

# TODAY'S A/C

## & REFRIGERATION NEWS



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



Tropic Supply's Food Drive Fighting Against  
Local Hunger was a Great Success! (see page 23)



Goodman Distribution's New North Port  
Location is Now Open (see pages 13)



PBACCA 19th Annual Golf Tournament at  
Wellington National Golf Club (see pages B6-B7)



Johnstone Supply Ware Group Hosts  
Nu-Calgon IAQ Webinar (see page 20)

## Johnstone Supply The Ware Group Celebrates Their 40th Anniversary!



Jeff Schlichenmeyer  
Publisher

Johnstone Supply – The Ware Group celebrated 40 years in business in 2021. The Ware family introduced Johnstone Supply to Florida in 1981. Today, the Ware Group is Johnstone Supply's largest member.

Over the course of 40 years the Ware Group has become a leading HVAC/R wholesaler in Florida and South Carolina with 27 stores serving the industry.

Johnstone Supply has over 400 locally owned and operated stores that reach across the entire nation. They have national buying power that benefits you by having access to the premiere brands in the HVAC/R industry.

Inventory depth and breadth is of primary importance to the Ware Group and made possible by strong vendor relationships and distribution channel expertise to get their custom-

ers what they need, when they need it.

The Ware Group has experienced, local management teams with friendly, knowledgeable, and dedicated staff. Over \$65 million in inventory is available with delivery at all branches, and after-hours emergency support.

The Ware Group is constantly investing in their people so they can be a trusted resource and provide the latest information and unparalleled customer service. Company culture is a primary focus at the Ware Group making it an incredible place to work.

The Ware Group has thousands of virtual training opportunities through Johnstone University and their vendor partner webinars. They have partnered with several trade schools around the State of Florida, including J-Tech in Jacksonville, Orange County Technical College in Orlando and with NATE. They have dedicated Technical

Service Advisors who provide troubleshooting assistance to their customers, perform job site visits, training and more.



go to page 4

## RGF® Environmental Group Focuses on “Clean Air Is Life, Let Us Help Protect Yours”- Raises Bar for Residential and Commercial HVAC Indoor Air Quality



Port of Palm Beach, FL (November 09, 2021) As the leader in innovative solutions to indoor air quality problems, it's no surprise that RGF® has taken air purification to the next level. Introducing

an opportunity to innovate, educate and lead the HVAC industry into a new era while providing homeowners with proactive indoor air treatment.

RGF® is dedicated to the pursuit of clean in-

door air, something that has been the driving force behind each and every innovation over its thirty-five year history. Making premium, award-winning products that integrate into the HVAC system, with continuous 'no-touch' operation and whole home treatment embodies RGF's innovation. RGF® manufacturers products utilizing best in-class air purification technologies like its proprietary PHI-CELL®, Lucidium® UV-C lights and Microcon® HEPA filters.

RGF® indoor air quality systems are available to fit every application and are proven effective at reducing bacteria, mold spores, viruses and odors to consistently create the freshest air in your home or business.

go to page 4



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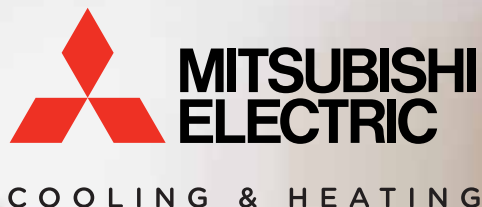




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Reach her at  
[ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

It depends on your appetite for risk.

If you love risk and the thrill of skating on the edge, only have enough cash to pay your bills and squeak by with payroll each week. Generally this cash is in your operating account and there is zero, or close to zero, in a savings account.

If you are risk averse and take no risks at all with your business, then you probably have at least a year's worth (or two) of operating expenses in a savings account (either in the business or personally) at all times.

What's a good middle ground?

1. Determine your payroll expense for the busiest month of the year. Then multiply this number by three.

2. Determine your overhead expense for the busiest month of the year. Then multiply this number by six.

3. Add the two numbers together.

The addition of the two numbers is a "middle ground" of the cash to be stored in a savings account.

Some of you already have this amount saved. If you don't and want to use this cash formula, then one of your goals for 2022 would be savings to this level.

How do you do it?

1. Save 1% to 2% of every dollar that comes in the door. If you get payments of \$10,000 put \$200 in the savings account. You still have \$9,800 to operate on. The small amounts add up quickly.

2. Put all of your residential maintenance money received (or all of the renewal money received) in a savings account.

3. Put 5% of your commercial maintenance money received in a savings account.

The fastest I've ever seen a savings account

built on maintenance money savings is \$1.7 million dollars in 5 years. It can be done with focus and growth of maintenance. Determine the amount of cash savings you want and put it away! You'll have less money stress knowing that if an emergency arises you have the cash to take care of it.

These six cash flow mistakes can kill your business:

1. You think you can lose money on maintenance and make it up on service or replacement.

If you have 1,000 maintenance agreements and you lose \$10 on each one that is a \$10,000 loss. Assuming that you normally earn 8% net operating profit you have to generate \$10,000/.08 or \$125,000 in revenue to make up for it. Can you? Maintenance agreement pricing should be at least break even.

2. You don't have proper cash handling procedures in place.

Put the proper procedures in place so that you keep the honest people honest and don't tempt them. Procedures will never keep the embezzler at bay. He or she will find a way around the procedures. However, focus on the 99% of the population who is honest. Put, at a minimum, these procedures in place:

- Bookkeeper does not sign checks
- Owners or senior managers are the only ones who can add a vendor to your software program
- Person who opens the mail does not make bank deposits
- Send bank statements home.

Discover 50 ways employees and vendors steal from you and the procedures to put in place to help prevent them, in my book, *The Ugly Truth about Cash*. Click here to invest either in book, audio, or Kindle.

3. Your CPA tells you to spend cash in December.

You are having a great year. Your tax bill is higher than you want to it be so your CPA says to spend your cash. Spend cash right before the slowest quarter of the year for most contractors? Doesn't make sense. I've seen many contractors have cash flow and survival issues in the first quarter taking their CPA's advice to spend money in December.

4. You go to the "Big Boys Toy Store" when you have a great year.

You are having a great year and you want to reward yourself. Beware of spending too much cash. (See #3). It's ok to reward yourself. Do it sparingly and make sure you have enough cash to survive slower times!

5. You are not your own bank.

I've seen bankers put contractors out of business. The contractor has a line of credit with a bank and the bank is sold or management changes their loan practices. The bank calls the line and the contractor has 30 days to pay it back and can't do it. The bank takes all the assets pledged to the line and the business is out of business.

Build a maintenance program. Put at least 50% of the cash received from maintenance in a savings account. Then your pleasant dreams won't turn into nightmares wondering whether you have enough cash to make payroll this week.

6. Not putting 1% of every dollar that comes in the door in a savings account.

This is a corollary to #5 above. Even if you don't put all of your maintenance agreement money away, you can still put 1% of every dollar you deposit in the bank into a savings account. Start today!

Now that I've revealed these six cash flow mistakes, I know that you will avoid them!

**Merry Christmas**

**AND HAPPY NEW YEAR**

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## Johnstone Supply - The Ware Group Celebrates Their 40th Anniversary!

(continued from cover story)

The Ware Group is committed to the JOHNSTONE ADVANTAGE - Saving You Time, Making you Money with every order, every day. Their mission is to be the leading independent regional wholesaler in the Southeast, by providing excellent marketing and distribution services to the licensed HVACR-contractor and HVACR supplier who are committed to the HVACR supply chain.

From warehouse - to counter - to online, our Technology Advantage ensures speed and accuracy with state-of-the-art technology to help you conduct business 24 hours a day, 7 days a week. Online ordering, product information, real-time pricing and availability, account information and more are all easily accessed through their mobile app (OE Touch) or JohnstoneWareGroup.com.

Their Technology Advantage also allows access to the entire Johnstone Supply Ware Group catalog

where you can scan product bar codes for quick product finds and take / send pictures for technical support. B2B integration connects your ordering process to Johnstone's system for an easy-to-use ordering method, eliminating redundancy and errors.

Their Market Awareness Advantage increases your company's revenue potential and generates new prospects through co-op marketing, customized flyers, and radius marketing program.

The Ware Group recently relocated their Dania Beach location and moved their Boca Raton location to Deerfield Beach. Stuart and Ft Pierce are recent additions to the Ware

Group family.

Stop by any Ware Group location to experience great customer service.... Saving You Time, Making you Money! Forty years later, still growing and improving each day!



The Dania Beach store was relocated to better serve their customers



The new Deerfield Beach location replaced the prior Boca Raton location

## RGF® Environmental Group Focuses on “Clean Air Is Life” Raises Bar for Residential and Commercial HVAC Indoor Air Quality

(from cover story)

Key elements of the “Clean Air is Life” campaign include:

- Navigate the Indoor Air Quality Market Place. RGF® Environmental with its long history as a manufacturer of indoor air quality (IAQ) devices sought to demonstrate the effectiveness of its patented Photohydroionization® technology (PHI CELL®) for controlling SARS-CoV-2 and a variety of other airborne pollutants in at-risk environments.

- Increased Production for Worldwide Demand. With worldwide demand for RGF's air sanitizing solutions, RGF's two Florida-based manufacturing plants have increased production capacity by over 400%.

- Worldwide Manufacturing Leadership. With carefully engineered and rigorously tested environmental purification solutions, RGF is leading the industry with high quality products that are made in the USA and distributed in over 80 countries.

“At RGF®, we are committed to building a cleaner world for generations to come. Delivering fresh, clean air is as much of a mission as it is a responsibility. It's about improving everyday life through innovative environmental solutions that will positively impact the lives of others,” says Mat Charles, Vice President of Airside Products.

“Today's contractors and homeowners are keenly aware of the importance of indoor air quality,” says RGF® CEO Ron Fink. “Our advancements in both technology and manufacturing methods have allowed us to adapt to the changing markets with great speed. We always have been, and always will be a pioneer and a leader in this industry.”

RGF Environmental is committed to the principle that “Clean Air is Life”. We will continue our efforts to develop innovative IAQ devices and conduct scientific research with leading government, private and academic laboratories to provide documentation on the safety and efficacy of our products.

