

TODAY'S A/C

& REFRIGERATION NEWS

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RGF Environmental Group Hosts
2021 Christmas Party (see page 8)



Saez Distributors Host Customer
Appreciation Events (see page 12)



Ferguson's 41st Annual Christmas Party
Supporting Hope Children's Home (see page B7)



ASHRAE Miami 2021 Holiday Social
At Top Golf In Doral (see page 16)



SFACA Annual Party And Casino Night
At Tropical Acres (see page B5)

Special AHR EXPO Issue

The Largest HVACR Marketplace Is In Las Vegas This Month



Jeff Schlichenmeyer
Publisher

The AHR Expo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The Show provides a unique forum where manufacturers of all sizes and specialties, whether a major brand or innovative start-

up, can come together to share ideas and showcase the future of HVACR technology under one roof.

Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. This month, the AHR

EXPO, co-sponsored by ASHRAE and AHRI, will be held Jan. 31 - Feb. 2, 2022, in Las Vegas, and is held concurrently with ASHRAE's Winter Conference. The Joint Expo Policy Committee (JEPC) brings together a sharing of ideas and action items to prepare for a successful event. This year, time in Vegas was spent at length planning safety measures that will roll out onto the Show floor. Show Management remains in contact with city and state officials for updates to the latest government mandates and recommendations. The JEPC takes careful consideration of HVACR community organizations, as well as expert guidelines released by ASHRAE when planning guidelines for the AHR Expo. While recommendations will con-

- Masks will be required for all attendees indoors, including vaccinated individuals
- No masks will be required in outdoor spaces
- Social distancing in small areas such as bathrooms will be encouraged
- A designated first aid area will be provided for any immediate needs or medical issues
- Hand sanitizer stations will be located throughout the building

This year's Educational Program line-up features nearly 200 free seminars including new product and technology presentations, professional certifications and continuing education courses.

Attendees are encouraged to sit in on exhibitor presentations in the New Product & Technology areas. More than 100 presentations lasting approximately 20 minutes each are planned across

all three days of the Show. These free presentations are meant to provide attendees with brief overviews of new product announcements and technologies that can be found in exhibitor booths on the Show floor.

Additionally, attendees are encouraged to use the My Show Planner Account to manage their Show and Education Program schedule. Details and instructions are available on the AHR Expo website.

"We are ready to rock and host a stellar Show in Vegas," said Show Manager, Mark Stevens. "We've been planning for this moment for so long and are so encouraged by the enthusiasm from exhibitors, attendees and all those who make this Show a success each year."



HVAC Monitoring Available From Google Nest

Nest thermostats are about to get a lot more helpful for your customers and your business. That's because they have added a new feature that will help Nest thermostat users look after their homes – and qualified pros get more valuable leads. It's called HVAC monitoring, and is now available on all Nest thermostats in the US and Canada.

With HVAC monitoring, Nest thermostats will look out for unusual or unexpected patterns in a customer's heating and cooling systems and send them an alert if something might be wrong. Customers will also get alerts when it's time for routine maintenance. If they decide to get an HVAC checkup from a trusted professional, Nest makes it easy for them to find and book a Nest Pro for the job.

HVAC monitoring can help you build stronger customer relationships, offer more value to your customers, and book more jobs during the shoulder seasons. To get started, visit g.co/nestpro and

enter the necessary information to become a registered Nest Pro (If you do not have a Nest Pro id already) and opt in to receive HVAC repair requests in your Nest Pro account settings. You will be able to add your Nest Pro ID to every thermostat you install, so it's easy for customers to get in touch when they need you.

Just like Nest's other thermostats, the new Nest Thermostat helps customers save energy by turning itself down when they leave. They can control it from anywhere on the Google Home app4 – and it puts even more control in the user's hands with features like Savings Finder, which looks for more ways to save. And with Quick Schedule, users can customize temperatures for when they're home, away, and sleeping. The Nest Thermostat comes with a three-year extended warranty with Pro installation. And the affordable price makes it a great option for large-scale projects and budget-conscious customers.

The Google Nest Pro team will be attending the AHR Expo at the Las Vegas Convention Center, North Hall #N10735. Go visit them if you want to expand your business in 2022.



Nest Thermostat

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

**Reach her at
ruthking@hvacchannel.tv.**

SWOT – Strengths, Weaknesses, Opportunities, and Threats. As business owners, we've always considered these four things when planning and operating our businesses.

We can do something about strengths and weaknesses. Opportunities and threats are out of our control. We have to deal with them as they happen to our businesses. (I'm using "our" rather than "your" in this article because what I am writing applies to all business owners...including me!)

2021 was definitely the year of opportunities and threats...pandemic, supply shortages, absenteeism, and much more. These issues will probably continue into 2022...and we will probably add inflation to the list. How are you going to prepare for them? Deal with them if they happen to your business?

Our businesses, now more than ever, have to be flexible to survive. Our customers write our paychecks. Yet, with rising inflation, and probably taxes, we have to raise our prices to stay profitable. Increasing productivity is probably not an option for most of us because of the labor shortages already.

Opportunity? Yes? Look at how we take care of our customers, and what we could do to continue to take care of them even when we have to raise prices. A great learning lesson...if you choose to look at it this way.

What did you learn? What could you apply to moving forward in 2022? And, probably the most important question, how much cash do you need to survive? A few weeks ago I gave you my formula for savings: your largest payroll month times three and your largest overhead month times six. Add the two numbers together. This is how much cash to have in savings.

Do you have it? If not, this should be one of your goals for 2022. Write your answers on paper. Just the simple act of writing it down will help propel you to

get the goal done...even if you don't think about it consciously.

Finally, answer this question in writing: Are you happy? If you are, what will you do to stay happy? If not, what will you commit to so that you achieve happiness. If you are not happy, then as the owner, your business suffers. Happiness is a precursor to business success!

If you answered these questions in writing last year, pull out your answers. See what you have accomplished in 2021. You may be surprised at how much you did achieve. And, do the same thing again now. Writing propels you towards accomplishing your goals.

Next Topic: "I'm Sick...I'm Not Coming in Today" The owner got a call from his bookkeeper. She said she was sick and wasn't coming in. After all, she didn't want to get the entire company sick. This was very unusual for her. She NEVER got sick. She had accurately handled the books, payroll, etc. for the company and was, what the owner thought, an extremely loyal employee. She came in early and stayed late.

This bookkeeper never would take a vacation. Yes, a day here or there but never a full week. Her reason was that payroll was due every week and no one else could do payroll. This was true. He didn't question it and didn't think to get someone else who could do payroll. He trusted her.

Then she didn't come to work the second day. And the third. And, she didn't call on the second or third day. The owner was concerned and worried about her. This was totally out of character for her.

By the third day the owner had to do something. It was payroll preparation day and some checks needed to be sent to vendors. Since no one in the company was trained to do her job as backup, the contractor went into her office to get at least payroll done. He had

an extra set of keys to her desk and the passwords to her computer. He could get into the accounting software and figure out how to do what needed to be done.

He saw the usual payments made to vendors with checks and direct payments (no check needed). Then, there was a frequent direct payment to a vendor he didn't recognize. He investigated further. There were monthly payments to this vendor for a couple of years totally more than \$90,000.

So, who was this vendor? There was nothing huge so he never would have noticed it unless he did what he had done - go into her computer accounting software. It turned out she had been embezzling for years.

A little every month, not noticeable to him since it was direct withdrawal, added up to a lot over the years. Please - look at your bank accounts every day on line and get your bank statements sent to your home. You may miss an unknown vendor payment at first, however, you'll see it all the time and can investigate.

And remember, the \$90,000 hurts. At a 10% net profit, \$900,000 in revenues must be generated to cover the \$90,000 theft. The "trusted bookkeeper" had stolen enough and disappeared.

Today's holiday deal is: Invest in Grow Your Residential Maintenance Program and/or Grow your Commercial Maintenance Program and get \$200 off the program price.

A strong maintenance program is critical for building profit and wealth. You increase customer loyalty, even out seasonality, have more work for your field employees, and increase the value of your company. These easy to follow on-line programs have four sessions with homework (which I review). The programs are appropriate if you are starting your maintenance program or are growing it exponentially.

Questions? Call me on my cell phone at 678-296-4123 or email ruthking@hvacchannel.tv

WELCOME 2022



From Our Team To Yours

Happy New Year

The Metal Shop would like to wish our employees, partners, associates, customers, and vendors a happy, healthy, and prosperous 2022.



Tropic Supply's Food Drive Winners! Thanks Everyone for your Great Support!



