

TODAY'S A/C

& REFRIGERATION NEWS



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



2022 FRACCA Level Up Education Conference
at The Florida Hotel in Orlando (see pages B6-B7)



Blacks Supply 31st Annual Bass Tournament
at Hickory Point, Tavares, FL (see pages 22-23)



Tropic Supply Hosts Samsung Mobile
Training Center in March (see page 20)



HVAC Excellence's National HVACR Education
Conference in Las Vegas (see page 14)



NCI Unveils Certified System Performance at
High-Performance HVAC Summit 2022 (see page 9)

Daikin Announces Name Change, Organizational Realignment and Major Environmental Mission



Jeff Schlichenmeyer
Publisher

HOUSTON, March 7, 2022 – The Daikin unitary, ductless and light commercial (including VRV) products organization in North America, part of the world's largest heating, ventilation, and air conditioning (HVAC) company– is unifying its core Daikin, Goodman and Amana HVAC brands under a new top level corporate name and structure. This name change and new structure aligns brand sales efforts with the mission to enhance customer experiences and become North America's #1 indoor comfort solutions provider. The name change and new organization structure become effective April 1, 2022.

"We are uniting under a single name – Daikin Comfort Technologies – capturing a culture and identity that reflects one vision that will create an even stronger and more unified Daikin," explains Satoru Akama, Chief Executive Officer for Daikin. "By fusing Daikin's strengths, core technologies and environmental solutions with Goodman's robust, extensive sales and distribution network we will enrich our customer experience, improve organizational ef-



Satoru Akama,
Daikin, CEO



Taka Inoue,
Daikin, Chief CSMO

ficiency and transform the North American HVAC market by promoting environmental solutions that impact people where they live, work, and play," follows Takayuki "Taka" Inoue, Chief Sales and Marketing Officer for Daikin.

"Daikin, Goodman, Amana and Quietflex® will remain and play an important role in our brands for products in the future," Inoue says. "Aligning our structure into a single business unit allows for collaboration, innovation, and agility internally, and very importantly, meets the needs of our customers."

Within Daikin Comfort Technologies there is a newly formed group, the Environmental Promotion Office, led by Nathan Walker, SVP, reporting to CEO Satoru Akama. The team will intensify Daikin's focus on becoming the industry leader as an advanced environmental company. "It's both an ambitious and attainable objective," Akama says.

"We are leveraging Daikin's leadership in environmentally friendly indoor comfort technologies, such as our inverter and heat pump solutions," says Akama. Daikin has already introduced low global warming potential (GWP) R-32 products ahead of competitors and taken a leadership role in environmental stewardship. This new unit will facilitate wider usage of inverter, heat pump and R-32 products throughout North America.

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Aim Act Regulations And Its Effect On R-410A

The American Innovation and Management Act of 2020 (AIM) was enacted on December 27, 2020. Bi-partisan legislation was submitted, passed, and signed into law by the Trump administration in late 2020. In early 2021, the Biden Administration provided the financial support needed to fund the law through the Consolidated Appropriation Act of 2021. The AIM Act brings the United States in line with the world climate change goals under the Kigali Amendment to the Montreal Protocol treaty. Many climate change advocates thought the country needed to move to the next generation of refrigerants due to the high GWP of HFC refrigerants like R-410a. For more information go to: www.epa.gov/climate-hfcs-reduction.

Unlike when HCFC refrigerants (R-22) were phased out, this latest change is a phase down. The AIM Act mandates a nationwide reduction in HFC refrigerants of 85% over 15 years, ending in 2036. The baseline was established by using an average of 2011-2013 HFC usage levels. The first reduction was a 10% reduction from 2011-2013 levels by 2023. Next are annual increments totaling 80% by 2035 and finally the 85% reduction level by

2036. These new regulations effect the production of R-410a refrigerant, which may result in significant transition costs for homeowners, supermarkets, and data centers.

Enactment of the AIM Act came late in the presidency of Donald Trump. Prior to his signing the law, his administration had been reluctant to approve the Kigali Amendment. The first verbal acceptance of the Kigali amendment was announced in October of 2016 by Secretary John Kerry of the Obama administration. Two weeks later, Donald Trump was elected president. Starting in 2017, the Trump administration decided to study the Kigali Amendment before accepting the plan. That decision of course caused an uproar in the climate change community. As a result of that decision, the US Climate Alliance was formed by those states wanting to push forward immediately with the goals of the Paris agreement. For more information: www.usclimatealliance.org

The US Climate Alliance is made up of 25 member states, representing over 56% the US population and 11.7 trillion dollars of the US economy. Those 25 members represent the 3rd largest economy in the world. With that much economic pressure being applied, the Trump administration moved forward with the bi-partisan AIM Act in December of 2020.

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Stupid Mistakes Contractors Make (Part 1)

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

Over the next few months I'm writing about stupid things I've seen contractors do over the past 35+ years. Once I reveal them, I know that you won't do them! These mistakes will be included in my upcoming book, 101 Stupid Mistakes Business Owners Make and How to Avoid Them.

Here's Mistake #1 – Thinking Your Employees Can Read Your Mind

None of us are mind readers. Yet, many owners make statements like:

- You should know how I want the phone answered
- You should know how the installation is supposed to be done
- How can you say that to a customer?
- Or, when something isn't done the way you want it done, you get frustrated, angry or worse. You say, "You should have known better" (or at least you think it).

Company owners have the responsibility to communicate how they want things done. No communication means that employees will do things the way THEY think they should be done...not necessarily how an owner wants it done.

If processes are performed as employees see fit, then customers get inconsistent experiences. Inconsistent experiences lead to customers going elsewhere. The first interaction might be great. The second one not as good. Customers compare the two and often go elsewhere simply because the experience with your company was not the same. And, you'll never know because they won't tell you. The experience wasn't bad enough the second time to complain.

Most companies have written policies and procedures manuals (I've written them...see below) clearly communicating how to answer the phone, how to talk with a customer, how to perform work, etc.

Then what's in an owner's head is on paper for employees to follow. Everyone knows what is expected as well as the consequences for not following the rules. Customers get consistent interactions with your company and trust builds. Communicate what you want and follow up to ensure that you are getting what you want.

Next Topic: The Difference Between Sales and Revenues - Is Your Company Really Profitable?

Sales and Revenues - The two terms are different but unfortunately are used interchangeably. If you report sales instead of revenue on your profit and loss statement, it might be wrong. Here's why:

A sale is a sale. Revenue is that portion of the sale that is billed and accounted for. If your company is totally COD, then revenue equals sales each month. Here are three examples where sales and revenues are not equal.

Example #1 – Replacement Job that takes 4 months to complete. You sell a \$1 million replacement job which is to be installed over a period of 4 months. The sale is \$1 million. The entire \$1 million does not appear on your profit and loss statement the month that it is sold unless the entire job is completed in a month. If the entire job is completed in a month, sales and revenues are the same.

Please note: I am making this simple – not using work in process, completed contract or percentage of completion accounting. If the job is installed over a period of months, generally the job is billed over several months.

The revenue, which appear on your profit and loss statement, is the amount that is billed for that month. The total revenues, over the period of time that the job is installed, equal the sale amount. If the job takes 4 months from start to finish, and a quarter of the job is completed each month, then the revenues that are accounted for on your profit and loss statements are \$250,000 a month...not \$1 million. The expenses in-

curred to produce those revenues are also in the same month.

Example #2 – Maintenance plan paid in advance (or on monthly billing) Assume your customer pays you \$250 each January for their maintenance plan. The maintenance visits are in April and October.

The sale is \$250. It is recorded as \$250 deferred income on your balance sheet rather than a \$250 sale on your profit and loss statement.

Why? You received money for work you have not performed. This is a liability to perform work. When you do the first maintenance in April, your liability to perform is cut in half. \$125 is now recognized as revenues on your P&L and your deferred income is cut in half. You must recognize the revenue in the month you performed the work. If you don't you're going to be busy doing maintenance and have nothing to show for it on your P&L. This is why I often hear the com-

plaint, "we're busy and losing money." If the maintenance plan is priced and accounted for properly, you'll be busy and at least breaking even because the revenue and expense are accounted for properly.

Example #3 – Deposits for work to be performed. Your salesperson sold a job and a deposit is required before work is performed. The deposit is not a sale. Like maintenance money received in advance, the deposit is a liability to perform. You are getting money for work you have not done yet. When you get the deposit, it is shown as a deposit in the current liabilities segment of your balance sheet. When you perform the work and bill for the work, the deposit is applied to the revenue and the total is reported on your profit and loss statement.

Make sure that you account for revenues, not sales on your profit and loss statement. This way you can see whether your company is really profitable each month.

