

TODAY'S A/C

& REFRIGERATION NEWS

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The 2022 AHR EXPO at the Las Vegas Convention Center (see page B12-B13)



RGF 2022 Las Vegas Contractor Appreciation Party at the Bellagio (see page 9)



Women In HVACR Meet and Greet at "Off The Strip" in Las Vegas (see page B7)



Tropic Supply (Tim Talks) Samsung Multi-Positional Air Handler Teardown (see page 8)



2022 Installation of Officers & Wine Tasting at Coopers Hawk in Coconut Creek (see page B5)

NATE Partners With Interplay Learning To Launch New Online Training Platform



Jeff Schlichenmeyer
Publisher

ARLINGTON, VA. (PRWEB) JANUARY 31, North American Technician Excellence (NATE) is partnering exclusively with Interplay Learning to launch a new online training platform for HVACR technicians, NATE Training Academy.

NATE Training Academy is designed to provide technicians a way to train for NATE certification exams online at their own pace. The comprehensive online courses are all available on-demand and can be taken at any time. The interactive and immersive online courses powered by Interplay Learning's leading skilled trades training platform include "field-like" 3D and VR simulations, videos, and knowledge checks.

NATE Training Academy currently includes courses to prepare technicians for NATE's Certified HVAC Professional (CHP-5) certification exams. The CHP-5 is a NATE certification pathway where technicians can earn their NATE certification through a series of five 30-question exams, each on a different subject domain. NATE Training Academy's CHP-5 courses cover each exam subject area: HVAC Fundamentals, Electrical and Controls, Comfort and Airflow, Installation, and Service.

Courses on the first two CHP-5 exam subject areas, HVAC Fundamentals and Service, are currently available. Courses on the remaining CHP-5 exams will be released in the coming months, and all CHP-5

courses will be available by early June 2022.

NATE and Interplay Learning plan to continue adding courses to help technicians prepare for other certification exams. In the future, NATE Training Academy will introduce courses to prepare users for NATE's Low-GWP refrigerant certification.

NATE COO John Lanier explained the launch of the new online training platform is a part of an overall strategy change in the way NATE supports HVACR technicians. "In addition to certifying technicians and recognizing their excellence within the industry, we also want to help them get there, so we have shifted our model to create this training package for technicians."

"We're very excited for our partnership with Interplay Learning," said John Lanier. "Interplay is a recognized training provider that has registered its courses with NATE in the past. Many of our industry partners enjoy having their technicians and trainers use the training that Interplay creates, and we have received great feedback from technicians, contractors, and manufacturers that have used Interplay Learning's courses."

"The development of the new NATE Training Academy is a critical initiative that will actively address the shortage of skilled labor and help close the skills gap in the HVAC industry," said Doug Donovan, CEO of Interplay Learning. "Interplay's job-relevant virtual technical training directly aligns with NATE's goals and we're pleased to contribute to that effort. At Interplay, we work everyday to make better careers and better lives for our customers, and this partnership is directly in line with our mission."

LG Electronics Returns To AHR EXPO With Debut Of 2022 HVAC Portfolio

LAS VEGAS, Jan. 31, 2022 – Air conditioning technologies leader LG Electronics USA is showcasing its robust 2022 lineup of commercial, light commercial and residential HVAC solutions – including industry-leading Variable Refrigerant Flow (VRF) technology, the latest energy efficient heat pump options, indoor air quality solutions and flexible building automation and connectivity products at the 2022 AHR Expo® in Las Vegas.

One of the key highlights was the official debut of LG's Inverter Scroll Heat Pump Chiller (ISHPC). Bringing innovation to the air-cooled chiller category, the LG ISHPC utilizes inverter technology to provide hot and cold water for both comfort and process applications, delivering powerful performance without sacrificing quieter operation, flexibility or energy efficiency. By marrying key de-

sign attributes of VRF technology with chilled water production, LG is raising the bar for air-cooled chillers with a robust set of high-performance features, providing engineers with a flexible, cost-effective and properly sized solution for air-source heat pump heating and cooling. In tandem with the market's growing trend towards electrification, the high heating, low ambient performance of the new LG ISHPC is a viable engineering solution that meets hot water heating needs and supports a carbon reducing strategy.

"After many months, we're excited to join the industry in returning to AHR Expo – both in-person and virtually," said Steve Scarbrough, senior vice president, Air Conditioning Technologies, LG Electronics USA. "We're looking forward to sharing

LG's latest offerings and product innovations in air quality, electrification and smart connectivity as we exhibit our most innovative lineup of industry-leading tools for commercial and residential applications in 2022 and beyond."



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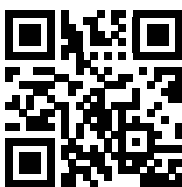
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I stole and adapted this idea. Eric Lofholm, the author of Continuous Sales Improvement (the recommended book this month – see below), talks about the fingernail method of sales. You don't see nails growing from day to day.

But they do because eventually you see the difference in your nails. His point is that sales improvement is the same way: A little effort every day, no more than 15 minutes, will grow your sales success.

Let's apply this to profits and continuous profits, i.e. profitability: Answer these 5 questions:

1. What if you looked at your bank accounts on-line every day? That takes less than 15 minutes. Within a few days or a few weeks you'll really know what is going on with cash flow in your business.

2. What if you generated 15 more billable minutes a day? What would that do to your profit at the end of the year?

3. What if you made one phone call a day to an inactive customer (one who has used your company's services in the past but not in the past 18 months)? You might reactivate that customer and generate revenues...or find out why that customer isn't using your company any more...and you can take action based on what you find?

4. What if you called all customers 30 days after the replacement sale and asked who that person has talked with about their new system? You'd get referrals and more sales...generally with a higher closing rate than people who don't know your company.

5. What if you could increase profit by \$100 a day? In a year that would be an additional \$26,000. What would you do with the extra profit? Using the fingernail method can increase your profits substantially in a year.

Next topic: Should Bribing Your Customers be Part of Your Marketing Plan?

Bribe is such a harsh word. Let's change the word to active and passive referrals.

Research has shown that the majority of customers who have a problem with their HVAC, plumbing, electrical, etc. systems first ask for referrals from family, friends, neighbors, co-workers, or someone they know.

Or they have seen your truck in a neighbor's driveway, heard an ad, got a marketing piece in the mail, etc. and go to your website. Most DON'T start with a Google search. Or, if they do, they are searching for something that looks familiar.

A new customer who gets recommendations from friends and calls your company on their recommendation is a passive referral. No one in your company solicited the referral. It came because of a great job you did for a customer and they referred without prompting. Obviously, these types of referrals prove that you did a great job and the customer was happy enough to mention your company when a friend asked.

Active referrals occur are when you ask customers to provide them. Many contractors are doing it through social media reviews: "If you liked our service, please give us a review on Google, Yelp, etc." Many software packages have been written to make it easy for a customer to click on a link and write a review.

Social media reviews are becoming more important every day. The more positive reviews you have, the better your company appears to people who are searching on line. However, if you have 1000 five-star reviews and no four or even a one-star review, then the reviews are suspect. No company is perfect. We are human. There is someone who was not happy!

However, most people, if they ask their friends, would prefer a personal recommendation. They may get that recommendation and then search on line for

the reviews to validate the recommendation. However, getting a positive, raving review from a friend makes them most comfortable calling your company.

Active referrals can be bribes. They are not necessarily bad. By paying for referrals, some customers become de facto sales people for your company by soliciting their friends so they can get paid for the referral. You let customers know that when a friend refers a new customer they get \$X.

Or, you put a statement on the bottom of your invoices that says, "We grow our company through referrals from family and friends. If we did a great job, please let them know. If we didn't, please let us know." That is asking for referrals.

Or, you put an article about a happy customer in your newsletter with a similar statement asking for referrals. This is also asking for referrals. Neither statement hints at payment for the referral.

Of course, you can send the referring customer a gift card, a thank you note, flowers, etc. You can also make a donation to a local charity in their name. That is paying for referrals without mentioning payment.

Referrals are the best way to grow your business. Passive ones are great. Active ones are necessary. Decide whether you will mention payment for those referrals when you ask for them. The choice is yours.

Here is a book that Could Help Your Business and You: Eric Lofholm, the author of Continuous Sales Improvement. This book is one of the best I have read with respect to the sales process being more than a one training event. Eric talks about how in as little as 15 minutes a day you can catapult your sales results. Here's the Amazon link to order: <https://amzn.to/3JPJbD3>

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ASHRAE Courses Coming to the HVACR Learning Network



The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) online courses will soon be available on the HVACR Learning Network (HLN). With more than 57,000 members worldwide in 132 countries, ASHRAE has been advancing human well-being through sustainable technologies since 1894. Its membership base is made up of building services engineers, architects, mechanical contractors, building owners, equipment manufacturers' employees, and others involved in the design, construction, installation, and maintenance of HVACR systems in buildings.

