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& REFRIGERATION NEWS

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ACCA/CF - Blacks Supply Duct Fabrication and Demonstrations (see page 8)



3rd Annual HVACR Training Symposium at the Kalos Facility in Clermont Florida (see page B3)



The 12th Annual ASHRAE Florida West Coast Sporting Clay Shoot (see page 4)



Tropic Supply Hosts Pump Clinics Featuring Yellow Jacket (see page 20)



Goodman Hosts NCI Duct System Optimization and Air Balancing Certification (see page B9)

Ductless Products Focus Issue

Daikin Introduces North American Mini-Split with R-32



Jeff Schlichenmeyer
Publisher

For the first time in North America, Daikin is launching a residential product featuring R-32, a mildly flammable A2L refrigerant, in U.S. States where building codes permit, which currently includes Florida, Washington and Oregon.

The new Daikin ATMOSPHERA system is a single zone, ductless system that offers up to 27.4 SEER, 13.8 HSPF and 16.3 EER ratings for 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 with Daikin, in a company release. "We are excited to be the first to bring this proven technology to North America ... we are confident R-32 has the all-around performance benefits to make it the ideal replacement for R-410A."

The new heat pump range taking the place of its R-410A predecessor, the LV Series, performs up to 100% rated heating capacity at -15C WB (5F WB) and continuous operation as low as -25C WB (-13F WB). Rated cooling capacity is up to 100% at 46C DB

(115F DB). Installation allows for 50% longer piping lengths, up to 49 feet, compared to other Daikin single zone systems.

"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."

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.

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.

As stated, the units are currently available in Washington, Oregon, and Florida where building codes permit the use of R-32 refrigerant.



AHR Expo's Successful Return Reignites Energy For All Things HVACR

WESTPORT, Conn., February 10, 2022 – The AHR Expo returned last week to Vegas after a forced hiatus in 2021. After two years of uncertainty and a longing to reunite the industry, the event represented an eagerness to return to business drawing 30,678 attendees. What's more, the success of the show signals a reignited energy for all things HVACR and the community's readiness to take on the challenges and opportunities ahead with renewed optimism.

"It was impossible to miss the energy in the halls this year," said Mark Stevens, show manager. "There have been some heavy ups and downs across the industry in recent years and we, as a community, needed to feel the inspiration that happens when we gather together under one roof. The 2022 AHR Expo surpassed any expectation — our exhibitors, attendees, associations, speakers and everyone involved made this event one of the most special we've ever hosted. If you were there, the camaraderie was hard to miss. This industry is strong and we are back on track to tackle the challenges before us."

Attendees were eager to be back in the booths experiencing new products and methods that support their work in the field. It was evident from every corner of the show floor that this industry is bursting with prospects.

A total of 1,573 exhibitors spread out over 443,769 sq ft in the Central and North halls, packing the floor with an explosion of innovation and new products. Given the time apart, there was plenty to take in as exhibitors launched new technology, products and ideas that came to life since we last gathered in Orlando.

"We and our member companies (manufacturers and distributors) that exhibited were very pleased with the quality of the Las Vegas Expo. We heard comment after comment about the quality and number of attendees and how grateful everyone was to get back together with their industry colleagues and customers," said Stephen Yurek, president of AHRI. "We are grateful to our [manufacturer] members for moving ahead with what turned out to be a really good show, and we look forward to seeing some of them in Guadalajara in September and more of them next year in Atlanta."

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Reach her at ruthking@hvacchannel.tv.

Please, please, please! Pay attention to your financial statements and your tax returns. Don't blindly assume that your CPA is correct! Question the CPA's work if you don't understand what your CPA did.

Here's how to pay taxes on phantom income: A contractor changes accounting software and accounting firms in 2012. There is an accounts receivable note from another company for \$90,000 on the new QuickBooks software that was on the old accounting software when the change is made. The new CPA reports this note on the company's Schedule L tax return in 2012 as an owner's receivable rather than a notes receivable from another company. The new CPA blindly made this assumption rather than getting the details about this note. This is where the problem started.

The owner doesn't question the 2012 tax return and simply signs it as correct. This receivable is still on the books 10 years later. No payments were made from the other company in the past 10 years. (Don't ask who, why, or what happened to the company – I'm not at liberty to say).

It has simply been reported for 10 years as an owners receivable rather than a note receivable from the other company. Every year, for 10 years, the owner sees the balance sheet and the accounts receivable owners note on it. It's the same number every year. The owner never questions it. He doesn't think anything about it.

Every year the CPA reports the owner receivable on the Schedule L tax return. It's been wrong for 10 years. No one said anything or did anything about it until I started questioning the financial statements.

You, as an owner, can't make good business decisions on inaccurate financial statements. Garbage in equals garbage out. So, how do you correct the balance sheet? How do you get this owner's note re-

ceivable off the books because the owner doesn't owe the money? You can't just write it off. It has been on the tax return for 10 years. You don't want to re-file the tax returns. It is expensive and will probably cause a red flag and a potential IRS audit.

In addition, if there were an audit, the owner signed 10 years of tax returns with this owner notes receivable on it. His signature says the taxes are correct...including this owner note receivable. Imagine explaining that you didn't see it for 10 years in an IRS audit.

The only legal way to get the receivable off the balance sheet is for the owner to write a check to the company for the \$90,000. Then the owner receivable is satisfied. If he wants his \$90,000 back (could be as a distribution or salary), he will have to pay taxes on the \$90,000.

You might say, just leave the owner note on the balance sheet. You could. However, if you were to sell the company, pass it to the next generation, or close the company, this owners note receivable will affect your selling price or final tax return. If you just leave the owner note on the balance sheet...my question to you is: Imagine the situation where you knew a system was installed improperly. You'd probably fix it and make it right. This would cost you money. Why wouldn't you fix a balance sheet that you know is wrong even if it costs you money?

To avoid this from happening to you:

1. Review your financial statements every month. If you don't understand what they are telling you, then get help. It's like learning to read a wiring diagram. The first time you don't know what it is saying. With a little bit of studying, you learn to read them. Soon it is easy. Financials are the same thing.
2. If there is something on the balance sheet or the Profit and Loss statement that doesn't look right, then investigate. Ask questions. How did that entry

get there? The only way you can make good business decisions is to have accurate financial statements.

3. Don't blindly accept what the CPA puts on your tax returns. Look at them. Question what you don't understand. If you don't understand the CPA's answer, ask another question. You must understand what the tax returns are saying to ensure they are correct. It's your signature on the return.

Next Topic: Can You Spare 5 Minutes a Day? Do you Have 5 Minutes a Day? Of course you do. You probably waste more than 5 minutes every day.

Make this a daily habit: Go on-line and check your bank accounts...all of them. Here's why: A bookkeeper notices two little deposits, less than \$1 each, in the company operations account one day. He assumes that the owner had set up a new account with PayPal or someone else and forgot to tell him.

The thief was verifying that the account was active. When the two little deposits went through he knew it was a valid account. The next day he tried to withdraw \$50,000 from their account. The bank called to verify the withdrawals. They were not legitimate and the account was shut down.

This is why you look at your bank account every day. You never know when someone is going to try to steal from you. Make sure you know who all of the ACH withdrawals go to as well as the deposits and checks.

Here's why you look at all of your accounts: A few years ago I wrote about a nun who had embezzled from a Catholic School bank account. She did it by using an account that was not active for a long time but was still open. If someone had looked on-line at all of the school's bank accounts, they would have seen the account she was using and perhaps she would have been caught before she took a lot of money from the school. Cash is the lifeblood of your business. Protect yours.

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The 12th Annual ASHRAE Florida West Coast Sporting Clay Shoot

February 11th, 2022



ASHRAE members enjoyed a delicious catered BBQ lunch with all the sides!



Frank Suranyi of AccuAir and Leon Essex of Bard getting ready to shot some clay pigeons



A shooter from one of the ten shooting stands available during the competition



Leon Essex of Bard with Frank Suranyi of AccuAir

ASHRAE Florida West Coast Chapter held their 12th Annual Florida Sporting Clay Shoot at FishHawk Sporting Clays on February 11th.

FishHawk is a family owned and operated private range located approximately 20 miles from downtown Tampa residing on 80 acres of pristine woodland in the well-known FishHawk district.

This was a 100 bird shoot for each person that started at 1:00 PM and included a catered lunch of pulled BBQ pork, with all the sides, yum, and plen-

ty of refreshments prior to the shoot.

ASHRAE had the whole BLUE Course reserved with 10 stands which included golf carts. Shot guns were available for rent, with various sponsorships levels, including Ammunition Sponsor, Score Card Sponsor, Corporate Sponsor...nothing was left out for this great event.

At the end of the event, awards were given out for 1st, 2nd, and 3rd place scorecard standings, a very impressive achievement for those individuals who excelled in a field of over 100 participants.

To top it all off, a raffle was held featuring some really cool items, such as outdoor smokers, high-end coolers, etc., with all proceeds helping the ASHRAE West Coast Chapter for research and promotion of a healthy built environment. .

In the end it was tons of fun in such a beautiful, well maintained place to shoot which also con-

tributed to team building. Thanks to the ASHRAE Chapter organizers for doing a superb job!

ASHRAE provides essential resources for sustainable design, construction and operation of buildings. They are the world's leader of the built environment technologies. With more than 52,000 members from over 125 nations, ASHRAE is a diverse organization representing building system design professionals around the world.

The Florida West Coast Chapter of ASHRAE is the largest chapter in the Region XII, and is composed of over 360 local members. The Florida West Coast Chapter includes the Sarasota/Bradenton Section, Costa Rica Section, Peru Section and the USF Student Branch.

Article was contributed by Frank Suranyi, MEMBER, MBA Engineered Products Manager, AccuAir, Inc.

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Johnson Controls Executives Analyze Critical Importance of Decarbonization and Indoor Air Quality at the 2022 AHR EXPO

MILWAUKEE – (February 9, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, addressed some of the HVACR industry's most challenging issues during an executive panel discussion at the 2022 AHR Expo in Las Vegas on January 31. The most pressing issue discussed was decarbonization – an industry initiative to move away from energy systems that produce carbon dioxide and other greenhouse gas emissions to mitigate climate change.

Katie McGinty, vice president and chief sustainability and external relations officer, cited a global study to emphasize that most companies are making progress in pursuing their sustainability goals. The study, conducted in October 2021 by Forrester Consulting Group and commissioned by Johnson Controls, concluded that sustainability is now the top global business investment priority and that most companies see clear, competitive advantage from their sustainability focus and the goal of achieving net zero carbon emissions.

"Slashing carbon emissions from buildings is critical in tackling climate change, since they represent nearly 40% of all greenhouse gas emissions," McGinty told an audience of trade editors and other influencers. "There is no tackling climate change without substantial investment in buildings. We know that decarbonizing the built environment requires the digital transformation of buildings, including connected, energy-efficient HVAC equipment and controls."

The Forrester research also found that to accelerate decarbonization efforts, companies must align with stakeholder demands, collaborate with partners on transparent sustainability roadmaps and effectively measure the progress of sustainability initiatives.