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**Thank you for a great 2021!**

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# RectorSeal Releases Draft-Block Orange - A more Cost-Effective for Trade Professionals



Houston, TX, November 3, 2021 – RectorSeal®, has introduced Draft-Block™ Orange, a fire blocking expanding polyurethane foam sealant for use by trade professionals across North America.

Designed for Type V residential construction, Draft-Block Orange is an excellent filler that expands up to three times to fill, bond, and insulate a wide assortment of applications. As a low pressure, one-component product, it adheres readily to wood, glass, metal, tile, concrete, and most plastics. Beyond its fire blocking benefits, Draft-Block Orange helps to reduce sound transmission.

Available in a 12-ounce aerosol can, Draft-Block Orange fills voids, cracks, crevices, and small cavities on flat and irregular surfaces. After curing, Draft-Block Orange is an odorless, non-corrosive, non-reactive inert substance.

As indicated in the product name, its orange color makes it easily identifiable during use. As a polyurethane foam, Draft-Block Orange is completely dielectric and contains no urea or formaldehyde. When properly applied, Draft-Block Orange dries tack-free in approximately 5 minutes. It is cuttable within 1 hour and fully cured within 12-24 hours. When fully cured, Draft-Block Orange is resistant to water and outdoor exposure. The product adheres to UL evaluation report R40378-01 and achieves an ASTM E84 rating.

Draft-Block Orange offers outstanding performance when used in voids around plumbing and utility penetrations to stop drafts and prevent the intrusion of insects and other pests. Additional use includes sealing around windows, air conditioners, ducts, and vents and providing energy-saving features in heating and cooling installations. Draft-Block Orange can help seal voids in siding, door jams, foundations, and concrete joints.

# Johnson Controls Celebrates 50 Years of Innovation at Commercial HVAC Manufacturing Facility

MILWAUKEE – (November 3, 2021) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, celebrated the 50th anniversary of the company's commercial HVAC manufacturing plant in Norman, Okla. The 900,000-square-foot facility, known as Johnson Controls Rooftop Center of Excellence, serves as the Company's flagship location for industry research, manufacturing and testing of commercial rooftop units.

In 1971, the facility shipped its first HVAC system, which was a pivotal milestone for the plant and the beginning of its long history of HVAC manufacturing and innovation. It was originally owned by Westinghouse from 1971-1981 and subsequently purchased by YORK in 1981, which was acquired by Johnson Controls in 2005.

"Over the last 50 years, there has been continuous improvement at the Norman facility to modernize and expand the plant, automate the manufacturing process, improve safety and ensure our products are built to the highest quality standards possible for our customers," said Vicki Davis, program management director, West region, Johnson Controls. "These improvements will make it possible for us to ensure all commercial rooftop units meet and exceed DOE 2023 energy efficiency requirements and will utilize the low-GWP refrigerant R-454B by 2025 to minimize our customers' environmental impact and energy use."

The most notable expansion the Norman facility underwent was in April 2019. The facility now features nearly 400,000-square-foot of incremental laboratory and manufacturing space, which includes a two-story, 52-foot-high testing lab roughly the size of one-and-a-half football fields. The extensive laboratory allows Johnson Controls to conduct on-site development, regulatory compliance, performance,

safety, and reliability testing, including the ability to test a 150-ton rooftop unit in climates ranging from -30°F to 130°F. The 2019 expansion also included renovations to more than 150,000-square-foot of office and meeting space.

Since the facility has been operated by Johnson Controls, approximately 650,000 HVAC systems have been manufactured for the Johnson Controls, YORK®, TempMaster®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands. Today, approximately 1,100 people are employed at the facility.

With a history of making buildings more sustainable for 135 years, Johnson Controls is a worldwide leader in the effort to decarbonize buildings. This includes developing solutions to facilitate the transition to electric-based heating and the development of OpenBlue, a suite of connected solutions that help drive building system efficiencies.

To learn more Johnson Controls rooftop units, visit [www.johnsoncontrols.com/hvac-equipment/rooftop-units](http://www.johnsoncontrols.com/hvac-equipment/rooftop-units).

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

With a history of more than 135 years of innovation, Johnson Controls delivers the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through its comprehensive digital offering, OpenBlue. With a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology, software as well as service solutions with some of the most trusted names in the industry. For more information, visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com)



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## RGF® Environmental Group Results for Aerosol Treatment Technology Evaluation with Photocatalytic Device in EPA Independent Study

Port of Palm Beach, FL (November 03, 2021) RGF® Environmental Group, Inc., a leading environmental design and manufacturing company, has proven the effectiveness of the PHI-PKG™ products in the reduction of MS2 Bacteriophage, a surrogate for SARS-CoV-2 (COVID-19) in a recent study published by the EPA on a variety of air purifiers.

EPA utilized its specialized Aerosol Test Facility in Research Triangle Park, NC and experience in conducting research with aerosol treatment technologies recently named RGF® as a leader for control of MS2 (Surrogate for SARS-CoV-2) using its photocatalytic devices. The test used both the PHI-PKG5 and PHI-PKG9.

The PHI-PKG™ device is powered by RGF's proprietary PHI-CELL® technology, which combine a UVC light on an advanced catalyst to create low concentrations of gaseous hydrogen peroxide in the air that disperses throughout your space. This device is effective at reducing viruses, bacteria, mold spores, odors, volatile organic compounds and other microbes in the air and on surfaces in your home or office.

A large test section in EPA's Aerosol Test Facility was sectioned off from the recirculating wind tunnel to serve as the test chamber for the study. The 12 ft x 10 ft x 25 ft chamber provided a 3,000 cubic ft air-conditioned space for the targeted test-

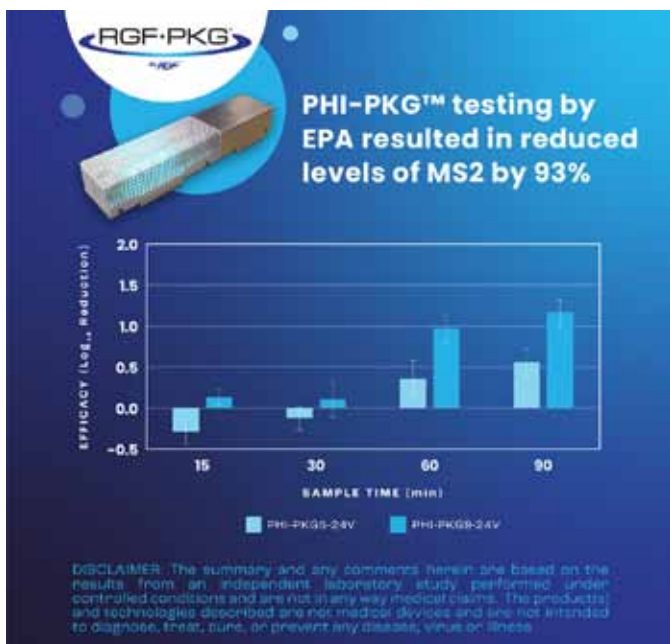
ing specifically for mass transit applications but relates directly with air-conditioned spaces. The test placed the PHI-PKG5 and PHI-PKG9 products into the chamber and conducted airborne virus sampling taken from the breathing zone simulating real-world environments with the virus.

The test concluded that both PHI-PKG5 and PHI-PKG9 resulted in reduced levels of MS2 by 93% over the control in 90 minutes.

The EPA testing showed the SARS-CoV-2 virus was significantly neutralized within the occupied space on airborne virus, reducing the risk of person-to-person infection by respiratory particles and aerosols. The PHI-PKG™ is an "active" solution that neutralizes SARS-CoV-2 within the occupied space, eliminating the need for virus particles to travel through the HVAC system filters or UV air purification system.

RGF Environmental is committed to the principle that

"Clean Air is Life". For more than 30 years, we have manufactured safe and effective IAQ devices that reduce the risks of airborne microbial contaminants, including SARS-CoV-2. We will continue our efforts to develop innovative IAQ devices and conduct scientific research with leading government, private and academic laboratories to provide documentation on the safety and efficacy of our products.



## AHRI Presents Awards Acknowledging Outstanding Industry Contributions

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) today recognized several HVACR industry leaders and their contributions to the field during its Virtual Leadership Forum. The association awarded recipients in three categories: the Richard C. Schulze Award, which recognizes the industry-wide achievements of individuals also pursuing AHRI goals; the AHRI Public Service Award, for deserving individuals or organizations making a significant contribution to the HVACR industry and in furthering AHRI goals; and the AHRI Distinguished Service Award, the association's highest honor, recognizing industry leaders who have made considerable industry contributions throughout their careers.

Richard C. Schulze Award winners include:

- John Hurst, Lennox
- Chad Kirkwood, Carrier Corporation
- Matt Lattanzi, Nortek Global HVAC
- Pat Marks, Johnson Controls, Inc.
- Barbara Minor, Chemours
- Lloyd Nace, Trane Technologies
- Rick Showers, Welbilt
- Lisa Tryson, Danfoss

Michael Copp, Executive Vice President of The Plumbing-Heating-Cooling Contractors National Association received the Public Service Award, while Distinguished Service Awards were presented to Edward Johann of U.S. Boiler and Mike Nolke of Sanhua.

"It is especially important to recognize the leaders who drive growth in the HVACR and water heating industry, as they serve as positive examples for others," said AHRI President and CEO Stephen Yurek. "AHRI congratulates this year's award recipients, and we are very grateful for their dedication and hard work, which has helped make life better for Americans and people all across the globe."