Victor of Always Done Right AC won a APCO-X unit from Fresh-Aire UV at the Tropic Supply Miami South location

THANK YOU to all those who participated in the Tropic Supply November Food Drive this year. Your kindness and generosity means the world to us! Together, you helped us collect over 3,541 donated items for local food organizations!

Thanks to our amazing suppliers for all the great prizes that were awarded! We selected one winning contractor from each location at the end of the Food Drive.

Here are some of raffle winners. It's great to see how really creative the Tropic Supply Resource Centers can get when they work together on such a great cause!



Sailfish Mechanical of West Palm Beach won the Pro Set Vacuum Pump from CPS Products



Marc of Southwest Florida AC received a \$200 Visa Gift Card from Bard at the Tropic Supply Port Charlotte location



Lori of Cool Tech AC in Sarasota won a \$200 Bass Pro Gift Card from Target Sales



Kevin from Gaskin AC in Orlando won a Bosch 18V Compact 1/2" Drill and Driver from Armacell



Congratulations to Justin of Air Control Service of Tampa who won a \$200 Tropic Supply Gift Card from Ruud



Jennifer Joyce of Rome Aire in Delray Beach is a Food Drive raffle winner! Jennifer won a \$250 Visa gift card from Spectrolin



Dan of AC 4U in Ft Lauderdale with his Food Drive raffle prize! Dan won a jug of 410A with Sealant from Certified Refrigerants

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Johnson Controls Variable Capacity Residential HVAC Systems Now Compatible With Most Third-Party Thermostats



MILWAUKEE – (December 7, 2021) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has released a new Universal

Thermostat Adapter, which allows variable capacity residential HVAC systems from YORK®, Luxaire®, Coleman® and Champion® brands to seamlessly interface with most third-party thermostats.

With the Universal Thermostat Adapter, homeowners now have the power to choose their preferred controls system for their premium variable capacity split systems. It also gives homeowners who have an existing smart home system the ability to integrate it with premium HVAC systems which are part of the Johnson Controls OpenBlue connected suite of technologies.

For contractors, the adapter features an intuitive design that externally connects to variable capacity communicating furnaces or air handler units with standard ports for easy “plug and play” installation and setup with standard, 24V thermostats. It also features an online setup and configuration tool with Mobile Access Portal (MAP) Gateway and comes with a two-year factory limited warranty.

“With the Universal Thermostat Adapter, Johnson Control customers are given even more choices when purchasing premium communicating systems leading to high performance, reliable efficiency and quieter operation” said Doug Schuster, vice president and general manager, Ducted Systems, Johnson Controls. “Johnson Controls is one of few manufacturers offering this power of choice to homeowners and contractors.”

For more info please visit: www.york.com/residential-equipment/residential-thermostats/universal_thermostat_adapter_ds

Frank Tipton Joins Leone Green & Associates



Frank Tipton

Leone Green and Associates is pleased to announce that Frank Tipton has joined their Manufacturers Representative Agency.

Frank brings over 20 years of sales, marketing and wholesale experience to his new role. For the past six years Frank has been supporting HVAC contractors along the west coast of FL with products and

programs that help grow their businesses.

Based out of Clearwater, Frank will build on the success and reputation of Leone Green and Associates and will be serving the Tampa and Orlando markets.

Leone Green and Associates was founded in 1981 and represents some of the top manufacturers throughout the Southeast US and export markets, offering a wide assortment of products to HVAC, Refrigeration, Insulation, Sheet Metal and Export Wholesalers.

We invite our vendor and distributor partners to welcome Frank Tipton via email, ftipton@leonegreen.com or cell, 727-337-0339.

HARDI Files Lawsuit Against EPA for Overreach in Final Allocation Rule

WASHINGTON, December 2, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has filed a petition for judicial review in the United States Court of Appeals for the District of Columbia against the Environmental Protection Agency (EPA). The petition asks the court to overturn the ban on single-use cylinders and cylinder tracking requirements contained in the recently finalized rule, Phasedown of Hydrofluorocarbons: Establishing the Allowance Allocation and Trading Program under the AIM Act. HARDI is joined in the petition by Air Conditioning Contractors of America (ACCA), and Plumbing-Heating Cooling Contractors—National Association (PHCC).

HARDI believes EPA exceeded their authority granted by the American Innovation and Manufacturing Act (AIM Act) which empowers EPA to create a program to phase-down the use of HFC refrigerants through limits on production and consumption. By exceeding their authority, EPA has finalized a rule that will increase costs on the HVACR wholesale distribution and contracting industries and could potentially cause major disruptions that will affect consumers. HARDI and the rest of the HVACR industry supported passage of the AIM Act and a majority of the finalized rule including the allocation of allowances for companies to continue to produce

and import HFC refrigerants in compliance with the phase-down.

“HARDI was disappointed by EPA’s overreach in banning single use cylinders and establishing an overly-complicated cylinder tracking system. HARDI and the rest of the industry want to work with EPA to successfully phase-down the use of HFCs, however we cannot stand by as the agency exceeds its authority,” said HARDI CEO, Talbot Gee. “We believe filing this lawsuit will help to set a boundary that will stop the agency from going too far in the future. HARDI’s Board of Directors set up the legal defense fund with this situation in mind and we are happy to be joined by ACCA and PHCC in the lawsuit to show the broad opposition to these parts of the final rule,” Gee continued.

In anticipation of this and other potential legal issues, the HARDI Board of Directors established a legal defense fund designed to fight against regulations that will have a negative impact on HVACR wholesale-distribution. This litigation is the first use of funds from the legal defense fund.

The U.S. Department of Justice must now work with the EPA to determine if it will defend the provisions of the final rule in the D.C. Circuit Court of Appeals or allow the court to enjoin disputed the provisions.

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2021 Christmas Party

Giving back is what the Holiday Season is all about and RGF Environmental Group, based in Riviera Beach, hosted a fabulous Christmas party on December 8th, for over 600 people, which included their employees, families, and friends.

Several food stations were available with a large selection of delicious foods and drinks. There was live entertainment, a fire dancer, and festive decor

everywhere which looked like a winter wonderland!

Santa and Mrs. Claus made a grand entrance with their sleigh, and gave a gift to each of the 250 children! They had falling snow and a big snowball competition with over 10,000 cottony snowballs that dropped down from above. The Grinch showed up and started the light-hearted battle between the adults and the children.

Guests enjoyed a horse drawn carriage ride through the enchanting Jungle Trail, and were serenaded by the Girl Choir of South Florida.

The kids played in a gingerbread bounce house and participated in arts and crafts along with having their faces painted.

RGF Environmental Group wishes everyone a Happy and Prosperous New Year!



The kids played in a gingerbread bounce house, participated in arts and crafts, and had their faces painted too!



The guests enjoyed a horse drawn carriage ride through the enchanting Jungle Trail and were serenaded by the Girl Choir of South Florida



Valerie Vincek, with Jeff Griffith, Bill Svec, and Tony Julian of RGF Environmental Group



Sharon Rinehimer (RGF Executive Vice President, General Counsel) Ron Fink (RGF President/CEO), and Lisa Schutz (RGF Air Division Sales Manager)



RGF employees, family, and friends had a great time starting off the Christmas season together!



There were plenty of activities for the children to participate in at the Christmas party!



The Grinch showed up at the party and tried to start a commotion



Doug Lindstrom, John Brescia, Jeff Lindstrom, Neil Arteaga, Dave Sansone, and Kevin Lindstrom



Lisa Schutz with her two sons Jeff Bailey (left) and Stephen Bailey (right) of RGF Environmental Group



The buffet lines were full with hungry RGF employees, their families and friends



Luis, Edwin, Cheri, Brenda, and Elizabeth of RGF Environmental Group



Such a great variety of delicious foods to select from!



Jim Brown of RGF with his children in front of the Christmas tree with Jean Mervilus of RGF (right)



Keith Johnson of RGF showing a very unique cooler to some RGF Christmas party guests



Snowballs were released from above which started a big indoor snowball fight between the children and adults



The kids of RGF were not shy showing Santa their excitement and appreciation. Mrs. Claus called the children up one by one to receive their gift



RGF employees, families, and friends were entertained with a live fire dancer



Sean Wahl of Pro-Dev, Chris Correa and Pat Drumm of Northway Marketers, Lisa Schutz of RGF Environmental Group

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Trade Talk:

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



7 Steps For Making a New Year's Resolution and Keeping It!

Yes, it's that time of year again. The time of year when we feel as if we have to turn over a new leaf. The time when we misguidedly imagine that the arrival of a new year will magically provide the catalyst, motivation and persistence we need to reinvent ourselves.

