the communities where we work and live and are proud to give those in need the perfect air they deserve, thanks to the collaboration and generosity of our dealer partners."

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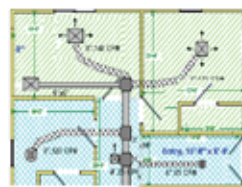
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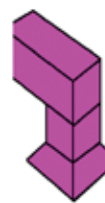
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CLASSIFIEDS



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