To help meet current and future demands, Johnson Controls executives discussed how the company is leveraging leading-edge technology and its robust research and development pipeline to optimize its existing offerings. They include the company's OpenBlue suite of connected solutions and services

as well as creating new offerings that meet, or exceed, customers' needs.

"We recently developed solutions such as OpenBlue Net Zero Buildings as a Service," McGinty said. "It's a one-stop shop for companies that want to achieve their net zero carbon and renewable energy goals. OpenBlue Net Zero Buildings includes turnkey access to successful building roadmaps, OpenBlue sustainability innovations, real-time performance dashboards and reporting that analyzes energy, water, materials and greenhouse gas emissions."

In addition to McGinty, the executives included Jeff Williams, president of Global Products, Michael Ellis, executive vice president, chief customer and digital officer, and Tyler Smith, executive director, healthy buildings, services and solutions. Jenny Stentz, vice president and general manager, HVAC and controls, North America, moderated the discussion.

Smith spoke about how critical indoor air quality is and will continue to be, especially in mitigating virus transmission as people go to school and work. "Building owners and operators have a responsibility to their occupants that they've prioritized their health and well-being and made the right investments in indoor air quality," said Smith. "To help with that, we developed a new offering, OpenBlue Indoor Air Quality as a Service, to help them follow through on that commitment, answer the call and ensure that they're making investments in their buildings and people that are backed by science."

The executives emphasized that Johnson Controls is committed to driving continual advancements in HVAC technology that enable a more sustainable future while ensuring compliance with government regulations, including the Department of Energy (DOE) 2023 energy efficiency standards and the industry's low-Global Warming Potential (GWP) refrigerant transition. The new DOE standards go into effect January 1, 2023.

"To meet the requirements and help customers reduce energy use, Johnson Controls is taking sev-

eral proactive steps," said Williams. "Our newest product lines were designed with the 2023 standards in mind, so many available products already meet or exceed mandated minimums. Existing product lines are being retested, optimized and relaunched in accordance with updated testing procedures that align with the new standards. Today, our chillers feature refrigerants with 56%-99% lower global warming potential when compared to conventional refrigerants, and we announced our ducted products will use a refrigerant with a nearly 80% reduction in GWP compared to high-GWP refrigerants, such as R-410A."

In addition, Johnson Controls has made several significant investments to prepare for the new standards. In the last three years, the company drastically expanded its Wichita, Kansas, residential HVAC testing laboratory and its Rooftop Center for Excellence in Norman, Oklahoma.

Toward the end of the panel discussion, the executives had an opportunity to touch on other key issues – from indoor air quality to connectivity to net-zero buildings – that will be in the industry's crosshairs this year and in years to come.

"As we move further into 2022, we at Johnson Controls continue to ask, What's next?" Williams concluded. "We are continuously considering what innovations and improvements we can make through our products, technologies and solutions. We want to help our customers best prepare for and respond to what's on the horizon."

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

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ACCA/CF and Blacks Supply Host Air Duct Fabrication & Demonstrations

On February 22nd, ACCA/CF and Blacks Supply hosted a training class on air duct board fabrication at the Longwood Traning Center from 5:45 pm - 8 pm. There were around 25 local contractors who attended. The training class included health and safety procedures along with the UL 181 requirements for this product.

Dave Hilliard of Blacks Supply who has over 30 years experience in duct fabrication, gave demon-

strations of proper hand grooving techniques using specific hand tools along with the fabrication of a 90 degree elbow and an a offset transition.

Dave discussed several fiber-glass duct system materials and focused on performance and design standards to ensure superior air tight duct fabrication. Dave elaborated on the importance of fabricating fiber glass ducts according to industry and code-approved standards with special emphasis on local

code compliance and closure systems by using the NAIMA Fibrous Glass Duct Construction Manual.

At the conclusion of the class, Dave gave an example of one of the fabricated enclosed plenums he made showing how fast it will leak and loses integrity when not assembled properly. Fabricating air-tight fiber glass duct systems takes skill and craftsmanship. Thanks Dave for sharing your skills with the industry!



Dave Hilliard of Blacks Supply spoke to the technicians before the duct fabrication class started



Dave Hilliard and Bruce Fortenberry of Blacks Supply



Dave informed the group to use only foil tape listed and labeled under UL 181A, Part I (P) for pressure-sensitive tape closures



Dave Hilliard fabricated a ductboard 90 degree elbow, demonstrating the correct tools needed for the task



Dave Hilliard always referred to the NAIMA Fibrous Glass Duct Construction Manual for information on correct procedures



Dave Hilliard emphasized the importance of reinforcing certain areas of the duct fabrication to lessen the chance of leakage



Dave Hilliard of Blacks Supply discussed the vee vs shiplap methods of duct fabrication



Bruce Fortenberry of Blacks Supply made sure everyone received dinner and special ductboard knife for attending



Dave Hilliard had several technical questions to answer during his duct fabrication presentation

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Hourly vs. Project Pricing, The Great Debate

By Bryan Orr



Bryan Orr

DOWN. So I give them what they ask for and I break down emotionally and say some version of “It’s not fair I’m just trying to feed my family”.

No, I don’t, but I imagine it comes through in my tone and body language. I am a fan of project pricing for many reasons in the service industry, but I must admit, sometimes billing hourly is tempting. Here are the pros and cons to consider when making your choice.

Benefits of Hourly Pricing

- It simplifies the conversation. The customer agrees to an hourly rate and you start working (and billing).
- You don’t risk underestimating. If you aren’t experienced at writing quotes or if the scope of work is confusing or complex, you are protected.
- If the customer isn’t clear on exactly what they want and/or they change their mind all the time you don’t need to keep writing new proposals.

Problems with Hourly Pricing

- It can oversimplify the conversation. Your skills and offerings become a commodity that can be compared to the lowest bidder.
- You remove your upside and incentives. Why be more efficient or innovative? The more time it takes you the more you get paid.
- The customer will be watching the clock

It happens to us all the time. We give an “all-inclusive” quote and spell out everything the customer is getting and all of the amazing benefits **and then** they ask for an hourly rate, or even worse... They ask for a detailed BREAK-

while you work and asking questions like “Why did it take so long? My nephew Bertie is a graphic designer and he said it should only take 10 minutes.”

- If the customer has an issue, later on, they will expect you to fix it for free. Did you build that into your hourly rate?

Benefits of Project Pricing

- You can be artful and unique with your offerings to provide value to the customer and separate you from your competition.
- There are no surprises in your price. The customer pays what they agree to pay, nothing more, nothing less.
- You can take as long as you need to do the job the right way. If you want to have your employee do the work and they are a little slower than you, NO SWEAT; if you get the work done the way you said you would, the customer will have no complaints.
- You are in control of your price, not the customer. You can account for all of your business expenses including future warranty expenses to make sure all the bases are covered.

Problems With Project Pricing

- Some customers feel they are being “ripped off” if you don’t use the same pricing structure as your competitors.
- If you estimate poorly you can lose a lot of money quickly.
- Many corporate customers require detailed breakdowns as part of their purchasing process.

In conclusion, I recommend using project pricing wherever possible and if you **MUST** quote hourly or perform a breakdown, don’t roll around on the floor and cry like I do. It isn’t professional.

CARB Certifies RGF® Environmental Group REME-HALO® In-Duct Air Cleaning Device

Port of Palm Beach, FL RGF® Environmental Group, Inc. is a leader in environmental design and manufacturing committed to improving air quality in every home and building around the world. The California Air Resources Board (CARB) has certified REME-HALO® by RGF® meets the State of California’s stringent electrical safety and health-based ozone emissions requirements for in-duct air cleaning devices.

In anticipation of the State of California’s new “in-duct” air treatment device testing requirements, scheduled to go into effect later this year, RGF’s industry leading REME-HALO® (model REME-H) has now been tested and found to be in full compliance with the new Californian in-duct specific testing standard, and is now officially listed with CARB as an approved in-duct air cleaning device.

To be CARB certified, all air cleaners must be tested for electrical safety. Electronic air cleaners must also be tested for ozone emissions and meet an ozone emission maximum concentration limit of 0.050 parts per million (50 ppb). The California Air Resources Board (CARB) specifies a test method to evaluate device ozone emissions that specifically accommodates variably sized in-duct air purifiers. Using this test method, RGF’s REME-HALO® complied with all aspects of CARB’s certification program and is now available for sale in all 50 U.S. states and Puerto Rico.

“We’re committed to providing tested and proven solutions for a cleaner world. We will continue our efforts to develop innovative IAQ devices and conduct scientific research to provide documentation on the safety and efficiency of our products,” says RGF® Executive Vice President of Engineering Walter Ellis.

RGF will continue to evaluate and test its entire air purification product line using the latest test method to ensure compliance with all relevant and applicable safety standards.

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Cooper&Hunter
2022 New Product
Additions



After a long run with Sophia as Cooper&Hunter’s most popular mini split series, the brand is introducing two new wall mounted series with considerable technological upgrades. To maintain an advantageous role in the market, C&H is adapting to new styles and trends in the HVAC market. At this year’s AHR Expo in Las Vegas, Cooper&Hunter’s team introduced booth visitors to two improved mini split wall mounted series and a brand new line of air handler units.

OLIVIA



OLIVIA WALL MOUNTED SERIES

While the Sophia series has been the preferred option for many C&H customers in recent years, the wall mounted Olivia series offers attractive upgrades for single and multi zone applications. Genius Core Technology, for example, enables the unit to operate with an ultra-low compressor speed of 12Hz, for extra energy savings. Additionally, the new “I-Clean” function introduces a convenient solution for protecting the evaporator from mold buildup, which in turn increases the longevity of the unit while improving the quality of the air. Olivia wall mounted systems, which range in capacity from 6K to 36K Btu/h, are compatible with standard outdoor units or with Hyper Heat models, which provide dependable heating in extreme ambient temperatures as low as -22°. The wall mounts can be controlled with the newest C&H Remote Control, the wired thermostat, or via smart device, when used in conjunction with the brand’s optional WiFi kit and C&H Remote app. Other notable features include Follow Me Mode, Sleep Mode, Timer options, and 46° Freeze Protection.

ASTORIA



ASTORIA WALL MOUNTED SERIES

Astoria, the premium single and multi zone wall mounted series, introduces Cooper&Hunter’s first 6K Btu/h unit in addition to a variety of capacities up to 36K Btu/h. Revolutionary design offers the most convenient disassembly on the market, with an easy-to-remove fan blower, front E-Box and PCB, and a kick stand on the front cover panel. Air flow is vastly improved by a larger inlet and outlet design as well as auto-swinging vertical and horizontal louvers. These wall mounts include WiFi and can be paired with regular or Hyper Heat outdoor units. Like the Olivia series, Astoria wall mounts can be controlled with the new C&H remote, the wired thermostat, or via smart device, in conjunction with C&H Remote app. Self-Clean function, Sleep Mode, Follow Me Mode, and Eco Mode are also included.