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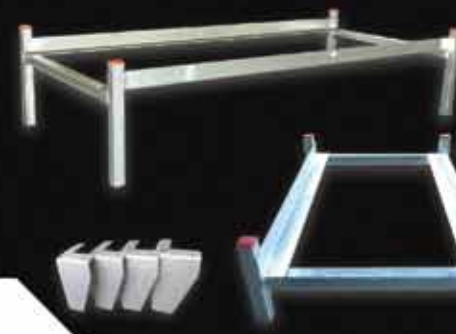
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Daikin Announces Name Change, Organizational Realignment and Major Environmental Mission for Unitary, Ductless and Light Commercial Sales and Operations in North America

(from cover story)



“Our operation in North America has more than doubled in revenue since the acquisition of Goodman and is now the largest of any Daikin entity in the world, making North America one of Daikin’s top priorities to invest in and grow,” explains Inoue. “It also comes with a tremendous sense of responsibility to execute as one company and one culture.”

A more unified sales strategy can ensure that Dai-

kin, Amana, or Goodman brand equipment can each be a compelling offering for major contractors to serve both premium and value customers.

The Daikin realignment also seeks to create an even stronger customer experience across its business, including transformation through digital solutions and tools, differentiating logistics and inventory deployment capabilities, and more advanced service and support.

Current Daikin and Goodman sales and marketing functions will be consolidated into a single business unit, led by Chief Sales and Marketing Officer (CSMO) Taka Inoue.

Senior Vice President Ardee Toppe will manage all company sales of all brands. Toppe will report to CSMO Inoue and lead four U.S. sales divisions in the U.S. and one in Canada. Ardee will also be respon-

sible for company owned distribution now called Daikin Comfort Technologies Distribution, Inc., formerly known as Goodman Distribution, Inc.

Senior Vice President Doug Widenmann will lead all areas of marketing, including channel strategy and development; traditional and digital marketing; product marketing; data and analytics; and warranty and pricing. Doug will also report to CSMO Inoue.

“By drawing upon the strength and skills of our incredible people, we can become ‘One Daikin’ under a single, focused vision featuring a core of powerful brands,” says Inoue. “We look forward to further sharing our mission to become the most environmentally advanced HVAC company in North America.”

For more about Daikin, its environmentally friendly technology and indoor comfort solutions, visit northamerica-daikin.com.

Ritchie Introduces YJACK MANO™ Wireless Dual Manometer for Accurate Pressure Measurements



BLOOMINGTON, MN (March 28, 2022) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to announce the continued expansion of the YJACK™ platform of wireless probes with the introduction of the YJACK MANO™ Wireless Dual Port Manometer. With even more innovative tools and smart app features for complete system diagnostics, technicians can leave their analog gauges

and service report paperwork in the truck.

Technicians take accurate static pressure measurements up to +/- 80 inches of water column with the YJACK MANO™ Wireless Dual Port Manometer 67068 by YELLOW JACKET®. Measures pressure drop across a filter or Total External Static Pressure (TESP) with the included static pressure tips. And measure gas pressure at the regulator inlet and outlets with the 1/8” NPT fitting or slide gas adapter. Use the integrated display to view the system readings or view and analyze all the system measurements with the YJACK VIEW™ app. A soft case is included for convenient storage of manometer and adapters.

The new YJACK MANO™ probe is supported by

the YJACK VIEW™ App, which allows technicians to easily receive and analyze live data for measurement of duct pressure changes and regulator gas pressure. Enhanced data logging and customizable PDF reports of system measurement and service information, makes the YJACK VIEW™ App a necessary component to managing customer service information.

The YJACK VIEW™ App utilizes Bluetooth® technology to provide seamless integration with YJACK™ probes and P51-870 TITAN® Digital Manifolds, or they can operate independently using a smart device. Visit www.yellowjacket.com/yjack for more information.

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Tropic Supply Hosts Tod Talk Evergreen Motor Training



On Tuesday, March 22 from 8:00 am - 9:00 am, Tod Sutherland facilitated a Tod Talk virtual event giving an overview of replacement motors.

This course covered the three types of ECM motors: Constant Torque, Constant Airflow, and Constant Speed using Evergreen Motors for OEM replacement. Tod also revealed how to stock your truck with just a few motors to cover 90% of all applications.

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



TOD TALKS

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.

In this Tod Talk online zoom session, each attendee had the option to participate in the four webinar quiz questions. The first person to enter the correct answer in the chatbox, won one of four \$25 Visa gift cards!

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



Tod Sutherland discussed the three types of ECM motors: Constant Torque, Constant Airflow, and Constant Speed



Tod revealed how to stock your truck with just a few motors to cover 90% of all applications

In Memoriam Jerry M. Lawson



Jerry M. Lawson

Jerry Maggard Lawson, of Covington, Georgia, passed away Tuesday, January 25, 2022, at Emory University Hospital at the age of 79. He was born to Charles R. and Louise (Newton) Lawson and was extremely proud of being a seventh generation Texan.

Jerry began his newspaper career in 1962 after being discharged from the Army. His first job was with the Tyler Courier Times in Tyler, TX. From there he took a job with Harte Hanks Newspapers in Marshall, TX, then on to the Dallas Morning News..

In 1969, he started his own publications company representing the durable goods industry. When he got ready to mail out his first newspaper, he had 35 cents in his pocket. One customer believed in him so much they gave him a check on the spot to cover the ad they had placed, enabling him to mail out the newspaper and the rest is history. Jerry eventually focused his publications on the Heating, Ventilation, Air Conditioning and Refrigeration (HVACR) industry. He built the HVAC & Refrigeration Insider into the industry's most widely circulated trade publication and the only source for industry information combining a national reach with a regional presence for local markets.

Jerry was well traveled and well read. He loved exploring, being in the woods, and going to the Florida Keys scuba diving. One of his favorite places was being home at Red Oak Ranch entertaining his friends and loved ones and taking care of animals.

His memory will forever be cherished by his loving wife of 40 years, Cynthia Van Vynckt Lawson of Covington, GA; children, Suzanne Hill (Mike) of Atlanta, GA, Renee Lawson (Scooter Garmon) of Taylorsville, NC; Charles "Chuck" Lawson (Melanie) of Centennial, CO, and William Lewis (Meghann) of Valrico, FL; eight grandchildren and three great grandchildren.

The HVAC industry has lost a pioneer in disseminating trade news and information and Jerry's contributions will be greatly missed. Cynthia Van Vynckt Lawson, Jerry's wife and CFO of the company has been an integral part in operating the business and has assumed the role of guiding it into the future.

Nu-Calgon Launches New ViroGuard Coil Cleaner and Disinfectant



St. Louis, MO – Nu-Calgon has launched ViroGuard™ No Rinse Evaporator Coil Cleaner and Disinfectant, a new EPA-registered aerosol spray that cleans, disinfects and deodorizes in one easy step.

ViroGuard is formulated to disinfect inanimate hard surfaces, HVAC drain pans and air conditioning evaporator coils, including use on mini-splits, PTACs, refrigeration equipment and

ductless systems. Its virucidal kill claims include H1N1 and flu viruses, MRSA, Legionella, and even the emerging viral pathogen kill claim for SARS-CoV-2, the virus that causes COVID-19. In fact, ViroGuard's formula is listed on the EPA's list N products for use against SARS-CoV-2.

ViroGuard is a ready-to-use no rinse aerosol that can spray from any angle. It is available in an 18-ounce can. For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market.

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Johnstone Supply – The Ware Group Relocates Fort Pierce, FL Branch



Johnstone Supply – The Ware Group is continuing their commitment to Save You Time and Make you Money as they relocate their new Fort Pierce Branch in April 2022. Their new location is at 321 NW Peacock Blvd, Port St Lucie, FL, a short distance from our current (Ft Pierce) location. Our new location is located just off I-95 exit 121.

Occupying 16,000 square feet of space, the new, larger branch is convenient to I-95 and Florida's Turnpike, and will serve the Port St Lucie, Fort Pierce market areas.

"Our new, much larger facility will hold significantly more inventory and is conveniently located to major highways. It is configured for easy access and equipped with express will-call for lightning-fast pickup and delivery," stated VP of Sales & Branch Operations Brent Holland.

Our Fort Pierce Branch Manager, Matt Berger and his staff, welcome you to their new location and look forward to Saving You Time and Making you Money.

Matt is assisted in day-to-day operations by Billy Kapopoulos at the counter, and Chris Pearce, Reece Herron and Bob Stevenson in the warehouse. The Regional manager is John Mazzotti and the Account Manager is Jim Holman.

Contact Matt and the Port St. Lucie team by calling (772) 468-0211.

Aim Act Regulations And Its Effect On R-410A

Continued from cover story

The real problem with R-410a is its GWP number of 2088. The new regulation requirement, going into effect in 2024, states a refrigerant must not have a GWP that exceeds 750. At that time there were two refrigerants being considered for new equipment:

R-32 with a GWP of 675.