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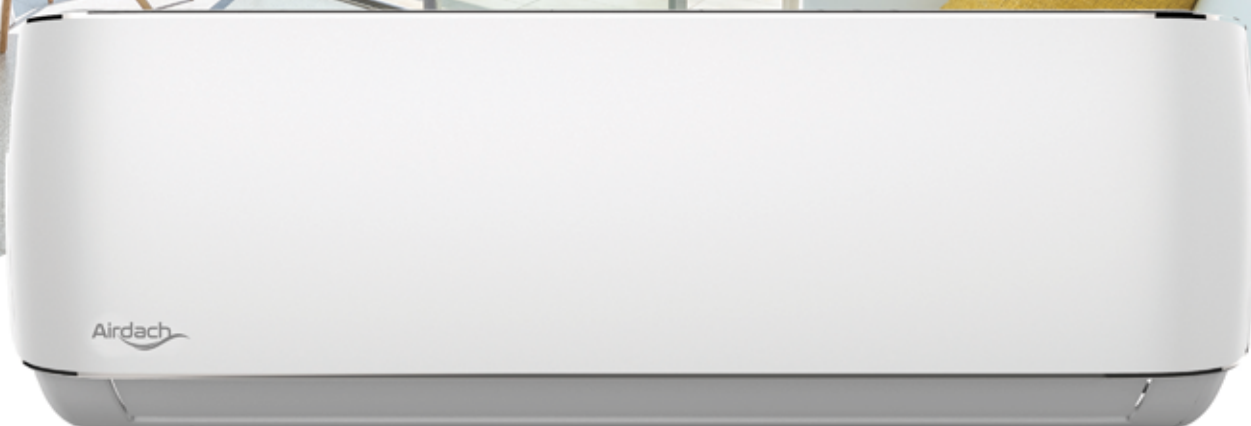
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# Trade Talk:

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



## Is Your Business A Well Oiled Machine?

Many people do not stay on top of their air conditioning maintenance schedule. They put off getting their coils cleaned, do not pay attention to their filters or reluctant to take the time to have their refrigerant levels checked. The rationale is often: "if it ain't broke, don't fix it." They prefer ignorant bliss hoping that their air conditioning system will get them through the summer.

A lot of contractors feel the same way about facing the realities of business. They know business is "seasonal" or taxes aren't going to go down or interest rates are going up. They know that the building codes and efficiency levels can change at any time. They know they are getting old and need to plan for succession. Yet instead of facing these realities, they wait and see what happens. They put off making any plans, decisions, or changes.

Running any business involves a series of constant challenges, frequent setbacks and frustrating surprises. The longer an owner operates his business with complacency, the harder it will be to change when he or she starts thinking about "getting out."

In today's contracting business, owners can't afford to take a "wait and see" attitude towards their company. If you aren't actively working at growing the business, it's probably shrinking. If you aren't focused on developing new talent, you may well find yourself with a company that's basically worthless.

Failing to move forward doesn't mean you stay in the same place. It means you actually lose ground. This is because even when your revenues remain generally flat, your cost of doing business continues to climb. Rising costs may not particu-

larly be noticeable, but each year inflation carves away at your profitability.

In addition, revenues from your customer base really don't remain flat. There is always some degree of natural loss of business as clients die, move to other places, or give in to your competitors more aggressive sales efforts. Client relationships are like their romantic counterparts: If you don't make your clients feel special, and wanted, someone down the street will.

There's another factor many contractor business owners don't realize. When you stop working at growing your business, both your clients and employees can sense it. If they feel you are no longer enthusiastic, they'll lose their enthusiasm for working with you. Suppliers also know when you're not growing. They may be loyal to you, but their real loyalty is to your doing business with them and the income you produce for them.

Like most contractors, you probably take great pride in what you've been able to accomplish. But keep in mind that none of us lives forever. Sharing our successes with current or future employees can actually be very rewarding. By making it possible for trusted employees to create their own success wealth, you can actually strengthen your business and enhance their loyalty to you.

Have you ever heard business owners complain that their employees just don't understand what's involved in owning a business? An effective way for them to learn is for you to teach them what you go through. Something funny happens when an employee begins to notice the relationship between the work he or she performs and the financial

results it creates. They see that working just a little harder pays off, and working a lot harder and smarter pays off handsomely.

Contractors who take the "wait and see" approach risk losing control of their future. Whether you are 30 or 50, you should develop a time horizon and a plan to ensure that your investment of hard work and other resources will provide the greatest return when the time comes. You may not be able to take it easy for quite some time, but you'll face far less stress along the way.

I hope you all have a very Merry Christmas. I will be spending it with my Daughters and my nine Grandchildren. This is what family is all about.

I am also inviting you to join the ACCPA family of contractors. Florida-ACCPA is the professional alliance designed exclusively for today's HVAC/R contractor!

Our goal is to provide our members with the best contractor resources available — to be successful today, and for many years to come. Many additional member perks are also included, and new benefits are announced often. For most companies, membership with Florida-ACCPA is 100% tax deductible. Call Lisa Tamargo and get brought up to date on the successes we are having as members.

Until next time

Tommy Castellano



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## Mike McClenithan Retires After 45 Years With Goodman Distribution



Mike McClenithan has retired from Goodman Distribution after 45 Years of dedicated service.

Mike started in the HVAC industry in April of 1976 working with Pioneer Metals who later became Goodman Distribution.

Born and raised in Ft Myers, Mike graduated High School and worked at JC Penney for a brief period before being hired by Pioneer Metals who was in the same building as JC Penney. One thing Mike remembers from one of his customers Verlyn of Condee AC. "Customers don't care what AC they buy, because they know me, and what I am capable of." Best of luck Mike, as you enjoy your retirement!

## Berner Adds BACnet® and Adaptive Settings to Berner AIR™ Controller/App for Air Curtains



Berner International, New Castle, Pa., North America's leading air curtain manufacturer and HVAC innovator, has added adaptive settings and true BACnet® compatibility to its Berner AIR™ to better support client sustainability goals. The Berner AIR is a smart controller and app platform that elegantly connects end-users to their commercial doorway air curtains via the Internet for programming, operating and monitoring.

The North American air curtain industry's first app-based adaptive setting feature boosts energy efficiency by automatically calibrating the airstream performance, according to the weather. Berner AIR's on-

board Intelliswitch™ controller reports local weather conditions (via the Berner AIR's Internet connection), the doorway temperature (via an onboard sensor) and air curtain model data every 20 minutes to factory servers. Factory engineered software then uses proprietary algorithms to determine the best volume, velocity and uniformity (VVU) balance for the given moment and adjusts the fan speed based on the current weather. Pinpointing the most energy-efficient of 10 available air curtain fan speeds helps buildings meet energy conservation, sustainability and carbon footprint goals, while also supporting thermal comfort.

The newly-added BACnet communication capabilities is standard on Berner's premium Architectural Elite 8 and 10 models, and optional on all other Architectural Series air curtains when ordered with the Berner AIR. BACnet allows programming, operating and monitoring from the Berner smartphone app or the building management system (BMS).

The BACnet feature allows control of:

- Preset programming (Comfort Plus, Auto, and PureAir);
- Fan speed;
- Time delay; thermostat temperature set point and type;
- Time/day set;
- Lock PASScode;
- and start/stop time.

Berner's advanced technology platform began a decade ago with the development of the Intelliswitch, a digital controller that later served as a foundation for the 2017 introduction of Berner AIR, the North American HVAC industry's first air curtain mobile app. Berner AIR 2.0 was added last year. The new secure, fully-encrypted platform provides the Berner AIR app for both Android and Apple devices, and allows over-the-air system updates.

Other newly-added benefits:

- Adaptive settings set-up simply requires a smartphone, Berner AIR app download, a secure wireless Internet connection, pairing the app to the air curtain Intelliswitch and the location's zip code;
- OpenWeather API provides local real-time wind speeds and eliminates sensor installations building and envelop penetrations;
- BACnet feature enables management of multiple air curtains across multiple facilities;
- BACnet capabilities comply with ANSI / ASHRAE Standard 135;
- Allows factory technician secure access for calibration and troubleshooting.

\*\*\*

A Special Thank You to all of our vendors, distributors, and contractors that made it possible for another wonderful year. Have a Merry Christmas and a Prosperous New Year

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# Goodman Distribution's New North Port Location is Now Open for Business!



The Goodman Distribution North Port Team!



The showroom is well stocked with parts, tools, and installation supplies

The relocation and construction of the new Goodman Distribution location in North Port is now completed, and they are now open for business. The new location is convenient, and easy to find, with easy access off of I-75 and Hwy 41.

You can expect less time spent at the store with super fast service to pick up your products, and get back to completing your job!

The new location is at 4833 Plantation Blvd, North Port, FL 34289, and their phone is 941-429-5008. Call April Beland or any member of her team to help you select the right products you need, and finish your job on time.

The new North Port 32,000 sq ft warehouse is stocked with Goodman, Daikin, and Amana brand equipment, and also has a larger showroom to dis-

play all the latest parts, tools, and installation products available.

Kevin Pomeroy, Regional Manager for Goodman stated, "We are excited to have this new larger facility to serve North Port and the surrounding area even better to meet the growing product demands during these unique times."

Since 1982, Goodman is focused on helping millions and millions of homeowners achieve reliable, high-quality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A.

Stop by and check out the new North Port location and meet the experienced Goodman Distribution Team! Keep watching for the Grand Opening celebration at the new North Port location!



The 32,000 sq ft warehouse is stocked with Goodman, Amana, and Daikin equipment



The new Goodman Distribution North Port location has easy access from I-75 and US-41

## ASHRAE Celebrates Grand Opening of New Global Headquarters Building

ATLANTA (November 18, 2021) – ASHRAE today formally opened its new global headquarters building, following a ribbon cutting ceremony, attended by its board of directors, top building campaign donors, elected officials and local guests. The Society completed a \$20 million building renovation project intended to prove the economic viability of a fully net-zero-energy (NZE) operation.

"The completion of this project is an important milestone for ASHRAE as a professional society and for the built environment worldwide," said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. "Our investments in energy efficiency and sustainability will boost innovation within the built environment and inspire others to replicate our headquarters' project model. Our Society reimagined a pathway forward for existing building stock and is pleased to provide an example of the future of high performance buildings."

The renovated, 66,700 ft<sup>2</sup> building, situated on 11 acres of land at 180 Technology Parkway in Peachtree Corners, Georgia, is the culmination of a 10-month project, completed in October 2020, during the height of the COVID-19 pandemic.

"One could make the assertion that constructing a new net-zero-energy building from the ground up would have been much easier than renovating an existing building," said 2021-22 ASHRAE Treasurer and Former Building Ad Hoc Committee Chair Ginger Scoggins P.E., Fellow ASHRAE, CEM, CxA. "We decided that ASHRAE could make the greatest impact by showing others how to renovate an existing building with net-zero-energy as the focus, using our own standards and guidelines. ASHRAE is making net-zero-energy the 'new norm' in sustainable design and construction. It has been an honor to lead this historic project."