AIR HANDLER UNITS

Air handler units offer a versatile replacement for traditional air conditioning systems that can be connected to pre-existing duct work, but with smaller units that are quieter (variable speed fan motor) and more energy efficient. The air handlers, which are available in 18K, 24K, 36K, 48K, and 60K Btu/h models, can be installed vertically or horizontally in left or right position. These units can be connected to any 24V wall thermostat and are compatible with standard 18K to 60K Btu/h outdoor models or Hyper Heat upgrades (except for 60K Btu/h), which provide dependable heating in ambient temperatures as low as -22°. Models ranging from 36K to 60K Btu/h work for single zone applications, while 18K and 24K Btu/h are compatible with both single and multi zone condensers. Notable features include aluminum coils, refrigerant leakage detection, self-diagnosis and auto protection. High static pressure is available and the Intelligent Air Flow feature makes it easy to calculate the required static pressure automatically and accurately.





2022 NEW PRODUCT
INTRODUCTION

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- E-Box and PCB, and a kick stand on the front cover panel
- Revolutionary design offers convenient disassembly & maintenance with easy-to-remove fan blower easily accessible front
- 46° Freeze Protection • WiFi Ready • Thermostat
- New User-Friendly Remote Controller design • Turbo Mode
- Self-Clean Function (single zone only)
- Eco Mode (single zone only)
- Follow Me Mode • Timer On/Off
- Sleep Mode



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DOWNLOADABLE APP
AND NEW REMOTE



LIMITED
WARRANTY

7 YEARS
COMPRESSOR

5 YEARS
PARTS

OLIVIA

UP TO 24 SEER

SINGLE AND MULTI-ZONE WALL MOUNTS

6K-36K Btu/h

- Auto-Swing for horizontal louvers
- Genius Core ultra-low compressor speed of 12Hz
- 46° Freeze Protection
- WiFi Ready
- New User-Friendly Remote Controller design
- Turbo Mode
- Self-Clean Function (single zone only)
- Eco Mode (single zone only)
- Follow Me Mode
- Timer On/Off
- Sleep Mode



*Different panel options for 30K-36K units

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REGULAR/HYPER AHU

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Message from FRACCA President Rick Sims



Thanks for allowing me to serve you. FRACCA is doing important things for Florida's HVAC industry that none of us could accomplish as individuals, and I am proud to be part of that important work.

Thanks for trusting me to educate your employees. It's the most fun anyone can have in this business, and I have enjoyed every minute of it. I hope I have been helpful.

Please join me in welcoming our new FRACCA president Will Barnes. Will is new as our president, but he is not new to FRACCA by any means. Representing SWACCA (Southwest Florida Air Conditioning Contractors Association) as a founding

member of FRACCA; Florida's state-wide organization, Will goes back to the beginning. There was a re-alignment of the relationship between ACCA and Florida HVAC contractors that created the organization that all we know today. From the very beginning of FRACCA, Will has volunteered and served its members.

Will Barnes also serves as president of Ellsworth Heating and Cooling in North Fort Myers Florida. Fort Myers has been home to Ellsworth Heating and Cooling since 1968. His company has earned trust from this decade's long relationship with the community they serve. Ellsworth is admired for their record of integrity and service to their community.

Will Barnes has established a culture at Ellsworth that makes such goodwill possible.

But it's not just his customers and staff who have benefited from the hard work and leadership of Will Barnes. Will has always made time to give back to the industry. Even before the formation of FRACCA, Will was always engaged and eager to help in the various HVAC organizations that preceded FRACCA in Florida. More than 20 years of service to his peers.

Will is already well known across the state. Over the years he has been in the front lines of every battle we've ever fought and often led the way for causes important to Florida's HVAC industry. Will

is a leader in the fight against unfair utility competition. Although swearing in Will as FRACCA president is a good thing for you, it's bad news for utilities practicing in unethical and unfair practices. Sure, the power company has 60+ lobbyists and 100+ lawyers, but we have Will Barnes and Florida's HVAC industry. I like our odds of success much better knowing that they'll have to deal with Mr. Barnes.

If you are an HVAC professional, it's easy to make friends with Will Barnes. Will is at all the HVAC events and easy to find. Everybody knows Will! If you don't then you need to change that. Will has many HVAC friends across Florida and is always accessible to members. He is popular among SWACCA members from southwest Florida and over the years has formed many lifelong friendships across the state of Florida. He always has smiles for you; he is contagious in a good way.

I wish Will great success as FRACCA president and thank him for being willing to serve. All FRACCA officers and board members are volunteers that are already busy in the HVAC industry but somehow make time to give back. Please keep that in mind when everything doesn't go exactly right every single time; the important work is being done by volunteers like Will who make time for the HVAC industry. They aim high on behalf of all of us and in the end are the voice and face of HVAC in Florida.

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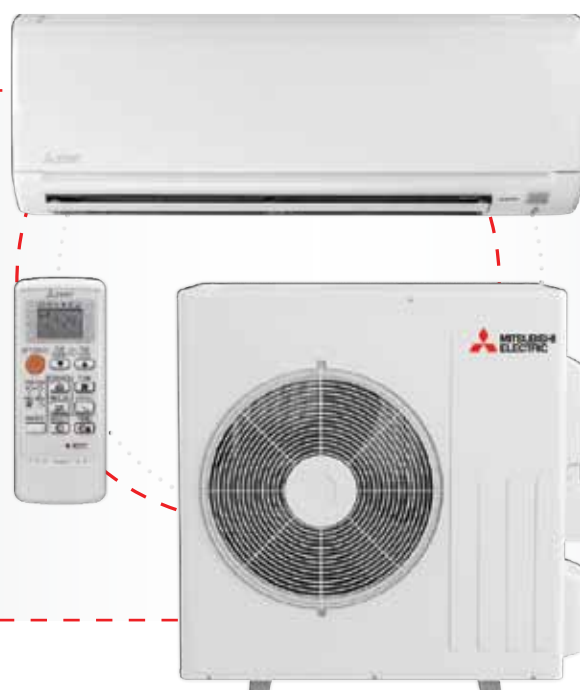
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TurboRecover™ for Fast and Effective Refrigerant Recovery



BLOOMINGTON, MN (February 15, 2022) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the YELLOW JACKET® TurboRecover™ Recovery Machine.

The YELLOW JACKET® TurboRecover™ Recovery Machine has all the features needed for fast and effective refrigerant recovery. A powerful twin-cylinder, oil-less compressor and 1.25 hp Brushless DC (BLDC) motor ensure fast system recovery. Its dual-gauge design allows for monitoring of the system and tank pressures simultaneously and an integrated low-pressure switch automatically powers down the machine when recovery is complete. 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. The TurboRecover™ is lightweight and includes a shoulder strap for easy transportation to any jobsite. Its single control valve and status indicator LED make it the simplest recovery machine on the market!

For more details, visit <https://yellowjacket.com/product/turborecover-recovery-machine/>

Preparing for a World Without R-410A

The HFC phasedown has begun, as a result the HVACR industry will transition from equipment using R-410A to Low GWP Refrigerants. The phase-down schedule calls for a reduction in the production and importation of HFCs as follows; January 2, 2022 by 10%, January 1, 2024 by 40%, January 1, 2029 by 70%, January 1, 2034 by 80%, and January 1, 2035 by 85%.



- Get Ready:
- A2L equipment requires refrigerant detection systems.
 - There are new guidelines for the safe transportation of Low GWP refrigerants.
 - A2L cylinders will be color-coded red.
 - There are new National Fire Protection Association (NFPA) fire safety storage requirements for Low GWP Refrigerants.

To help you prepare others to safely handle, store, and transport these Low GWP or mildly flammable refrigerants, the ESCO Institute offers a Low GWP Refrigerant Training Program.

A traditional training manual and an elearning course are available. Both cover an introduction to LOW GWP Refrigerants, safety, refrigerant properties and characteristics, charging, recovery, evacuation, leak testing, brazing, transportation, stores, installation, service guidelines, and explanation of the codes and standards.

Instructor Resources include a PowerPoint presentation that correlates directly with the training manual, with speaker notes is available. To help prepare for the closed-book examination, free practice exams are available.

A 50-question certification examination is available that covers the following: General Flammable Refrigerant Safety Knowledge, Core ACR Knowledge, Flammable System Service Safety, Flammable System Installation Safety, Flammable Refrigerant Transportation and Handling Safety.

AHR EXPO's Successful Return Reignites Energy For All Things HVACR

(Continued from Cover Story)



“It is absolutely fantastic to see the AHR Expo make such a strong comeback in Las Vegas,” said ASHRAE Executive Vice President Jeff Littleton. “Bringing professionals from around the world back together to learn and share new technologies, with health and safety as a top priority, affords us the opportunity to continue moving the critical work of our industry forward.”

AHR Expo will head back to Atlanta for the 2023 show, bringing with it the positive energy established in Vegas. Eager exhibitors have already reserved booths and discussions of travel plans among attendees are underway. It’s safe to say we are back to business!

“Vegas is one for the books,” concluded Mark Stevens. “We’ve been hosting this show for many years and while it is always a great showing of our industry, this year felt like a new chapter for HVACR. We are a strong community and we now have the attention this industry deserves to thrive on the global stage.”

“We look forward to hosting many of our international attendees who couldn’t make it this year because of travel restrictions and supply chain issues. We have big problems to solve and hefty aspirations to meet as our industry touches literally every part of society and our everyday lives. The success of the 2022 AHR Expo is proof that we are poised to take on anything together. We are all excited to be a part of such a vibrant community and we look forward to planning a stellar show for you in Atlanta. We’ll see you soon!”

The 2023 AHR Expo will be held at the Georgia World Congress Center in Atlanta, GA. Registration will open in summer 2022. Sign up for the AHR Expo newsletter to receive updates and news as it happens at ahrexpo.com.

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Performance Pointers

by David Richardson



Understand Dry Bulb Temperature Limitations in Cooling Systems

With summer around the corner, it's a good idea to prepare for the changeover from heating to cooling. When the first heat wave hits, you're bombarded with calls and focused on trying to keep up with the demand for your time. As you move from call to call, you need quick measurements to determine whether a system works acceptably. Many choose the dry bulb temperature drop (Δt) across the indoor coil as this indicator.

We measure dry bulb temperatures in the cooling mode with a standard thermometer to interpret how much heat the HVAC system removes. However, many in our industry misapply these test results, take them out of context, or use them to make incorrect assumptions. Let's look at the proper application of dry bulb temperature, its limitations, and what you can add to it for real diagnostic value.

A Common Assumption

Many good techs assume that a system operating with a 16° to 20° Δt across the indoor coil is good. They ignore a lot of variables and make assumptions because of this conclusion. This interpretation can easily fool you into thinking a system is problem-free.

While a 16° to 20° Δt may be acceptable in some parts of the country, in drier climates, it isn't. Temperature drop across the indoor coil alone doesn't provide enough information to verify proper operation or refrigerant charge of an HVAC system.

Combine Fan Airflow with Dry Bulb Temperatures

One assumption is that if a 16° to 20° Δt exists, then the system has proper fan airflow. This is often incorrect. Many systems just don't move enough airflow across the indoor coil. This won't show up in dry bulb temperature readings alone. You must take additional measurements to verify proper operation. Fan airflow is the first measurement to combine with the dry bulb Δt to see the bigger picture in context.

The easiest and quickest way for most technicians to estimate fan airflow is to measure total external static pressure (TESP) and plot it on the manufacturer's fan performance chart. This calculation value gives you an idea of airflow moving across the coil. If airflow is

within the range of 350 to 400 cfm per ton, you're doing great. If not, you need to do more work to improve system performance.