R-454b with a GWP of 466.

Both refrigerants met the tough Kigali Amendment and the US Climate Alliance GWP number of 750 but had not been approved for use in residential equipment because of their flammability issues.

On April 23, 2021, the EPA published the Final Rule 23 – Protection of Stratospheric Ozone: New Listings for the Significant New Alternative Policy Program (SNAP) in the Refrigeration & Air Conditioning Sector.

Section 612 of the rule requires the EPA to list as acceptable those substitute refrigerants that do not present a significantly greater risk to human health and the environment as compared with other substitutes that are currently or potentially available. For more information go to: www.epa.gov/ozone/snap

With the rule change, R-32 and R-454b refrigerants have become the leading refrigerants to replace R-410a. There are some differences to consider: R-410 has a safety rating of A1 (non-toxic, non-flammable). The new refrigerants are safety rated A2L (non-toxic and slightly flammable). As a result, technicians will have to be trained on how to use them properly and new service equipment will be required.

When R-22 was phased out, the equipment manufacturers initially made both R-22 and R-410a equipment. This was possible because the equipment shared many of the same components. With the unique parts required to build equipment that is designed for flammable gas, there is only so much factory capacity available. Unfortunately, one cannot expect equipment manufacturers to produce HFC systems for part of the country and A2L refrigerants

for the rest. Doing so would not make long term economic sense. Manufacturers will choose to produce equipment that meets world standards and can be sold in all states.

This equipment will be different than what you are now using. Parts will not interchange; service gauges will not interchange; recovery machines will be different. Training will be required to prepare suppliers, buyers, product managers, technicians, installers, and management personnel for this drastic change.

As of now, some equipment manufacturers have chosen R-32 as the refrigerant for their equipment, others R-454b. Not having a uniform refrigerant for all products creates a separate logistics problem for all of us. Going forward investment in refrigerant is only going to be more expensive. With the high pricing already of R-22, the rising price of R-410a, the new investment in both R-32 and R-454b, each service trucks will be carrying a gold mine in refrigerant alone.

If your staff needs refrigerant training, sign up for a course at your location. Our course, **Introduction to HFO refrigerants. Proper use and handling of refrigerant grade HC's** will prepare you and your team for the change that is coming because of the AIM Act and all about the new refrigerants being used. Now is the time to get training for your team. To set up a training seminar or find out more information, my contact information is listed below. Talk again next month.

About the author:

Bruce Heberle is the founder of HVAC Training Consultants. He lives in Destin, Florida and Hermann, Missouri. He has 40 years in the HVACR industry working in equipment and refrigerant manufacturing, supply distribution, field sales, and corporate training. You can contact Bruce by email: bhheberle@gmail.com. His telephone number is: 850-499-1430

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When the Business Dark Side Calls

By Bryan Orr



Bryan Orr

Why is Star Wars so attractive to us? It isn't just about the heroes; what would Luke be without Darth Vader?

I would argue that the villain or obstacle in a story is more important than the protagon-

nist, and in modern movies and books, writers have become more skilled at using the “relatable villain” to get us drawn into the story.

In business, everyone tends to say similar things about customer service, quality, employee care and blah, blah, blah. The world of terrible customer service, poor quality, and mind numbing work cultures aren't all run by people who started on the wrong path.

Most businesses started out wanting to do the right thing but they gave in to the siren's call of the dark side.

The dark side is **POWERFUL**! Did you see the way the emperor taunted Luke with hate before he started shocking him with his lightning hands routine? You need more than words to overcome the dark side. You must be prepared.

Here is how you can prevent it from happening to you:

Getting Burned by Customers

If you are in business long enough, somebody is going to take advantage of you. Maybe they will neglect to pay you after many promises, maybe they will write a bad check, or it could be that they take out their rage on you in an unfair Yelp review.

You are going to get burned. Sometimes you can learn from it and prevent it through making positive changes, but often there is **NOTHING YOU CAN DO**. It can make you feel helpless, but don't give in to the knee jerk reaction of punishing the 99.9% of your customers who are awesome because of the

occasional franken-customer.

Having your Trust Betrayed

Employees, partners, vendors, your Mom, they will all do SOMETHING that makes you feel betrayed. Feeling betrayed is a bad place to be and when you think those people who SHOULD have your best interest at heart are turning against you it is easy to stop doing the right thing. I have heard my own brain say “Well if they don’t care about me then why should I care about them” or something like that. The longer you are in business the longer your list of betrayals will be, so you either learn to let the bitterness go or you will find yourself embracing the dark side.

Becoming Sick of the Long Road

The straight and narrow can be a real drag. Day in and day out doing the right thing, being polite, speaking calmly to your employees when they are pitching a fit, paying well, doing quality work...so on and so forth.

IT'S ANNOYING!

Why not just scrap the excellent customer service model and start using some high pressure sales, maybe throw in a pyramid scheme with some fine print at the bottom of the contract to top it off. Fire your expensive employees and hire a call center in Jalalastan and laugh all the way to the bank.

Don't Do It!

Don't give in. Not only will you be glad someday that you stuck with a strategy instead of turning to quick tactics, but you will set an example for other businesses that IT IS POSSIBLE.

Sure, Emperor Palpatine may be shocking the life out of you and your business while Darth Vader looks on and it may look hopeless, but right before that last ounce of pure Jedi soul is zapped out of you, Vader himself may come to the rescue. The light has a powerful call of its own; or at least that's how it happens in the movies.

In what ways have you subtly allowed the “Dark Side” to invade your business?

RGF® Environmental Group Eases the ‘Pain at The Pump’ with Gas Gift Card Program for All Personnel



Port of Palm Beach, FL (March 3, 2022) RGF® Environmental Group, Inc, a leader in environmental design and manufacturing, rewarded all personnel with gas gift cards to help compensate for the extreme rise in fuel costs.

RGF Headquarters is situated in the heart of the Port of Palm Beach Florida Enterprise Zone, with many employees driving up to 100 miles a day round trip. RGF values its employees and puts great emphasis on employee retention and longevity. Accordingly, RGF developed a temporary gas gift card program to ease the pain at the pump as gas prices are skyrocketing.

Gas gift cards were received by all full time, part time, and contract workers, which in peak time can reach over 600 personnel. “RGF chose to purchase the gift cards from Shell Oil as they were the first company to pull out of Russia.” says RGF® President and CEO Ron Fink. RGF wishes to alleviate the stress and burden of the rising fuel costs with the implementation of these weekly \$20 gas gift cards which will be revised monthly until gas prices stabilize at a reasonable level.

RGF manufactures over 500 environmental products and has a 37+ year history of providing the world with the safest air, water and food without the use of chemicals.

RGF is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.

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NCI Unveils Certified System Performance at High-Performance HVAC Summit 2022!



It’s very exciting and humbling to announce that at NCI’s High - Performance Summit this year we unveiled a brand-new product we have been working on for several years: Certified System Performance.

HVAC System Certification allows High-Performance Contractors to take their great work to the next level. Want to learn more? Read on.

This brand-new certification allows you to test, verify, and certify an HVAC system’s

delivered performance into the home. Certified contractors are now able to offer this certification on any of the systems they install and service.

System certification lets you promise a highly performing system – and prove it! Plus, it is backed by one of the HVAC industry’s top training and certification organizations. National Comfort Institute has helped tens of thousands of HVAC professionals deliver highly-performing systems for more than 28 years!

The process is pretty straightforward. A technician starts by testing an HVAC system that has been upgraded to deliver a high percentage of its rated capacity into the home.

Next, they enter data from the testing into NCI’s cloud-based ComfortMaxx Verify™ software to determine whether the system meets the minimum criteria for Silver or Gold certification.

Once the system achieves certification, a serialized number is assigned to it, and your technician applies labels to indicate it has been certified.

A packet that includes literature on the certification is handed to the homeowner. They can also download a PDF of the certificate and final report at any time.

This certification can build great value for you and your customers. It sets you apart from other contractors in your market. It also gives your customers the certainty that you delivered high value for the work that you performed. You can certify equipment replacements, Air Upgrades™, or complete system renovations.

The result of the above is that a certified system increases the resale value of a home as it proves it is more comfortable and energy efficient.

Another great benefit of an NCI Certified System is you create a baseline that you can test against whenever you perform service or maintenance.

It’s a great way to promote maintenance agreements that include a quick, easy-to-perform retest of their system allowing you to continue to add value on every visit.

This helps ensure your customers continue to enjoy the comfort and energy efficiency of their improved HVAC systems year after year.

You can start by checking out NCI’s consumer website at NCICertified.com. Here you can learn about how the certification works from a homeowner perspective, its benefits, and how to access a certification. Access our contractor website on System Certification at NCICertified.net.