The building's grand opening comes at the conclusion of highly successful building campaign that raised more than \$10.3 million in monetary donations and contributions of equipment and services from multiple ASHRAE members and thirty-three corporate donors. Top corporate building donors NIBE and Cisco were represented at the ceremony.




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**Thank goodness for Goodman.**





## Message from FRACCA President Rick Sims



A year ago, as we said our goodbyes to 2020, FRACCA members were already seeing price increases and shortages. They raised their own rates accordingly. As we wrap up 2021, shortages and inflation are even more severe. Nobody thinks it is over as we prepare to ring in a new year. We raised prices allthrough 2021 and expect more to follow in 2022.

A year ago, the average Florida gas price per gallon was \$2.10/Gal. As we end 2021, Florida is at >\$3.20/Gal. Some contractors incorporated increases spread across overall price structures while others utilize itemized fuel charges. All of us must pass along the increased cost of operation and prepare for more to come.

When it comes to shortages, we have seen a few over the years. Usually, shortages of the past could be attributed to a specific event or change in manufacturing operations. In the 1980's we had shortages in PVC piping components due to known issues at a single manufacturing plant. We saw copper shortages after hurricane Katrina when key supply chains were disrupted. In the past, refrigerant costs and availability have been repeatedly destabilized by

phaseout mismanagement by our EPA. This time it is different. This time, there are all sorts of different shortages and a diversity of causes.

The first physically empty shelves that I observed a year ago were at electrical wholesale outlets. The shelves were literally emptied by December 2020. I had never seen anything like it. It looked like one might expect to find in a third world country, but this was Florida, and it was real.

I was informed by one FRACCA member who has managed wholesale distribution stores for many years that he has a waiting list on the customer counter for flexible duct. That's right, there is a piece of paper on the counter where you can add your name to the first-come first-serve list to purchase limited amounts of flexible ductwork. That's something I have not seen before in 45 years in this trade.

I also don't remember ever having such an issue buying vehicles. Maybe I couldn't always get exactly what I wanted or couldn't get the price I thought I should pay, but there has never been a time when I could not just go buy some trucks. FRACCA members across the state are on waiting lists for commer-

cial vehicles. We miss the days when truck dealers were competing for our business. We have no delusions that prices will ever be what they were or that the dollars used to pay for them will be worth as much.

What about all those raises we awarded employees in the past couples of years? How much will those buy in 2022? Inflation has the same effect as a pay cut for those employees. It's harder for them to get ahead as the value of their money evaporates and their cost of living rises. Home ownership may be impossible for too many, even as Florida's real estate market booms. Those gaps will have to be filled going forward. Those costs will have to be passed along to customers as well.

Nobody expects inflation to just stop on New Year's Eve; it's coming with us right into the new year. At best we could wish that it might show signs of stabilizing at some point in 2022. Since 2022 is an election year, we can be assured that one candidate will claim that inflation is under control while the other candidate will insist that it isn't regardless of which is true.

## Johnson Controls Earns World's First ISASecure® Component Security Assurance Certification for a Smart Buildings Product

Research Triangle Park, NC — The ISASecure Program announced that Johnson Controls, the global leader for smart, healthy and sustainable buildings, has earned the world's first ISASecure CSA certification for its smart buildings products with YORK® YK and YZ centrifugal chillers.

Industrial control suppliers can earn ISASecure designations for robust products that are free from recognized liabilities. This certification comes at a time when cybersecurity threats are rising and businesses

are considering the potential vulnerabilities of unprotected building infrastructures. It provides Johnson Controls customers with assurance that each chiller product(s) meets the technical security requirements for IACS components as defined in the internationally recognized ISA/IEC62443-4-2 cybersecurity standards and is developed in accordance with the internationally recognized ISA/IEC 62443-4-1 cybersecurity standard.

"The YORK® YK and YZ chiller ISASecure

product certification is the first in the chiller industry, demonstrating Johnson Controls' leadership in proactively securing our products and solutions as well as our customers' peace of mind," said Joe Villani, director of controls engineering, Johnson Controls

With over a decade of cybersecurity certification leadership in the automation and controls market, the ISASecure program has now demonstrated the effectiveness of the ISA/IEC 62443 family of standards for securing and certifying smart buildings technology.

Michael Hollis - Rick Farrow - Mike Winkel - Tim Roberts

# Happy Holidays!

Thanks for a Great 2021!.. The Best is yet to come!

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# ASHRAE Miami Chapter Meeting President Visit and Technical Meeting November 9th, 2021

Our last chapter meeting was held on Tuesday Nov 9th, at 12pm, at the 94th Aero Squadron in Miami. It was our ASHRAE national Presidential visit, Mick Schwedler, who gave a presentation on Building Decarbonization. Mick also visited the ASHRAE Student Branch at FIU earlier that morning.

Mick Schwedler serves as 2021-2022 ASHRAE President. He is an ASHRAE Fellow, recipient of

ASHRAE's Exceptional Service, Distinguished Service, and Standards Achievement Awards, and was Chair of SSPC 90.1-2010.

"Decarbonization" has become a hot topic. Mick's presentation revealed what it is, how do we estimate emissions reduction, and how can HVAC systems be designed to reduce emissions. This presentation also focused on reducing emissions based

to design choices, building operation, and from the electric grid providing building power.

Our next ASHRAE event will be the Miami 2021 Holiday Social, which will be held on Tuesday, December 7th, from: 7:00pm-10:00pm at Topgolf in Doral. This event has been a complementary evening for the past eight years with the help of our great sponsors!



ASHRAE's President, Mick Schwedler visited the ASHRAE Student Branch at FIU in Miami during his visit



ASHRAE Miami: Tulia Rios prev pres, Mick Schwedler ASHRAE 21-22 pres, Emily Franco current pres, Victoria Garcia Massimo prev pres, Sam Martin pres elect



Jara Parada, Odette Ponce, Jorge Aragon of Trane Technologies, Jacob Arana and Mathew Lujan of BR+A Consulting Engineers



ASHRAE pres Mick Schwedler, Antonio Bravo of Cors-Air, Jason Ayala of HVAC Associates, Charlie Hilton PE



Abel Alonzo of FPL, Alfredo Sotolongo of Protec, Victoria Garcia Massimo of AirZone, Jorge Mejias of Viega, Tulia Rios of Daikin



Sam Martin of SRM, Orlando Arana PE, Dan Rogers of Flow Control Technology, Robin Bryant of BMI and Director / Regional chair of ASHRAE



Emily Franco, ASHRAE Miami president introduces ASHRAE National president Mick Schwedler to the members



There was a great turnout for the ASHRAE Presidential visit and Technical meeting in November



ASHRAE's President, Mick Schwedler, gave a presentation on Building Decarbonization

# Merry Christmas

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and a happy, healthy  
and prosperous 2022!  
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bring you closer to Jesus*



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Fax: 954-358-1312



# Performance Pointers

by David Richardson



## How Duct Assumptions Can Prematurely Kill Three Equipment Components

Last month we looked at two duct system assumptions that technicians and salespeople make during an equipment changeout. While these assumptions can create unseen liability for you as an installing contractor, some consequences may not show up immediately.

For HVAC equipment to have a long, trouble-free life, airflow must be within manufacturer specifications during heating and cooling operation. If you attach air-handling equipment to undersized and restrictive duct systems, airflow often drops below acceptable levels. Unfortunately, there are consequences for this action.

Decreased airflow results in reduced equipment life and increased problems with comfort, efficiency, and maintenance. In addition, restrictive duct systems are harmful to three system components. Let's look at these components and how you can save them from premature death with some simple diagnostic testing and repairs.

### Component One: The Compressor

Compressors often suffer from restrictive duct systems and low airflow. In cooling mode, compressor failures increase from refrigerant flood back and slugging. This failure occurs because the heat load on the coil decreases as airflow drops below an acceptable range across the indoor coil.

The decreased airflow results in refrigerant boiling off much slower than required. Liquid refrigerant ends up back in the compressor instead of vapor, and you end up with oil washing off the compressor's internal mechanical parts. In extreme conditions, this creates hydraulic action. Remember, a compressor is a **vapor pump**, not a **liquid pump**.

Most technicians will see clues of restrictive ducts and low airflow issues as they check superheat and subcooling. If you encounter low superheat and subcooling, remember to investigate the airside of the system. Please don't assume it's a bad thermostatic expansion valve.

### Component Two: The Heat Exchanger

Heat exchangers also suffer from restrictive ducts

and low airflow. This condition forces a furnace to operate outside of manufacturer specifications and creates the potential of severe risks to your customers.

When a furnace cannot remove the heat it generates, heat exchanger surfaces get stressed and weaken. The overheating causes the metal to expand beyond its normal range and results in joint separation and breaches. As you become more familiar with these failures, you begin to see that some heat exchanger styles fail quicker than others.

Clues of restrictive ducts and low airflow in heating mode include temperature rises exceeding nameplate ratings, primary limit cycling, and cracked collector boxes. Don't assume the correct blower speed for a furnace is always low speed. Many times, the heating blower speed tap needs to be the same as the cooling speed tap.

### Component Three: Variable-Speed Motors

Restrictive ducts can also hurt electronically commutated motors (ECM) or variable-speed motors. Originally marketed as a solution for undersized duct systems, these motors are susceptible to damage like a compressor or heat exchanger, except not from low airflow.

Variable-speed motors adjust to pressure changes in a duct system differently than its constant-speed cousin. A variable-speed motor moves the airflow it's programmed for up to a specific limit. However, this ability comes at a price – the motor works harder and consumes more energy to achieve airflow.

Technicians often encounter these results as failed modules that have overheated or are damaged by condensate. Another common complaint to be aware of is noisy system operation.

### Uncovering the Cause

To uncover restrictive ducts and low airflow, it helps to measure static pressure. Why? Because static pressure is a critical baseline test that gauges the overall health of the airside of an HVAC system.

Start with a total external static pressure (TESP) measurement. If it exceeds the manufacturer's name-

plate rating, then you need to investigate further. TESP tells you that a problem exists, but it can't pinpoint it. You'll need to perform additional pressure testing to uncover any airside restrictions. These measurements can help determine if the duct system is the culprit or the issues are with the coil and/or filter.