Traditionally, New Year's Day is styled as the ideal time to kick start a new phase in your life and the time when you must make your all important New Year's resolution. Unfortunately, the beginning of the year is also one of the worst times to make a major change in your habits because it's often a relatively stressful time, right in the middle of the party and vacation season.

Don't set yourself up for failure in 2022 by vowing to make huge changes that will be hard to keep. Instead follow these seven steps for successfully making a new year's resolution you can stick to for good.

1. Just pick one thing

If you want to change your life or your lifestyle don't try to change the whole thing at once. It won't work. Instead pick one area of your life to change to begin with.

Make it something concrete so you know exactly what change you're planning to make. If you're successful with the first change you can go ahead and make another change after a month or so. By making small changes one after the other, you still have the chance to be a whole new you at the end of 2022 and it's a much more realistic way of doing it.

Don't pick a New Year's resolution that's bound to fail either, like running a marathon if you're 40lbs overweight and get out of breath walking upstairs. If that's the case resolve to walk every day. When you've got that habit down pat you can graduate to running in short bursts, constant running by March or April and a marathon at the end of the year. What's the one habit you most want to change?

2. Plan ahead

To ensure success you need to research the change

you're making and plan ahead so you have the resources available when you need them.

Read up on it – Go to the library and get books on the subject. Whether it's quitting smoking, taking up running or yoga or becoming vegan there are books to help you prepare for it. Or use the Internet. If you do enough research you should even be looking forward to making the change.

Plan for success – Get everything ready so things will run smoothly. If you're taking up running make sure you have the trainers, clothes, hat, glasses, ipod loaded with energetic sounds at the ready. Then there can be no excuses.

3. Anticipate problems

There will be problems so make a list of what they'll be. If you think about it, you'll be able to anticipate problems at certain times of the day, with specific people or in special situations. Once you've identified the times that will probably be hard work out ways to cope with them when they inevitably crop up.

4. Pick a start date

You don't have to make these changes on New Year's Day. That's the conventional wisdom, but if you truly want to make changes then pick a day when you know you'll be well-rested, enthusiastic and surrounded by positive people.

Sometimes picking a date doesn't work. It's better to wait until your whole mind and body are fully ready to take on the challenge. You'll know when it is when the time comes.

5. Go for it

On the big day go for it 100%. Make a commitment and write it down on a card. You just need one short phrase you can carry in your wallet. Or keep it in your car, by your bed and on your bathroom mirror too for an extra dose of positive reinforcement.

Your commitment card will say something like:

- I enjoy a clean, smoke-free life.
- I stay calm and in control even under times of stress.

· I'm committed to learning how to run my own business.

· I meditate daily.

6. Accept failure

If you do fail and sneak a cigarette, miss a walk or shout at the kids one morning don't hate yourself for it. Make a note of the triggers that caused this set back and vow to learn a lesson from them.

If you know that alcohol makes you crave cigarettes and oversleep the next day cut back on it. If you know the morning rush before school makes you shout then get up earlier or prepare things the night before to make it easier on you. Perseverance is the key to success. Try again, keep trying and you will succeed.

7. Plan rewards

Small rewards are great encouragement to keep you going during the hardest first days. After that you can probably reward yourself once a week with a magazine, a long-distance call to a supportive friend, a siesta, a trip to the movies or whatever makes you tick.

Later you can change the rewards to monthly and then at the end of the year you can pick an anniversary reward. Something that you'll look forward to. You deserve it and you'll have earned it.

Whatever your plans and goals are for 2022. I'd do wish you luck with them but remember, it's your life and you make your own luck. Decide what you want to do in 2022, plan how to get it and go for it. I'll definitely be cheering you on. Are you planning to make a New Year's resolution in 2022? What is it and is it something you've tried to do before or something new? I'd like to take this opportunity to say I hope you have a successful 2022. Start the New Year running. Do the things you know you have to do to get the job done.

Until Next time.

Tommy Castellano



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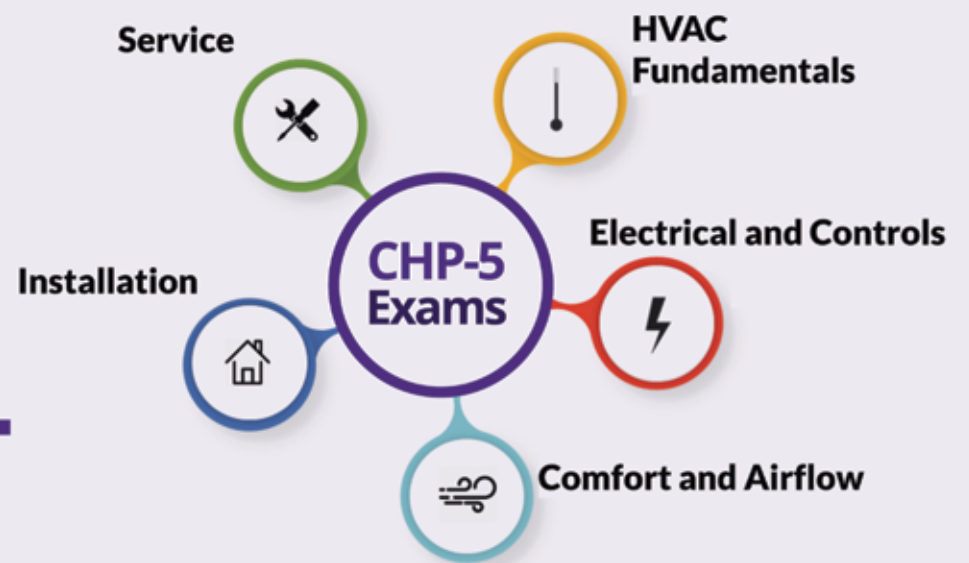
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Saez Distributors Host Customer Appreciation Events at the Ft Lauderdale and Doral Locations



Masters of preparing and roasting the pig at Saez Distributors in Doral

On December 9th and 10th, Saez Distributors hosted two Customer Appreciation Events to celebrate the Holiday season. Both the Broward and Doral locations were spreading some holiday cheer with a pig roast, and all the great side dishes, desserts and drinks.

Manufacturers Representatives were in attendance showing the new products available for 2022. Saez customers enjoyed the food, fun, and friendship! What a nice way to celebrate the Holiday season. A big thank you to Saez Distributors! Saez has been a key player in the development of the South Florida market, supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties.



Luis Montoya, Luis Chinae, and Javier Cepero of Saez Distributors preparing to serve a delicious lunch



The Broward Saez Distributor location was busy during the customer appreciation event



Jose Minalla of Saez Distributors Marlon Perez, Alberto Paez Andre Saez of Saez Distributors



Scott Kuschel of Miami Tech and Scott Behanna of Ron McAllister & Associates speaking with Saez customers in Broward



Andy Taylor of Leone Green & Associates with Jose Minalla of Saez Distributors



Jaime Bernat of Saez Distributors (center) with Ernesto Juarez (left) of Innovative Cooling Technologies and his team



Taking a nice holiday break to enjoy the Christmas season with friends



Andre Saez with his father Jorge Saez of Saez Distributors



Francisco and Rosa Perez and of South Florida Air Comfort Specialists, LLC



It was a full house at the Doral Saez Distributor location

David Miville and Louis Lepore Join The Metal Shop

The Metal Shop is pleased to announce two new additions to their team, David Miville and Louis Lepore.

With almost 30 years in the industry, David Miville has done everything from delivery and counter sales to sheet metal fabrication and installation, to production manager. The diverse experience David brings to The Metal Shop gives him an understanding of the industry from all perspectives.

David takes pride in his positive relationships and is not happy unless the customer is happy. David makes a great addition to The Metal Shop Accounts Management team. David said, "I'm starting a new chapter in my life and I'm looking forward to the challenge. I will do whatever

it takes to make sure things are right, and the customer is happy."

Louis Lepore has been successfully managing The Metal Shops' Clearwater production facility for the last 2 years. Prior to joining The Metal Shop, Louis has acquired 10 years in custom sheet metal fabrication and 12 years of residential and light commercial installation and service experience.

Louis will make a great addition to their already wonderful Accounts Management team. He brings a variety of knowledge to this new position and they are excited to have him onboard. Louis said, "I am both motivated and excited for the opportunity to build relationships and help all of our customers."