The Result is Sensible Heat

Once you combine fan airflow with dry bulb Δt , a world of new opportunity reveals itself. These measurements are components of the sensible heat formula. This formula helps you determine how many Btus a cooling system is removing and gets you one step closer to understanding how well the system really performs.

The sensible heat formula is: $\text{CFM} \times \Delta t \times 1.08 = \text{Sensible Btus}$, CFM = fan airflow across the indoor coil, Δt = temperature drop across the indoor coil, **1.08** = a multiplier based on standard air conditions, or .075 (weight of one cubic foot of air in pounds) x .24 (specific heat of air) x 60 (minutes in an hour).

Sensible heat is heat you can feel. In the cooling mode, sensible heat drops the temperature inside a building. When you measure sensible heat in the field, you can compare it against the manufacturer's engineering data for the current testing conditions. This allows you to verify that portion of the cooling system operates as intended.

Sensible Heat Formula Example

Let's say you have a customer who is unhappy with a 3-ton cooling system that a competitor installed. Their complaint is that the system runs all the time and doesn't seem to cool the house very well.

You measure the equipment delivered sensible Btus to find any clues that might lead you to an answer. You plot fan airflow at 870 cfm on the manufacturer fan chart. The return air temperature entering the indoor equipment is 75.1° and the air temperature leaving it is 55.1°. Subtract the two temperatures to find a 20° Δt . The Btu multiplier you use for sensible heat is 1.08. Put these numbers into the formula to determine measured sensible Btus.

$870 \text{ CFM} \times 20^\circ \Delta t \times 1.08 = 18,792 \text{ Sensible Btus}$

Next, compare the measured sensible Btus of 18,792 you just calculated to the equipment-rated sensible Btu

output of 27,000. You get the equipment-rated Btus from the manufacturer specifications. We'll discuss how to determine this value in a future article.

Divide the 18,792 measured sensible Btus by the 27,000 equipment-rated sensible Btus. The answer shows that the equipment is removing only 70% of its rated Btu output from the home. If you only looked at the 20° Δt , you would have missed low fan airflow, contributing to the overall lack of performance.

Something More Needed

While sensible heat is a valuable troubleshooting formula, used alone, it can't verify total cooling equipment performance. You also must account for any moisture being removed by the cooling system. That means using a different temperature measurement to find the moisture removal effect on the cooling equipment's total capacity.

In next month's article, we'll discuss how to use wet-bulb temperatures to determine the impact of cooling system moisture on capacity.

Don't minimize the importance of measuring dry bulb temperature drop. It's a valuable measurement. But not by itself. You need to combine it with other measurements to take advantage of its real potential. When you expand the use of these temperature measurements to identify additional system deficiencies, you will uncover issues your competition doesn't even know exist.

David Richardson serves the HVAC industry as 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 temperature measurement, contact David at davidr@ncihvac.com or call him at 800-633-7058. NCI's website www.national-comfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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» Noteworthy Features

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- CLEAN function
- Hybrid Cooling



R32



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Tropic Supply Hosts Pump Clinics Featuring Yellow Jacket



Belen Cabreara of Tropic Supply, Ryan Paggi of RPM Cooling, Michael Watkins of Mike's Equipment Repair, and Ryan Reynolds of EV Dunbar

Tropic Supply is hosting Yellow Jacket Vacuum Pump Clinics in February and March all around the state. Tropic customers were able to bring in their vacuum pumps for a FREE oil change and performance test, performed by a Yellow Jacket manufacturer's representative (Ryan Reynolds and Don Griscom of E.V. Dunbar Co.).

Many Yellow Jacket products were on display for everyone to try, and the featured products were the 93600 Bullet and the 93266 YJII vacuum pumps.

Tropic Supply customers could enter for a chance to win a 93600 Bullet vacuum pump. Watch for more events at Tropic Supply by going to www.tropicsupply.com/events.



Todd Poirier of Tropic Supply Delray, Jason Knorr of JK Service, and Ryan Reynolds of EV Dunbar



Howard and Pedro of H&H Air Conditioning with Ryan Reynolds of EV Dunbar



Ryan Reynolds of EV Dunbar, Nelson Carratala of Nelson Air Concept, Brad Bowers of Tropic Supply Sunrise



Bill Allgair of Just Air with Ryan Reynolds of EV Dunbar



Brad Bowers of Tropic Supply, Felix Chanorro of Air Rescue, William Delgado of Tropic Supply, and Ryan Reynolds of EV Dunbar



Yellow Jacket Vacuum Pump Clinic at Tropic Supply Miami T1



Jerry Kranz of C&R Air Conditioning, Ryan Reynolds of EV Dunbar, and Edison of Climate Pros

Harris Teams Up With Airgas To Distribute Oxy-Fuel Torches For Kentucky Tornado Clean-Up



Sam Koehne of Harris raised funds to purchase necessities for tornado victims

Mason, Ohio (Feb. 6, 2022) – In the aftermath of the devastating tornado that ripped through Kentucky and several other states on December 10, one of the critical needs was to haul away massive amounts of debris and get businesses back up and running. To help these efforts, Harris Products Group came together with its distributor Airgas, an Air Liquide company, to quickly supply oxy-fuel torches and tips to several companies in Mayfield, Kentucky.

In the days following the tornado, volunteers poured into Mayfield to help remove wreckage and support victims. Louis Yopp of Airgas, Harris's distributor in the region, was in the thick of the clean-up effort, supplying customers with urgent needs for cutting torches, tips, hose and regulators, while also searching the greater Mayfield area for gas cylinders displaced in the storm.

Wanting to help Airgas and its customers who were working around-the-clock to clean up Mayfield,

Harris technical sales reps, Sam Koehne and Patrick Kelley, asked Yopp for a list of supplies needed. Within a few days, the reps drove to Mayfield with eight torches and 72 cutting tips in various sizes, all donated by Harris.

During the visit to Mayfield, they met several Airgas customers including Universal Technologies, whose workers were using short torches, operating from elevated bucket trucks. Harris's extended torches provided greater safety for the workers, for which they were grateful.

The group also visited Mako Industries, a manufacturer of large dumpsters. They used the torches to help support the cleanup process across Mayfield and for manufacturing more dumpsters for cleanup efforts.

World Tower, manufacturer of large cell towers who lost a large portion of their manufacturing facility, used the torches to help bring their operations on-line again.

"It was amazing to see all the people, from different organizations and different parts of the Midwest, loading up their pick-up trucks, bringing their Bobcats, and pitching in to clean up the wreckage from a tornado that impacted so many lives," Kelley said. "This whole experience showed that Americans can come together and support one another to drive action for the better."

He added that Harris cares about the industry deeply, especially the people like Yopp who make it "tick."

He also praised Koehne, who went "above and

beyond to help out our customers and their communities with personal donations." Koehne launched a Venmo fundraising campaign to support Mayfield residents, raising over \$1,000 in four days.

"I'm proud to be part of a company that responds when people need help," Kelley said, adding that Harris donated scrapping torches to help with the 9/11 aftermath, and when Covid-19 descended on the nation in 2020, the company moved at lighting speed to design and ship oxygen systems to medical facilities to meet the critical care needs of patients.

Koehne said the Golden Rule – treating others as you want to be treated – is one of the operating philosophies at Harris and its parent company, Lincoln Electric. He quoted Lincoln's Chairman & CEO, Chris Mapes, who said the Golden Rule is "really simple. And that code of ethics is what's at the heart of successful organizations."



Harris employees Sam Koehne (far left) and Patrick Kelley (far right) with Jimmy Hogancamp and Teddy Cargill of Universal Technologies Inc

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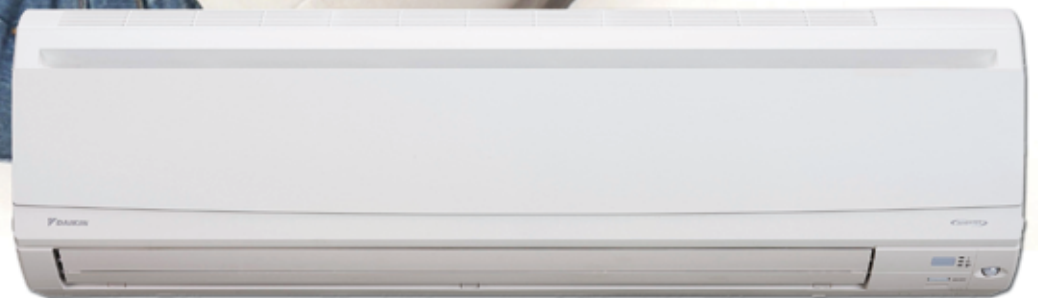
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RectorSeal® Offers Protection Against White Slime and Clogged HVAC Condensate Drains



Houston, TX, February 8, 2022 – RectorSeal®, Houston, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is now a master distributor of Drain Guard™ HVAC condensate drain guard products.

A significant nuisance and the source of many callbacks to HVAC installations, white slime, algae, fungus, and bacteria co-mingle and can cause failures in condensate drain lines. A simple one-time installation of a Drain Guard T-Body assembly and cartridge provides a slow-releasing formula that provides drain protection for up to six months. The unit's transparent design allows for a quick view to ensure the Drain Guard unit is activated and when the next Drain Guard cartridge is needed. After the initial cartridge is exhausted, a kit that contains two cartridges allows up to 12-months of protection against condensate drain line failure.

“RectorSeal continues to invest in innovative products to support HVAC technicians,” said Jeff Underwood, Senior Vice President Sales and Marketing at RectorSeal. “Clogged or slow draining condensate drain lines, especially those associated with white slime, can cause problems that can be easily eradicated by using the Drain Guard system. Drain Guard products will be available at all RectorSeal distributor and sales representative locations.”

Patent-pending Drain Guard kits require no electrical components and are easy to install. Drain Guard components are laboratory-tested and are specifically designed for easy installation and operation by HVAC technicians.

John Mulder, the owner of Bay Area Heating and Cooling, offers, “My company has experienced hundreds of calls with clogged condensate drains and white slime in evaporator pans. We have tried other products, but Drain Guard offers the best solution for eliminating white slime and keeps condensate drains flowing. It saves time during installation and helps avoid unnecessary and expensive customer callbacks. We install Drain Guard on every new installation and have stocked our entire fleet with the product.”

Armando Diaz, at Badger Bob's Services, advises, “We used many other products attempting to solve drain line back-ups with little success until we tried Drain Guard. We now use it with new installations, service calls, and routine maintenance calls. It's been a great product providing outstanding performance to hundreds of our HVAC customers.”

“We believe in the strength of American labor,” states Todd Thompson, owner of Drain Guard. “Materials are sourced across the United States, and we consistently test the quality of all our products. Drain Guard is a simple solution that provides long-lasting and proven protection.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges faced by professional trade contractors. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

The RectorSeal LLC, is a manufacturer of chemical, mechanical, and firestopping products for the professional trades. The company is centered on a simple mission: To provide innovative solutions to the professional trades. RectorSeal wants to help professionals in the heating & cooling, plumbing, electrical, and construction industries perform their work faster and with greater reliability.