ABOUT THE AUTHOR

Dominick Guarino has grown National Comfort Institute, Inc. (NCI) from the ground up along side President Rob Falke, into the HVAC industry’s largest independent training and certification organization. He co-founded NCI in 1994 with Rob (originally National Balancing Institute). NCI has also grown into a premier membership organization focused on every aspect of helping HVAC contractors. Dominick oversees all aspects of operations, new product introductions, and sales and marketing for the company. He also manages NCI’s business management, sales and soft skills training team. He presides over NCI conferences and participates in HVAC industry conferences and meetings.

PBACCA presents..... HIGH-E-FISHIN-SEA-XXX

King Fish Dolphin Wahoo Tournament
Riviera Beach Marina
Saturday June 11th, 2022
7:00 am to 3:00 pm

Palm Beach Air Conditioning Contractors Association will hold its 30th annual fishing expedition Saturday June 11, 2022. The tournament will be held at Rafiki Tiki Riviera Beach Marina, 200 East 13th Street, Riviera Beach. Cash prizes will be awarded for the three largest fish in these categories: Dolphin, Kingfish, or Wahoo, one prize per boat. More prizes will be announced the day of the “Captains Meeting” on Thursday, June 9th 2022. Awards ceremony will be held on Saturday afternoon June 11th, at Rafiki Tiki @ Riviera Beach Marina.

If you have any questions, about the tournament or sponsorship opportunities please contact Pam Ripple @ 561-585-3880. or pripple@pbacca.org

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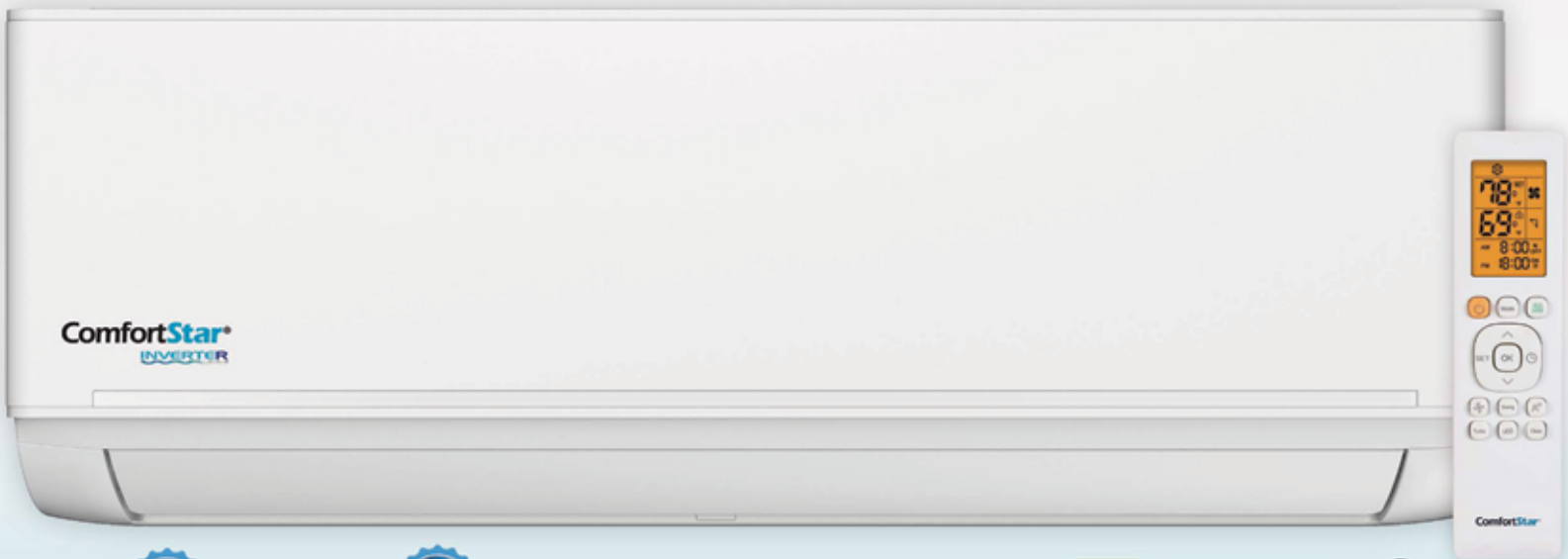


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HVAC Excellence Education Conference is Back Live in Las Vegas!



HVAC Excellence's National HVACR Education Conference returned to a live event, March 21-23, 2022 in Las Vegas, Nevada. The question, "Would people return to live, face-to-face training when the dust settled?", was answered with a resounding YES, as the house was packed with nearly as many attendees as their last live conference in 2019.

In speaking with conference attendees about why they attended, Bill Brown, owner of Brownson Technical School in Anaheim, CA, put it best, "While webinars are easier to attend, those in a hands-on industry such as HVACR need live, hands-on demonstrations that show us the technologies, and how to integrate them into our training programs." Eugene Silberstein, lead author of Cengage Learning's Refrigeration and Air Conditioning Technology title stated that "You simply can't learn to become a phlebotomist from watching online videos, nor can you learn to braze refrigerant lines on YouTube. We must physically interact with the technologies."

Every day we read about new equipment, technologies, and codes. However, reading about something and hearing about it firsthand from the source are two different things. One key reason educators and trainers attend this event is to get information directly from the source. This conference allows attendees to get data, often before its published, learn from those on the front line of product, standard, and code development, understand the thinking that drives industry changes,



and gain insight as to where our industry is headed.

The wait is over, new equipment that runs with refrigerants other than R-410A is here! To help the industry transition, attendees learned firsthand about R-32, R-454B, N41(R-466a), and other Low GWP refrigerants with presentations by members of organizations involved in the AHRI Safe Refrigerant Transition Task Force. Armed with a better understanding of Low GWP Refrigerants (A2L and A3), attendees learned about the equipment that operates with them during a full-day, R-32 ductless system installation program.

The conference offered over seventy lecture and hands-on classes, from industry leading manufacturers, associations, authors, and other subject matter experts. During these lively presentations, attendees learned about new technologies, codes, and teaching strategies, and how best to incorporate them into their programs. Equally important, attendees had the opportunity to learn more about hybrid learning strategies and digital resources available for plug-and-play into their training programs.

A common question posed by some younger instructors was, "What can we do to recruit more people into the HVACR industry?" However, some attendees quickly pointed out that the pandemic actually helped reshape the public's perception of the HVACR industry and helped invigorate their recruitment initiatives.

"The HVACR industry is a much larger and im-



portant sector than most perceive. The pandemic, while horrible, allowed us to bring to light the issues of airborne infection isolation rooms used to contain the spread of infectious diseases, data centers used to run online meetings and internet services, cold storage used for vaccine distribution, and refrigeration used to keep our food safe are all made possible by highly specialized HVACR service personnel." Howard Weiss, ESCO Institute

While the in-person portion of the event has concluded, the training continues. Conference attendees will now be able to learn from online courses offered in April, May, June, and July. These sessions hosted on the HVACR Learning Network "HLN" will enable attendees to watch classes on their schedule each month as new courses are released.

As the in-person portion of 2022 National HVACR Education Conference has concluded, preparation is underway for the next event, March 20-22, 2023 in Las Vegas, Nevada. The HVAC Excellence Conference provides an opportunity to 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. Together, we can reshape the future of the industry, for the next generation of HVACR service technicians. People serious about being part of the solution can sign up at escogroup.org.



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AccuAir, Inc. Attends The FEFPA Winter Conference 2022

Hammock Beach Resort - Palm Coast - March 2-4

The FEFPA Winter Conference 2022 was held on March 2nd to March 4th at the Hammock Beach Resort in Palm Coast. The conference offered 5 hours of continuing educational credits through John Farinelli with JC Code. JC Code is a leader in continuing education and prides itself on delivering the newest and most up to date material at its training seminars

The Florida Educational Facilities Planners Association (FEFPA) was started in the early 1960's as a cooperative effort between a small group of school districts' facilities planners and the Department of Education, Office of Educational Facilities (OEF). When the community colleges came into being, those planners began to participate and recently, along with

university planners, practicing architects, engineers, product manufacturers, and vendors have been encouraged to participate and become members and associate members.

AccuAir is a Sales Engineering Rep and Master Bard Distributor supplying classroom HVAC products for the educational market in Florida.



Luis Rinzivillo, Frank Suranyi, and Penny Anderson of AccuAir Inc. with Leon Essex of Manufacturers' Marketing



Tony Shahnam, Justin Mundell, and Mark Escott of SGM Engineering spoke about "Tips for Project Managers Designing Educational Facilities"



The FEFPA conference is a great place to exchange ideas and stimulate professional growth



The Architectural Showcase had 34 entries for elementary school, middle school, high school, community college, university and special projects



FEFPA attendees enjoyed the delicious lunch prepared by the Hammock Beach Resort



Adrian Roman of Collier County Schools and Frank Suranyi of AccuAir Inc. socializing at the President's reception



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Hamilton & Associates is Expanding their Rep Agency in the Southeast



Hamilton and Associates is expanding their Rep Agency with the addition of a two new associates and two new product lines, CPS Products and Islandaire.