David Miville



Louis Lepore

Ritchie Introduces The Bullet®DC Vacuum Pump



Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the BULLET®DC Vacuum Pump. The Brushless DC (BLDC) Motor incorporated in the next generation BULLET®DC vacuum pump provides key advantages over existing AC technology vacuum pumps. High torque and high efficiency define the ultimate performance in the most reliable vacuum pump. Able to function in extreme low voltage conditions and field rated to 25 microns, the BULLET®DC is the perfect combination of quality and value. The easy to carry, lightweight design is available in 7 cfm to handle most residential and commercial applications. Pulling down to less than 25 microns, BULLET®DC protects the system from contaminants and non-condensable gases, which can damage components, reduce efficiency and cause system failure. Visit www.yellowjacket.com for details.

HARDI 2021 Annual Conference: Motion Highlights

COLUMBUS, Ohio, December 15, 2021— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) wrapped up their Annual Conference in Palm Desert last Tuesday, December 7th.

After cancelling our 2020 in-person conference due to the pandemic, members of the association were able to come back together for an in-person meeting. The event welcomed 401 wholesaler attendees from 153 member companies for a grand total of 1,525 attendees from 578 member companies present at the event. The booth program sold out with 241 vendors participating.

Popular speakers included Anirban Basu, Chairman and CEO of Sage Policy Group, Inc. and regular HARDI Market Intelligence contributor. Basu's session, "The Chamber of Data" presented a Harry Potter themed presentation and why the industry will overcome these challenges and continue to grow next year. Another crowd favorite was communications expert, Ryan Avery. Avery's session "How to Grow Your Leadership Team" presented attendees with useful tips and tricks to be a better leader and help keep their teams engaged.

In addition to the main stage presenters, the conference featured several sessions that provided a look into HARDI's 2021 State of the Channel report findings. The Voice of Supplier, Voice of Contractor, Voice of Technician, and multiple refrigeration sessions gave attendees a look at the association's yearlong research initiatives. The final 2021 State of the Channel report will be available in January 2022 for purchase and will provide a much more detailed look at top-of-mind industry matters and the HVACR market performance.

HARDI also used the Annual Conference to introduce new Directors for 2022.

- New Chairwoman of the Board: Rhonda Wight, Refrigeration Sales Corp
- Dale Norton, Meier Supply Co., Inc.
- DeWight Wallace, Nu-Calgon
- Randy Roberts, Rheem Manufacturing Company

The HARDI Board approved the addition of a second supplier mem-

ber seat which will be added starting in 2022.

"We were all very excited to put together such an impactful event after having to skip our 2020 Annual Conference," said HARDI Marketing & Sales Director, Chris DeBoer. "The chance to see members coming together and reconnecting was incredible. The number of conversations that took place and the amount of information sharing that occurred was also really inspiring."

Next year's Annual Conference will take place in Houston, Texas at the Marriott Marquis, December 3-6, 2022. For more information or questions, contact Chris DeBoer at cdeboer@hardinet.org.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 791,321 units in October 2021, down 4.9 percent from 831,668 units shipped in October 2020. U.S. shipments of air conditioners decreased 2.3 percent, to 486,751 units, down from 497,986 units shipped in October 2020. U.S. shipments of air-source heat pumps decreased 8.7 percent, to 304,570 units, down from 333,682 units shipped in October 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.0 percent, to 8,903,175 units, up from 8,170,621 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 5.8 percent, to 5,546,135 units, up from 5,242,370 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 14.6 percent, to 3,357,040, up from 2,928,251 units shipped during the same period in 2020.

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Message from FRACCA President Rick Sims



Happy New Year! I wish you a healthy and happy 2022 and hope to see you soon. FRACCA is gearing up for Florida's annual statewide gathering of HVAC professionals at the 2022 FRACCA Educational Conference on March 17th through March 18th at the Florida Hotel and Conference Center.

For those of us that prefer to earn CEU credits in a live setting face to face with industry experts this is our chance. I will earn all 14 of the CEU credits I will need while attending the conference. The FRACCA

E-Conf has presentations covering all Florida CILB required credits for Rules and Laws, Workman comp and other compulsory topics are presented by actual attorneys to whom I can ask questions. The team at Cotney and Associates are indeed experts in the topics they will cover. There is no other training like this available anywhere in Florida; don't miss out.

The same is true with FRACCA's Advanced Code CEU course; it will be presented by a true Florida code expert. Bob Cochell returns to the stage at the FRACCA 2022 E-Conf to provide the required Advanced Code training CEUs. This is not your average code update course. Bob will take us on a deep dive into compliance for HVAC projects for existing systems

and buildings. Most of the code compliance issues brought to FRACCA over the years involve "change-outs" and other replacement/upgrade projects in existing buildings. We have seen jurisdictions that ignore specific provisions for existing buildings and attempt to enforce new construction requirements of the code where not required for existing buildings and systems. Bob is tackling those issues head on. Mr. Cochele has served on Florida's Energy Code Technical Advisory Committee for many years and is well equipped to explain when we need to comply with the energy code and when we can just leave the little green book at home. If you have never experienced code training by Bob Cochell, prepare to learn and laugh (he's funny too). Bob's code training courses are always a big hit and we are glad he is back with us in 2022.

How about this for a treat? Florida's own Brian Orr will be appearing the 2022 FRACCA E-Conf. Usually Brian is found on the HVACRSchool.com website or YouTube channels where he reaches HVAC technicians around the globe. Hundreds of thousands of technicians have benefited from Brian's online training and thousands more enjoy his podcasts. How great it is to have Brian in a live setting at the FRACCA

2022 E-Conf. Brian is unlike any other HVAC contractor in Florida and has accomplished things that others have only talked about. You will also find out that he is a wonderful role-model and HVAC leader in his own right. Come and meet Brian and find out what all your techs already know.

The 2022 FRACCA E-Conf CEU courses, special guests and events are scheduled for March 17th and 18th. I plan to show up early on March 16th for a special Ruth King training opportunity. I know Ruth is going to point out some things I need to be doing better to stay profitable and I am ready to handle the truth. If you have never attended a Ruth King course, prepare to challenge yourself. Ready yourself to confront truth as Ruth breaks down profitability realities for Florida HVAC contractors.

Register online for the 2022 FRACCA E-Conf at FRACCA.COM. To stay overnight, book your room at the Florida Hotel and Conference Center and you can just take the elevator down in the morning to the plated breakfast downstairs at the conference. FRACCA executive director Paula Huband is available to help you. Call Paula at 407-676-0031 for any assistance or questions.

HARDI Distributors Report 16.1% Percent Revenue Increase in October

COLUMBUS, Ohio, December 10, 2021 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 16.1% percent during October 2021. The average annual sales growth for the 12 months through October 2021 is 21% percent.

"The unusual sales growth of 2021 continued with the first month of heating season," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The median monthly sales growth during the past year is 21.3% versus the ten-year median

of 7.9%. Sales growth during October 2021 would have been close to the recent median if it had the same number of billing days as the prior year."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43 days at the end of October 2021. "The monthly DSO is comparable to the prior year level," said Loftus. "The pre-pandemic norm for October was 47 days."

"The record sales growth is a result of strong end market demand and the pass through of the extraordinary price increases," said Loftus. "The Producer Price Index for Primary Air Conditioning, Forced Air Heating and Refrigeration products has

increased by 12.6% through October 2021. The median PPI increase across the past ten or twenty pre-pandemic years was only 2%."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry. HARDI is the single voice of wholesale distribution within the HVACR industry.



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www.WomenInHVACR.org/AHR2022



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Will Goodspeed, Tulia Rios past ASHRAE Miami pres, Emily Franco current ASHRAE Miami pres, and Sam Martin pres elect ASHRAE Miami.



Rafael Vicens of ICS, testing out his golfing skills at Topgolf



Rafael Vicens of ICS, Jernier Ruez and Alex Herias of Paylocity, and William Goodspeed of the ASHRAE Miami chapter



This was a great way to bring in the holiday season and reflect on another successful ASHRAE year!



ASHRAE Miami Chapter 2021 Annual Holiday Social

The 2021 ASHRAE Holiday Social was held on December 7th, at 7pm, at Topgolf in Doral. This event has been a complementary evening for the past eight years and we thank our great sponsors who make this event happen every year. It was a fun evening of Hors d'oeuvres, drinks and golf to celebrate another ASHRAE Miami Chapter successful year!



Arman Pradhan of ICS, Emily Franco, Alejandro Rivas of Rivas Engineering, Juan Carlos Gonzales of Dunham-Bush, Alejandro Gutierrez of Integrity Control



David Diaz of Daikin Applied South Florida, Juan Carlos Gonzalez of JASCO Corp, and Daniel Diaz of ICS



A very special Thank You to all the faithful sponsors who make this event possible year after year!