Fujitsu General America Selects New Sales Rep in Florida



Fujitsu General America, Inc. has partnered with Target Sales, Inc. as its manufacturer's representative in Florida.

Through its sales office in Tampa and four remote offices across the state, Target Sales, Inc. now represents Fujitsu's Halcyon mini-split, Airstage J-Series VRF, unitary and Westinghouse mini-split product lines. The region is under the direction of Fujitsu Regional Sales Manager, Hays Bassett.

“Since 1984, Target Sales, Inc. has built a reputation in Florida for providing outstanding service to the manufacturers they represent and the distributors they support,” said Dennis Stinson, Fujitsu's VP of Sales. “We look forward to a long and mutually prosperous partnership between Fujitsu, Target Sales and our distributors.”

For more information, please visit www.Fujitsu-General.com or www.TargetSales.com

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 629,809 units in December 2021, up 11.6 percent from 564,143 units shipped in December 2020. U.S. shipments of air conditioners increased 9.4 percent, to 352,196 units, up from 321,891 units shipped in December 2020. U.S. shipments of air-source heat pumps increased 14.6 percent, to 277,613 units, up from 242,252 units shipped in December 2020.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 9.3 percent, to 10,199,051 units, up from 9,328,762 units shipped during the same period in 2020. Year-to-date shipments of central air conditioners increased 6.3 percent, to 6,282,285 units, up from 5,910,284 units shipped during the same period in 2020. The year-to-date total for heat pump shipments increased 14.6 percent, to 3,916,766, up from 3,418,478 units shipped during the same period in 2020



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- The three types of ECM motors
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- Using Evergreen Motors for OEM replacement
- How to stock your truck with just a few motors to cover 90% of all applications

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Teacher Bio: Tod Sutherland, HVAC Sales Consultant, Tropic Supply

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 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.

REGISTRATION INFORMATION

Please visit our events calendar at: www.tropicsupply.com/eventscalendar or use the QR code to the right to register.

To receive the above education credit, you must attend the entire webinar.



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3rd Annual HVACR Training Symposium at Kalos Facility in Clermont Florida February 17-19, 2022

Another awesome attendance for the 3rd Annual HVACR Training Symposium at the Kalos facility in Sunny Clermont Florida on February 17-19. This was a structured conference with classes and demos going on throughout each day from 8AM to 5PM with many opportunities to network with industry friends.

This was a limited event with only 200 total in attendance. There were many who purchased virtual

tickets. Content will be available immediately after livestream and will be hosted online for 60 days for both In-person and virtual attendees.

The format was two full days of training and the third day was an Expo day with tables setup in the main tent and around the grounds with vendor booth interviews, and live product demos taking place throughout that day. There were over 30 different

teachers and instructors covering a multitude of topics from System Evacuation to Dehumidification, and Net Zero homes too.

Accutools and TruTech Tools were the presenting sponsors for the symposium followed by Diversitech, Emerson, TEC, Santa-Fe and Inficon. This event was over the top! New relationships with the best in the trade as well as some excellent training!



Jim Bergmann, Bryan Orr, and Bill Spohn welcomed everyone to the 3rd Annual Training Symposium



Rick Sims spoke on Dew and Don't Points: dehumidifier performance data collected by Andrew Ask, that may be used in compliance with the building code in Florida



Nikki Krueger of Santa-Fe, presented an in depth look on Dehumidification Installation vs Performance



Tiffany Alvano (left) of Fieldpiece was very busy giving product demonstrations during the three day HVACR Symposium



Jason Obrzut explained the changes coming with A2L refrigerants and standards



David Richardson of National Comfort Institute gave a presentation on the 5 air diagnostic tests you can do on every call



Bill Spohn of TruTech Tools gave a presentation on Building and Living in a Net Zero Home with an HVAC Focus



The Kalos - Symposium Team! Making it all work behind the scenes!



Robert DeMeola and Nikki Krueger of Santa-Fe, and Michael Williams of Barksdale Sales Group



Austin Noland of Noland Heating & Air, with Zach Shaw and Brian Keimer of Milwaukee Tools



Jim Bergmann spoke about the latest in the world of vacuum and evacuation: New methods being used to do it faster and easier



Chad House of Fresh-Aire UV, Rick Streaker of Packard Inc, and Andrea Halpin and Jim Kitchen of DiversiTech



John Figan of Testo showing the latest test instruments for HVACR



Eric Preston of True Tech Tools, Chris Stephens of HVACR Videos, Ben Poole of HVAC Technical, and Keith Keller of NAVAC



Rick Streaker of Packard gave a class on Capacitors And Potential Relays: The Critical Common Characteristic!

Occupant Demand Causes Condensate Concerns

Preventing condensation and mold accumulation on ductwork and mechanical equipment can be a challenge in southern Florida's climate. This was exactly what Greg Borek faced after meeting homeowner Dr. Nils Nystrom.

Borek is president of B&B Cool Air, in Lehigh Acres, FL. He runs the 40-year-old AC company with his brothers, Matthew and Frank Jr.

"When I met the Nystroms, they'd been without air conditioning for several weeks," said Borek. "Their existing unitary system had failed, and they were running a portable cooler in the bedroom for the time being. The challenge was that they're adamant about maintaining very low indoor temperatures."

Mr. and Mrs. Nystrom are originally from Umea, Sweden, which is the latitudinal equivalent of Fairbanks, AK. They've lived all over the world, generally selecting cooler climates when possible.

"Growing up in Sweden, we have a hard time sleeping if the bedroom is warmer than 64°F," said Nystrom. "I don't care for Florida's climate, but our grandchildren are here. While searching for a contractor willing to put forth the effort needed to create the indoor environment we wanted, we were referred to B&B Cool Air. Greg listened to us and presented options."

The 2,000 square-foot home had been cooled by a three-ton unitary system until the compressor failed. It was undersized for the demand and the ductwork was leaking.

B&B Cool Air conducted a block load calculation, designing for a 66°F setpoint at an outdoor temperature of 95°F. The home required nearly five tons of cooling, which included duct loss.

"At first, the Nystroms wanted a new unitary system," said Borek. "We found that we'd be able

to maintain temperature by installing a five-ton unit and sealing or replacing the ductwork, but condensation would still be a real concern."

The home sits right on the water, adding to the humidity challenge. All the ductwork runs through a very small attic space. Borek suggested installing ductless heat pumps instead of a unitary system to avoid the condensate issue altogether.

"I explained that with a ductless system, the Nystroms would have the option to conserve energy by cooling only the rooms they were using at any given time. This interested them a great deal."

B&B Cool Air has been a Fujitsu Elite dealer since early 2019. Their loyalty to Mark Rambo, at Ferguson Fort Myers, initiated the switch to Fujitsu. Once the decision was made to use Fujitsu Halcyon multi-zone ductless systems, Borek zoned the home according to input from the Nystroms.

"We discussed where they spent most of their time and how cool they wanted each of the rooms," said Borek. "Ultimately, we installed two multi-zone systems, a two-zone and a four-zone; 18,000 and 36,000 BTUH, respectively."

Work began in the master bedroom. Its wall-mount head, along with a smaller one in the guest bedroom, is connected to the smaller Halcyon condensing unit. The larger Halcyon model provides capacity to four evaporators ranging from 7,000 to 12,000 BTUH, which cool the rest of the home.

In the months that followed the installation, the Nystroms contacted B&B Cool Air multiple times to express their appreciation. The system was more comfortable and controllable than they'd expected.

"We've never been as comfortable in the home as we are now," said Nystrom. "Greg's honesty and experience were so apparent throughout the whole process."



B&B Cool Air technician hangs a wall-mount evaporator on the living room wall

LG Returns To AHR EXPO With Debut Of 2022 HVAC Portfolio

In addition to the LG Inverter Scroll Heat Pump Chiller article last month, AHR attendees could also see the following solutions at the show in Vegas:

LG Split Compact DOAS features a main coil and hot gas reheat coil and dehumidifies, cools or heats outdoor air needed to ventilate an occupied space, particularly for retrofit applications with limited ceiling, pipe or ductwork space. Part of LG's family of DOAS systems, the Split Compact DOAS features a factory-installed heat recovery section, built-in graphics in the DOAS controller and optional AC Smart® touchscreen controller. The integration of the DOAS controls with the LG VRF system provides for more efficient day-to-day monitoring and control by facilities managers.

An ENERGY STAR certified multi-zone heat pump system (36K, 42K and 48K units) with single outdoor unit that can connect up to eight indoor units, the LG Multi F MAX with LGRED° heating technology provides continuous heating down to -13°F and 100 percent of rated capacity at 5°F. Ideal for residential and light commercial applications, Multi F Max with LGRED° is designed to allow individual indoor units to be placed in respective rooms, enhancing space comfort by enabling individual temperature settings, while avoiding over-cooling and/or heating and thus minimizing uncomfortable temperature swings.

The MultiSITE VM3 offers central control of LG's innovative VRF technology and non-VRF building systems. Powered by the industry leading Niagara Framework®1, the VM3 offers a HTML5 web-based graphical user interface that can easily be customized to address building or customer requirements. The LG MultiSITE VM3 is scalable and IoT ready.

The LG ThinQ App allows remote control of LG HVAC equipment, along with other LG home appliances. ThinQ features include voice-activated commands, the ability to authorize remote access for technicians and schedule comfort conditions on an individual room basis. With Smart Diagnosis™ users can ask system experts questions directly to enhance proper system performance and maintenance.

Additional information on the complete portfolio of LG's air conditioning systems can be found at lghvac.com.

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SFACA Annual Tax Update For Contractors Meeting February 9th 2022

The SFACA Annual Tax Update for Contractors Meeting was held on February 9th at 6 p.m. at Tropical Acres Steakhouse, 2500 Griffin Road, in Fort Lauderdale.

The Tax Update was presented by Rich Shavell, CPA of Shavell and Company in Boca Raton. Rich provided his annual Tax Update for Contractors as well as a review of the Employment Credit Retention

program. He also gave some IRS highlights and eligibility for certain tax deductions and credits.

Next meeting will be held on March 2nd at 6 p.m. at Tropical Acres Steakhouse in Ft Lauderdale. The program topic will be “How Contractors Can Law-suit-Proof Their HVAC Businesses.” What Contractors Need to Know About: Lein Law & Protection Of Contractors Rights, presented by Brad Weiss. Brad

is a partner with Benson, Mucci & Weiss, PL Brad practices in the areas of construction law and commercial litigation, as well as real estate law and corporate/business matters. The law firm of Benson Mucci & Weiss P.L., is a full-service firm providing skilled representation to clients throughout South Florida in construction law, real estate law, commercial litigation, corporate law and estate planning.



Lyle Hoffman of Insurance of America, Chad Aitken of Green Tree Air Conditioning and Frank Pulcini of IOA



Chuck Eason of Air America with Erika Sullivan of Erika's Plumbing and Air Conditioning Restoration



Claudio Rubiera of Brown and Brown, Tiffany Bausch of Enterprise Leasing, and Gregg Goldstein of A&M Consulting Group



John Marinello of Pyke Mechanical with Roy Edry of Brown and Brown



There was a good turnout for the SFACA Tax update meeting



Jeff Campen of Pyke Mechanical with Jaime Londono of LS Air Conditioning



Kelly Dexter, SFACA president announced the upcoming events



Rich Shavell of Shavell & Company P.A. gave the Tax Update Presentation to the SFACA members



Ed Lawton, SFACA director, talked about the Automotive Industry and gave a market update

Unico Announces Alliance with Ecoer for Matched-System Inverter Heat Pump



St. Louis, Mo. (February 1, 2022) – Unico System, in conjunction with Ecoer, announced a corporate alliance at today's AHR Expo that will offer an inverter heat pump optimized to pair with Unico's industry-leading small duct air handlers.