Once you identify where the restriction is, you can suggest suitable repairs and solutions. Sometimes, it may be as simple as cleaning a coil or replacing an air filter. In other instances, the duct system will need additional duct capacity to reduce total external static pressure and increase airflow.

If you're interested in a free quick start guide for measuring static pressure, send me an email request, and I'll be glad to get you started.

### You Can Start Now

If you're tired of frequently responding to calls about these components failing, now is the time to find the problems. During the next service call where you encounter a failed compressor, heat exchanger, or variable-speed motor, look beyond the equipment. Be sure to account for the duct system, or you might replace the same component again.

The sooner you start to measure static pressure, the better. Don't be surprised if more manufacturers require you to measure static pressure in the future as they seek to reduce their warranty claims and associated costs. They also want to prevent premature death in these three components.

**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](mailto:davidr@ncihvac.com) or call him at 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

# Merry Christmas!

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## Johnstone Supply Ware Group Hosts Nu-Calgon IAQ Webinar

Johnstone Supply - The Ware Group promotes Indoor Air Quality and your Health. Their focus is on Test, Treat, and Prevent. Indoor Air Quality (IAQ) is the quality inside and surrounding buildings, specifically as it relates to the health and comfort of individuals inside. Poor indoor air quality can have immediate effects like irritated eyes, nose or throat, headaches and dizziness, as well as long-term effects like respiratory and heart disease and even cancer.

Indoor pollutants that release particles or gases into the air is usually the primary cause of poor indoor air quality. Clean indoor air promotes a healthy respiratory system, better sleep, fewer allergens,

and lower energy costs.

Recently, Jody Long from Nu-Calgon gave a webinar on IAQ and how to test, treat, and prevent with products like Bio Fresh and the iWave, which are available at all Johnstone Supply Ware Group locations.

The iWave is a complete line of bi-polar, high output ion generators designed specifically for treating air in air conditioning systems. Jody spoke about pollutants and the importance of good air filtration, like wearing masks during covid. He gave a much better understanding of the products being used for IAQ. The first 30 attendees received a FREE \$50 Gift card from Johnstone Supply - The Ware Group.



*The IAQ webinar facilitator was Jody Long of Nu-Calgon*



*Jody Long of Nu-Calgon presented the iWave Indoor Air Quality products available at Johnstone*

## Honeywell Partners With Dunan Environment To Advance Solstice® N41 Refrigerant

MORRIS PLAINS, N.J., November 23, 2021 -- Honeywell today announced Zhejiang DunAn Artificial Environment Co., Ltd (DunAn Environment), a leading global manufacturer of refrigeration equipment and components, will assist in driving the HVAC industry transition to Solstice® N41 (R-466A) by developing their product line of HVAC components as compatible.

Solstice N41 is the industry's first A1, non-flammable lower-global-warming-potential (GWP) refrigerant replacement for R-410A in stationary air conditioning systems, and reduces global warming impact by 65 percent.

Multiple worldwide regulations require the phase-down of hydrofluorocarbon (HFC) solutions under the Kigali Amendment to the Montreal Protocol. With regulations under Kigali officially taking effect in China in September and China's aim to achieve carbon neu-

trality by 2060, HVAC component manufacturers are increasingly seeking alternative low-GWP solutions.

"The non-flammability and reduced-GWP properties of Solstice N41 provide real breakthroughs for the HVAC industry," said Shan Yukuan, deputy director of Technology Center, DunAn Environment. "We believe this partnership with Honeywell will provide safer, more energy efficient, and more sustainable products for the HVAC industry."

Solstice N41 provides the same level of safety to contractors and customers as R-410A. Other alternatives proposed as R-410A replacements may be higher risk due to their 2L (low flammability) rating, which may require changes to safety standards and building codes and OEM equipment production lines.

To date, Solstice N41 has undergone extensive analysis by over 15 original equipment manufacturers (OEMs) and leading compressor manufacturers.

## HARDI Board Approves Funds for New Legal Defense Fund

COLUMBUS, Ohio, November 10, 2021 -- Heating, Air-conditioning & Refrigeration Distributors International (HARDI) Board of Directors approved the restriction of up to \$500,000 of HARDI's reserve funds to establish a new "Legal Defense Fund" in case litigation is necessary to overturn policies that can have a negative impact on HVACR wholesale-distribution.

Increased federal and state regulations have always affected the HVACR industry and specifically the wholesale-distribution channel, however HARDI has growing concerns about regulators exceeding the statutory authority granted to them by lawmakers. These new legal defense funds may be used in an anticipated lawsuit against the federal government on the new EPA HFC allocation rule that bans single use cylinders and imposes a mandate for QR code tracking on cylinders. The new rule will have an especially adverse impact on HVACR wholesaler-distributors and their customers. The U.S. Department of Energy also recently signaled potential intent to initiate new standards on residential gas furnaces beyond their current statutory authority.

"We are seeing a much different regulatory environment than previous administrations, with so many potential threats to our members we believe it is time to be pro-active in preparing for future litigation to protect HARDI member businesses," said HARDI CEO, Talbot Gee. "We are proud that we are in a place financially that we can confront immediate issues like this head on and fight for the overall betterment of the HVACR channel and industry. We also want to establish something financially sustainable for additional problems that may arise beyond our immediate future. Methods for voluntary contributions to this legal fund are also being established so our members can individually support our efforts to do everything necessary to protect wholesale-distribution as the channel of choice." Gee continued.

The fund will be continuously replenished as needed through a combination of voluntary contributions from HARDI members and adjustments to HARDI's reserves investment policies to ensure the association is always prepared to fight future overreaches by a government authority.

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative and service vendor members.



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## AHR EXPO Announces The 2022 Education Program

WESTPORT, Conn., November 22, 2021 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the full schedule for the 2022 AHR Expo Education Program. The line-up features nearly 200 free seminars, new product and technology presentations, professional certifications and continuing education courses. After a forced hiatus in 2021, the Education Program will serve as an important opportunity for attendees to catch up on what's happening around the industry.

The 2022 AHR Expo will be held Jan. 31 - Feb. 2 at the Las Vegas Convention Center in Las Vegas, NV. To register, please visit the AHR Expo registration website.

"The Education Program aims to complement what attendees experience on the Show floor," said Show Manager, Mark Stevens. "Our manufacturers pack the hall with all the latest products and technologies in their exhibits and our speakers build on this in areas that support professional career development, training and updated industry information."

Each year, the Education Program discusses some of HVACR's biggest opportunities and challenges through a series of comprehensive, informative and industry-focused sessions hosted by leaders from every sector of the industry. Returning this year are the AHR Expo HVACR trend discussions led by members of the AHR Expo Expert Council. Additionally, added to the roster this year is a panel discussion featuring industry leadership that will dive into the current state of the industry. Panelists include Moderator Bryan Orr, host of the popular HVAC School podcast; Mick Schwedler, President of ASHRAE; Stephen Yurek, President & CEO of AHRI; Talbot Gee, CEO of HARDI; Roberta MacGillivray, 2022 President of NAFA; and Rob Falke, President of NCI. The panel is slated for Tuesday, February 1st at 10:00 AM in room N238/240.

"We are thrilled to open a forum for our industry leaders who represent organizations from every sector of the industry," continued Stevens. "Our goal is to build a Show that connects people and conversations that aren't necessarily happening every day and we are honored that our panelists share this value. Having representation from all our professional sectors come together to discuss the past two years during the pandemic and all that has come of it - both positive and negative- within the industry is an incredibly valuable and necessary tool to achieve the community approach we need to continue strengthening this industry. We're excited to expand our education program to include the panel discussion and look forward to hearing from these industry leaders at the Show."

The 2022 Show will feature 65 free sessions led by industry experts put forth by leading organizations. Sessions will range from one to two hours and will aim to deliver solutions to some of the industry's most pressing challenges and exciting opportunities. Attendees are invited to attend general HVAC-related sessions, as well as those specific to professional practices areas.

"It's easy to get siloed in the details of daily work," said Kimberly Pires, AHR Expo Education Program Coordinator. "Working with our associations to build the program affords the opportunity to see the similarities that every professional is facing across the industry. When we build out the program each year we aim to offer not only specific solutions but also identify the commonalities we are all facing and to offer diverse perspectives from all voices that work and serve HVACR. This kind of insight proves valuable as a takeaway for long-term professional growth for both companies and individuals."

Attendees can view pre-session videos of some of the 2022 Education Program highlights on the AHR Expo homepage education section. Attendees can also view the complete schedule for the 2022 AHR Expo Education Program on the education section of the AHR Expo website. The MyShowPlanner tool is available to assist attendees in building personalized Show agendas.

## Emerson Launches First HVACR Educator Resources Platform

Emerson (NYSE: EMR) announced it has launched its first HVACR Educator Resource platform designed to provide industry educators with access to tools, training and educational materials to enhance learning for the next generation of HVACR professionals.

The HVACR Educator Resource site includes additional training tools, student learning materials and educator trainings. For those who register, there are exclusive HVACR educational tools and curriculum for educators that offers training kits, causes and prevention of compressor failure curriculum, a compressor multiples technology E-learning module and HVACR career recruitment materials.

Within the HVACR Educator Resource site, there is a wide range of educational features including a Copeland™ scroll compressor training kit. This kit offers a detailed look inside a scroll compressor, through a torn-down model from Emerson's state-of-the-art lab, offering a hands-on approach to learning the fundamentals of compression technology. The kit also includes custom safety equipment, supplemental learning materials and interactive dig-

ital content to provide a comprehensive educational experience.

"The industry continues to face challenges that come with the skilled trades gap, and it is more important now than ever to support the educators helping to overcome that gap, said Brent Schroeder, group president, HVACR Technologies for Emerson. "This new website provides easy, centralized access to a wealth of educational resources to help educators teach the next generation of HVACR professionals."

Emerson has recently donated a number of resources, including compressor training kits, RIDG-ID® tool kits and more, to support skilled trades education and recruiting the next generation of technicians for careers in the HVACR industry. The HVACR Educator Resource site serves as the next phase of industry education support.