Chris Menendez, Carolina Romero and Carlos Romero of Panther Air Conditioning and Joe Lopez Jr of Applied Cooling Equipment

Cheers!

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Performance Pointers

by David Richardson



Branding Lessons Orville Redenbacher Can Teach HVAC Companies

Many of us have fond memories of enjoying popcorn with family and friends while watching a movie. Unfortunately, if you've ever chomped down on a kernel of corn that didn't pop, you know that moment quickly changed from fun to irritation. You see, not all popcorn is created equal. A fellow from Indiana named Orville Redenbacher knew this and wanted to improve the popcorn experience.

As Orville set out to create a better popcorn, he ran into challenges that he eventually overcame. These challenges are similar to obstacles many quality HVAC companies face. You see, HVAC systems are like popcorn—they also aren't created equal. Let's look at some valuable lessons Orville Redenbacher's experience can teach about distinguishing your company and unique HVAC products.

Orville Had a Problem

When Orville was younger, he earned various ribbons for different types of popcorn. Later, he devoted much of his life to discovering better kinds of popcorn. It's rumored that he developed over 30,000 popcorn hybrids seeking one that was lighter, fluffier, and better tasting than other popcorn products on the market.

Orville faced an uphill battle, though. His popcorn was more expensive and looked the same as everyone else's. Farmers also declined to buy Orville's premium corn because it yielded less crop per acre. They turned Redenbacher down because they believed popcorn is popcorn. These farmers questioned, "Who's going to pay more for the same thing?" They didn't understand why Orville's corn was better.

If you look on the shelf of your local grocery store, there are so many brands and types of popcorn to choose from. They all look alike. Does this sound like the HVAC industry? How often are you compared to other contractors who look identical, but aren't? The public mistakenly looks at contractors the same, but you know better.

Orville Refined and Delivered a Premium Product

Orville Redenbacher knew he had a better product that people would delight in and pay more for. The problem was that his approach was all wrong.

Orville stuck to his beliefs even though others didn't see value in his product. The thought of compromising his values and mass-producing an inferior popcorn had no appeal to him. Instead of conforming, he worked tirelessly to refine his unique corn hybrids until they exceeded his high standards.

Once Orville refined his product, he needed to figure out how he could get his product more widespread to the public. He changed his approach with some creative campaigns such as taste testing where he proved his popcorn was better. He let people decide if his claims were true or not and showed them the difference. The results proved Orville's claims and created an increasing demand for his product.

There may be days when you feel like giving up and lowering your standards to compete with the low ballers in your area. Don't give in to this temptation. Instead, continue to refine your systems to exceed your high standards. There is a market out there for the extraordinary services and products you provide.

Orville Became the Brand

Orville had a premium product that people loved, but it took him becoming the brand to make his popcorn a household name. He kept working and selling his product until eventually he consulted with a marketing expert.

This expert looked at Orville's situation from another perspective. He saw the obvious solution that Orville couldn't see. Orville was advised to put his name and picture on the jars of corn. Orville thought the idea was ridiculous but followed his advice anyway. Soon, Orville Redenbacher's Gourmet Popping Corn became world famous.

The product was the same. Nothing changed. It just took Orville's name and likeness to become the brand that set him apart from the others that looked so similar. It's funny how HVAC companies are the same way.

If you take one thing from this article, remember that you're more than an equipment "dealer" just like Orville was much more than popcorn. He brought his expertise and years of experimentation and refinement to the forefront with help from his marketing friend.

In the daily grind, Orville forgot how special what he did was. It took an outsider to help him see it. In the daily grind of the HVAC Industry, you are the brand. Like Orville, you also have to figure out a way to get that message to the public. They need to know why your products and services are far above the rest. They need to understand the specific advantages you deliver that others cannot.

What's Your Brand?

Whether you realize it or not, safety, health, and comfort are the primary products you provide your customers. It's not a metal box with wiring, controls, and refrigerant. These things are components you put together to deliver the results your customers expect. It takes your knowledge and skill to assemble them correctly in a variety of challenging circumstances.

You can follow Orville's lead and use testing and measurements to help customers see the difference and prove the results. How well do you show customers how to get what they want instead of simply telling them? It won't be an easy road, so you have to believe in your product and work tirelessly to master your craft.

Your customers want a premium product, but like Orville, you may fall short communicating the difference. How easy do you make it for them to understand how you're different? Do you look the same, hand out the same information, and say the same things as other HVAC companies? If you answered yes, maybe it's time to follow Orville Redenbacher's lead and become the brand.

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

If you're an HVAC contractor or technician interested in learning more about duct system testing, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.



WHVACR at HARDI Annual Conference JW Marriott - Palm Desert, CA

On Saturday December 4th, from 2-4pm, The Women in HVACR meeting was held at the JW Marriott in Palm Desert, CA, during the HARDI Annual Conference. Sarah Sagredo-Hammond, was the main speaker. She is President of Atlas Electric

and Air Conditioning, Refrigeration and Plumbing Services Inc., a 39 year old family business located in Alton, Texas. Her presentation was "Know the WHO in your Value."

With over 600 members, Women in HVACR

exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. To find out more about WHVACR, please visit www.womeninhvacr.org



WHVACR meetings regularly include a Networking Session



WHVACR empowers women to succeed through networking opportunities, mentoring and education



Marcia Christiansen, Sarah Hammond, and Colleen Keyworth



Jen Laughlin and Jennie Bryan preparing for the WHVACR Icebreaker



"Know the WHO in your Value" Presentation by : Sarah Sagredo-Hammond



The WHVACR meeting was held during the HARDI annual conference at the JW Marriott in Palm Desert, CA

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1/2hp 1050RPM Var. Speed 48 frame Evergreen	6505V
3/4hp 1050RPM Var. Speed 48 frame Evergreen	6507V
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Evergreen OM Condenser Motors	
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1/3hp 208-230 1100/850	6303
1/3hp 208-230 1100/850 split	6303R
Refrigeration Motors	
4-12 Watt ECM Motor 115v CW	00650
Elco ECM 15 watt 1/50hp CCW	00852
Elco ECM 15 watt 1/50hp CCW	00892
1/12, 1/15, 1/20hp 115/230v 1550	EM1127
Rescue ECM 4-25 Watt CW 115/230v	EC5411E
Rescue ECM 4-20 Watt REV 115/230v	MD5411S



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Lek Gjoka, NFACCA president and his wife, receiving their prize



Ed Miller was presented with the NFACCA Industry Leadership Award



Patrick and Amy O'Grady, director of NFACCA enjoying the Christmas Gala



NFACCA Christmas Gala at the Florida Yacht Club in Jacksonville

The NFACCA Christmas Gala was held on Saturday, December 18, 2021, from 6-10 PM at The Florida Yacht Club in Jacksonville. It was a formal evening of fellowship, great food, Live music, and great prizes. NFACCA members had a really fun time!

The Title Sponsor was Ferguson HVAC. The dinner sponsor was Nimnicht Chevrolet. The raffle sponsor was Tropic Supply. The entertainment sponsor was Coggin Nissan, and the dessert sponsor was Enterprise. The Social Hour was sponsored by Johnstone Supply. The Grand Prize Sponsor was Trane.

NFACCA is building relationships with successful contractors and industry partners. They provide resources regarding mechanical codes, regulations, and laws concerning the HVAC Industry.



Go ahead and pick a card, Janie Ade was holding the cards for Aces for Angels



NFACCA members enjoyed an evening of fellowship, great food, live music, and great prizes.



NFACCA Board of Directors coming together for a group photo



Tim Wood won the Grand Prize, an Apple Watch 7 GPS & Cellular

Survey Says Contractors & Wholesalers Aware of 2023 Regulations, Unaware of the Necessary Requirements

Sidney, Ohio, December 21, 2021 – In a recent survey, Emerson asked HVAC contractors and wholesalers about their knowledge of and preparation for increasing federal minimum SEER/IEER efficiency requirements mandated for AC systems and heat pumps by the U.S. Department of Energy (DOE) in January 2023. The survey found that a majority (about 87%) of HVAC professionals are familiar with the regulation changes in 2023 regarding the minimum SEER/IEER central air conditioning and rooftop unit efficiency standards. However, nearly half of respondents (44%) said they have yet to make plans to take action in response to these upcoming regulations.