Unico, the leading manufacturer of small duct central air and heating systems, and Ecoer, the innovative Virginia-based producer of inverter heat pumps now offer an array of matched products ranging from 1.5-ton to 5.0-ton matched systems. Knowing that ease of proper installation is key to long-term efficient operation, the companies have greatly simplified the installation process. With this increased ease of installation, on-site labor and commissioning time will decrease, providing more profit for contractors. Additionally, contractors can remotely review system performance and recommend any necessary maintenance checks.



Both Unico and Ecoer offer warranties of up to 10-years, highlighting the quality built into their equipment to provide long-term carefree comfort for homeowners.

Scott Intagliata, Unico's chief marketing officer and partner, said, "Both Ecoer and Unico were founded and run by entrepreneurs who are driven to be the best, and this alliance shows that commitment to contractors and homeowners." Rick Warner, President of Ecoer North America, added that both companies are technology leaders and that the technology is well-aligned between the two companies.

Unico and Ecoer products are available nationwide to contractors through HVAC distributors.

The Unico System is a small-duct, high-velocity central heating and air conditioning system manufactured by Unico Inc. Ideal for today's custom-built tight homes, older home retrofits, historic preservation, and commercial applications, the Unico System takes less than one-third the space of traditional HVAC systems and provides better comfort and energy efficiency than its conventional counterparts.

Milwaukee® Expands the PACKOUT™ Modular Storage System with a New Tool Tray



MILWAUKEE, WI – Milwaukee Tool expands their PACK-OUT™ Modular Storage System with the addition of a Tool Tray. This addition to PACKOUT™ provides users with a versatile and durable storage solution

The PACKOUT™ Tool Tray features Stack or Store functionality, providing modular connectivity with any PACKOUT™ solution and storage within the Rolling Tool Chest, Rolling Tool Box, XL Tool Box, or the Large Tool Box. In addition, the Tool Tray has a customizable internal layout with Quick-Adjust Dividers, creating up to six separate storage compartments and allowing users to configure the layout that works for them. With a metal reinforced handle and a 25lb weight capacity, the tool tray can easily transport tools and materials around the jobsite, in transit, and in the shop.

As part of the Milwaukee® PACKOUT™ Modular Storage System, the new PACKOUT™ Tool Tray provides users the ability to fully customize their storage. With over 35 storage solutions, PACKOUT™ is the industry's most comprehensive modular storage system. For more information please visit our website www.milwaukeetool.com.

Mitsubishi Electric Trane HVAC US Welcomes Vice President of Marketing



Jason Rosenthal

SUWANEE, Ga. – February 15, 2022 – Mitsubishi Electric Trane HVAC US (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, welcomes Jason Rosenthal to the team as vice president of marketing.

In this newly created role, Rosenthal leads the company's marketing and controls product management departments for both residential and commercial sectors. He drives market research and analysis to identify and capitalize on new opportunities for METUS products and services. Rosenthal and his team are also responsible for METUS' digital strategy, creating experiences around products, apps, and web services that connect and provide value for contractors and homeowners.

Before joining METUS, Rosenthal served in various marketing leadership roles where he strengthened market positions. Rosenthal was most recently vice president of marketing for Phyn, a division of Belkin International, where he led marketing and customer advocacy, developed go-to-market strategies and oversaw channel implementation across e-commerce and retail. He brings additional marketing leadership experience in SaaS, connected home, consumer goods, home services and telecommunications.

"We're pleased to welcome Jason Rosenthal as our new vice president of marketing," said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US. "Jason's extensive knowledge in the digital space and lifestyle marketing will be a tremendous asset to our team and will contribute to the continued growth and success of our company."

"I'm excited to join the Mitsubishi Electric Trane HVAC team," says Rosenthal. "Our innovative, all-electric heat pumps provide superior comfort and user experiences while helping our customers improve sustainability. With our diverse product portfolio and the growing trend toward electrification, our phenomenal growth over the last few years is only the beginning. I'm looking forward to the creative journey we have ahead."

Rosenthal holds a Bachelor of Arts from New York University. He will be based out of the Suwanee, Georgia METUS headquarters.

To learn more about METUS and its mix of energy-efficient, high-performance Ductless and Ducted variable-capacity heat pump systems, visit www.mctahvac.com.

Nu-Calgon Launches New EasyDye™ for Detecting Leaks



St. Louis, MO – Nu-Calgon has launched EasyDye™, a new fluorescent leak detection dye from Nu-Calgon. EasyDye simply injects into an AC/R system in seconds, and its ultra-bright fluorescent color helps contractors find refrigerant leaks anywhere in the system.

EasyDye works with all commercially available oils, and it is perfect for split systems, heat pumps, microchannel coils, packaged units and mini-splits. EasyDye is super concentrated for use in 1.5 to 6 ton systems.

After injecting EasyDye (part #4050-51), contractors can easily find leaks using an ultraviolet flashlight like the one sold in our UV Leak Detection Kit (part #4050-15).

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.

Honeywell Hydrogen Solutions And Services Help Companies Reduce Carbon Emissions And Achieve Sustainability Goals

HOUSTON, Texas, February 14, 2021 – Honeywell today announced a portfolio of solutions and services to help end users harness hydrogen as an alternative fuel in industrial and commercial thermal processes to reduce their carbon footprints.

Honeywell's end-to-end offering comes at a time when many organizations around the globe are seeking to enact or tighten programs that decrease their greenhouse gas emissions. Converting to hydrogen-based fuels for process heating can help users meet both industry and self-imposed carbon reduction goals and avoid costly penalties.

The most abundant element in the universe, hydrogen, offers potential to reduce global emissions. When future clean energy networks. Furthermore, hydrogen's ubiquity in industrial processes and its suitability as a fuel for a wide range of applications makes it ideal for widespread adoption.

Honeywell has developed and tested a large portfolio of hydrogen fired industrial burners, ready to provide clean heat in many thermal appliances. Likewise, our burner management and control systems, pressure regulators and safety shut-off valves have been evaluated and assessed on hydrogen, and are ready to safely start, stop and control hydrogen fired appliances.

Meanwhile, Honeywell continues to lead the digitalization of the thermal industry with the "Powered by Thermal IQ" platform. Thermal IQ connects thermal assets with powerful analytics to create an enterprise-wide digital thermal ecosystem. Custom-

ers can easily measure thermal system performance in real time and estimate cost savings as well as emission levels when blending fuels such as hydrogen.

Honeywell also offers complete, custom-engineered systems that harness decades of know-how and experience gleaned from hydrogen projects and application tests. Furthermore, the company's global team of experts – fortified by insights and learnings from Honeywell labs around the world – stand ready to answer customers' hydrogen questions and help them with their unique process requirements.

Hydrogen poses unique challenges compared to natural gas, including its wider flammability limits and its lower spark energy for ignition. With our broad offering of burners, valves, controls, software, and services, combined with our engineering expertise and laboratory capabilities, Honeywell Thermal Solutions is able to deliver

innovative complete and safe solutions for hydrogen for the process heating market.

"Most companies know they need to reduce their carbon emissions imminently but aren't sure where to start," said Chad Briggs, Vice President and General Manager, Honeywell Thermal Solutions. "That's where we can help. Through the breadth and depth of our hydrogen capable and customized solutions, application services, and subject matter expertise, we can get customers on the right path to achieving their carbon reduction commitments and ambitions."



2021 REP AGENCY OF THE YEAR



Pictured (L to R): Mac McCrory, Cyrus Gardner, Adam Burroughs, Ryan McCrory, Tom McCrory, Lind Michel, Bob Turner and Larry Sandlin.

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National HVACR Education Conference

Expand your knowledge at the National HVACR Education Conference, the ultimate training experience. Learn about new and emerging technologies, get answers from, and be inspired by industry leaders, exchange ideas with industry peers, while gaining a better understanding of the future of the HVACR industry.

Industry data shows that a significant percentage of system components returned to manufacturers have no fault found in them. This is a clear indicator that we need to better train our industry, beginning with those on the front line of education.

While one could travel the country to visit manufacturers and subject matter experts to improve our knowledge, thankfully many of these industry leaders will be present at this event.

The conference is open to anyone involved in the HVACR industry (educators, administrators, trainers, wholesalers, contractors, etc.) who is interested in learning about new technologies, codes, content-delivery techniques, and interacting with those who change the face of our industry.

Attend the ultimate, live face-to-face learning experience, with great sessions and exhibits March 21-23, 2022 at the South Point Hotel in Las Vegas, Nevada. Then continue your learning online with additional courses on the HVACR Learning Network.

RectorSeal® Acquires Shoemaker Manufacturing, Expanding Domestic GRD Product Lines

Houston, TX, February 23, 2022 – RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], has acquired Shoemaker Manufacturing, a manufacturer of high-quality grilles, registers, and diffusers (GRD).

Shoemaker Manufacturing, based in Cle Elum, Washington, and established in 1947, manufactures high-quality GRD serving residential and commercial applications. Shoemaker's success is driven by its broad product offerings, customizable design, and ease of online specifications and ordering, which results in providing consistent, reliable, and readily available products to distributors. With 180,000 square feet of domestic manufacturing space, the Shoemaker acquisition provides RectorSeal with additional capacity to manage its global supply base.

"Shoemaker's strong reputation is built upon the quality of its manufactured products, innovation in applying technology to production selection and quotation, and a relentless focus on customer service," said Jeff Underwood, Senior Vice President of Sales and Marketing at RectorSeal. "This combination complements our TRUaire GRD product line and expands our product offerings in this growing category."

The existing leadership team at Shoemaker has remained in place through the ownership transition. John Hein, President at Shoemaker, adds, "The acquisition enhances our ability to deliver a more robust product line along with many additional benefits to current and future customers. Now, both companies will be able to provide products and services to customers that we could not have delivered as separate companies."

Shoemaker will continue to operate and serve customers independently in the short term. As the businesses are integrated and benefits for RectorSeal and Shoemaker customers are realized, details will be shared with distributors.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges faced by professional trade contractors. Visit www.rectorseal.com, www.instagram.com/rectorseal,

Goodman Orlando Hosts NCI Duct System Optimization and Air Balancing Certification Program

On April 14 - 16, 2022, Goodman Distribution in Orlando hosted a two or three day NCI Duct System Optimization (2-Day) Certification Program or Bundle with (3rd Day) Residential Air Balancing.

Attendees learned how to deliver high quality, profitable duct system renovations that really work! Upon completion, they will be able to set their company apart from competitors, by knowing how to optimize a duct system so it delivers the heating and cooling the equipment was designed to provide.