While elearning is not a new concept, it is to many of those who work in the HVACR industry. As a result of the pandemic, seemingly overnight, the HVACR industry adopted new learning models and strategies, which include digital content, simulation, gamification, augmented reality, virtual reality, video learning, and microlearning.

To make their digital content accessible to new markets, industry leading organizations, authors, and publishers have made their digital offerings available on the HVACR Learning Network (HLN). HLN is a singular source for HVACR professionals to access digital content, confident that they are getting reliable, up-to-date, and relevant material, directly from trusted sources. This warehouse of digital learning will soon host 100 PLUS courses from ASHRAE.

Whether one is seeking to learn the basics, continue their learning, earn continuing education units, or adopt industry standards, industry professionals find what they are looking for at hvac.learn.network. Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields

RGF Air Quality Specialist Training Offered In January



Certified Heating and Cooling, Inc are trained RGF Air Quality Specialists and ready to improve their customers' indoor air quality

Attention all HVAC Contractors - WE WANT YOU! Become an RGF Air Quality Specialist today! During the month of January Pro-Dev Reps team trained several Florida contractors on how they can improve their customers' indoor air quality with RGF's Total IAQ Solutions.

Pro-Dev reps Sean Wahl, Chris Novak, and Natalie Dee facilitated the trainings and tours of RGF's 10 acre environmentally friendly manufacturing, warehouse and office facility.

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.



Congratulations to the techs at Cousin's Air, Inc. for becoming certified RGF Air Quality Specialists

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

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. RGF Environmental is committed to the principle that "Clean Air is Life".

For more information on how your team can become IAQ specialists, contact your RGF rep or email Ashley Gibb at agibb@rgf.com.



KABRAN Air Conditioning & Heating, Inc. in Cocoa Beach, FL are RGF certified and committed to "Clean Air Is Life"



The hardworking techs at Sansone Air Conditioning are certified RGF Air Quality Specialists!

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Danfoss Seeking Nominations for its 13th Annual EnVisioneer of the Year Award Competition

Danfoss has announced it is now accepting entries for its thirteenth annual EnVisioneer of the Year award competition.

Launched in 2010, the competition recognizes North American original equipment manufacturers (OEMs), building owners, municipalities, contractors and end users that have introduced a new product, opened a new facility, or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

Interested participants may enter the competition by submitting a nomination by June 30, 2022. Applications will be reviewed and selected by a panel of third-party judges representing various disciplines.

Recent winners of the EnVisioneer of the Year program include Towson Courthouse (Baltimore, Md.); Sheridan College (Oakville, Ontario); Arctic Cool; Multistack and Escambia County School District (Pensacola, Fla.); Delfield; Smardt Chiller Group; and EMCOR Services Mesa Energy Systems (Irvine, Calif.).

For more about the EnVisioneer of the Year award competition, read about previous winners, or find information on how to submit a nomination, please visit <https://www.danfoss.com/en-us/about-danfoss/insights-for-tomorrow/envisioneer-of-the-year/>.

Danfoss engineers advanced technologies that enable us to build a better, smarter and more efficient tomorrow. In the world's growing cities, we ensure the supply of fresh food and optimal comfort in our homes and offices, while meeting the need for energy-efficient infrastructure, connected systems and integrated renewable energy. Our solutions are used in areas such as refrigeration, air conditioning, heating, motor control and mobile machinery. Our innovative engineering dates back to 1933 and today Danfoss holds market-leading positions, employing 28,000 and serving customers in more than 100 countries. We are privately held by the founding family. Read more about us at www.danfoss.com.

Chris Novak Joins Pro-Dev Rep's

Please welcome Chris Novak as Pro-Dev Rep's newest sales representative. Chris is responsible for covering the West Coast of Florida from Naples up to the Panhandle, and the Central Florida region as well.

Chris has over 15 years of sales and leadership experience which includes positions such as Territory Manager with Spectrum, Regional Sales Director at GNC, Director of Sales at Boost Mobile, District Manager at Sprint, and RadioShack.

He has succeeded in building strong relationships with team members, customers, and leaders that have consistently turned in positive results. Chris stated; "I have a firm belief in keeping processes simple and consistent that will help lead to overall growth and success in any field."

Originally from Miami, he is a true Miami fan when it comes to sports. Miami Hurricanes, Miami

Dolphins, Miami Heat, Miami Marlins, and Florida Panthers! Chris is a University of Central Florida fan and graduate, as he holds a Finance Degree from UCF.

He loves watching sports, and being with his family. Chris lives in East Orlando with his wife and 3 children. He enjoys spending time watching them learn and grow.

"I am excited to join the Pro-Dev team and help educate our customers on the benefits of the RGF products. These IAQ products truly make a difference, and understanding how the technology works, and the RGF team that is behind them, is what has me ready to make a positive impact out in

the field every day!" Chris said.

So please welcome Chris not only to Pro-Dev Reps, but the HVACR industry as a whole! He can be reached by phone at 321.795.3269 or by email at Chris.Novak@prodevreps.com



Chris Novak

Turborecover™ Recovery Machine



The YELLOW JACKET® TurboRecover™ has all the features you need for fast and effective refrigerant recovery. The powerful twin-cylinder, oil-less compressor and 1.25 hp Brushless DC (BLDC)

motor ensure fast recovery of every system. Lightweight design and included shoulder strap allow for easy transportation to any jobsite. The single control valve and status indicator LED make it the simplest recovery machine on the market!

Dual-gauge design allows for monitoring of the system and tank pressures simultaneously and integrated low-pressure switch automatically powers down the machine when the system reaches 10"

of vacuum. Integrated purge circuit clears residual refrigerant from the machine, preventing cross-contamination when changing from one refrigerant to another. The reusable mesh particulate filter is integrated into the suction port and can be easily cleaned or replaced. TurboRecover™ includes all of these great features to make your job easy.



The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer.

With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950.

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Tropic Supply Hosts Tim Talks Zoom Meeting - Samsung Multi-Positional Air Handler Teardown



Tim Murphy from Tropic Supply was the facilitator of the Samsung Multi-Positional Air Handler Overview and Teardown held on January 25th at 8 am.

Tim Murphy is a technical support specialist providing over-the-phone tech support, product training, and job site consultations. Tim believes in providing real-world solutions, quality training and friendly technical support, all with the goal of building long-term relationships with contractor customers. Prior to joining Tropic Supply, Tim spent 27 years in South Florida working for his family business, specializing in commercial refrigeration, light commercial, residential and mini



TIM TALKS

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

Tim gave an inside look at the MPAH units and gave a brief overview of all the products that are available at Tropic Supply to accessorise MPAH units. Another segment of the training covered installation options and disassembly of the multi-position air handler.

Each attendee had the option to participate in the four webinar quiz questions. The first person to correctly answer each question, won one of four FREE Samsung MAX-I screwdriver sets with a flashlight.

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



Tim Murphy from Tropic Supply talked about the products available for the Samsung multi-positional air handler



Tim revealed the installation options and the disassembly of the Samsung multi-positional air handler

Eric P. Bonde Joins Goodman Distribution As Area Sales Manager



Eric P. Bonde

Eric P. Bonde has joined the Goodman Distribution team as Area Sales Manager for the territory from Sarasota to Naples on the west coast and Fort Pierce through Homestead on the east coast.

Eric has 16 years experience in the HVAC industry. His previous position was GM of South Florida, with York FD / Johnson Controls. He also worked on the contracting side for Sansone Air Conditioning.

He graduated from FAU with double major in Finance and Business Management.

Eric stated: "He is excited to get back into a dedicated sales role helping our customers increase their sales and profitability."

He lives in Coral Springs, FL with his wife and daughter and can be reached at 954-478-6237 or email him at Eric.Bonde@goodmanmfg.com

Nu-Calgon Launches ULTRA Concentrate Coil Cleaners



St. Louis, MO – Nu-Calgon has launched a new ULTRA Concentrate line of coil cleaners. These quart-sized cleaners provide the quality and value of the classic formulas, while taking up less space on the shelf and contractors' trucks.

We are introducing Nu-Brite ULTRA Concen-

trate, Tri-Pow'r HD ULTRA Concentrate and Evap Pow'r ULTRA Concentrate as the newest additions to our coil cleaning lineup. The ULTRA Concentrate quart bottles can be shipped "Limited Quantity" via UPS/Fedex, which provides wholesalers with significant cost savings when shipping it to their customers. They are also easy to carry on rooftops, and they can be used in Nu-Calgon's Coil Gun and other sprayers.