Norm Sorel joined Hamilton and Associates in November 2021. Prior to coming on board, Norm

spent the last 15 years in the insurance industry. He said, "He is looking forward to the challenges that a career change presents and the opportunity to learn the ins and outs of the HVAC industry."

Norm was born and raised in Massachusetts, but he left the snow shoveling behind back in 2005. Norm received his degree from the University of Tampa and a few short years after graduating, he decided to move down to the Tampa Bay Area permanently. Norm currently resides in St. Petersburg and enjoys being out on the water, playing golf and ice hockey.

Christopher Palmer proudly joined the team at Hamilton & Associates in February of 2022. Chris's technical knowledge and experience will be a great boost to their customer and product support. Chris said, "He is excited about this opportunity to work with all their clients and customers. He is looking forward to passing on his trade knowledge and experiences while conducting product demonstrations, live training events and other customer support objectives Hamilton & Associates has planned to drive their business higher and farther." Chris has been in the HVAC industry since 1998. Originally from Connecticut, Chris got his start as a heating oil apprentice, working his way up through trade school at night and working in the "field" during the day.

Along with Norm Sorel and Christopher Palmer, two new product lines were added. CPS Products and Islandaire.

CPS Products designs Tools for the Professional Service Technician. With the world's most comprehensive range of Leak Detection technologies, Smart Diagnostic tools, and proven Maintenance Solutions, CPS Products has been The Workingman's Choice® since 1989.

Islandaire is the fastest growing specialty air conditioning and heating manufacturer in North America. Since 1992, the company has since

grown into a multi-million dollar company. Islandaire designs and manufactures a full complement of high quality thru-the-wall replacement air conditioners and heat pumps, vertical units, fan coils, water source heat pumps, and gas units. Each model fits perfectly into the existing original wall sleeve assembly, thereby saving both time and money during installations.



Norm Sorel



Christopher Palmer

Each Islandaire unit is designed to operate quietly and efficiently and is backed by the best warranty program available.

Hamilton & Associates was founded by Robert Hamilton as a manufacturer's representative agency serving HVAC manufacturers in the state of Florida and the Southeastern United States. With over 30 years of experience, they currently represent some of the HVAC industry's leading manufacturers in the United States with an emphasis on the Southeast, and in particular Florida. Their excellent relationships with both national and regional distribution provide their clients with maximum exposure in the HVAC marketplace. Visit www.HVACReps.net to see the products they represent. Norm can be reached by phone at 813-337-7147, or email him norm@hamiltonassociatesinc.com. Christopher can be reached by phone at 941-518-4943, or email him Chris@HamiltonAssociatesInc.com.



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Performance Pointers

by David Richardson



Add Wet-Bulb Temperatures to Your Diagnostics

Last month we looked at how dry bulb temperatures, fan airflow, and the sensible heat formula can determine sensible Btus from HVAC equipment. This month let's look at how to use wet-bulb temperatures with fan airflow to verify cooling system performance.

Wet-Bulb Temperature

Many technicians are familiar with wet-bulb temperature measurement as a step to determine proper refrigerant charge in a cooling system. Unfortunately, this is typically where its use ends. There's so much more potential for this measurement if we take it a little further.

Wet-bulb temperature accounts for heat and moisture in the air and helps determine relative humidity levels. You can measure it with a wet-bulb thermometer, sling psychrometer, or digital psychrometer. For best results, use a digital psychrometer to measure inside the duct system, at the indoor equipment.

Latent Heat and Total Heat

Besides sensible heat, a cooling system also removes latent heat. This part of the system's operation is important in humid climates because it accounts for humidity removal. When you combine latent heat and sensible heat, the result is **total heat** removed by the cooling system.

The total heat formula is:

$$CFM \times \Delta h \times 4.5 = \text{Total Btus}$$

To use this formula, measure wet-bulb air temperatures as air enters and exits the air handling equipment. You then convert the measurements to enthalpy with an enthalpy chart or psychrometric

calculator. If you're wondering, enthalpy is a fancy word for heat. It's often used to describe how much heat a pound of air contains at different conditions.

Once you convert wet-bulb temperature measurements to enthalpy, subtract the two to determine enthalpy change or Δh (Delta h) through the cooling system. You can also use newer digital psychrometers that measure enthalpy directly to simplify your testing.

After you determine enthalpy change, combine it with fan airflow and the total heat formula to determine total system capacity. You can use this value to verify installed cooling system performance instead of guessing. Let's look at how the total heat formula can be useful to you.

Total Heat Formula Application

Let's say you receive a call from a homeowner who has a four-ton cooling system that doesn't seem to work as they expect. They are at their wits' end and think they need a larger system. After they get some advice from a family member, they seal their duct system to reduce duct leakage. Unfortunately, this step only makes their problem worse.

When you arrive at the home, you measure fan airflow and find the air handler moving 1160 cfm. You also measure 63.1° return air wet-bulb temperature entering the air handler. With an enthalpy chart, you convert 63.1° wet-bulb to a 28.65 Btu/lb (Btus per pound of air). If you have the latest digital psychrometers, they measure enthalpy directly, so you can skip this step.

Next, you measure 53.4° supply air wet-bulb temperature leaving the air handler. The supply wet-

bulb temperature measurement converts to 22.24 Btu/lb. Subtract the 22.24 supply enthalpy from the 28.65 return enthalpy to find a 6.41 Δh (enthalpy change). Put these measurements into the total heat formula and you'll come up with:

$$1160 \text{ CFM} \times 6.41 \Delta h \times 4.5 = 33,460 \text{ total Btus}$$

When you compare the 33,460 Btus you just calculated to the four-ton rated system, you find the equipment operates closer to a three-ton system. Do you think larger equipment will solve this customer's problem? What about any duct losses due to duct temperature gain? How would it impact this systems performance?

When you apply the sensible and total heat formulas, you gain new insight into true HVAC system operation. Try to apply these formulas when you encounter comfort and performance issues. Often, they contain many answers to your most challenging problems.

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

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

SWACCA Annual Sporting Clays Tournament at the Trap-Skeet and Sporting Clays Club in Nokomis



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Team TWC Services



Winner Individual Shooter Male: Ryan McManus
Team Air 360



Winner Individual Shooter Female: Diann Arut Matty
Team Conditioned Air

SWACCA's Annual Sporting Clay's Tournament on March 19th was a fun day of sport clay shooting and friendly competition to determine the 2022 Top Shots. Held at the beautiful Sarasota Trap-Skeet and Sporting Clays club in Nokomis, the popular event was made possible by the generous support of sponsors: WinSupply of Port Charlotte (Tournament Sponsor), AIG (Lunch), Conditioned Air of Naples (Pavilion), Tropic Supply (Yeti), Service Professionals of Florida and Trane (Cart Sponsors), TWC Services and Service Professionals of Florida (Station)

Over 100 registered participants formed 27 teams to compete to be a Top Shot. 1st Place Team: Air 360 (also snags the top spot on the winning team perpetual trophy). 2nd Place Team: WinSupply of Port Charlotte..Individual Shooter – Female: Diann Arut Matty (Team Conditioned Air). Individual Shooter – Male: Ryan McManus (Team Air 360). Youth Shooter: Kaitlyn Kopec (Team TWC Services – Youth).

The day concluded with a delicious lunch provided by Dubz BBQ, followed by a Gun & Yeti

Raffle and a general raffle where a variety of prizes were awarded. An independent, affiliated chapter of the Florida Refrigeration Air Conditioning Contractors Association, SWACCA offers educational workshops, including NATE credits and holds a monthly dinner program addressing industry topics presented by industry experts. For information on upcoming educational programs, go to the SWACCA website at <http://sw-acca.org/> or contact the association's Executive Director, Cheryl Harris, at charris@sw-acca.org or 727-209-0890.



1st Place Team: Air 360
David Young, Ryan McManus,
Kevin McManus, Rick Hamlett



Over 100 registered participants formed 27 teams to compete to be a Top Shot.



2nd Place Team: WinSupply of Port Charlotte
Jason Easterling, Paul Davis,
Matt Porter, David Waugh



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R32



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Tropic Supply Hosts Samsung Mobile Training Center in March

Hands-on Demonstrations of the Samsung Product Line

During the month of March, the Samsung Mobile Training Center visited several Tropic Supply Resource Centers across the state of Florida. This is a great way to provide hands-on introduction for all

Samsung products including these innovative climate solutions: WindFree Mini 4-way Cassette FJM, WindFree 2.0 FJM, Console FJM, Slim Duct FJM, Free Joint Multi-Max Heat FJM-3 Port, 360 Cassette,

WindFree 4-Way Cassette, Duct S, WindFree 1-Way Cassette, Multi-Position Air Handling Unit/ODU, Wireless Remotes, Premium Wired Controllers, Wi-Fi Adapter, Touch Centralized Controller.