Once they were trained in Duct System Optimization, they will also provide Certified Air Balancing on their installations, with the completion of the optional additional day of training and testing. Now, your customers can receive the very best comfort and energy efficiency, as well as a safe and healthy indoor environment.

It's a known fact that typical air distribution systems across North America lose, on average, 43% of an HVAC system's efficiency. Your customers don't have to live with these substandard systems. The cer-

tification training process began with a comprehensive evaluation of the existing duct system design, equipment sizing, followed by verification of real-time performance - not simulations. They learned how to uncover air distribution upgrade opportunities that deliver the highest quality, comfort, and performance their customers want, and are willing to pay for.

For the first time, the HVAC Industry has a certification that addresses the vital importance of ductwork in the overall performance of a mechanical system. By attending the class and passing the exam at the end of Day 2, they earned the Duct System Optimization Specialist certification.

This is the only certification of its kind and once earned, it will set you light years ahead of your competition. Add this to your company's portfolio of performance-based NCI certifications and deliver true system performance to all your customers.

NCI certifications are valid for two years. Recertification is achieved with 8 hours of NCI continuing education.



Johnson Controls Showcased Connected Home Products at the 2022 NAHB International Builders' Show in Orlando

MILWAUKEE – (February 15, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, showcased a complete range of smart home security, controls and HVAC products at the 2022 National Association of Home Builders International Builders' Show® (booth W4283) Feb. 8-10 at the Orange County Convention Center in Orlando, Florida. The Johnson Controls exhibit focused on the connected home, providing home builders a comprehensive offering designed to give occupants greater control, comfort and peace of mind.

It's estimated that there will be 78 million smart homes in North America by 2024, according to Berg Insight. To put that number into perspective, that's 53 percent of all homes in the region. Connected comfort and security products can be important differentiators for homebuyers who are looking to ensure sustainability, safety and comfort. Johnson Controls is committed to delivering the latest smart products that provide seamless occupant experiences with Johnson Controls OpenBlue connected suite of technologies.

"The connected home is no longer a luxury – it has become standard," said Casey Yates, vice president of sales and marketing, Ducted Systems, Johnson Controls. "Occupants expect easy-to-control, smart solutions that reduce energy use, improve comfort and provide peace of mind. Johnson Controls has an expansive portfolio of premium technologies that come together in one complete home system, resulting in living spaces that are smarter, healthier and more sustainable."

The YORK® brand of Johnson Controls displayed home comfort products designed to enhance comfort, sustainability and flexibility, including the high-efficiency YORK® HMM7 17 SEER Horizontal Discharge Heat Pump, which is an ideal solution

for spaces that require a compact design, without any compromise to comfort, while offering quiet performance and easy installation. They also featured the YORK® YHG 16 SEER Single Stage Heat Pump with swing-out panels offering easy access to electrical controls, and the YORK® AE Multi Speed Multi Position Air Handler, which is designed to improve comfort, increase energy savings and provide lasting performance.

Johnson Controls Hitachi showcased its legacy of innovation, including connected products and systems designed to optimize occupant comfort and indoor air quality. These products included the H500 Single-Zone Mini-Split System, which offers a ductless cooling and heating solution that's flexible, energy efficient, and includes FrostWash™, an active-cleaning function for both indoor and outdoor units which provides fresher air, improves reliability, and reduces maintenance. Hitachi also featured the compact, whisper-quiet Mini VRF System that

has some of the industry's highest efficiency ratings and enables individual comfort control of up to eight zones.

Johnson Controls Qolsys featured the latest connected home security technology at the exhibit, including the new IQ Panel 4, an all-in-one smart home platform with six different wireless radios designed to control intelligent devices, including PowerG long-range security and life safety sensors, smart lighting, smart thermostats, smart locks, garage openers and integrations with partners like Alarm.com, Control4, SolarEdge and more. With intuitive on-screen controls, compatibility with all major voice platforms, and a growing portfolio of connected devices, this intelligent platform is a leading choice for new construction smart homes. To learn more, visit Johnson Controls at www.johnsoncontrols.com.





ASHRAE Miami Technical Meeting

"Understanding IAQ Across Standards and Codes"

February 15th, 2022

ASHRAE Miami held their last chapter meeting on Tuesday Feb 15th, 2021 at 5:30 pm at the 94th Aero Squadron in Miami. The topic for the meeting was "Understanding IAQ Across Standards and Codes" by John Constantinide, a Florida licensed mechanical engineer.

John Constantinide, P.E., has owner and designer experience with energy management, design, and

design-build projects of industrial, institutional, and commercial facilities for government, aviation, and health care entities. John is also a Certified Energy Manager, Certified Fire Protection Specialist, and LEED AP with a Building Design and Construction specialization. In ASHRAE, he serves as Chair of TC 5.2 Duct Design, Handbook Subcommittee Chair for TC 7.6 Building Energy Performance, and Re-

gion XII's Assistant Regional Chair.

ASHRAE Miami Chapter meets the second Tuesday of each month. The meeting location is announced in their monthly newsletter. For special meetings, the date/time and venue is also announced via e-mail. Most of their meetings have technical presentations which provide PDH points towards the PE license.



Andrew Abinader, Alfredo Sotolongo Jr., and Alfredo Sotolongo Sr. of Protec, Inc.



Daniel Marrero of Protec, Inc. with Dustin Branting of Albireo Energy



Russ Garofalo of Flamebar, Angel Flores and Jason Alexander of Northrich Company



Luis Prats of ICTB with Juan Carlos Gonzalez of Dunn and Bush



Hector Urgell of Daikin Applied with Charlie Lee of FIU



Alexander De Socio of Tropic Mechanical with Brady Walters of Albireo Energy



Emily Franco, ASHRAE Miami president welcomes the members to the ASHRAE Technical Meeting



There was a great turnout for the ASHRAE Technical meeting in February



John Constantinide, ASHRAE regional chair, spoke about "Understanding IAQ Across Standards and Codes"

RectorSeal® and Dust Free® Introduce IAQ3 Strategy for Healthier Residential and Commercial Environments

Houston, TX, February 28, 2022 – RectorSeal®, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], and Dust Free®, a leading manufacturer of IAQ (Indoor Air Quality) products, have jointly announced the release of the IAQ3 strategy offering an extensive line of products designed to improve the air quality of indoor residential and commercial environments.

The IAQ3 platform of products has been carefully designed to meet a wide spectrum of indoor air quality demands for residential and commercial applications. By integrating three levels of IAQ products, the IAQ3 strategy help to increase the overall air quality of living and working indoor spaces. The result is a dynamic air quality management strategy that provides a complete and customized IAQ solution tailored to specific customer requirements.

The IAQ3 strategy is comprised of the three essential components to help improve indoor air quality: Filtration, Purification, and UV Inactivation. All Dust Free products and systems comply with the appropriate ASHRAE, EPA, and other industry standards including UL 2998 applicable to zero ozone creating air treatment devices. IAQ3 products are available for shipment from Dust Free facilities in Texas and at RectorSeal facilities located

in Los Angeles, CA, and Jacksonville, FL.

Dust Free offers a wide array of active filtration products that help remove symptoms caused by dust, pollen, mold, dander, and other air particulates as they pass through a ducted, forced-air HVAC system.

Indoor air purification is achieved using Dust Free's proprietary, 100% ozone-free, UV light and ionization technologies to reduce indoor air pollutants such as odors, VOCs (volatile organic compounds), formaldehyde, and inactivate bacteria.

High-output germicidal UV-C (ultraviolet) lights from Dust Free work 24/7 helping to reduce biological contaminants found on HVAC system components and within the air stream of a forced-air system. The UV Inactivation process is active even when air is not circulating in the HVAC system. Because of the spectral sensitivity of DNA, only UV-C light demonstrates significant germicidal properties.

"The IAQ3 strategy allows RectorSeal customers access to some of the most advanced indoor air quality components and systems," said Stephanie Welda, Director of Product Marketing, at RectorSeal. "Indoor air quality is a growing concern for both residential and commercial customers. Our customers will appreciate the flexibility that the IAQ3 strategy offers along with the noticeable ben-

efits of healthier indoor air."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges faced by professional trade contractors. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

The RectorSeal LLC, is a manufacturer of chemical, mechanical, and firestopping products for the professional trades. The company is centered on a simple mission: To provide innovative solutions to the professional trades. RectorSeal wants to help professionals in the heating & cooling, plumbing, electrical, and construction industries perform their work faster and with greater reliability. For more information, visit www.rectorseal.com, email: marketing@rectorseal.com, or call (800) 231-3345.

Dust Free® is a family-owned and operated business headquartered in Royse City, TX, just 40 miles east of downtown Dallas. Dust Free® was established in July of 1982 as a manufacturing company specializing in air filtration equipment designed to benefit allergy patients who needed a clean indoor environment.

Milwaukee® Introduces Retractable Lanyard to Their Tethering Lineup



MILWAUKEE, WI—Milwaukee Tool expands its tool tethering lineup by introducing a 5lbs 50" Quick-Connect Retractable Tool Lanyard. As jobsite safety demands continue to grow

to keep users safe, tradesmen are increasingly required to tether tools when working at a height or near sensitive equipment. The Milwaukee® 5lb 50" Quick-Connect Retractable Tool Lanyard furthers the commitment to help keep users safe on the jobsite while working at heights by reducing the risks associated with dropped tools without hindering productivity.

This retractable lanyard survives more drops and provides lasting durability. It is constructed with stainless steel components to maintain retraction and prevent dropped tools. Equipped with a push-to-lock design for greater control users can easily lock the lanyard cord at the desired length within the 50 in. working range. This lanyard also features an abrasion-resistant cord to withstand the harsh demands of the jobsite. The dual locking, swiveling Quick-Connect carabiner allows users to make fast swaps between tools and is compatible with other Milwaukee Quick-Connect Accessories for maximum productivity. Lastly, this lanyard meets ANSI/ISEA 121, the American National Standard for dropped object prevention solutions.

The new Milwaukee Tool Lanyards include a Limited Lifetime Warranty and demonstrate the company's continued commitment to developing game-changing solutions professionals truly want and need. Milwaukee Tool is focused on creating innovative solutions that won't slow users down, helping them STAY SAFE. STAY PRODUCTIVE™. For more information on Milwaukee® Personal Protective Equipment or to view the entire line, please visit www.milwaukeetool.com/ppe.

The International Code Council, with Sponsorship from ASHRAE, creates a New International Green Construction Code Certification

Washington, D.C. – The International Code Council with sponsorship from ASHRAE, the leading global HVAC&R membership society, is pleased to announce the release of a new International Green Construction Code (IgCC) certification, Commercial Green Construction Professional.

The Commercial Green Construction Professional certification was created to assist in developing new standards for building construction in order to address the problem of greenhouse gas (GHG) emissions and to help reinforce societal health, life and safety benefits. Professionals who hold this certification will lead the way in helping to conserve resources and regenerate sites while providing expertise in offering solutions to resilience through natural disasters, a changing climate, resource consumption/management, and service interruptions due to unforeseen events.

"As the focus to reduce greenhouse gas emissions and increase energy efficiency within our communities continues to grow, the demand for green building design, construction and operational techniques has become essential," said Cindy Davis, CBO, President of the ICC Board of Directors. "A certified Commercial Green Construction Professional will play an important role as an industry leader in helping communities establish sustainable, resilient, high-performance buildings."