One quart of Nu-Brite ULTRA Concentrate or

Tri-Pow'r ULTRA Concentrate can be diluted to make up to 8 gallons of effective cleaner, while Evap Pow'r ULTRA Concentrate can make up to 9 gallons.

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

THE NEW STANDARD IS HERE



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Designed with a powerful 1.25 hp brushless DC motor and twin-cylinder compressor, the **YELLOW JACKET® TurboRecover™ Recovery Machine** provides fast refrigerant recovery. It features a low-pressure switch for automatic shut-off when recovery is complete and a purge function to prevent cross contamination.

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- Lightweight design and shoulder strap ensures easy carrying and transport



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AHR 2022 Las Vegas Contractor Appreciation Party at the Bellagio

January 31st, 2022

On Monday evening, from 7-10pm, during the AHR EXPO in Las Vegas, RGF Environmental hosted a Contractor Appreciation Party at the Bellagio. A great time was had by all who attended the event. From the time you arrived, you were warmly welcomed by RGF staff. Plenty of delicious food and refreshments were appreciated after a long day at the AHR Expo. "Clean Air is Life" Breathing clean air protects

your health and improves almost every minute of every day. An air purification system from RGF uses the best technology to give you the best air – without using chemicals. Most people spend 90% of their time indoors. With indoor air up to 5 times more polluted than outside air, managing and improving the quality of our indoor air is critical. Bad air is bad for your health.

The American College of Allergists says that 50% of illnesses are caused or made worse by polluted indoor air. Pollutants can cause headaches, lung irritation, asthma, allergies, and fatigue, while microbes can cause illness and infectious diseases. RGF's REME-HALO technology reduces pollutants and microbes in the air and on surfaces throughout your entire indoor space.



Contractors near and far enjoyed delicious food, fun, and friends at the RGF Appreciation Party!



Lisa Schutz of RGF shared how their products fit every application, and are proven to reduce bacteria, mold spores, viruses and odors



Lisa Schutz of RGF with TPG Texas Representatives



Some RGF guests preferred the outdoors and took the party outside



On display were many RGF® products, utilizing best in-class air purification technologies like PHICELL®, Lucidium® UV-C lights and Microcon® HEPA filters



Thanks RGF for your awesome hospitality!



Chris Correa from Northway Marketers, Robin Broderick of RGF, Fletcher North from Northway Marketers, and Sean Wahl of Pro-Dev



The RGF Environmental Group AHR EXPO Las Vegas Team!



This was a great time to catch up with industry friends after such a long time of being apart



Florida Contractors John Brescia, Doug Lindstrom, Jeff Lindstrom, Fred Perfetto, Dave Sansone, and guests enjoying the RGF party!



Ashley Gibb and Robin Broderick of RGF displaying the HALO-LED and REME-HALO



Some contractors found a quiet place on the outdoor patio at the Bellagio



RGF Customers, Manufacturers Representatives, and employees found a great place to unwind after the first day of the AHR EXPO



RGF's REME-HALO technology reduces pollutants and microbes in the air and on surfaces throughout your entire indoor space



Guests and friends from Behler - Young Company having a great time!



HVAC School
For Techs by Techs

6 Horrible Work Habits Worth Breaking

By Bryan Orr



Bryan Orr

It's easy to notice horrible work habits- The people you work with have loads of them. Maybe THEY should read this article.

While I'm sure you never exhibit any of these, it may be worth reading in case someone asks you for advice or something...

Telling Stories About Yourself

Being "relatable" is all the rage these days. First person storytelling is getting more and more popular, and I'll be the first to admit that I enjoy listening to first person storytelling on podcasts like "The Moth" or "Homemade Stories".

The difference between us and them is they have spent hundreds or even thousands of hours perfecting the craft of first person storytelling and they know how to relate it so that as you listen you are thinking about what it would be like to be yourself in that situation. When I tell personal stories at work and try to relate everything to my own experiences I find I often miss the mark and leave people bored with eyes glazed over.

So it's OK to tell a personal story now and then, but make sure your communications are designed to communicate with or benefit the other person; not just filling some deep need we have to be heard. Better to ask your team for their stories rather than always sharing your own.

Gossip

There is almost nothing more destructive in the workplace than rampant gossip, and nobody less self aware than the malicious gossip who pretends that their gossip is actually designed to help keep "everyone in loop". Don't talk about people in a way that is not explicitly constructive or professional in nature.

This goes for everyone, but ESPECIALLY for leaders. Finding out that someone who is in author-

ity over you has been speaking ill of you is a soul crushing experience- break the gossip habit.

Overreacting

The world will not come to an end because the report didn't get done on time. Your workplace is not a "toxic environment" because Tim from accounting made a sarcastic remark. Your employees don't "always disrespect you" because you found that a few of them disregarded an email you sent (This one is actually something I said). Stay calm, everything will usually be OK... Unless you keep overreacting and then everyone will probably quit.

Using I Before We, When Discussing Vision

"I think we need to expand into the Pacific rim..." This is called the "Royal We" and when you do it your team hears "We are gonna do all the work and I am gonna get all the credit for the plan".

Instead, make it a we/you form the very beginning. "You had the great idea of expanding to the Pacific rim, so we are going to pull together and rise to the occasion." Much better.

Saying We Instead of You When Giving Credit

"We did a great job executing the Peterson project" instead of "Bob and his team led the Peterson project and executed it flawlessly". Adding ourselves as leaders to the "we" circle of congratulations can be so natural that we don't even notice it. When recognizing an accomplishment be specific to the individual whenever possible.

Saying Us or We Instead of I When Taking Blame

A good leader reflects wins onto their team and absorbs blame. To my own shame I find myself blaming the people who work with me instead of taking responsibility for a mistake in front of a customer. There is something so primal about defending myself from blame that it takes real effort to remember to absorb it.

There are innumerable other bad habits that are worth breaking, so pick an easy one to start with. Break the habit of forgetting to read articles about breaking bad habits... See! You are already on the right track.

Bayne Davis joins Shupe, Carboni & Associates for North Florida Territory



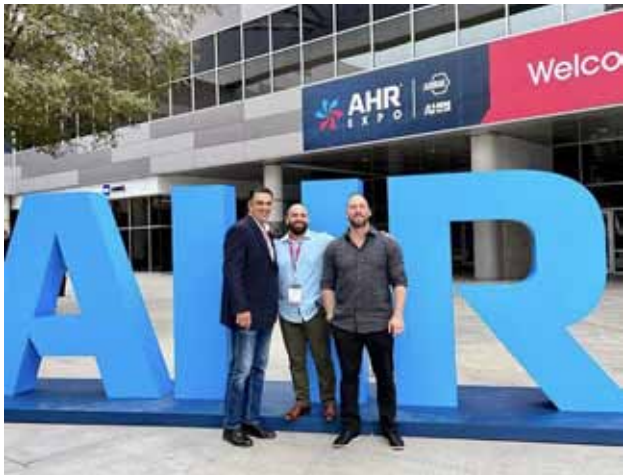
Bayne Davis

Bayne Davis joined Shupe Carboni and Associates in mid 2021 as Sales Manager for North Florida.

With over 20 years in the HVAC industry, he has a proven track record in product launch, sales support, and innovative marketing campaigns. Highly experienced in executing sales strategies, he has a deep understanding of HVAC products and evolving technologies.

Bayne is well versed in product demonstrations and technical training, having managed both ductless and traditional equipment lines of business for a national HVAC distributor.

Shupe Carboni & Associates prioritizes working with the HVAC industry's top manufacturers, and they represent more than 17 HVAC manufacturers across the Southeast. You can reach Bayne by phone at 904-510-1277 or email bdavis@shupecarboni.com



Neil Arteaga and Yonathan Gonzalez Hernandez, of Refricenter with Alex Batista of AAA A/C Quality Services at the AHR EXPO in Las Vegas

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As the 2022 AHR Expo kicked off in Vegas, the leading manufacturers from all over the world unveiled their new products and innovations, many of which have never been seen before. Thousands of HVACR professionals descended upon the Las Vegas Convention Center on January 31st to February 2nd for the 2022 AHR Expo, which is held concurrently with ASHRAE's Winter Conference.

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 provided a unique forum where manufacturers of all sizes and specialties, whether a major industry 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.

In every education session, council talk, podcast broadcast, exhibitor event and long walk across the show floor, one thing was abundantly clear — this is the event for HVACR!

The 2022 AHR Expo Education Program line-up featured nearly 200 free seminars, new product and technology presentations, professional certifications, and continuing education courses. After a forced hiatus in 2021, the Education Program served as an important opportunity for attendees to catch up on what's happening around the industry.