“We are one year away from these new residential and commercial AC energy efficiency regulations taking effect, as well as alternative refrigerants requirements starting as early as 2025 in California, so it is encouraging to see that a large majority of contractors and wholesalers are becoming more aware of what will be a major change for the industry,” said Jennifer Butsch, director of regulatory affairs, Emerson. “During this time, we recognize that education is a top concern for HVAC contractors and their service people, so as a trusted partner we will continue to provide information and resources for the industry as we work through this transition together.”

According to the survey, more than 60% of respondents said their daily operations had been affected by the standards, yet only about 30% of com-

panies have taken any sort of action to prepare for these changes. In comments provided with the survey, contractors and wholesalers stated that they believe these increasing minimum standards will bring increased costs, changes in equipment and additional training for their companies.

Similar to last year’s survey, when asked about the requirement to begin using lower global warming potential (GWP) refrigerants as early as January 2025, nearly all respondents (93%) were aware of the requirement to begin using lower GWP refrigerants, and most (61%) claim to have at least a basic understanding of the requirements. On the topic of sustainability, nearly all respondents (94%) said sustainability was at least somewhat important to them, and more than half (56%) said it was of significant importance.

According to the survey, trade publications (53%) and industry organizations (31%) were the top sources of information on regulatory changes. Other sources respondents found helpful included trade-shows such as the AHR Expo, as well as training materials, webinars and influencer channels. Additionally, more than half of the respondents (58%) said they view Emerson as a trusted partner. More than half also said Emerson’s Copeland products utilize the latest technology. Emerson continues to invest in advancing its testing capabilities to deliver solutions that will help meet the demands for more efficient, regulation-ready technologies.

SWACCA Series of Flammable Refrigerant Workshops and Certifications Initiated

SWACCA held its initial Flammable Refrigerant Workshop & Certification on December 10 at the Florida Academy in Ft. Myers. All thirty available slots were filled with technicians from three companies: Conditioned Air, Kobie Kooling and Modern Services, leaving a waiting list of interested people. The morning workshop was led by Jeff Purcella, Instructor, American Vocational Academy. SWACCA Executive Director Cheryl Harris proctored the certification exams in the afternoon. In addition to ESCO Certification, participants received 3.5 hours of NATE continuing education credits. SWACCA will hold the next Workshop & Certification in February. Additional workshop and certification courses will be held in select cities outside of the SWACCA tri-county area. Companies interested in the SWACCA workshop should contact SWACCA at 727-209-0890 or info@sw-acca.org. Companies interested in the sessions outside the tri-county area (Charlotte, Lee, and Collier counties) should contact CRG, Inc. at (727) 578-1962 or charris@cragnet.net.





Tropic Supply Hosts Webinar by Testo on Superheat, Subcooling and Saturation



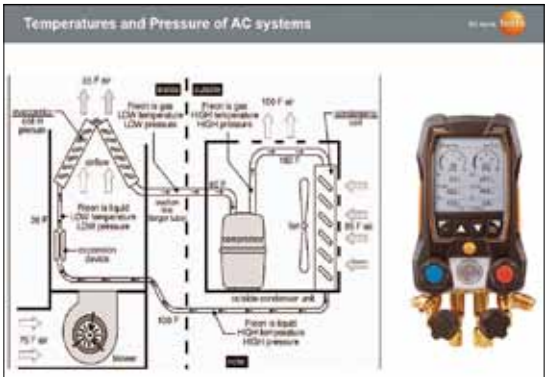
John Figan

On Thursday, December 2nd from 8:00 - 9:30 am, John Figan from Testo gave a webinar about Superheat, Subcooling and Saturation. This informative webinar explored the pressure/temperature measurements needed to maintain the correct refrigerant charge in AC systems. Topics included: 1) Laws of Refrigeration and Heat Transfer. 2) A Review of the Refrigeration Cycle and its Components. 3) Defining Superheat and Subcooling. 4) The "How and Why" of Proper Temperature Measurement for SH and SC. 5) Analog vs. Digital Manifold Gauges. 6) Tools for Today.

Attendees were able to win one of four FREE Milwaukee high-intensity flashlights during this webinar by being the first to correctly answer one of four questions asked throughout the presentation.

Participants earned one and a half (1.5) hours of Pro Partner continuing education credit and also one and a half (1.5) hours of NATE continuing education

credit by successfully completing this class. John Figan, Regional Manager at Testo, has over 30 years of experience working with instrument manufacturers to design, develop and market instrumentation. He has also played an instrumental role in the development of training initiatives for the HVAC, weatherization, industrial, safety and gas utility industries. For future webinar details and registration information, please visit your local Tropic Supply Resource Center or visit the events calendar on our website at www.tropicsupply.com/eventscalendar.



Ritchie Introduces The Deluxe Mini-Split Tool Kit

BLOOMINGTON, MN (December 6, 2021) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the Deluxe Mini-Split Tool Kit. Designed for all mini-split refrigerants (R22/404A/410A), the Deluxe Mini-Split Tool Kit takes the guesswork out of finding the right tool for the job. This premium kit includes the YELLOW JACKET® Digital Adjustable Torque Wrench with a second wrench head



for tube fittings up to 41mm hex size. The kit also includes a premium TITAN® 4-valve manifold and compact ball valve hoses, a dedicated heavy duty evacuation hose, a complete set of imperial and metric hex keys, a 10 pack of replacement Schrader cores, a telescoping inspection mirror, and additional service fittings. The most complete set of premium tools designed for the growing variety of mini-split brands and size. Visit www.yellowjacket.com for details.

North Georgia Technical College Granted HVAC Excellence Accreditation



HVAC Excellence is pleased to announce that the HVACR training program at North Georgia Technical College in Clarksville, Georgia has been granted accreditation.

In 1943 Italy surrendered to allied forces, future President Kennedy's command the PT-109 is sunk by a Japanese destroyer, and General Eisenhower becomes the supreme Allied commander. During these tumultuous times, North Georgia Trade and Vocational School (now North Georgia Technical College) was established, accepting its first students in February of 1944.

While a great deal has changed in the last 75-years, its mission to provide higher education and serve the workforce development needs of the community remain steadfast. As such, they voluntarily chose to accredit their HVACR program to make certain it has the resources to meet the ever changing needs of the industry it serves.

Programmatic accreditation, is an independent, third-party review of an educational program, comparing it to established, industry-accepted standards. These standards are designed to ensure that the future workforce receives the quality training required for success in the HVACR industry. Upon a thorough review of all the documentation presented by the administration, faculty, and the onsite accreditation team, the HVAC Excellence accreditation review board unanimously decided to grant accreditation of the program.

As a nationally accredited institution, the following benefits can be realized. They can assure prospective students and employer partners that the program has met or exceeded national standards and has the resources and administrative support to professionally train the workforce.

North Georgia Technical College is part of the Technical College System of Georgia, an 88-campus network offering 600 program options. For info please visit northgatech.edu.

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SFACA Annual Party & Casino Night

Annual Call For Nominations & Association Election

The SFACA December Meeting was held on December 8th at 5:30 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACA celebrated their Annual Holiday Party and Casino Night!

Attendees were excited to roll the dice during this festive evening and take a chance on winning some fun prizes! There were plenty of casino games, raffles, heavy appetizer stations, drinks, and desserts.

Also was the annual call for nominations and association election 2022. Contractor members in good standing were eligible to be nominated to the Board of Directors. Board member perks include assisting with decisions on programming and speakers, the annual board luncheon, choosing leadership training and workshops, complimentary table top at annual Job Fair, assisting with committees and events, promotion

of your business as an association leader and being an advocate for the industry.

The election results will be announced as we ring in the new year with SFACA and recognize our Board of Directors & Officers for 2022 on January 12th, at 6pm, at Coopers Hawk, 4473 Lyons Rd, Coconut Creek, FL 33073. The evening will include wine and tasty bites. Registration in-advance is required.



Blackjack is by far the most requested and preferred game of any Casino party



Paul Mynatt with Carlene Reydel-Finkelstein of Carrier Enterprise



Attendees experienced the thrill of winning just like in Las Vegas



Kelly Dexter president SFACA, Mark Zarcezcmy of Air Quality Control, Ed Lawton of Enterprise, Stacey Miller, SFACA executive director



There was a large turnout for the SFACA December Annual Party and Casino Night



George Wallace of Johnston Controls- York with Teresa Wallace



The SFACA Holiday gathering also included cocktails, heavy hor d'oeuvres, desserts, and raffle prizes!