Exclusive access to all materials is available once registration is complete. For more information on how to sign up, visit the Educator Resources website at <https://climate.emerson.com/en-us/training-support/hvacr-educator-resources>



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# We Look Forward to Seeing You in Las Vegas

HVAC Excellence is pleased to announce the 2022 National HVACR Educators and Trainers Conference is returning to an in-person event on March 21-23, 2022 at the South Point Hotel in Las Vegas, Nevada. While we have learned a great deal about remote learning, we also learned that not everything can be taught online, especially in a hands-on industry.

The conference offers over seventy lectures, roundtables, panel discussions, and hands-on courses for those involved in training the HVACR workforce. During the event, you can visit with manufacturers, publishers, authors, trade associations and other groups who can assist you with keeping the training you offer current and relevant. When not busy in the classroom or exposition hall, the conference offers a priceless opportunity to network with others who

share your passion for educating the incumbent and future workforce.

This year's theme "Training for Essential Critical Infrastructure Workforce Instructors" brings to light how the HVACR industry was one of a few sectors declared essential during the pandemic. Indoor air quality, vaccine distribution and storage, virus containment, and data center temperature control, all fall under the vast umbrella of HVACR technician responsibilities. This illustrates how the HVACR industry is much bigger than many realize, as it plays an essential role in the health and safety of our society.

This year's event will look different than those previously offered, with in-person and online registration options. We invite you to review the full schedule of events, conference details, and register for the conference on our website.

# Danfoss Announces 5-Year Partnership with FAMU-FSU College of Engineering

Danfoss and Florida State University have announced a multi-year collaboration in which Danfoss will fund scholarships and provide research opportunities for faculty and students at the FAMU-FSU College of Engineering, the joint engineering institution for Florida A&M University (FAMU) and Florida State University (FSU). The 5-year agreement, which was officially signed on November 12, establishes the Danfoss FAMU-FSU College of Engineering Fund with a \$750,000 commitment from Danfoss.

"This agreement is an exciting new chapter in Danfoss' relationship with the FAMU-FSU College of Engineering," said Ricardo Schneider, president of Danfoss Turbocor, which is based in Tallahassee, home of the College. "We have been developing a strong partnership for nearly 10 years, sponsoring undergraduate and graduate research projects, and are excited to expand our support for the development of engineering talent in the community. These scholarships will help underrepresented minority students achieve their dreams of an engineering career, bring more diversity to the profession and create a talent pipeline for our Danfoss Turbocor business."

Each academic year, the Fund will award multiple grants (expected to be around 10 per year) to undergraduate and graduate students from either university at the FAMU-FSU College of Engineering. Undergraduate fellowships will focus on first- or second-year engineering students, with a focus on first-generation college students or those who belong to an underrepresented group. Additionally, the Fund will support graduate research fellows and faculty fellows each year who are engaged in research that is of interest to Danfoss. Fellows will collaborate with selected students at the University of Southern Denmark (SDU) on graduate research projects. The students will likely spend time at each other's campus, with support from Danfoss and the Fund.

"We are very excited about the student exchange collaboration with Florida A&M and Florida State universities," said Henrik Johnsen Vindt, associate professor and assistant director of international affairs at SDU's Faculty of Engineering.



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## Why is 240V called "Single-Phase"?

By Bryan Orr



Bryan Orr

Why is it called single-phase 240 when there are two opposing phases (or legs)?

I wondered why we called two 120v opposing legs "single-phase 240" for years.

Then someone had pointed out to me

that a typical "single-phase" pole transformer only has one power leg entering and two coming out.

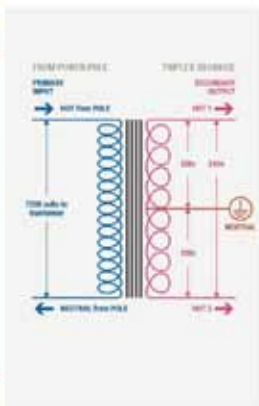
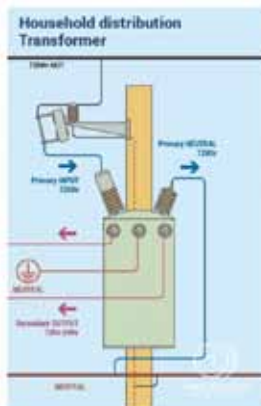
That freaked me out. How can a transformer primary be one phase, a SINGLE sine wave, and put out two perfectly opposing sine 120v legs?

It's just two separate winding wraps in OPPOSITE directions on the secondary or more simply, the neutral is tapped in the center so OBVIOUSLY they wrap in opposite directions from the center out. Stupid simple, but I just never knew it.

So, unlike a three-phase service that uses all three power phases from the power supply, the single-phase service only uses one. The second leg is "created" in the secondary of the distribution transformer itself and is the same "phase" but is split due to the center tap.

Pretty cool.

—Bryan



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# Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success!



Shark display food collection bin at the T-2 North Ft Lauderdale location was plentiful

Tropic Supply is so excited to announce the great contractor participation in their annual November Food Drive! There were some amazing supplier prizes given away too! Tropic Supply's 22 Resource Centers throughout the state of Florida collected over 3249 food items. Donations were delivered to 17 different organizations throughout the state.

It's great to see how creative the Tropic Supply Resource Centers can get when they work together on such a great cause!

Special thanks to all the Tropic Supply customers who donated food to make the food drive a great success! For each donation, customers were given a chance to win one of 24 prizes valued at \$200 or more.



Congratulations to the team at T-12 in Port Charlotte for winning 1st place in the Food Drive Display Contest



T-22 Ocala Resource Center featured two gigantic Jolly Green Giant cans



Display the T-23 Tropic Supply St Petersburg location, beware of the dog watching over the donations



Scarecrow Willie taking a break at the T-14 Sarasota Resource Center



The T-20 Sunrise Slot Machine "Try your luck, feed the machine"



T-18 Jacksonville contribution box drop off for the November Food Drive



T-12 Port Charlotte winners of the Food Drive Display Contest



The donation canister T-6 Ft Pierce remembering to always give thanks!



T-8 Ft Myers delivering their donations just in time to help fight local food hunger



T-9 Delray Beach taking a trip on the Mayflower

## RGF® Environmental Group Wins Business of the Year by Florida Business Journal

Port of Palm Beach, FL (November 17, 2021) RGF® Environmental Group, Inc, a leader in environmental design and manufacturing, announced that it has been named the 2021 Company of the Year by the South Florida Business Journal (SFBJ).

The Business of the Year award, now in its 24th year, recognizes South Florida's most dynamic companies that excel in their commitment to professional excellence, growth and community. "South Florida is our headquarters and home, so I am incredibly proud of this award. Our advances in technology and manufacturing methods have allowed us to quickly adapt to changing markets. We have always been a pioneer and will continue to be a leader in this industry. I am pleased that we are able to make such a positive impact on South Florida," said RGF® CEO Ron Fink. The 2021 winners

were announced Thursday, Oct. 21, at Jungle Island Events in Miami, FL.

RGF manufactures over 500 environmental products and has a 36+ year history of providing the world with the safest air, water and food without the use of chemicals. RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.

Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse and office facilities. RGF's Lakeland, FL facility adds over 40,000 square feet for back-up production and lamp production. RGF continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the

company to provide the highest quality and best-engineered products on the market. For more information, visit RGF.com.



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## A Special Thanks - Why We're Grateful for HVACR Techs

It's November, the month in which we all give thanks. In our industry, that means being thankful for technicians that work tirelessly to make A/C systems, furnaces and refrigeration systems run smoothly. You keep businesses running, restaurants humming and homes everywhere comfortable for customers.

As an HVACR tech, you work hard every day – running diagnostics and servicing or repairing systems. You do a critical job, and in many ways are unsung heroes. Yours is a unique combination of technical understanding and skill, hands-on problem-solving and customer service.

As an HVACR tech, you may work in heating, ventilation, air conditioning and refrigeration; but you are not defined by that. You are defined by who you are at the core – hard-working, versatile, accurate, confident and reliable.

You withstand the physical rigors of the trade

like creeping through crawlspaces and climbing up and down ladders; and you understand the intricate nuances involved in important jobs like re-routing restrictive ductwork, troubleshooting failing compressors, pulling a deep vacuum and patiently searching for every tiny, refrigerant leak.

Let's not forget about those late-night repair calls in the dead of winter you respond to without question; and thanks to techs like you, the fridge and freezer keep running through the heat of summer. Your dedication to long hours spent studying and practicing with the latest tools to ensure your skills stay current is unwavering. You always remain ahead of the innovation curve in an industry that changes every day. That's how you stay true to the expert you are.

Thank you for not letting the broken blower fan win. Thank you for checking and then doublechecking the CO levels from the furnace to ensure every-

one's safety. And thank you for keeping our houses warm in the winter, cool in the summer and just plain cozy all-year-round.

The work sure isn't easy, and the conditions are never great, but the result of your efforts are workspaces that function efficiently, restaurants that stay comfortable no matter how full they get and homes where families gather to celebrate any time of year.

We continue to be impressed by your boundless capabilities, your consistent reliability and your amazing versatility. You have one-of-a-kind skills, dedication and a passion for helping others.

This holiday season, we should be reminded that our warm family gatherings are all made possible thanks to a hardworking, relentless and talented HVACR professional.

Article written by Tony Gonzalez, Technical Training Manager at Fieldpiece Instruments ([www.fieldpiece.com](http://www.fieldpiece.com))

## Fujitsu Offers New Single-Zone Halcyon Models



lineup with new slim duct and compact cassette indoor unit models.

The new light commercial systems, available in 9,000, 12,000 and 18,000 BTU capacities, have coils made of high corrosion resistance copper (HCRC) to provide great durability. An enhanced controls platform provides multiple control options to optimize comfort and energy savings.

Installation, service and end-user interface is easier than ever. The systems feature a custom auto function, external input/output connectivity, two-wire remote compatibility, and dual UART communication ports (WIFI, BACnet, External I/O...etc.). Simultaneous connection of wired remote controller, WIFI

Fujitsu General America, Inc. has expanded its Halcyon single-zone mini-split heat pump

adapter, and external input/output board is simple. Service monitoring is conducted through a new touch panel controller. Maximum line set lengths have been extended; up to 98 feet total piping length for 18,000 BTU systems.

The new, compact units offer sound levels as low as 24 dBA. Slim-duct systems feature a modular design that's field configurable for vertical or horizontal installation with bottom or rear return.