Matt Foster, Angel Coleman, Eugene Silberstein, Dave Foster, Howard Weiss, Jeffery Bottiger, Earl Miller, and Samer Oleik of Uniweld Products



RGF Environmental Group was in full force at the AHR EXPO in Las Vegas



Wendy, Oscar and Preston of JB Industries, Inc.



Marcia Christiansen of PECO Control Systems



Chemours giving a presentation on the future of refrigerants



The Robertshaw Team displaying their electronic controls, switches and valves



The DiversiTech Team was displaying several new products at the show!



Michelle, Gerald, Tyler, Bill, Ashley, and Javier of Sauermann



NAVAC was well staffed to demonstrate their new products that were on display at the AHR EXPO



The Women in HVACR had a great following at the AHR EXPO



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Michael Schwieger and Kellie Quinn of Arkema Inc.



Veto Pro Pac Tool Bags That Work



Frank Tipton, Stephen Angle, Scott Russell, Bill Fowler, Andy Taylor, and Anik Dip of Ultravation Inc.



Benito Flores-Meath,
of Elite Software



Field Controls displaying
their new air purifiers



Tommy Scheurer, Mark Coleman, David Mitchell,
Michael Marty, and Austin Kvapil
of Mitchell Enterprises



Matt Elledge and Ben Pasquinilli
of Nu-Calgon



Geoff Goss and Donovan Simpson
of Pro1 Thermostats



The Rheem Team!



Greg, Neil, Gary, Tom, and Matt
of Yellow Jacket



Arzel Zoning revealing a new
branding and booth!



John Johannes, Evie Sibert, Ross Miglio,
and Steve Piccolo of Addison Products



Louis Duncan of
Cover Guard - AC Guard



Michael Leprohon and Tony Nosis
of Sealed Unit Parts Co - Supco



The Friedrich Air Conditioning Team
resources for Residential and Commercial
Room Air Conditioning



Chris Grimm, Gary Francis, and
Tony Lambert of Mitsubishi Electric
Trane HVAC US



Gus, Danny, Carlin, Evie, Erica
Mark, Ross, Doug and Peter of Addison



David Kay and Mark Labitad
of Aspen Manufacturing



Victoria Garcia Massimo, Borja Fernandez,
and Edward Jimenez of AirZone



Matthew Cowley and Brian Green
of Spectronics Corporation



Rodnei Perez and Lucas De Marchi
of Full Guage Controls



Message from FRACCA President Rick Sims



I love it when I attend the FRACCA Education Conference and am treated to something unique and special. Such is the case for our upcoming FRACCA 2022 E-Conf. Brian Orr and father will tackle the topic of ethics in HVAC. If anyone can deliver on this sensitive topic it's Brian.

FRACCA members will be the first audience to witness this father-son duo. Although Brian Orr has a vast library of HVAC educational content across all media formats, this will be the first time Brian has ever teamed up with his dad on any stage. They come to us with a sincere message about ethics in HVAC and will challenge all to recognize and confront the issue. I have never met Brian's dad, but I am looking forward to meeting him and welcome the message he and his son bring to us.

Brian Orr will also team up with Jim Bergman to share a new higher standard for evacuation of refrigeration systems. Most technicians do not achieve the level of evacuation possible and are taking longer than needed, running up costs while just waiting on their vacuum pumps. There is a better way. Brian and Jim will show us how to reduce time and costs while achieving lower micron levels. It's a winwin;

you save time and money, and the customer gets a better product. All the best practices that Brian and Jim will outline will work for the least experienced apprentice or the veteran technician. The results are immediate. Every company in Florida can improve their bottom line while delivering a superior result for customers by implementing these simple procedures when using their vacuum pumps. You will likely come away realizing that you're not doing things quite as good as you thought and will want to make changes accordingly. Or you could just keep on doing things the way you always have, wasting time and money and delivering a compromised product. The best practices (and results) that Brian and Jim will show us are not complicated or difficult to understand. Your technicians will say wow when they see the result; you will see immediate improvement in work efficiency, profit, and reduced warranty issues.

Come and meet Brian Orr (and dad) at the FRACCA 2022 E-Conf on March 17th and 18th at the Florida Hotel and Conference center in Orlando Florida. Check out the topics and speakers we have this year. For those who are Florida CILB license

holders, you can earn all of your required continuing education credits during this two-day event. The compulsory credits for Advanced Code CEUs, Workplace Safety, Rules and Laws are all covered at this event so even if you haven't earned any CEUs to date, you can get them all at once at this event.

For those who need even more; FRACCA is hosting Ruth King at the conference on March 16th for a full day of profitability training. Ruth King is a crowd favorite. She cuts right through to the things that matter for success. Ruth will challenge attendees to examine and improve their own profitability and equip owners and managers with the tools for success. This full day program takes place the day before the FRACCA E-Conf begins. Make sure to reserve your spot if you plan to attend Ruth's profitability training; this event is not included in your FRACCA E-Conf general registration so make sure you specify that you are attending the Ruth King program.

I look forward to seeing you again and sharing some quality HVAC education with you at the FRACCA 2022 E-Conference March 17th and 18th; see you there.

Vaccine Mandate Withdrawn by OSHA Following Supreme Court Action

OSHA withdrew the Emergency Temporary Standard (ETS) requiring employers with more than 100 employees from requiring workers to either become vaccinated or submit to weekly testing. OSHA is taking this action after the Supreme Court suspended the ETS from being implemented. This means OSHA has no enforceable mechanism to require employers to keep records of employee

vaccinations or implement vaccination or testing practices.

While OSHA withdrew the ETS as an enforceable standard, it did leave the contents of the ETS in place as a proposed rule with a notice and comment period. As a proposed rule the requirements of the ETS could come back as a regulation in the future. Using a withdrawn ETS as a proposed rule is far

from the regular method of proposing a regulation and could hinder the agency's attempt at finalizing the regulation in the future.

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



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Emerson Launches New Copeland™ Two-Stage Scroll Compressor for Residential and Light Commercial HVAC Applications



Sidney, January 19, 2022 – Emerson (NYSE: EMR) has launched a new Copeland™ ZPSK7 two-stage scroll compressor line-up for residential and light commercial HVAC applications. The new compressor platform will help OEMs achieve additional efficiencies, in turn helping them meet new 2023 Department

of Energy (DOE) regulations.

Emerson's next-generation, Copeland™ two-stage scroll compressors are available in 1.5-5-ton single phase models, with three-phase compressors following in 2022. These compressors are regulation-ready and will offer low-GWP compatibility while being optimized for the R410A refrigerant.

"Meeting upcoming 2023 regulations, including higher efficiency levels, presents a challenge for our customers," said Brandy Powell, vice president and general manager for Residential Air Conditioning, Emerson. "This innovative compressor lineup has been engineered for industry-leading efficiency while delivering Copeland's 100-year legacy of inventiveness and reliability, to help customers overcome regulatory challenges."

The Copeland ZPSK7 two-stage scroll compressor platform is ideally suited for customers and end-users to apply across a wide array of residential and light commercial HVAC applications including heat pumps, split air conditioning, packaged systems, rooftops and geothermal systems.

Emerson's next-generation two-stage (ZPSK7) scroll compressors offer:

- Improved efficiency to help OEMs to effectively meet 2023 regulations
- Affordable comfort: At part-load capacity, systems with Copeland two-stage scroll compressors run for the necessary duration to reduce humidity and allow precise temperature control by modulating capacity.

- Platform for the next generation of A2L refrigerant compressors

"Copeland compressors undergo rigorous testing throughout product development, backed by a century-long history of extreme reliability, to provide HVAC contractors confidence that they are installing high-quality products," said Martin Leslie, vice president, for Residential Marketing, Emerson. "We are excited about the potential energy savings to the end-user along with reducing our carbon footprint through solutions focused on sustainability."

With over 200 million scroll compressor installations, Copeland compressors offer proven performance. Our team's deep technical expertise along with extensive research of R410A and low-GWP refrigerants makes Emerson and its Copeland brand

the go-to partner for manufacturers in redesigning their systems to meet efficiency and refrigerant regulations.

Emerson (NYSE: EMR), headquartered in St. Louis, Missouri (USA), is a global technology and engineering company providing innovative solutions for customers in industrial, commercial, and residential markets. Our Automation Solutions business helps process, hybrid and discrete manufacturers maximize production, protect personnel and the environment while optimizing their energy and operating costs. Our Commercial & Residential Solutions business helps ensure human comfort and health, protect food quality and safety, advance energy efficiency and create sustainable infrastructure. For more information visit Emerson.com.