Inside the mobile training center was filled with Samsung innovative climate solutions



The Samsung Mobile Training Center made a visit at the Tropic Supply Resource Center in Tallahassee



Samsung representatives were ready to answer any technical questions



A Samsung representative speaks with a contractor at Tropic Supply in Tallahassee



Tim Murphy from Tropic Supply (center) gives an overview of the Samsung Multi Position Air Handler



The Samsung Mobile Training Center parked outside the Tropic Supply Resource Center in Port Charlotte T-12

HARDI Distributors Report 35.3% Percent Revenue Increase in January

March 1, - HARDI released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 35.3% percent during January 2022. The average annual sales growth for the 12 months through January 2022 is 25%.
“The sales growth during January was helped by an extra billing day and passing through the extraordinary price increases of the past year,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “There is no denying that demand has been extraordinary also. During the past ten years there have five months when average monthly sales growth

exceeded 30% and all five were during the past year.”
The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43.5 days at the end of January 2022. “The monthly DSO is now two days faster than last year at this time,” said Loftus. “This rate is considerably better than the pre-pandemic norm for January in the 49 day area.”
“TRENDS sales growth remains impressive despite collapsing consumer confidence, but this pace is not the new normal,” said Loftus. “Retail sales at building material and supply dealers has slowed to 13.8% through December. Since that has been leading

our TRENDS annual sales growth by six months since 2013, we can expect the annual pace of TRENDS to be considerably lower this summer. What goes up, must slow down.”
HARDI members do not receive financial compensation in exchange for monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

Wylie, Texas: Shupe, Carboni, & Associates (SCA) manufacturer’s rep agency has been named territory reps for Carlisle HVAC Brands in Florida.

Founded in 1974, SCA has represented Carlisle HVAC Brands for 23 years in Alabama, Kentucky, Mississippi, and Western Tennessee. The team consists of a best-in-class inside sales and customer service team and an experienced outside team of territory managers.



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Carlisle HVAC Brands consists of three high quality brands, each with decades of providing Florida’s HVAC distributors and contractors with high quality products and industry-leading service and user experience: **Hardcast** duct sealants, rolled mastic tapes, and insulation adhesives, **Dynair** duct construction hardware, and **Gripnail** weld pins, mechanical fasteners, and insulation hangers, and the equipment to install the fasteners.





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Blacks Supply - 31st Annual Bass Tournament - Hickory Point, Tavares FL



Big Daddy Bass #1 Winner at 6.11lbs was Clayton Kendall and Frank Oliva of American Energy and 2st Place with a combined total of 16lbs11oz



William Santana of Pipeline Mechanical caught two bass totaling 2.1lbs



Mike Hritzik and Gavin Hritzik of Lake Co. Air Conditioning caught four really nice bass!



Jeff Dorsey and David Kerce of Above All Air Conditioning caught four bass with a 12lb02oz total weight



Austin Filmer and Tony Ankers of Fitness CF caught five bass with a combined weight of 8.04lbs



Rod Penn and Bob Kosanke of Above All Air Conditioning caught three bass totaling 7lb04oz



Blacks Supply sponsored their 31st Annual Bass Tournament on March 7th at Hickory Point, Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was cool and sunny and the tournament was at full capacity making this a very competitive event. There were over 64 boats and 128 anglers. The limit per boat was five and each bass must exceed 12 inches.

The weigh in was completed at 1PM, while WillieBoy's BBQ prepared a very tasty BBQ with all the fix-ins. Big Bass #1 Winner at 6.11lbs was Clayton Kendall and Frank Oliva of American Energy, who also took 2st Place with a combined total of 16lbs11oz. Big Bass #2 at 6.04lbs was Jess Simmons and Jill Stiers of MSI. 1st Place with a 22.01lb total catch was Mike Jenkins and Vernon Kemp of Above All Air Conditioning. 3rd Place with a total of 16lb04oz was Jonathan Ewing and Larry Petty of Above All Air Conditioning.

Many great prizes were provided by Blacks Supply and their preferred vendors. Concord Equipment was a sponsor of the tournament. Blacks Supply has been in business for over 35 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Doug Nixon and David Nesbit of Starr Mechanical caught three bass with a total weight of 6.07lbs



Mike Jenkins and Vernon Kemp of Above All Air Conditioning took 1st Place with a 22.01lb total catch



Luke Curran of EST Mechanical caught four bass totaling 6lb8oz



Big Daddy Bass #2 at 6.04lbs was Jeff Simmons and Jill Stiers of MSI



Arin and Denise Martin of Harper Air Conditioning caught five bass totaling 10lb07oz



Luke Wagman of Liberty Mechanical reeled in a 5lb1oz bass



Brian Narehood of Apple Air Conditioning had a total combined weight of 8.06lbs



Tim Miclese and Trey Owens of Above All Air Conditioning took 4th Place with a 16.03lb total catch



Jonathan Ewing and Larry Petty of Above All Air Conditioning took 3rd Place with five bass totaling 16lb04oz

Blacks Supply - 31st Annual Bass Tournament - Hickory Point, Tavares FL



The Blacks Supply Team: L to R- John Lovelace, Kyle Mosley, Steve Brown, Richie Bates, Bruce Fortenberry, Harris, Teia Harner, Logan Bush, Chris Foster, Mutt Stroud, Kevin Bush, Jason Black, Satchel Syfert, Jimmy Clement



Andrew Collette and Ray King of Allied Mechanical caught four bass totaling 71lbs12oz



Mike Baker and Sean Wutton of Above All Air Conditioning with a combined total of 91lb01oz



Genaro Alonso and Julian Alonso of All Star Air Conditioning with five bass totaling 81lb13oz



Stephen Natale and Nick Bowden of Holiday Air & Heat took 5th Place five bass totaling 131lb01oz



Paul Robison and Carless Caskey of Harper Air Conditioning caught five bass totaling 81lb15oz



There were so many awesome raffle prizes, that everyone had a chance to win!



Jeff Orr of Alltech won the Traeger Pro 575 Wifi Pellet Grill and Smoker



WillieBoy's BBQ prepared an excellent lunch with pulled pork & chicken all the side dishes like Mac N Cheese and baked beans



What a nice day for a bass fishing tournament. Everyone enjoyed the fishing, food, and fun!



Big Daddy Bass #2 at 6.04lbs was Jeff Simmons and Jill Stiers of MSI



1st Place with a 22.01lb total catch was Mike Jenkins and Vernon Kemp of Above All Air Conditioning



Big Daddy Bass #1 Winner at 6.11lbs was Clayton Kendall and Frank Oliva of American Energy and 2st Place with a combined total of 16lbs11oz



3rd Place Winner with five bass totaling 161lb04oz was Jonathan Ewing and and Larry Petty of Above All Air Conditioning



4th Place Winner with 16.03lb total catch was Tim Miclese and Trey Owens of Above All Air Conditioning



5th Place Winner with a combined total of 131lb01oz was Stephen Natale and Nick Bowden of Holiday Air & Heat

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T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912
T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909
T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474
T-07 Mid Miami Resource Center - 3770 NW 21st Street, Miami, FL 33142
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216
T-02 North Ft. Lauderdale Resource Center - 4321 NE 12th Terr., Oakland Park, FL 33334
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DATE

Tues., April 5
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Wed., April 6
Wed., April 6
Thurs., April 7
Thurs., April 7
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Tues., April 12
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Wed., April 13
Wed., April 13
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Tues., April 26
Tues., April 26
Wed., April 27
Wed., April 27
Thurs., April 28

TIME

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Message from FRACCA President Will Barnes



Greetings,

I'm honored to be your incoming President of FRACCA. First, I would like to sincerely thank Rick Sims for his service as President over the past few years. He stepped up and lead the organization for additional time due to the COVID pandemic. The organization is grateful for his time and commitment. Rick will continue to teach and mentor contractors for all FRACCA chapters. We would also like to thank Rick for putting together the Air Rodeo and teaching the importance of airflow to our industry. His donation of the Air Rodeo to the central Florida chapter will give all chapters the opportunity to come and further educate their contractors, service technicians, installation technicians on airside design.

As Rick mentioned, I was there when we started this organization over 20 years ago. It was intended to serve as a grass roots organization and has grown to over 350 member and affiliate members. FRACCA is committed to listening to the members, bringing issues to the forefront, and working side by side to re-

solve problems with the board, the membership and our lobbyists.