Optional accessories include a wired remote controller, thermostat converter, wireless LAN interface, external connect kit, remote sensor, Modbus, BACnet, and KNX converter, and an external switch controller. Available for use with the slim duct are an IR receiver kit and louver grille kit. An IR remote kit, cassette grille and fresh air intake are available for the compact cassette. The new systems are available to order and ship now. For more information, visit [www.Fujitsu-General.com](http://www.Fujitsu-General.com)

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 899,545 units in September 2021, down 0.3 percent from 902,546 units shipped in September 2020. U.S. shipments of air conditioners increased 0.9 percent, to 578,553 units, up from 573,565 units shipped in September 2020. U.S. shipments of air-source heat pumps decreased 2.4 percent, to 320,992 units, down from 328,981 units shipped in September 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 10.5 percent, to 8,111,854 units, up from 7,338,953 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.6 percent, to 5,059,384 units, up from 4,744,384 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 17.6 percent, to 3,052,470, up from 2,594,569 units shipped during the same period in 2020.

Wishing our valued customers,  
distributors, and manufacturers a very

# Merry Christmas

and a Healthy, Happy New Year!

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# Tropic Supply Hosts Webinar "Wade's Words Of Wisdom" The Future of Regulatory Changes



On Tuesday, November 16th from 8:00 - 9:00 am, Wade Hadaway gave a webinar with an overview of the upcoming regulatory changes that will affect the HVAC industry.

Topics include 1) the minimum efficiency increase (M1) 2023, which includes the rating change from SEER to SEER2 and the new AHRI testing procedures, and 2) refrigerant changes (A2L) 2025, which includes transitioning to new lower GWP refrigerants, improving knowledge of the A2L refrigerant R454B, understanding terms like lower flammability and toxicity, and learning about potential changes in service equipment.

Wade is the Ruud District Technical Representative (DTR) who works with Ruud distributors and contractors to provide training and technical support in the southeast. Wade believes that training and education are integral to the future of the

HVAC industry. Wade is no stranger to Ruud products as he honed his HVAC skills as a Ruud service technician and installer in the Metro Atlanta area. Prior to joining Ruud,

Wade was a full-time air conditioning technology instructor at Chattahoochee Technical College in Marietta, Georgia; a position he held for 5 years. Wade joined Ruud in 2015 and was named the Ruud Trainer of the Year for 2016. He holds a Georgia Conditioned Air License as well as numerous industry certifications.

Attendees who were Pro Partner were eligible for one (1) hour of continuing education credit.

Webinar Perk: Contractors who attended the

webinar were able to win one of four Ruud branded camo hats by simply being the first to correctly answer one of the four questions asked throughout the presentation.

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](http://www.tropicsupply.com/eventscalendar).



## WADE'S WORDS OF WISDOM



Wade is the Ruud District Technical Representative who works with Ruud distributors and contractors provide training and technical support



Tod Sutherland of Tropic Supply awards David Brantley of United Methodist Childrens Home in Daytona Beach a Ruud hat webinar prize

## HARDI Announces Staff Changes

COLUMBUS, Ohio, November 22, 2021– Heating, Air-conditioning & Refrigeration Distributors International (HARDI) announced the departure of long-time Executive Vice President, Emily Saving, at the end of the year and the promotion of Nick Benton to Vice President of Operations.

Saving joined the HARDI team in 2010 as Education Service Manager, quickly overhauling and re-vamping HARDI's education and professional development programs and services. Saving steadily grew her role to Vice President then Executive Vice President in 2018. Saving played an integral role in the association's considerable growth throughout her tenure and she leaves the organization as its chief architect of the current performance management program and innovative rewards and bonus model largely unheard of among similar associations. During her tenure, Saving also led the design of HARDI's meetings and conferences content which is consistently highly rated by member attendees and guests.

Saving is departing HARDI to pursue small business ownership outside of the HVACR or association industries. "I've never met a HARDI member who didn't inspire me to work harder or dream bigger," said Saving. "I've learned so much from so many and I'm moving forward with confidence knowing I've learned from some of the best."

Nick Benton joined HARDI in 2014 as an Education Specialist, expanding HARDI's training offerings and eventually growing into the leader of HARDI's Talent Pillar. Most recently, Nick served as HARDI's Director of Information Systems. Nick's rapid success in upgrading HARDI's technology infrastructure in that role earned him this latest promotion to Vice President of Operations where he will oversee the execution of HARDI's products and services and administration.

"This month is bitter-sweet for HARDI and me. Emily had grown into a true jack-of-all-trades and a strong leader who I'm excited to watch thrive in her next chapter. It will take a lot for us to replace what Emily had done for us and our members. Thankfully, we have talents like Nick eager and capable of growing their roles and careers with HARDI and I'm so excited to see Nick's vision for our continued excellence and improvement," said HARDI CEO, Talbot Gee.

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# SFACA November Program Meeting Annual Member Roundtable Discussion and Dinner

The SFACA November Program Meeting was held on November 3rd at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. This was their annual Member Roundtable Discussion. SFACA Members discussed future meeting topics, speakers, and events. Also discussed was MEP coalition incentives, member benefits and allied resources, and member benefits from FRACCA and Service Nation.

This meeting was open to all members and guests. The meeting was facilitated by SFACA Board members and they welcomed everyone's participation!

The SFACA December Program Meeting will be held on December 8th at 5:30 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACA is excited to host it's annual casino night! Roll the DICE and join us for a fun filled evening and a chance to win FUN

PRIZES! There will be plenty of casino games, prizes and raffles, heavy appetizer stations and desserts. A cash bar will be available.

Here are some easy ways to earn extra ACA cash. 1) Bring a prospective member who joins SFACA. 2) Be a sponsor. 3) Donate a raffle prize. 4) Bring 3 potential members and get \$5,000 in ACA cash and your admission is free!



Chris D'Attila from Art Plumbing AC & Electric, Lyle Hoffman and Frank Pulcini of Insurance Office of America, Andres Ponce of Target Sales



Gonzalo Azpuru of Refri Xpertise, Angelica Alonzo and Fernando Alonzo of Master Cooling Contractors



Scott Behanna of Behanna & Associates with Jim Schaefer of JCI York



Kelly Dexter SFACA Pres, Greg Goldstein of Goldstein Consulting, Stacey Miller of SFACA, Andres Ponce of Target Sales, Claudio Rubiera of Brown & Brown Inc.



Howard Pearl of Pride Air Conditioning, Doug Lindstrom of Lindstrom Air Conditioning, Rick Coppolla of Advance Work Vans



The meeting was facilitated by SFACA board members and they welcomed everyone's participation



Kelly Dexter, President of SFACA, welcomes the members to the annual roundtable discussion



There was good turnout for the annual SFACA roundtable discussion and dinner



Greg Goldstein of Goldstein Consulting spoke to the members



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## JOIN US WEEKLY FOR TROPIC TRIVIA ON FACEBOOK

Every Thursday, from now through January 2022, Tropic Supply will be hosting Tropic Trivia on Facebook. Each week we will ask one trivia question, the first HVAC Contractor in Florida to correctly answer the trivia question will win our weekly prize! If you haven't already you can use the QR code below to follow us on Facebook:




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Billy Brittingham  
of Jerry Brittingham  
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# 19th Annual Golf Tournament Wellington National Golf Club November 19th, 2021



On November 19th, PBACCA held their 19th Annual Golf Tournament at the Wellington National Golf Club, with around 90 Golfers who teed off at 1pm. A boxed lunch was provided before tee time. Refreshments were provided on the course, sponsored by Arco Supply. An awards luncheon followed the tournament. Over \$2,000 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund.

PBACCA would like to thank all of the sponsors, participants, volunteers and Wellington National Golf

Club for helping make this tournament possible! Beneficiaries of the Education & Scholarship Fund were The Royal Palm Beach High School Air Conditioning Program and The Maury Jacobson Scholarship Fund.

The Par 3 Poker Winner was Eric Andrews of Royal Palm Aluminum. The Grand Prize Winner was Scott Kuschel of Miami Tech who won the 65" Flat Screen T.V. which was donated by Lennox. Carrier sponsored the golf shirts and Unifirst sponsored the hats. The Grand Prize sponsor was Johnstone Supply, and the Raffle Prizes were donated by Federated Insur-

ance, Fresh-Aire UV, Johnstone Supply, Ultravation, Wellington National Golf Club, and Unifirst.

3rd Place Winner was UniFirst: David Graham, Herb Ackerman, Mark Deloach, and Alex Dukeshire. 2nd Place Winner was Robert R McGill: Bill Enriquez, Scott Anthony, Gregg Zielinski, and Josh Skivington. 1st Place Winner was Service Experts: Dave Stewart, Ken Hilgendorf, Eric Andrews, and Jim Mentzer.

Wellington National Golf Club gave every foursome a free foursome because of the rain. PBACCA hopes you will return to next year's tournament!



The registration process included a tournament golf shirt, hat, and goodie bag



Getting in a few practice putts before the tournament



Everyone was getting ready for the start of the tournament



Andy Taylor, Mario van den Elzen, Cary Hagenbaumer, Paul Mynatt, Carlene Reydel - Finkelstein, Brian Cook, Trevor Tonkivich



There was a special volunteer team from the Royal Palm Beach High School HVAC class



So many awards and raffle prizes waiting for a winner to claim!