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ASHRAE Miami Chapter Technical Meeting at the Tipping Animals Brewery in Miami

The ASHRAE Miami Chapter Technical Meeting was held on Wednesday Jan 12th, 2021 at 7:00 pm. at the Tipping Animals Brewery in Miami. The topic for the meeting was FPL's Thermal Energy Storage Rebate Program by Richard Brooks - Principal Engineer for Florida Power & Light. The meeting included a brewery tour, followed by brewery samples, food, and the meeting presentation. The presentation provided 2 PDH Points towards their PE.



Samsung and Honeywell Collaborate to Provide Advanced Control Solutions

Jan. 31, 2022 (LAS VEGAS) -- Samsung HVAC America announced today at the 2022 AHR Expo that it is working with Honeywell to provide advanced control solutions. The control solutions are expected to launch later this year and will be powered by the Niagara Framework® with an emphasis on design, advanced monitoring points and service capabilities, including a Niagara driver to communicate directly to Samsung heating and cooling equipment using the Honeywell CIPer Model 50 controller.

Notable features include the ability to wire direct to Samsung equipment without additional adapters and control and monitoring using PC, Mac, Android, or iOS in both standard and mobile web browser configurations. The CIPer Model 50 controller also allows for direct control of other non-Samsung devices on a project using direct communication (BACnet, Modbus, etc.), digital inputs/outputs, and analog inputs/outputs, and integral AI/AO/DI/DO ports. Additional analog and digital inputs and outputs can be added with expansion hardware. Optional touchscreen HMIs and expansion modules are also available. With variable refrigerant flow (VRF) sales grow-

ing dramatically year over year, especially small- to mid-sized projects, building control needs will continue to evolve. Samsung's new advanced control solutions provides full building integration for projects where it was not considered in the past, adding value for building owners and maintenance companies, and improving the overall occupant experience. With the reliability and innovation of Samsung HVAC products and industry leading control capabilities of Honeywell and Niagara, Samsung will continue to innovate, influence and grow in the North American HVAC market. Learn more about Samsung HVAC America at www.samsunghvac.com.

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FSA1BE4M1SN48KP / 9

FSA1BE4M1SN60KP / 1

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FSH1BE4M1SP30KP / 2

FSH1BE4M1SP36KP / 3

FSH1BE4M1SP42KP / 4

FSH1BE4M1SP48KP / 3

FSH1BE4M1SP60KP / 0

AC CONDENSER 1 year QP / QTY

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ESA1BE4M1SN48K / 0

ESA1BE4M2SN60K / 1

AC CONDENSER 1 year QP-16seer / QTY

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ESA1BF4M1SN48K / 1

ESA1BF4M2SN60K / 1

AIR HANDLER / QTY

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B6BMMX30K-A / 6

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Performance Pointers

by David Richardson



Diagnose Heat Pump Comfort Complaints with System Temperatures

It can be a challenge for some heat pumps to maintain comfortable conditions during the coldest winter days. So, why would a properly sized and charged heat pump system struggle to condition a home in the bitter cold?

While there are many factors, you can easily discover one answer by measuring duct system temperatures. Let's look at how a return grille and supply register temperature measurement can uncover installation issues affecting heat pump system performance and your customer's comfort.

Equipment and System Assumptions

A common assumption made in our industry is that heat pump heating output and system heating output are the same. This is rarely the case in real-world conditions. Heat pumps are tested and rated in a perfect laboratory environment. However, once you install them in a customer's home, every variable used to rate them changes.

One major component to look at in any installation is the duct system. It determines system performance more than the heat pump. If you're too focused on the equipment, you may overlook a potential reason the system can't maintain comfortable conditions. Don't fall into the mindset of believing the equipment is the system.

Measure Air Handler Temperature Rise

Before you can test, you need a good digital thermometer that reacts to temperature changes quickly and measures to a tenth of a degree. As with any test instrument, you get what you pay for, so choose wisely.

To measure air handler temperature rise, turn the thermostat to heating mode and let the equipment run for 10 to 15 minutes. If the air handler has electric heat strips, make sure they are off. Failure to turn the heat strips off can lead to deceptively high temperature readings and hide heat pump issues.

Next, measure return and supply temperatures at the air handling equipment. Record the temperatures and then subtract the return air temperature from the supply air temperature to determine the air handler temperature rise (Δt).

It's important to note that temperature rise on an air handler paired with a heat pump depends on fan airflow and outdoor ambient temperature. Both will influence the supply air temperature from the air handling equipment. As fan airflow decreases, the temperature rise will increase. As outdoor ambient temperature decreases, the temperature rise will also decrease.

Most manufacturers have tables in their installation manuals or specifications that list the appropriate Δt based on airflow and outdoor ambient temperature. Make sure it is within range and record your readings.

Measure System Temperatures

Next, measure system temperature rise. An easy way to do this is to measure and record air temperatures from the supply register and return grille farthest away from the air handling equipment.

Be sure you don't take too long between measurements; your readings could be off substantially. Once you measure the farthest supply register and return grille temperature, subtract them to determine the system's temperature rise.

If your duct system has great insulation and minimal leakage, the temperature rise of the equipment and duct system should be close. There will be some differences, but duct system temperature loss shouldn't exceed more than a 10% of the air handling equipment's temperature change. Here's an example of how to determine this.

Example: You measure a three-ton heat pump operating in heating mode at a 30°F outside air temperature. You also measure temperatures at the air handler and find your supply air temperature is 88°F and return air temperature is 70°F. This equals an 18° temperature rise ($88 - 70 = 18$) across the air handling equipment.

Next, measure temperature at the farthest supply register and return grille.

The supply register temperature reading is at 79°F and return grille temperature is 70°F. This equals a 9° system temperature rise ($79 - 70 = 9$).

To determine the percentage of duct system temperature loss, divide the 9° system temperature rise by the 18° air handler temperature rise ($9 \div 18 = .5$). After

you move the decimal point two places to the right, you have a duct system temperature loss of 50%!

How would you address this problem if you measured similar readings on one of your installations?

Look Beyond the Box

This test will surprise you when you see how much temperature is lost through the duct system. It also presents you with a new opportunity that most of your competition will walk past while trying to sell larger equipment.

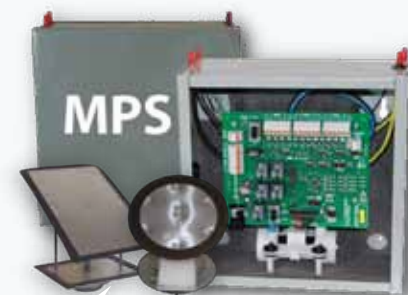
The most applicable repairs for duct temperature loss are additional duct insulation and duct sealing, especially on the return duct system. Be careful as you choose from various insulation options available. Some insulation types offer high promises but fail in extreme conditions. The temperature test we just reviewed can also help verify insulation effectiveness once repairs are complete.

If you consider adding duct insulation, first be sure the duct system delivers proper airflow at an acceptable total external static pressure. Insulating a leaky or undersized duct system is a waste of money and effort. You may find the system needs additional repairs to work as intended.

You can see for yourself when you test and uncover duct temperature loss. This simple test can help your customers understand why their problems probably have more to do with their duct system than their heat pump.

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



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

¹ Requires working internet and Wi-Fi

² Email sign-up required to receive monthly report

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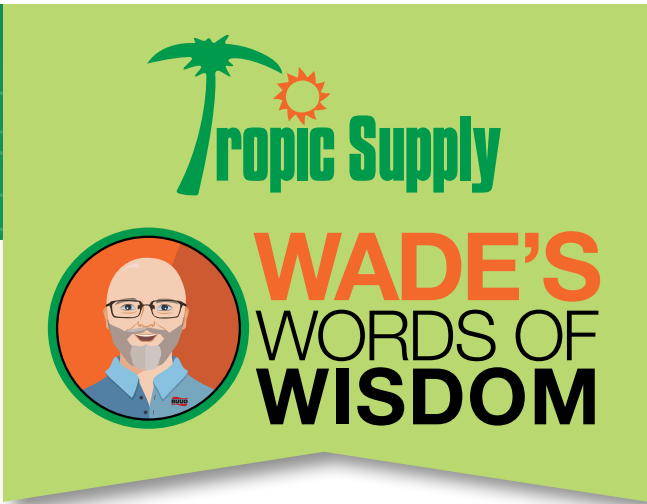
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Tips, Tricks, Theories, and Thoughts that will Improve Your Ruud Installation and Troubleshooting Game

Thursday, February 10

8:00 am - 9:00 am
Zoom Webinar

Refrigerant Circuit

Join Wade Hadaway from Ruud for an informative webinar about the refrigerant circuit. This webinar will feature:

- Key Components
- Refrigerant States
- Superheat
- Subcool

Thursday, February 17

8:00 am - 9:00 am
Zoom Webinar

Airflow & Static Pressure

Join Wade Hadaway from Ruud for an informative webinar explaining how to measure airflow and static pressure. Topics include:

- Measuring static pressure
- Proper blower set-up
- System reliability and capacity



Teacher Bio:
Wade Hadaway

District Technical Representative, Ruud
Wade is the Ruud Senior Ruud Senior 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 and the DTR of the year for 2020. He holds a Georgia Conditioned Air License as well as numerous industry certifications.