Some of the major disrupters we faced in the 90s was the utility intrusion. With our lobbyist, we were able to stop that. We were also able to get our own worker's compensation code to better align with the work that was being performed and not put in along with other industry groups. The latest development has been taking the Notice of Commencement from \$7,500 to \$15,000 to better serve our contractors and customers alike.

For those of you who attended this year's state conference in Orlando last month we want to thank you for attending. If you were unable to make it, we want to encourage you to attend the next conference. After having to cancel the last two years due to the pandemic, we had a great turnout with over 100 attendees. Everyone was pleased with the new class schedule and set up, allowing attendees to attend all required continuing education classes and including the vendor exhibits in the same space. This made it seamless for the contractors and vendors. We will continue to bring

meaningful speakers, content and vendors at the state conference to our members. This is an opportunity to not only get the required continuing education credits needed but to network and stay in front of industry changes. Enjoy great food, entertainment and the FRACCA Olympics are a must!

As President I will continue to work for the betterment of the HVAC industry. We have an amazing Board of Directors helping bring all the chapters together and work for the membership. None of this would be possible without the hard work, dedication and passion that Paula Huband brings to FRACCA.

Over the next year, the message from the President will also include content from each President of our nine chapters. This will promote collaboration and hearing about what success and struggles they are facing. Please reach out to us with any ideas, suggestions or questions. We want to hear from you! Our Office Phone (407) 676-0031 Email us at Membership@FRACCAir.com

William Barnes

Fieldpiece Instruments Introduces the All-New Job Link® System App

Orange, Calif., Mar 29, 2022 – Fieldpiece Instruments, the leading manufacturer of professional-grade tools for HVACR pros by HVACR pros, announced the roll out of its all-new Job Link® System Application. Job Link initially hit the market in 2015, allowing technicians to “see inside” the HVACR system to make repairs with confidence. This system has been praised for helping technicians connect seamlessly to the Fieldpiece wireless tools with an impressive range of up to 1000 feet, view measurements with ease and even gather real-time system diagnostics across the entire jobsite. For those with an upgraded account, the system

can provide professional customer reports or invoices and extend the manpower of their teams with the Live Look-In™ feature that allows techs to collaborate remotely, diagnose an issue accurately and reduce the need for call-backs. Redesigned from the ground up, the new and improved Job Link app features a simpler and more seamless user-interface designed to improve the HVACR tech experience and optimize existing features.

“The first release of Job Link was a huge success, but we feel that this was an opportunistic time to expand on this already innovative product with a variety

of new features and capabilities to better meet the needs of users,” said Rachel Newport, director of marketing at Fieldpiece Instruments. “We’re especially excited to roll out a new geo-location tagging feature that will allow techs to have more detailed reports on customers to and enable them to pick up where they left off with ease to further maximize outcomes.”

The upgrade offers game-changing new functionalities as well that will allow users to streamline their in-field testing and office operations and in turn improve user experience significantly. Download the app on Android or iOS. Visit: www.fieldpiecejoblink.com.

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ASHRAE Miami March Online Zoom Technical Meeting

ASHRAE Miami held an online technical meeting on Tuesday March 8th, at 12pm. The topic for the meeting was ASHRAE 15 - A review and updates, by Douglas Reindl, Ph.D., P.E. professor of mechanical Engineering at the University of Wisconsin-Madison.

Standard 15 (Safety Standard for Refrigeration Systems) is one of ASHRAE's oldest standards dating back to 1919. The purpose of Standard 15 is to specify safe design, construction, installation, and operation of refrigeration systems. This presentation provided a high-level review of Standard 15 and discuss recent changes to the standard.

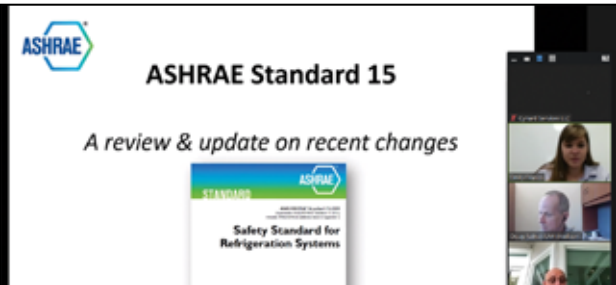
Professor Reindl has served as a past chair and is currently a voting member of ASHRAE's Standard 15 committee.

He is an ASHRAE Fellow, a past recipient of ASHRAE's Distinguished Service Award, and the first recipient of ASHRAE's George C. Briley Award for the best refrigeration article in the ASHRAE Journal.

The next ASHRAE Miami meeting is Tuesday April 12th, at 12:00 pm at the 94th Aero Squadron. in Miami, FL. The topic for the meeting is Needlepoint Bipolar Ionization by David W. Archer.



The topic for the meeting was ASHRAE 15 A review and updates, by Douglas Reindl, Ph.D., P.E. professor of Mechanical Engineering



The purpose of Standard 15 is to specify safe design, construction, installation, and operation of refrigeration systems

Johnson Controls Prepares Channel Partners for DOE 2023 Efficiency Regulations

MILWAUKEE – (March 15, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings is preparing distributors and contractors for the new U.S. Department of Energy's (DOE) appliance standards for residential and commercial equipment, which take effect January 1, 2023. The standards set new minimum heating and cooling efficiency requirements for residential and commercial central air conditioners and heat pumps, as well as commercial gas furnaces. Additionally, new test procedures will also take effect, impacting how systems are tested and rated. These changes are part of the Department's ongoing efforts to reduce the United States' energy consumption and greenhouse gas emissions. Combined with the first phase of efficiency upgrades which took effect in 2018, it's considered the largest energy-saving policy initiative in U.S. history.

To meet the requirements and help customers reduce energy use, Johnson Controls is committed to helping its distributors, contractors and partners address the challenges these new regulations bring to make the transition as smooth as possible. Johnson Controls is offering in-depth resources, ongoing webinars and in-person training on the DOE 2023 efficiency transition.

Training for the DOE 2023 regulations focuses on the following key areas:

- New minimum product efficiency levels
- New testing and measurement changes (ex: SEER vs SEER2)
- Residential vs commercial regulations
- Differing regional regulations for residential AC equipment (North, Southeast, Southwest)
- Inventory sell-through differences between for "date of installation" versus "date of manufacturing" to avoid stranded inventory
- Understanding residential system matches (old to new) when creating a solid "phase-in, phase-out" strategy
- DOE enforcement and how to avoid non-compliance

"These new regulations, which go into effect on January 1, 2023, create intricate compliance requirements for contractors and distributors of HVAC equipment," said Chris Forth, vice president of regulatory, codes & environmental affairs, Ducted Systems, Johnson Controls. "It's absolutely imperative that contractors and distributors alike thoroughly understand how this will impact the industry and their business, and how to properly prepare before these new regulations go into effect. As a leader in HVAC, we're continuing to take significant steps to serve as a resource to our channel partners to help ensure a smooth transition."

Johnson Controls has made several investments in recent years to improve product quality and launch new products to meet and exceed these energy efficiency regulations. Within the last three years, Johnson Controls significantly expanded both its Wichita, Kansas, testing laboratory and Rooftop Center for Excellence in Norman, Oklahoma. The Norman facility now features nearly 400,000-square-feet of incremental laboratory and manufacturing space – including a two-story, 52-foot-high testing lab roughly the size of one-and-a-half football fields – and the Wichita testing facility now features 100,000 square feet of laboratory space and advanced equipment. These extensive upgrades have enabled Johnson Controls to efficiently execute the new mandatory compliance testing while also improving the efficiency, safety, serviceability and reliability of its Ducted Systems products for the following brands: Johnson Controls, YORK®, Luxaire®, Coleman® Heating and Air Conditioning, Champion®, Fraser-Johnston®, TempMaster®, Evcon™ and Guardian®.

To learn more about DOE 2023 energy efficiency regulations and view collateral created to support channel partners, please visit www.johnsoncontrols.com/doe.





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2022 FRACCA Education Conference

The Florida Hotel in Orlando - March 16-18



A few of our FRACCA Executive Directors:
Amy O’Grady, Robin Parsons, Paula Huband,
Melanie Bostick, and Carri Welsh



The FRACCA Board having dinner
together at The Florida Hotel



The Cotney Law Group spoke about contractor
regulation and licensing and also gave an
legislative update during lunch

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) hosted their 2022 Level UP! Educational Conference, March 16-18 at The Florida Hotel in Orlando FL. The conference began with Ruth King on Wednesday morning and then a FRACCA board meeting that evening.

On Thursday, several class sessions ran throughout the day. A delicious lunch prepared by the Florida Hotel was enjoyed by everyone while the officer and delegates were introduced and awards were presented. After lunch, Cotney Law spoke to the conference attendees with a legislative update.

That evening the vendor exhibits were open and everyone had fun having some refreshments, eating many delicious foods, and listening to the entertainer at the St. Patricks Day Presidential Gala.