Dave Sansone, Carlene Reydel - Finkelstein, Fred Perfetto, Doug Lindstrom, Paul Mynatt, Neil Arteaga, John Brescia



Cody Herring, David Clark, and Ryan Clapp of York Source 1



Bob Reynolds, Greg Reynolds, Mario van den Elzen, and Cary Hagenbaumer of WinSupply



Sean Whalen, Joshua Robles, and Sean M. Whalen of Whale'N Air



David Graham, Herb Ackerman, Mark Deloach, and Alex Dukeshire of Unifirst



Ed Bossie, Carla Bossie, Rob Mayhew, and Chuck Del Vecchio of Tropic Supply



Mike Pienkowski of TRANE Supply



Brian Nichols, Andy Taylor, David Dzurick, and Don Taylor of Leone Green & Associates



William Ennquez, Scott Anthony, Gregg Zielinski, and Josh Skivington of Robert R McGill A/C



David Stewart, Ken Hilgendorf, Eric Andrews, and Jim Mentzer of Service Experts



Randy Poulette, Jerry Poulette, Bryce Gaff, and Paul Culbert of Randy Poulette Air Conditioning



Kyle Culpepper, Jeff Brocks, Chris Pancione, and Dan Naba of My A/C Guy





## 19th Annual Golf Tournament Wellington National Golf Club November 19th, 2021



Scott Kuschel, Rob Klein, Howard Montgomery,  
and Chris Erickson of Miami Tech



Tom O'Connor and Max Podell  
of Johnstone Supply Ware Group



Trevor Tonkovich, Manny Benavides, David Sansone,  
and Mike Bianco of Carrier Enterprise



Louee Bartoletti, Eddie Delgado, Danny Navarrete,  
and Dougie Marty of Air Guide



Brigido Natera, Rafael Castillo, Kevin Beatty,  
and Tyler Campbell of Fresh-Aire UV



Jim Pickard, Dave Hutchison, Marty Davenport,  
and Rich Petrocine of CMI Air Conditioning



Carlos Esteves and Arturo Alba Jr.  
of Arco Supply



The Par 3 Poker Winner was Eric Andrews  
Of Royal Palm Aluminum



Scott Kuschul of Miami Tech won the Grand Prize  
65" Vizio Quantum TV sponsored by Lennox



3rd Place Winner was UniFirst:  
David Graham, Herb Ackerman,  
Mark Deloach, Alex Dukeshire



2nd Place Winner was Robert R McGill:  
Bill Enriquez, Scott Anthony  
Gregg Zielinski, Josh Skivington



1st Place Winner was Service Experts:  
Dave Stewart, Ken Hilgendorf  
Eric Andrews, Jim Mentzer

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## New Carrier Air Monitor Helps Users Understand the Quality of the Air They Breathe

INDIANAPOLIS - Nov. 2, 2021 - Carrier today introduced its new air monitor, a simple, cost-effective way to monitor the quality of indoor air in almost any room of a house, apartment or office space, and the most recent addition to Carrier's growing suite of Healthy Homes solutions. As people are more focused on the health of their indoor environments than ever before, it is imperative that they take steps to improve their living and working spaces, including the air they breathe. With a Carrier air monitor, they are one step closer to being more informed about their indoor air quality and determining solutions for creating a healthier environment. Carrier is a part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

Users can simply place the Carrier air monitor in their room of choice, plug it in and connect the device to the Carrier Home app.[1] The air monitor continuously samples the air in the room, measures levels of particulates and features sensors that detect the level of fine particles (2.5 microns or smaller) that may be associated with health effects such as potential lung damage, asthma development and increased allergy symptoms. The monitor features an LED ring light that provides instant, constant air quality status.

For spaces that may have high levels of Total Volatile Organic Compounds (TVOCs), the Carrier air monitor includes a sensor that detects the concentration of such compounds, which can be emitted as gases from certain solids or liquids and may be linked with potential health concerns.

Consumers can use the Carrier Home app to access their air monitor's output from anywhere. The app has the capability to pair with multiple Carrier Healthy Home devices on a single dashboard. The app paired with the Carrier air monitor offers a number of useful features including:

- Shares a Carrier indoor air health score.
- Provides indoor air quality concentration for certain pollutants (PM5: 2.5 microns or smaller), TVOCs, relative humidity & temperature.
- Provides personalized notifications of current and trending air quality in the space.
- Provides educational information about PM5, TVOCs and relative humidity.
- Gives an update on the current outdoor air quality.

"Our new air monitor allows users to learn more about their indoor air quality within their living spaces," said Holly Rhodes, Associate Director, Indoor Air Quality Products, Carrier. "Understanding these unique conditions makes the invisible – the quality of the air we breathe – visible and allows consumers to uncover and improve potentially hidden issues in order to help create a healthier indoor environment."

The Carrier air monitor is the latest device among a number of solutions offered through Carrier's Healthy Homes Program that can aid in addressing indoor air quality. Other offerings include the Infinity® whole-home air purifier; the portable smart air purifier; HVAC system filters with high MERV ratings; UV lights installed inside HVAC equipment; as well as humidifiers and dehumidifiers to help address humidity levels in the home to help increase comfort.









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JOHN 12:46



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# DOE to Partner with Heating Industry to Improve Performance and Energy-Efficiency of Cold Climate Heat Pumps

WASHINGTON, D.C. — Vice President Kamala Harris will join U.S. Secretary of Energy Jennifer M. Granholm in New York today to announce the U.S. Department of Energy (DOE) has confirmed the first six industry partners to participate in the Cold Climate Heat Pump Technology Challenge. The challenge, which was announced in May at the White House, aims to reduce the carbon footprint of cold climate heating solutions by improving the efficiency and affordability of new heat pumps in the field. While in New York, they will discuss the benefits of US investment in clean energy and efficiency technologies, like heat pumps, to combat the climate crisis and create good-paying jobs.

Through this partnership, DOE will build upon recent industry advancements to accelerate the market's shift to more-efficient, clean cold-climate heat pumps for consumers and help reach the Biden Administration goal of a net-zero carbon economy by 2050.

“Cold climate heat pumps are a win-win for American families to comfortably heat their homes and businesses while significantly cutting down carbon pollution and lowering their energy costs,” said Secretary of Energy Jennifer M. Granholm. “DOE’s Cold Climate Heat Pump Challenge will mobilize the heating industry to accelerate a safer, cleaner, and greener method for heating American homes and keep families and workers across the country warm during the coldest months.”

Through continued advancements, cold-climate, electric heat pumps have the potential to save an average U.S. family as much as \$500 annually on their utility bills, reducing exposure to volatile fossil fuel prices. Currently, space conditioning and water heating account for over 40% of primary energy consumption in buildings in the United States and are a major source of carbon emissions. Heat pumps, which heat and cool buildings by extracting heat from the air, use electricity as their only-fuel source creating significant opportunities for on-site carbon emissions reductions compared to traditional gas heating appliances.

Six leading HVAC manufacturers will partner with DOE, Natural Resources Canada, the U. S. Environmental Protection Agency, States, and other efficiency program and utility stakeholders to demonstrate the performance of prototypical products and launch field demonstrations and pilot programs to accelerate adoption. The next generation of cold climate heat pumps developed under this challenge will have:

- Increased performance at cold temperatures
- Increased heating capacity at lower ambient temperatures
- More efficiency across broader range of operating conditions
- Demand flexibility (advanced controls to adjust usage on demand)

The industry partners announcing their commitments to advance innovation and efficiency of next generation heat pump technology are:

- Carrier (Palm Beach Gardens, FL)
- Daikin (Waller, TX)
- Johnson Controls (Milwaukee, WI)
- Lennox International (Richardson, TX)
- Mitsubishi Electric (Suwanee, GA)
- Trane Technologies (Davidson, NC)

Throughout the challenge, DOE will host regular workshops with manufacturers, as well as utility and state partners, to coordinate the lab and field-testing activities.

DOE initially launched the Cold Climate Heat Pump Challenge as part of the Initiative for Better Energy, Emissions, and Equity (E3 Initiative). The E3 Initiative advances the research, development, and national deployment of clean heating and cooling systems that include heat pumps, advanced water heaters, low-to-no global warming potential refrigerants, and smarter HVAC diagnostic tools in residential and commercial buildings. Contact DOE’s Building Technologies Office and the Better Buildings Initiative to partner with DOE on any of these opportunities.

# Traviss Technical College Granted HVAC Excellence Accreditation



HVAC Excellence is pleased to announce that the HVACR training program at Traviss Technical College, in Lakeland, Florida has been granted accreditation.

In 1964 Gene Roddenberry’s dream of the future launched in a pilot called “The Cage”, also known as the first episode of Star Trek. During that same time, a group believed a better future could be created by offering vocational technical training using World War II barracks at Barstow Air Base. This organization, Polk Vocational Center, is now known as Traviss Technical College. While their name has changed, their mission of providing leading vocational technical training remains steadfast.

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Summer is our busy season and positions need to be filled ASAP- please email your resume to [careers@tropicsupply.com](mailto:careers@tropicsupply.com).

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Central Florida HVAC Distributor accepting applications for several positions that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: [tracy@blackssupply.com](mailto:tracy@blackssupply.com)

### HVAC/R positions available throughout FL



JAX Mechanical is looking to hire qualified HVAC/R mechanics right now! We take pride in creating a family atmosphere, where employees enjoy benefits that focus on interaction, goodwill, and wellness. We have competitive compensation based on position and experience as well as a benefits package. Please call 904.249.1400 or send your resume to [hr@jaxrefrigeration.com](mailto:hr@jaxrefrigeration.com). We look forward to welcoming qualified candidates to become members of the #JAXFamily!

### Advertisers in this Issue

|                               |      |
|-------------------------------|------|
| A&R Supply                    | 20   |
| AccuAir Inc. / Bard           | 16   |
| AHR EXPO Las Vegas            | 21   |
| Arco Supply                   | 4    |
| ATTIC TENT                    | B8   |
| Baker FCS                     | 10   |
| Blacks Supply                 | B11  |
| Cain Sales Company            | 14   |
| Drain Guard                   | 6    |
| Duct Saddles DS3              | 6    |
| Economic Electric Motors      | 19   |
| Elite Software                | B9   |
| FRACCA Conference             | B7   |
| Gemaire                       | 20   |
| Goodman Distribution          | 13   |
| GREE Tradewinds               | 15   |
| Hamilton & Associates         | B3   |
| Johnstone Supply / Florida    | B12  |
| Johnstone Supply / Ware Group | 2    |
| Kool Kap                      | 22   |
| LG Electronics                | 5    |
| Leone Green & Associates      | 12   |
| McDaniel Metals               | B9   |
| Oldach USA                    | 9    |
| Pipe Prop                     | 4    |
| RGF Environmental Group       | 11   |
| Ron McLaughlin & Associates   | 18   |
| Saez Distributors             | 17   |
| Source 1 / York               | 7    |
| Smart Snakes                  | 22   |
| The Metal Shop                | 3&B4 |
| Trane Supply                  | B5   |
| Tropic Supply                 | B1   |
| Venstar Thermostats           | B2   |
| Yellow Jacket                 | 8    |

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