Thursday, February 24

8:00 am - 9:00 am
Zoom Webinar

Diagnosing Compressors

Join Wade Hadaway from Ruud for an informative webinar on diagnosing compressors. Topics include:

- Tips to better diagnose failed compressors
- How to identify causes of compressor failure
- How to evaluate the entire system for possible installation/application errors
- Causes of compressor failures including slugging, liquid flood back, locked rotator, open winding, etc.

Thursday, March 3

8:00 am - 9:00 am
Zoom Webinar

Electricity & Wiring

Join Wade Hadaway from Ruud for an informative webinar covering the following topics:

- Electrical Theory
- Schematics & Diagrams
- Basic Electrical Troubleshooting

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PERKS & REGISTRATION INFORMATION

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2022 Women in HVACR President, Colleen Keyworth

Each year, Women in HVACR, a non-profit organization that empowers women in the HVACR industry, has the privilege of announcing a new president. Colleen Keyworth, who has served on the Board of Directors since 2015, was recently voted in as the new 2022 president. She has been volunteering her time and expertise to this wonderful organization for 7 years and has had a huge impact on the growth of its members, conferences, and scholarships.

Colleen has contributed to the success of growing the organization from 100 to over 650 members! She has played a key role in marketing, event planning, maintaining a web presence, and establishing a membership platform so people can easily stay connected and active in receiving networking, education, and mentoring.

When not leading her team of 12 other board members, Colleen is the Director of Sales and Marketing for Online-Access, an HVAC web marketing company located in Michigan. Growing up and working in her family's HVAC and plumbing business, she has a clear understanding of contracting as well as the realities that contractors face in owning and operating a profitable business. She regularly teaches and trains contractors around the country about how to use the web to gener-

ate business.

Colleen is a mover and a shaker in the HVACR industry and has received several awards and recognitions. She was recognized in ACHR News's 'Top 40 under 40' in the HVACR Industry and more recently was awarded Service Nation's "Woman of the Year" award for 2020. She also serves on the board of the Southeast Michigan Air Conditioning Contractors Association. She has a dynamic personality and always goes out of her way to make everyone feel included and welcomed at events and meetings. She loves to attend all the industry events and meet new people. She clearly embodies the phrase "work until you no longer have to introduce yourself." Everywhere you go, somebody knows Colleen.



Colleen Keyworth

Without a doubt, Colleen Keyworth is going to have an amazing year as President of Women in HVACR. She plans to focus on en-

hancing the scholarship program, have an awesome annual conference in Phoenix, AZ, host regional networking events, and so much more!

Colleen lives in Port Huron, Michigan with her HVAC technician husband Robert and their two Heelers, Mia and Tucker. She loves to travel, enjoy the outdoors, give gifts, and make friends. If you haven't met her, it won't be long until you do.

HARDI Finalizes Agreement with SPARXiQ

COLUMBUS, Ohio, February 1, 2022 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is pleased to announce a partnership agreement with SPARXiQ making them an endorsed HARDI partner for point-of-sale data collection and business analytics services. In partnering with SPARXiQ, HARDI will enhance its ability to service the analytics and market intelligence needs of its members.

The partnership helps HARDI continue to develop robust market analysis tools that can be utilized by members to support their business decisions. Through this agreement, HARDI also aims to grow participation in its benchmarking programs which will improve report accuracy on industry trends and forecasts. SPARXiQ will be able to work with organizations interested in improving their internal performance through various business intelligence tools that they offer.

"The foresight of our Market Intelligence team and SPARXiQ to start exploring this partnership months ago is tremendous," said Talbot Gee, HARDI CEO. "We know our members need better data but reporting it can be a challenge and we know our industry needs better channel visibility that helps manufacturers but doesn't threaten distributors' relationships with their customers and SPARXiQ's technology positions HARDI to solve both problems for our members."

"SPARXiQ has been fortunate to work with many HARDI distributors and manufacturers over the last three decades to leverage analytics and increase profitability across pricing, sales, purchasing, operations and expense management. Recently, we have expanded our analytical solutions to provide channel point-of-sale (POS) data exchanges for industry associations to augment their existing benchmarking programs. We live in a data-driven world and are proud to partner with HARDI to accelerate adoption." – David Bauders, SPARXiQ CEO

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

National HVACR Education Conference in Las Vegas

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.



It was so exciting to see this year's Fastest Hands in HVAC/R competition! The competition took place at the DiversiTech booth N7917 (AHR Expo in Vegas), starting January 31st - February 1st. It was a hard fought battle over the past two days - 118 competitors stepped into the ring, and one champion was declared the 2022 Fastest Hands In HVAC/R Champion.

Congratulations to Yechiel Septon from Prime Air for winning this year's title! As the grand prize winner, Yechiel will receive \$1000 worth of hilmor tools! Also, congrats to Clay Mischel from Hansen Heating and Cooling, Damon McCoy from Mechanical Solutions, and Rocky Miller also from Mechanical Solutions, for filling out the top four!



RHEEM® Announces 15Th Anniversary In NASCAR® Racing Sponsorship

ATLANTA – JANUARY 5, 2022 – Rheem will mark its fifteenth consecutive year of sponsorship in NASCAR® racing in 2022 with hospitality events to recognize and reward contractor and plumbing customers for their business and loyalty. Rheem began its hospitality program at the 2007 Daytona 500 where guests were thrilled with a trip to Victory Lane. During the 2021 season, Rheem Racing had its first win as a primary Cup sponsor, again at Daytona, when driver Christopher Bell was first to cross the finish line at the Daytona road course.

Over the years, Rheem Racing has partnered with Champions and Hall of Fame drivers, teams, and team owners in every NASCAR national series, including Joe Gibbs, Kyle Busch, Kevin Harvick, Richard Childress, Austin Dillon, Christopher Bell, James Buescher, Ron Hornaday and many other outstanding partners. During the last 15 years, Rheem has provided an un-

paralleled NASCAR hospitality experience to nearly 40,000 guests from every Rheem business unit at nearly every NASCAR-sanctioned racetrack in the U.S., Canada, and Mexico.

"NASCAR racing has provided us with a unique opportunity to connect on a more personal level with our customers and business partners," said Rheem President and CEO Chris Peel. "With the extraordinary level of entertainment and fan-engagement value NASCAR provides, it continues to be an important element of our brand development strategy."

During its 15-year racing history, Rheem-sponsored cars have won 17 races in Cup, Xfinity and Truck series, with two being in Cup Series. Founded in 1925, Rheem® innovates new ways to deliver precise temperatures while saving energy, water and supporting a more sustainable future. Rheem is America's #1 water-heating brand with products available in more than 80 countries



Tropic Supply Hosts Tod Talk measureQuick Training & Review



On Tuesday, January 18th, at 8:00 am, Tod Sutherland facilitated a Tod Talk virtual event giving an overview of the measureQuick wireless tool platform..

He covered the following topics; Features and Benefits of the App, How and Where to Download the App, and How to Get Technicians Hands-on Training.

Tod has 36 years of experience in the HVACR industry. He began his career in 1986 as a Counter Sales representative. At the age of 22, he became one of the youngest Territory Managers in the business. His passion for the industry led him to become an expert in product installation, service, tech support, and the



TOD TALKS

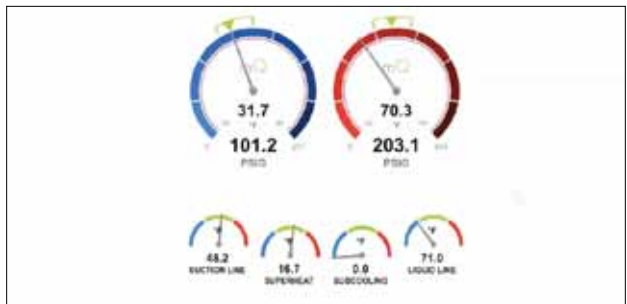
use of proper tools and instruments. Tod has since become Tropic Supply's resident expert on selling HVAC at the kitchen table. He has played an instrumental role in helping contractors increase their average ticket sales and sell incremental jobs leveraging a combination of good, better, best selling, consumer financing, upselling, cross-selling, and strategic job pricing.