Claudio Riviera and Katerina Saez of Brown & Brown insurance



Dustin Andrews and Michael Bretz of Advanced Work Vans

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Daikin Announces Daikin ATMOSPHERA with R-32 Refrigerant

HOUSTON, December 21, 2021 – For the first time in North America, Daikin is launching a home comfort product featuring R-32, a refrigerant with one-third the Global Warming Potential (GWP) of the most common refrigerants currently being used in the United States and Canada.

The new Daikin ATMOSPHERA system featuring R-32 refrigerant from Daikin North America LLC is a single zone, ductless system that gains impressive efficiencies over its R-410A predecessor line, the LV Series, with up to 27.4 SEER, 13.8 HSPF and 16.3 EER ratings for ultra-efficient cooling and heating. Four sizes of indoor and outdoor heat pumps are available, from 9,000 to 24,000 BTU.

“Daikin has sold over 33 million R-32 systems in more than 100 countries and regions,” said Takayuki (Taka) Inoue, Executive Vice President and Chief Sales and Marketing Officer. “We are excited to be the first to bring this proven technology to North America. With an estimated 160 million R-32 systems sold by Daikin combined with other manufacturers worldwide, we are confident R-32 has the all-around performance benefits to make it the ideal replacement for R-410A.”

“Daikin ATMOSPHERA brings North America a powerful, new single-zone system that has a lower GWP, is more efficient and may help lower end-user electric bills compared to R-410A models,” explains Connie Schroder, Sr. Product Manager – Single and Multi-Zone Systems for Daikin. “We’ve also built advanced features into Daikin ATMOSPHERA heat pumps that improve comfort, cleanliness, and usability while simplifying maintenance.”

Daikin ATMOSPHERA’s heat pump performance over its R-410A predecessor is substantial, offering greatly enhanced heating and cooling capacities. The units feature up to 100 percent rated heating capacity at 5°F WB (-15° C WB) and confirmed con-

tinuous operation as low as -13°F WB (-25°C WB). Rated cooling capacity is up to 100 percent at 115°F DB (46°C DB).

New hybrid cooling technology efficiently controls humidity, even in low-cooling loads, and maintains dehumidification effect after the target temperature is reached. Daikin ATMOSPHERA’s novel “CLEAN” operation dries the interior of the indoor unit to reduce the amount of condensation present, while a detachable drain pan allows for easy cleaning.

With the indoor unit’s built-in Wi-Fi, the system can be controlled via the internet with the Daikin Comfort Control App without the need for an additional adaptor. Daikin ATMOSPHERA’s Intelligent

Eye employs an infrared sensor to detect movement in the room. If the room is empty for 20 minutes, the set point is changed to start saving energy.

Installation is now more flexible with 50 percent longer piping lengths up to 49 feet, compared to other Daikin single zone systems.

Indoor units include a wireless infrared controller and are compatible with the full suite of optional s21-based single and multi-zone controls solutions, including the Daikin One+ smart thermostat.

Daikin ATMOSPHERA is currently available in Washington, Oregon, and Florida.

Daikin ATMOSPHERA single zone systems are backed by a 12-year parts limited warranty. Complete warranty details available from your local dealer/contractor or at www.daikincomfort.com. To receive the 12-Year Parts Limited Warranty, online registration must be completed within 60 days of installation. Online registration is not required in California or Québec.

For more about Daikin ATMOSPHERA and the low-GWP potential benefits of R-32, visit www.DaikinAtmosphere.com and www.R32Reasons.com.



SWACCA Update: Curbing Unlicensed & Unpermitted Work

The November meeting’s program brought an important topic to members of the Southwest Florida Air Conditioning Contractors Association (SWACCA): Curbing Unlicensed and Unpermitted Work. Dawn Mars, the new Regional Program Administrator, Department of Business and Professional Regulation (DBPR) and Timothy Cotts (Licensing Compliance Supervisor, City of Naples) shared their experiences and tactics to combat the underworld of the unlicensed/unpermitted. The information and resources provided were insightful observations reflecting a personal commitment to consumer protection and fulfilling the important responsibilities of their position.

Part of the program included an update from Board Member Rick Sims, who also serves as SWACCA’s liaison to the FRACCA Board, on the potential re-emergence of utilities interest in HVAC contracting in the local market.

An independent, affiliated chapter of the Florida Refrigeration Air Conditioning Contractors Association, member engagement and industry generosity supports SWACCA’s mission, which includes fostering and advancing the industry as a whole, protecting the interests of its members and promoting sound practices of the contractors in Charlotte, Lee, and Collier counties.

For information on SWACCA, go to their website at <http://sw-acca.org/> or contact the association’s Executive Director, Cheryl Harris, at charris@sw-acca.org or 727-209-0890.



Cheryl Harris and Michael Antonucci of SWACCA, Dawn Mars of DPBR, and Timothy Cotts of The City of Naples



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41st Annual Christmas Party Supporting the Hope Children's Home December 16, 2021

Ferguson hosted their 41st Annual Christmas Party supporting The Hope Childrens Home in Tampa. The festivities were held on December 16th from 11am-2pm at the Crossroads Commerce Blvd location in Tampa. Matt Hancock of Hancock's BBQ prepared a delicious BBQ lunch with all the favorite side dishes for all to enjoy. There were many great donated raffle prizes awarded to lucky winners with the help of the children of Hope Childrens Home!

What started as a small event 41 years ago at Gulf Refrigeration (which was aquired by Ferguson

in 2006), has grown into a large Customer Appreciation Party where over two hundred contractors, vendors, and friends now attend. Everyone came together and raised over \$22,020 for the Hope Childrens Home, which was a new record for the Ferguson team.

Jeremy Barnes, Florida General Manager and Territory Manager for Ferguson HVAC said, "This event really touches me, and we are pleased to continue this event year after year, even during difficult times. There is such a great need for everyone to help support this great cause. I would like to especially thank Susan

Cardinal for her contribution and leadership."

Founded in 1968, Hope Children's Home has rescued nearly 5,000 children between the ages of infant to 18 years of age. Most of these children have been discarded, abused, unwanted, or orphaned. Hope Children's Home receives no State or Federal funding and is entirely supported by churches, private individuals, clubs, and organizations. Their school program begins in the Nursery and continues through the 12th grade. Over 90% of the students who graduate from Hope Christian School will continue to college.



Children from the Hope Childrens Home coming together for a group photo at the Ferguson's Annual Christmas Party



Jimmy McCarty, Louis Lepore, Cadi Lynn Sumlin, and David Miville of The Metal Shop



Alan Lewis of Alan's Air Conditioning, Amy McPherson, Shannon Spicer, and Carl Hensel of Ferguson at the registration table



Amy McPherson, Susan Cardinal (speaking), and Jeremy Barnes of Ferguson thanked everyone for their support of Hope Childrens Home



Mark VanScoten of Heat Relief, Randy Zolik of Ferguson, Bob Williams of Leone Green, and Susan Emiliozzi of Ferguson



Several contractors, vendors, and friends attended the event, making it a big success for Hope Childrens Home!



Hancock's BBQ & Catering prepared a tasty BBQ lunch with all the side dishes



Ben Reich, Russ Letbetter, and Nick Dorsey of Ferguson with Ryan Czir of the McAllister Group



Ron and Celia McLaughlin (center) and their family of Ron McLaughlin and Associates faithfully attended the Ferguson Christmas party



Jeremy Barnes of Ferguson, Dan Moody of Target Sales, and Nick Dorsey of Ferguson



Isaac Foster of the Hope Childrens Home leads the children in singing Christmas Carols to everyone at Fergusons Christmas Party



Steve Huelsman of the McAllister Group, Cesar Davis of SimplyAIR, and Matt Dove of Fresh-Aire UV



Bob Cochell and his team from Gulf Coast Air Systems



Pat Lamantia of Cool Air, Nick Dorsey of Ferguson, Hays Bassett of Fujitsu, and Michael Sysak of Resideo



Jeff and Kelley Hunter of SimplyAIR with Ryan Charles of Target Sales (back)

Amid Labor Shortage, Harris Products Group Launches Tools To Help HVAC/R Businesses Streamline Operations

Mason, Ohio (Dec. 22, 2021) – As HVAC/R contractors and wholesalers navigate an ongoing labor shortage, Harris Products Group is offering solutions in 2022 to lighten their load. Contractors can now access a brazing and soldering app for easy selection of the right alloy and other on-the-job help. Harris is also expanding N.A.T.E.-certified training, helping more technicians improve their brazing skills so they can achieve the best results the first time and avoid a trip back to rework the job.