The Code Council is the preeminent certification body for credentialing code professionals. Code Council certifications are often prerequisites for those seeking positions that review building plans and inspect homes and buildings for compliance with applicable codes and standards. ICC certification exams are developed and maintained to the highest standards, which includes continuous peer review by committees of experienced, practicing professionals.

The certified Commercial Green Construction Professional certification verifies competence in plan review and project inspection performance for commercial buildings as it pertains to the International Green Construction Code (IgCC), in coordination with ASHRAE Standard 189.1. Standard 189.1 provides guidance for designing, building and operating high-performance green buildings and sets the foundation for total building sustainability through site sustainability, water and energy efficiency, indoor environmental quality and the building's impact on the atmosphere, materials and resources.

"ASHRAE congratulates the Code Council on this new certification," said Mick Schwedler, P.E., LEED AP, 2021-22 ASHRAE President. "ICC's contributions to the built environment and a sustainable future are appreciated."

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Highly adaptable, the Multi-Position Air Handler (MPAH) can be installed in numerous positions for added installation flexibility.

With the ability to handle the external static pressure up to .98 in. WC, the MPAH provides expansive coverage with outstanding cooling and heating performance.

Features



TOTAL CONTROL

Through the SmartThings app, you can operate your unit from almost anywhere, at any time.



EASY SERVICE

The Multi-Position Air Handler (MPAH) is equipped with a removable EEPROM chip at the main PCB to store data.



- Up to 19.3 SEER
- 7-Day Programming¹
- Auto Restart
- Energy Efficient
- Fast Cooling and Heating
- Upflow, Horizontal Right and Left, Downflow Installations
- Optional Wi-Fi Control Capabilities
- Quiet Mode
- Away Mode¹
- Twin Rotary BLDC Inverter Compressor
- ECM Constant Torque Motor
- EEV Included in Outdoor Unit
- Various Pipe Installation Options²
- AHRI Certified
- ETL Listed
- MPAH Made in USA

Controls³



Wireless
Controller⁴
AR-EH04U



Touchscreen
Wired Controller
MWR-SH11UN



Advanced
Wired Controller
MWR-WG00UN



Thermostat Adapter
MIM-A60UN



Wi-Fi Adapter
MIM-H04UN

Pair with



18K
outdoor unit



24K and 30K
outdoor unit



36K, 42K and 48K
outdoor unit

Additional Information



Warranty: 10YR COMPRESSOR/ 10 YR PARTS/ 1 YR LIMITED LABOR Product Registration Required. Conditions Apply.



The AHRI Certified® mark indicates Samsung's participation in the AHRI Certification program. For verification of individual certified products, go to www.ahridirectory.org.



Available for download on the Google™ Play store and App Store®. A network connection is required. Samsung application account is necessary. An accessory Wi-Fi Adapter is required (purchased separately).



¹ Requires accessory controls (sold separately)
² Excludes 18K model
³ The Multi-Position Air Handler does not include any controllers as standard.
⁴ Requires MRK-A10N to use wireless remote controller

Submittals can be found at: www.samsunghvac.com

ASHRAE Applauds Legislation that Protects Copyrights

ATLANTA (February 23, 2022) – ASHRAE, along with other standards development organizations (SDOs), affirmed legislation for copyright protection of codes and standards adopted or incorporated by reference as long as they are available on a publicly accessible website for viewing.

U.S. Representatives Ted Deutch (FL-22) and Darrell Edward Issa (CA-50) introduced H.R.6769, a bipartisan bill to preserve copyright protection of codes and standards when they are incorporated by reference into federal regulations.

“This legislation simply confirms the legal copyright of standards created by ASHRAE and other SDOs,” said 2021-22 ASHRAE President Mick Schwedler, P.E., LEED AP. “We are delighted that Reps. Deutch and Issa have introduced legislation confirming this fact. This allows SDOs and our volunteer members to continue the important work of developing standards that can be incorporated by reference into regulations and building codes, which in turn provide important safety, sustainability and resiliency benefits.”

The proposed statute would allow full access to standards incorporated by reference in laws or regulations through free viewing on a publicly accessible website, while still preserving the long-standing public-private partnership standards development infrastructure, at no cost to taxpayers.

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.

As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries. For more information and to stay up-to-date on ASHRAE, visit ashrae.org







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Over 70 techs from Lindstrom Air Conditioning & Plumbing visited RGF Headquarters throughout the week for training by Lisa Schutz, National Sales Manager, and Mat Charles, VP of Sales. They are now certified RGF Air Quality Specialists and part of our Black Label Dealer program. For more information on how your team can become IAQ specialists and get a free REME HALO, contact your RGF rep or email Ashley Gibb at agibb@rgf.com

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www.womeninhvacr.org/scholarships



Lennox Industries Launches Warranty Your Way™ as the Industry First for Home Comfort System Parts and Labor Coverage at No Additional Cost

RICHARDSON, Texas, Feb. 23, 2022 /PRNewswire/ -- Lennox Industries is launching an industry-leading limited warranty offering with customizable and complete system coverage for parts and labor, providing greater peace of mind to homeowners. Through Warranty Your Way™, homeowners now have the opportunity to obtain labor coverage on eligible heating and cooling products, as well as more limited warranty and coverage options at no additional cost, putting the power of choice in the hands of homeowners.

Lennox Industries is the first and only heating and cooling manufacturer featuring the option to obtain three-year labor coverage at no additional cost. Traditionally in the heating and cooling industry, labor has not been covered as part of the standard manufacturer’s limited warranty, a misunderstanding that can be a challenging experience for the homeowner.

“With the launch of Warranty Your Way, we are setting the new standard for HVAC manufacturer limited warranties and continuing Lennox’ legacy of innovation in all aspects of the industry,” said Quan Nguyen, VP & General Manager at Lennox Industries. “We’re giving homeowners the transparency and peace of mind to feel confident about their warranty parts and labor coverage and keep their home comfort system performing optimally. Through our new industry-leading warranty offering, we’re proving that perfect air isn’t just something Lennox talks about—it’s something we stand behind.”

According to a recent study conducted by Lennox, “Warranty” was the number one frustration for homeowners. When a failure occurs, the average cost of repair is 85% labor and only 15% parts, leading to unexpected costly repairs for both the homeowner and dealer. With Warranty Your Way, Lennox is giving homeowners personalized, easy-to-understand complete coverage options and providing dealers with the market differentiation to help them stand out in a competitive market.

“Dealers are the core of our company, and we are constantly seeking ways to improve their business as well as enhance the homeowner experience,” said Kim McGill, VP of Marketing at Lennox Industries. “The Warranty Your Way limited warranty coverage options provide customizable labor coverage packages that best fit our dealers’ business models and the homeowner’s needs, leading to stronger customer relationships and upward business growth for our network of exceptional dealers.”

Additional labor coverage can be purchased through the Comfort Shield® program, which is provided by Service Net Warranty, LLC, part of AIG, and is transferable. For more information on the industry-leading warranty and coverage, visit Lennox.com/WarrantyYourWay.

General Filters, Inc. Presents the 2021 “Soaring Eagle” Award to Pilgrim Sales

General Filters, Inc., presented its annual “Soaring Eagle” Award to Pilgrim Sales in February; the sales agency that best represented General Filters in terms of sales revenue, sales growth, new product sales, and the reporting of vital field intelligence for the prior sales year.

Owner and Vice President John Redner and Director of Sales & Business Development, Allan Feys were pleased to offer the 2021 award to Lennie DeAngelo of Pilgrim Sales; a valued agent of General Filters for over 25 years. John Redner commented; “Lennie has been a trusted and key member of the GFI Sales Team for such a long time that at this point, he is a part of the Family.” Allan Feys added: “Mr. DeAngelo met and exceeded all our sales objectives in the New England Market in 2021.”

Mr. Feys continued: “In many regards, 2021 was an outstanding year for virtually all our sales agencies. General Filters is greatly appreciative of the efforts put forth in a sales year made very difficult by COVID-19 restrictions and the many global market challenges. Through it all, the General Filters network of sales agencies kept their collective heads down and their sales legs churning, and we all benefited from their efforts.



John Redner, Lennie DeAngelo, and Allan Feys

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COME TO ME

ALL WHO LABOR AND ARE HEAVY LADEN,

AND I WILL GIVE YOU REST.



Matthew 11:28



"PBACCA's 2022 Top Contractor"

"BRING HOME THE BELT"



1st Annual Contractors Challenge

Enter early to secure your chance to compete for the title of 'PBACCA'S 2022 Top Contractor'

Presented By
Palm Beach Air Conditioning Contractor Association

To take place at 31st Annual Trade Show
Thursday, March 24, 2022
5:00-8:30 pm
9067 Southern Blvd., West Palm Beach FL, 33411





Would you like to Participate in our 1st Annual Contractors Challenge

Show us your skills by competing in 10 AC focused challenges. Top Scoring Contractor "Wins"

Participants Registration Due by 2/25/2022

Suppliers that would like to sponsor a challenge

Due Date and description of Challenge Due by 3/1/2022

EVENT SCHEDULE

4:00 PM-5:00 PM
Owners and Decision Makers Cocktail Hour

5:00 PM
Challenge Begins

8:30 PM
Show Ends

Sponsorship Opportunities

For More Information
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pripple@pbacca.org

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Bring cleaner air to your life™

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- Solaris UV lights
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- Solaris Air Ionizers

Wiring diagram and service information inside cover

- Port 1: PCO or Single UV Lamp
- Port 2: PCO 24VAC Power
- Ports 3 & 4: UV Lamp 1 or optional PCO, UV Lamp 2
- 24 VAC Air Ionizer

Never disconnect directly. Disconnecting while Solaris is powered may cause damage to the system. Disconnecting at a 24VAC connection point can damage the system and void the warranty.

BUILDING A WHOLE HOUSE CUSTOM IAQ SOLUTION

Contaminated household air with odors, allergens, airborne chemicals, VOCs and particulates of all sizes enter the system

Fresh clean air!

Air scrubbing micro-particulate air ionizer charges microscopic contamination causing filterable clusters

Multi-layer, high surface area photocatalytic air purification with dual spectrum UV and charged ion air freshening for odors, VOCs, toxic fumes. Also destroys airborne bacteria, viruses and allergens.

UV lights with 40% more UV and 2-year life disinfect HVAC coil and drain pan to eliminate HVAC mold, mildew and other biogrowth

High capacity and efficiency whole house pleated filtration for dust, dirt, and allergens—and for micro-particulates when used with ionizer!

The IAQ PowerModule is the control center and single efficient power source for all of the electronic components in a Solaris Whole House IAQ system. Each connects to the module for power and for performance / status monitoring of the UV lamps used for disinfection and purification processes.

The Solaris IAQ PowerModule efficiently operates ALL Solaris IAQ electronics and monitors UV lamps

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Available IAQ Components:

Solaris Whole House Media Air Cleaners

Solaris PCO Whole House Air Purifier

Solaris Air Ionizer

Solaris UV Lights

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SOLARIS® HVAC DISINFECTION

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- Fungi
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- Auto emissions
- Molecular

SOLARIS® AIR PURIFICATION

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