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

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



Tod Sutherland discussed how measureQuick works in diagnosing charge and airflow problems leading to equipment repair and replacement



Tod revealed how measureQuick, a multi-brand wireless tool platform, can stream data, and run diagnostics

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 666,067 units in November 2021, up 12.1 percent from 593,998 units shipped in November 2020. U.S. shipments of air conditioners increased 11.0 percent, to 383,954 units, up from 346,023 units shipped in November 2020. U.S. shipments of air-source heat pumps increased 13.8 percent, to 282,113 units, up from 247,975 units shipped in November 2020. Year-to-date combined shipments

of central air conditioners and air-source heat pumps increased 9.2 percent, to 9,569,242 units, up from 8,764,619 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.1 percent, to 5,930,089 units, up from 5,588,393 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 14.6 percent, to 3,639,153, up from 3,176,226 units shipped during the same period in 2020.

HARDI Distributors Report 24.5% Percent Revenue Increase in December

COLUMBUS, Ohio, February 1, 2022 – HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 24.5% percent during December 2021. The average annual sales growth for the 12 months through December 2021 is 23.6% percent.

“The sales growth this year has been amazing, and this month was consistent with that performance,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The 24.5% sales growth this month was despite having one less billing day and while being compared to a very strong prior year. It has been quite a year.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 44 days at the end of December 2021. “The monthly DSO this month was comparable to last year at this time,” said Loftus. “The pre-pandemic norm for December was closer to 48 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 14.7% through December 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 (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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2022 Installation of Officers & Wine Tasting at Coopers Hawk in Coconut Creek January 12th 2022

The SFACA Members Meeting was held on January 12th at 6 p.m. at Coopers Hawk, Coconut Creek. SFACA celebrated the new year with a Wine Tasting and the Installation of Board of Directors & Officers for 2022. This was their annual "state of the association" meeting where they update members on accomplishments achieved the year before, and discuss what goals and objectives they are striving for in 2022.



Jim Schaefer of York, Bob Volin of Air Design Concepts, Howard Pearl and Brad Higgins of Pride Air Conditioning, Tiffany Bausch of Enterprise

Members input helps guide the future planning of the association. Members asked for a wine tasting event as well as more opportunities to earn CEU's. SFACA is planning an additional Job Fair in the spring.

Jim Schaefer, of York, concluded his term and service for his term as Director on the Board. He was recognized with a certificate and commemorative award.



Everyone enjoyed the food and wine along with great conversation about future planning of the association

SFACA next meeting is February 9th and will include a presentation by Rich Shavell, CPA of Shavell and Company in Boca Raton. Rich will provide his annual Tax Update for Contractors as well as review the Employment Credit Retention program. The meeting is at Tropical Acres Steakhouse, 2500 Griffin Road, in Fort Lauderdale. Networking starts at 6pm. Dinner and program is scheduled 7pm - 8:30pm.



Fernando Alonzo and Angelica Alonzo of Master Cooling Contractors with Carolina Paradiaga and Frank Pulcini of Insurance Office of America



Kelly Dexter, SFACA president, installs the Board of Directors and Officers for 2022



Chad Aitkin of Greentree Air Conditioning, Andres Ponce and David Waugh of Target Sales, Lyle Hoffman of Insurance of America



Howard Pearl of Pride Air Conditioning gave an update on the MEP Coalition



Kelly Dexter president SFACA and Stacey Miller, SFACA executive director discuss items to discuss with the members



There was a great turnout for the SFACA meeting at Coopers Hawk



Jim Schaefer, of York, concluded his term as Director on the Board and was recognized with a certificate and commemorative award

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Harris Products Group Expands NATE-Certified Training for Brazing, Adds Training Modules

Mason, Ohio (Jan. 26, 2022) – Technicians in HVAC/R now have even more opportunities to advance their skills in brazing and their knowledge of filler metals, fluxes, and torch safety. Harris Products Group, maker of brazing and soldering equipment and consumables, is offering more in-person training options in 2022 as well as a self-guided training series, posters and safety guides.

Harris offers North American Technician Excellence (NATE) certification for brazing at its Mason, Ohio, facility and customer locations throughout the U.S. The training course is free for participants who register through a Harris wholesaler. Harris provides a NATE certificate upon completion.

More than two dozen Harris sales and technical representatives are certified to teach the three-credit hour NATE Course 3067-0001. The course covers the basics of brazing; provides information about

base and filler metals and fluxes for HVAC/R applications; and teaches torch safety. Instructors also conduct brazing demonstrations and allow hands-on practice.

“NATE certification is a great benefit for HVACR technicians and also has far-reaching benefits for industrial contractors, original equipment manufacturers (OEMs), distributors and many other professionals involved in the HVACR aftermarket,” said Brian Henderson, Harris Products National Sales Manager -Wholesale.

Henderson said the NATE training is not just for new technicians. New alloys on the market such as aluminum are challenging to master without proper instruction, he said. Additionally, having an instructor oversee participants’ brazing work can improve skills even for those who have been in the field for awhile.

“Our training helps technicians produce better brazed assemblies, which means better installations and service. Business is better for everyone when brazing principles are understood and practiced properly,” said Henderson.

Harris is introducing self-paced training modules in February that allow contractors and technicians to learn about brazing and soldering on their own schedule. Topics include brazing and soldering safety, nitrogen purging, working with alloys, and safety tips.

Harris’s brazing and welding safety posters are 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, a printed multi-page reference 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.

The Harris Products Group has been manufacturing quality brazing products for more than 110 years. A leader in developing brazing products to meet the industry needs for new metal joining methods, Harris has developed proprietary technology to ensure the highest standards of quality and traceability in both equipment and consumables.

Contractors interested in learning more about NATE Training from Harris can contact Brian Henderson at brian_henderson@lincolnelectric.com.

For more information about The Harris Products Group and its products and services, please visit the Company’s website at harrisproductsgroup.com



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Intelli-Balance 200





Free Brazing and Soldering Guide from Harris Products Group



Women In HVACR Meet and Greet at “Off The Strip” Restaurant in Las Vegas February 1st, 2022



On Tuesday evening February 1st, from 6:30-9:30 pm, the Women in HVACR held their Annual Meet and Greet at the “Off The Strip” Restaurant in The LINQ Hotel in Las Vegas. It was good time to sit and relax after a full day at the AHR EXPO. Members of the Board of Directors were present to welcome everyone who attended. There were delicious foods and refreshments available throughout the evening.

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.



Fujitsu Introduces Airzone Dampers for Ducted Mini-Split & VRF Systems



Fujitsu General America, Inc., has released Airzone system, an intelligent, communicating zoning system for ducted mini-split and VRF heat pump and heat recovery systems.

With modulating dampers and smart controllers, the Airzone system is available with wireless or wired communication. Engineers and installers can integrate additional ductless or ducted systems for full system control.

All Airzone dampers and optional zone modules are connected by a 4-wire cable which provides power and communication. Dampers are positioned to provide optimum airflow into a zone based upon demand monitored through zone controllers. The indoor unit

fan is adjusted to instantaneously meet the demand of all calling zones.

A Fujitsu system equipped with Airzone supplies optimal airflow and ideal temperature for each zone, reducing excess equipment capacity and maximizes efficiency. The modulating damper system allows single zone heat pumps to provide heating and cooling to more than one ducted zone. The modulating Airzone dampers and proportional fan control eliminate the need for a bypass duct.

A variety of damper sizes (six to 14 inches) and controllers allow for a wide range of applications. The Airzone system control can monitor up to 10 individual zones, each with adjustable minimum and maximum damper positions. For more information, please visit www.FujitsuGeneral.com



Target Sales Now Represents Fujitsu:
David Waugh, Chris Craft, Ryan Charles,
Dan Moody, and Andres Ponce

South Florida Business Journal Recognizes Air Pros USA Founder as a 2022 Top 250 Power Leader



Davie, FL (January 31, 2022) – The South Florida Business Journal recently announced Anthony Perera, founder of Air Pros USA and Inspected.com,

as a 2022 Top 250 Power Leader. The honor profiles 250 of the most influential executives from Miami-Dade, Broward and Palm Beach counties' private and public sectors.

"I am humbled to be listed among Florida's top, influential leaders. As a business owner and entrepreneur, I'm always looking to lead my companies to greater heights," said Anthony Perera, Founder of Air Pros USA and Inspected.com. "We're building upon the momentum of success we achieved. I'm excited for our customers to see what's in store for Air Pros USA and Inspected.com this coming year."

Perera founded the leading residential and commercial air conditioning services company in 2017 in Fort Lauderdale, Florida with a single truck and two people. Since then, Perera has grown Air Pros USA to nearly \$85 million in annual revenue and has expanded to serving over 600,000 customers in over a dozen service locations across the United States. Perera also founded Inspected.com, a virtual inspection program that allows contractors, city municipal authorities, and inspectors to conduct property inspections remotely in 2020.