For wholesalers, Harris's new website and e-commerce platform will make ordering products and marketing materials easier. New merchandising displays will simplify sales and inventory, saving valuable time.

"We're responding to a need in the marketplace – a labor issue that's impacting both the wholesaler and contractor sides," said Greg Doria, who was named President of Harris Products Group in October. Harris is a long-time manufacturer of brazing alloys, torches, and regulators used in the HVAC/R industry. The company also serves the OEM market with fabricated tube products and the alloys and equipment used for HVAC/R coil systems.

Doria is a big proponent of expanding the company's digital footprint to make it even easier for customers to do business with Harris.

"We're creating a platform that allows our customers to quickly and efficiently get their questions answered or connect with our applications experts for indepth assistance," Doria said. "We want to continue to be a strong partner with our network of HVAC/R distributors and to be a constant source of reliable information for contractors. Our new digital tools will support those goals."

For the digital journey Harris is creating or upgrading numerous tools including:

- A brazing and soldering mobile app: <https://www.harrisproductsgroup.com/braze-solder-mobile/#features> The app helps techs quickly locate the right product for the job; it also includes how-to videos, safety information and brazing and soldering tips.

- "My Harris" e-commerce platform for easier ordering, pricing, and checking inventory for distributors and wholesalers

- Content Hub – spec sheets, videos, case studies, expert advice at your fingertips

- Improved mobile experience

- Adding options on the new website for Spanish, Italian, French and Polish

Harris is also offering brazing and welding safety posters -- free to HVAC contractors and wholesalers. Topics include easy-to-follow tips on how to install a regulator, and another on how to connect, light and adjust a torch. Other posters are planned for the near future.

Harris also offers its Brazing and Soldering Guide, which details proper brazing procedures and other technical information. In addition to this, Harris has developed the Brazing Wheel which is a handy tool for technicians to refer to for finding the right alloy for each brazing job.

Harris's expanded N.A.T.E.-certified brazing training for HVAC/R contractors includes in-person and online classes. Harris is also offering numerous classes on related topics for those looking to enhance their knowledge of various alloys or the basics of flow measurement.

"While our training helps new techs coming into the industry to develop new skills and knowledge, it also helps improve their confidence on the job, which is important when you think about employee retention," said Christen Foltz, Technical Sales Representative and leader of the training program at Harris. "We always encourage contractors to set aside the time to train their new employees. There's no cost for the training as long as the company goes through one of our wholesalers."







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U.S Motors And Rescue Brands To Receive Investments For HVAC Motors Production Increase



Tim Schamel

December 2021 - Nidec Global Appliance, a division of Nidec Corporation dedicated to providing solutions for residential and commercial appliance industries worldwide, has initiated a substantial production capacity expansion. The additional capacity will support variable speed motors under the U.S Motors and Rescue brands, focused on heating, ventilation and air conditioning (HVAC) systems. The investment of approximately US\$ 18 million will increase production capacity by 1.5 million units per year.

The capacity expansion supports 48 frame variable speed motors for HVAC systems. It includes the US Motors lines SelecTech, PerfectSpeed, EcoTech and EcoApex48, and the RESCUE line of replacement motors. These products drive the fans and blowers that move air throughout ventilation and temperature control systems.

Variable speed technology can regulate the motor velocity according to the HVAC system's demand, which makes it highly energy efficient. The energy savings that can be achieved by 1.5 million variable speed motors, compared to legacy motors, represent 600 GWh per year (according to energy consumption parameters in the Department Of Energy legislation). This amount of energy saving can avoid emissions equivalent to 470 thousand tons of CO2 per year (or 425 thousand metric tons), which would represent emissions from over 1 billion miles driven by an average passenger vehicle or 50 thousand homes' energy use for one year.

Energy efficiency regulations for HVAC systems, issued by the Department of Energy in the US, became more rigorous in 2019 and will increase again in 2023. "Variable speed motors are the best suited to meet the required efficiency. Fixed speed solutions won't be capable of complying with 2023 legislation", explains Tim Schamel, HVAC Business Unit President at Nidec Global Appliance.

"The product lines for the investment were strategically chosen because the variable speed technology is the most energy efficient and the motors within the 48 frame are the most popular for residential applications in the HVAC sector", he adds. The primary markets targeted for this production increase are residential and light commercial HVAC installations in North America. "The HVAC equipment market in the US has maintained steady 4 to 5% growth over the last 10 years", states Schamel.

Three Nidec Global Appliance manufacturing sites will receive the investment for this production expansion, all located in Monterrey, Mexico. The estimate is to generate 150 new job positions.

Variable speed motors also enable new possibilities. For the home owner's wellbeing, it is constant airflow offered by PerfectSpeed motor. For the system installer, it is Bluetooth® programming offered by RESCUE Select Pro. "This technology also contributes to product reliability and low noise, two attributes highly important to our customers", adds the executive.

The component which regulates the speed of these kinds of motors - also known as ECM (Electronically Commutated Motors) - is an electronic control device. Nidec Global Appliance produces its own controls in its facility in Qingdao, China. This factory is receiving other investments to increase production capacity.

National HVACR Education Conference

Surround yourself with the HVACR industry's leaders, trendsetters, and innovators as they come together to share ideas, and solutions to improve the quality of the training you offer. Join us March 21-23, 2022 at the South Point Hotel in Las Vegas, Nevada, for face-to-face, in-person training and exhibits, and then continue your training once you return home, on the HVACR Learning Network.

Don't miss this opportunity to learn directly from leading manufacturers, subject matter experts, and those on the front line of education.

Reasons to Attend

- Brilliant Content - Dozens of sessions to improve your training while gaining knowledge.
- Great Presenters - Get reliable information, directly from the source.
- Up to Date Content – Learn about new technologies, codes, and teaching strategies.
- Great Exhibitors - Meet with companies that can help keep your training relevant.
- Priceless Networking - Interact with other like-minded, forward-thinking instructors.
- Continuing Education – Earn continuing education hours for sessions you attend.

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.

Sensi™ Touch Smart Thermostat Wins AHRI 2021 Integrated Home Competition



December 13, 2021 – Emerson (NYSE: EMR) announced its Sensi Touch smart thermostat has been selected by Air Conditioning, Heating and Refrigeration Institute (AHRI) as a winner for the 2021 Integrated Home Competition.

With easy installation and high compatibility with most HVAC systems, the Sensi Touch helps contractors provide faster setup for customers, saving them time in the field.* The thermostat also offers further simplified

setup and use through a top-rated mobile app. And, with digital branding for contractors, their business is front and center for homeowners, helping build business and customer loyalty.

Each year, the Integrated Home Competition selects manufacturers who produce high-quality and innovative designs that contribute to the greater energy efficiency movement.

"We are proud that our Sensi Touch smart thermostat has been recognized as a 2021 Integrated Home Competition winner," says Brendan O'Toole, VP of Sensi Product Platform, Comfort Control for Emerson. We remain committed to our customers and are focused on creating an easy-to-use thermostat that delivers homeowners with exceptional energy savings."

Each thermostat offers customers information to help maintain HVAC equipment through smart alerts, service reminders and usage reports. The ENERGY STAR® certified Sensi Touch smart thermostat also helps homeowners save up to 23% of their HVAC energy usage** through features like geofencing, 7-day flexible scheduling, remote access and in-app system usage.

Registration Open - 2022 Annual SWACCA Sporting Clays Tournament

The Southwest Florida Air Conditioning Contractors Association (SWACCA) invites participants to their 2022 Sporting Clays Tournament. To be held on March 19, 2022 at the Sarasota Trap Skeet & Clays in Nokomis, the tournament is a valuable event to members, their customers and to SWACCA's ability to better the HVAC industry. A family friendly event for all skill levels, it is possible due to the generous support from the following early sponsors' commitments and generosity: Win Supply -- Tournament Sponsor, AIG – Lunch Sponsor, Conditioned Air – Pavilion Sponsor and Tropic Supply – a Yeti Sponsor. Secure your spot and register a team of employees and customers to enjoy a unique day of networking amidst friendly competition and comradery. Questions? Contact SWACCA at 727-209-0890, via email at info@sw-acca.org or download the flyer/registration at <http://sw-acca.org/>

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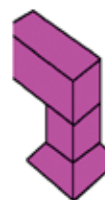
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TODAY'S A/C NEWS

January 2022
Volume 33 / Number 6
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580 / FAX 866-320-2773
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

POSTMASTER:
Send address changes to
Today's A/C & Refrigeration News
P0. Box 451821,
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher
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Today's A/C & Refrigeration News

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