In 2021, Air Pros USA was named by South Florida Business Journal as the fastest growing company in Florida with over 1803.75% revenue growth in the last two years and ranked 744 on Inc. Magazine's annual Inc. 5000 Fastest-Growing Private Companies in America.

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Johnson Controls Unveils Industry-First OpenBlue Indoor Air Quality as a Service Solution to Help Organizations



CORK, Ireland, – January 18, 2021 – Johnson Controls the global leader for smart, healthy and sustainable buildings, today announced the launch of OpenBlue Indoor Air Quality as a Service. The new offering is the first dedicated "as-a-service" Indoor Air Quality (IAQ) solution for buildings, delivering energy-efficient, turnkey clean air outcomes with an innovative financing model.

"Johnson Controls believes the best healthy buildings strategy is a holistic one," said Ganesh Ramaswamy, vice president and president, Global Services at Johnson Controls. "This suite of offerings delivers the market's most comprehensive portfolio of solutions, plus expert guidance, to help customers cut building costs, raise productivity and exploit new revenue opportunities - all while delivering on their sustainability goals, resulting in healthy people, healthy places and a healthy planet."

OpenBlue Indoor Air Quality as a Service provides customers with a long-term proactive approach

to IAQ to meet ever-changing health and safety compliance standards while leveraging industry leading OpenBlue technology to optimize IAQ and energy costs. The offering includes five key components:

IAQ assessments – Together with UL, a global safety science leader, Johnson Controls will use a combination of science and technology to assess indoor air quality, pinpoint areas of risk and determine benchmarks and KPIs that support better IAQ, energy efficiency and cost savings.

Solution application – Based on the results of the assessment, Johnson Controls will apply IAQ sensors, products and services required to meet customers' desired outcomes. Award-winning OpenBlue technology breaks down data silos and delivers all critical indoor air quality information in one centralized place, making it easy to control devices, display IAQ data and identify trends, helping optimize energy costs and indoor air quality levels with AI-powered recommendations for improvements.

Remote monitoring & advisory – To ensure desired outcomes are met, Johnson Controls will leverage its global Remote Operations Centers (ROCs) to provide 24/7 monitoring of critical IAQ values and recommendations for improvements from our team of experts.

Annual IAQ reassessment – Acknowledging the dynamic nature of all buildings, Johnson Controls will provide annual IAQ reassessments and work with clients to enhance their operations as needed to maximize return on their IAQ investments.

Financing – OpenBlue Indoor Air Quality as a Service will be offered through an optional, predictable monthly financing model. Through this model,

customers will not have to worry about making large upfront capital decisions. Since the model is scalable, Johnson Controls can help organizations shift their operational models from being COVID-19-reactive to productivity- proactive to meet longer-term goals.

OpenBlue Indoor Air Quality as a Service will launch globally in February.

Industry research continues to demonstrate the benefits of a holistic approach to indoor air quality control and management. In a survey of Johnson Controls customers, 60% are actively investing in indoor air quality-related measures. Even a 1% improvement in air quality can have a financial impact equivalent to an average building's annual utility bill, according to Harvard research. In addition, improved indoor air quality can reduce the aerosol transmission of COVID-19, acting as effectively as a population that is 50-60% vaccinated, according to peer-reviewed research published in Nature.

"Now, more than ever, enhancing indoor air quality is a critical business need as employees return to their workplaces and students return to their schools," said Tyler Smith, executive director, Healthy Buildings at Johnson Controls. "Our industry-leading OpenBlue Indoor Air Quality as a Service offering not only enables organizations to keep building occupants safe and healthy indoors in the face of evolving health and compliance regulations, but also empowers organizations to commit to more environmentally sustainable projects by delivering a solution that will also reduce energy use."

To learn more about Johnson Controls OpenBlue Indoor Air Quality as a Service, visit: OpenBlue Indoor Air quality as a Service (johnsoncontrols.com)

For New Refrigerants Phase-in, NAVAC Offers Portfolio of A2L Compatible HVAC/R Tools



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and industry-specific items, offers a complete line of tools compatible with A2L refrigerants, which are being phased in as part of greener industry initiatives.

Since legacy HFC refrigerants such as R-410A will still be used on a scaled-down basis for the next decade or more, NAVAC's portfolio of HVAC/R tools

are designed to handle both newer and older refrigerants. Industry groups as well as manufacturers like NAVAC have been spreading the word about the pending phasedown, and developing solutions to ensure a seamless transition to more eco-friendly refrigerants.

A2L refrigerants have lower toxicity and flammability than their predecessors. Refrigerants in this class include R32, which offers a lower global warming potential (GWP) than legacy products like R-410A. To soften the transition, NAVAC's series of A2L-compatible tools includes a broad array of its offerings.

For example, a wide range of NAVAC vacuum pumps are A2L-compatible, including the NP4DLM & NP2DLM Cordless Vacuum Pumps, part of the company's BreakFree Series™ of cordless HVAC/R solutions. The NP4DLM features a high-performance lithium battery capable of up to one hour of continuous running time. The NP2DLM is a compact, lightweight unit suitable for residential HVAC systems up to 5 tons with high-speed evacuation hoses.

Another option is NAVAC's cost-effective NP7DP2 Vacuum Pump, whose dual-stage design delivers an ultimate vacuum down to 15 microns. The unit's integrated cylinder structure, coupled with forced oil circulation, assures high performance and reliability. The company's popular NRP8Di and NRP6Di units – the market's first smart vacuum pumps – also are A2L-compatible. Featuring a digital control interface, the units offer unsurpassed intuitiveness with features such as task reminder, extended evacuation for improved vacuum, and precision vacuum measurement technology with display.

NAVAC's A2L-compatible inventory also comprises several recovery units. This includes the NRDD Recovery Unit, recently substantiated as the market's fastest twin-cylinder recovery unit per UL certification data. Exemplifying NAVAC's overall mission of making technicians' jobs simpler and more efficient, the NRDD Recovery Unit features a brushless DC motor that allows it to provide substantial power in a compact size and weight of just 25 pounds. This DC technology also provides better starting performance under low voltage conditions. The NRDD's twin-cylinder compressor and oversized condenser with two rows of microchannel coils offer exceptionally efficient vapor recovery.

NAVAC's NRDC4M Recovery Unit – which, as the world's first DC inverter 4-cylinder recovery unit, is the fastest and most powerful machine of its kind on the market – also is A2L-compatible. Operating up to 40% faster than 2-cylinder units, the NRDC4M utilizes an efficient brushless DC motor and ultra-effective condenser with an oversized microchannel coil and three cooling fans.

Finally, many of NAVAC's tools are also refrigerant-agnostic, including the digital N2D4H Manifold Gauge, a high-precision unit with Class 0.4 accuracy. The analog N2A4A Manifold Gauge, which effectively measures the pressure of various gases and liquids used in HVAC systems, also can handle R-32 refrigerant, and features an "impact-resistant" design with a molded protective shell and rubber covering for shock absorption.

SWACCA Kicks-off 2022 Program Year



SWACCA members kicked off their 2022 monthly meeting programs in January with a focus on Identity Theft Protection: Corporate and Personal. Ruben Perales, a Financial Center Manager with Fifth Third Bank, described how big of a problem identity theft is, citing \$1.9 billion dollars stolen from fraud victims in 2019. After describing how an identity is stolen and the different types of fraud, Perales shared tips on how people can monitor and guard their identity, and the steps to take to immediately stop the damage if their ID is stolen.

Contractors and Suppliers can network and learn with SWACCA members the first Tuesday of each month at the Embassy Suites - Ft. Myers/Estero. Social hour starts at 6:00 p.m. and the Dinner/Program at 7:00 p.m. Future programs include Ethics, a Career Fair, State Building Code Update and the popular Inspector Night, to name just a few. Registration flyers are available at www.sw-acca.org. Questions, contact Cheryl Harris, SWACCA Executive Director, at (727) 209-0890 or charris@sw-acca.org.

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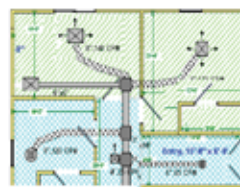
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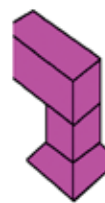
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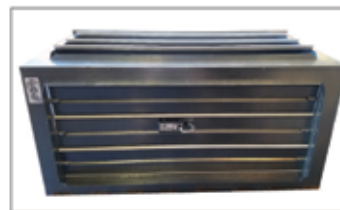
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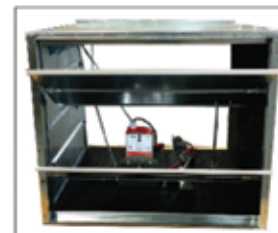
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