On Friday more class sessions were available to FRACCA members. During lunch, a presentation was given by Bryan and Robert Orr on the Future of the HVAC Industry.

The Winner of Belt was Ron Olu Coker of Del Air - ACCA/CF Chapter. Blacks Supply was awarded Outstanding Supplier of the Year.

A Special Thank you to All of the Attendees, Speakers and Exhibitors, Thanks for Leveling UP!
- Paula Huband, FRACCA Executive Director.



FRACCA members took a welcomed break
for lunch after a morning filled with
educational learning sessions



All of the sessions were well attended
at the Level UP FRACCA Conference!



Don Duckworth of Enterprise spoke about
fleet management...where we are and expectations
going forward with real facts and stats



Rodney and Valerie Mackey
of Mackey Heating & Air



Bryan Orr and Jim Bergmann gave a
presentation on how to perform the fastest
system evacuation using a vacuum pump



Ruth King packed the ballroom
with her presentation of
“Rocket Your Profits”



Jennifer Dobran of FRACCA, Leon Essex of
Manufacturers Marketing - Bard, and
Dave Huband of FRACCA



Tom Nixon of Pro-Tech A/C, Pat Ambrose
of Ambrose Air, Ron Collison and
Hector Rebollo of Pro-Tech A/C



Craig Schulze and Trey Weeks of Johnstone Supply
Ware Group, Brenda Wynn of Bertie Heating & Air,
and Joe Petrone of Johnstone Supply Ware Group



Ken Lyons of AC-Guard with Matt McKeen
and Kevin Owen of Simpson Air



Dennis Hardesty of Air Scrubber,
Cindy and Jeff Babione of Babione's A/C,
and Ray Loughry of Air Scrubber



New FRACCA President Will Barnes
with Leprechaun David Huband



2022 FRACCA Education Conference

The Florida Hotel in Orlando - March 16-18



Doug Lindstrom, Howard Pearl, Skip Farinhas, and Gregg D'Attilio of SFACA chapter



John Ferber City of Vero Beach with Brad Niehaus of Pro1 IAQ



Douglas, Dana, and Justin Carducci of Primary Heating & Air, enjoying some of the food stations



Bob Cochell of Gulf Coast Air Systems, Mallory David and Stephen Sloan of Sporlan, and Joe Rudd of Cool-Rite LLC



Bob Hentz of Carrier Enterprise, Scott of Sandman Services, Jeremy Mann of Carrier Enterprise



Natalie Dee of ProDev Reps - RGF, Keith Martin of Badger Bob's Services - MACCA, Chris Novak of ProDev Reps - RGF



Chis Hughes of The Energy Conservatory with Jim Bertie and Brenda Wynn of Bertie Heating & Air



Ellen Logue of Oriole Air, Dawn Zimmerman and Jay Kirschner of Filters Done Right, and Lek Gjoka of Cool R Us Air Conditioning



Hector Rebollo of Pro-Tech A/C, John Figan of Testo, Ron Collison of Pro-Tech, and Ronald Colabrese of Testo



Hunter Schmidt of Ferguson HVAC, with Matthew Roberts and Kevin Bordner of Matthew Roberts Air Conditioning



Daniel Robinson and Frankie Valle of Mitsubishi Electric Trane US, with Bob Volin of Air Design Concepts



Rick Sims (past) President of FRACCA presents the FRACCA Outstanding Company Award to Rick Stanton of Aqua Plumbing



The FRACCA Chapter Awards of Excellence were presented to all the area chapters!



Brian Hastings, Secretary-Treasurer, Keith Martin, VP, Will Barnes, President, Rick Sims, past President



Officers and Directors of FRACCA (all chapters) were sworn in at the Level UP conference!



FRACCA Innovation (Technology) Award to Robin Parsons of MACCA presented by Will Barnes new FRACCA President



Paul Stehle received the FRACCA Leadership Award presented by Keith Martin, VP, Will Barnes, President,



New FRACCA President Will Barnes spoke about winning the belt for 2022

Fujitsu General Introduces Split Terminal Heat Pump



Fujitsu General America, Inc. introduces its new STHP (Split-type Thermal Heat Pump), an inverter-driven heat pump alternative to conventional PTAC units. Designed as a direct replacement for PTAC units often found in hotels/motels and high-rise residences, Fujitsu's STHP is a combination indoor unit/condensing unit that fits the sleeve of a PTAC, offering higher efficiency, quieter operation, greater comfort and simplified maintenance. The systems provide heating and cooling, even with outdoor temperatures as low as 5°F.

The STHP a combination of a Fujitsu Mid-Tier wall mount indoor unit and a condensing unit available in 9,000 and 12,000 BTU/h capacities. As the industry's first drop-in replacement alternative to the conventional PTAC unit, the STHP offers up to 21.3 SEER performance and features a sealed and insulated cabinet "sleeve." In comparison with a PTAC, the STHP's part-load and maximum noise levels are reduced by as much as 80 percent. The STHP is compatible with Fujitsu's BACnet (FJ-AC-BAC-1L) and Modbus (UTY-VMSX) gateways, which allow the product to be easily integrated into most Building Management Systems (BMS). The indoor unit is also equipped with external input and output ports, allowing the system to interlock with 3rd party peripheral devices such as ERV, HRV, humidifier, exhaust fan, door switch, occupancy sensor and more. The STHP can also be used with the handheld remote or wired remote and FGLair mobile app and an external backup heater.

The STHP's condensing unit sleeve is available in two depths for various wall thicknesses. The upper sleeve panel is removable from inside the building for maintenance so the condensing unit can be accessed or completely removed from the sleeve.

The system can accommodate line set lengths between 6.5 and 25 feet. This allows the location of the indoor unit to be moved to an interior wall, providing options based on ideal comfort and airflow.



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Mitsubishi Electric Trane HVAC US comes together with the World in Support of Ukraine

Mitsubishi Electric Trane HVAC US (METUS) comes together with the world in support of Ukraine.

Today, Mitsubishi Electric Corporation (Tokyo) announced it will donate €1 million (Euros) to the UNHCR, the UN Refugee Agency, to support humanitarian relief efforts in Ukraine.

In addition, Mitsubishi Electric US will match up to \$100K in employee donations to Direct Relief, Save the Children and World Kitchen through its philanthropic arm Mitsubishi Electric America Foundation.

AHRI Releases January 2022 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 757,278 units in January 2022, up 10.4 percent from 685,926 units shipped in January 2021. U.S. shipments of air conditioners increased 5.6 percent, to 431,835 units, up from 408,831 units shipped in January 2021. U.S. shipments of air-source heat pumps increased 17.4 percent, to 325,443 units, up from 277,095 units shipped in January 2021.

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World's Best-Selling Industrial Gas Regulator Reaches Half-Century Mark



Mason, Ohio (March 18, 2022) -- Quality and dependability have been key to the success of the Harris Products Group's Model 25GX gas regulator, making it the best-selling industrial regulator in the world. In 2022, Harris celebrates this legendary product's 50th anniversary, offering it with a limited edition imprinted camouflage design that signifies the company's commitment to supporting veterans' programs and hiring veterans.

Launched in 1972, the Model 25GX is a medium/heavy duty gas regulator for oxy or fuel gas that is known as "the workman's regulator." More than 400,000 Model 25GX regulators have been sold and shipped to locations throughout the world in just the last 20 years. Harris backs up these superior claims with a 7-year regulator warranty which is considerably longer than any other product on the market. Even with this long-term warranty, Harris has an amazingly low rate of product returns. In 2018, for example, Harris had an impressive .007% warranty return rate for the Model 25GX. Even that was not good enough for the company, however. To achieve even greater success, the next year Harris developed and enacted several new initiatives. They enhanced the capsule valve cleanliness process, created a more robust review process, and generated "how-to" educational materials for end users. These efforts paid off in 2019 with warranty returns dropping to an amazing .004% level.

"The Model 25GX stands the test of time for workmanship and performance," said David Gailey, Product Manager for Specialty Gas Products. "Fabricators, welders and other industrial users need reliable equipment that can withstand harsh work environments. Harris uses only the highest quality industrial-grade materials in our regulators, such as brass, stainless steel, nickel, chrome and aluminum. Lower-cost plastic composites simply will not hold up in the long run."

"The heart of the regulator is its seat, and when the seat material becomes damaged or displaced because of a metal chip or other foreign material, creep can occur," said Gailey. "Creep is the most common type of regulator failure, and not only can it cause a performance problem, but it also poses a critical safety issue. If the seat cannot open and close properly, delivery pressure will not be maintained and regulator pressure cannot reach a state of equilibrium."

All Harris regulators, from its basic to its top-of-the-line model, feature a unique one-piece encapsulated seat design that prevents leaks and failures. Harris also includes a 10-micron filter in its encapsulated seat to protect the area from particulates. This filter level is at least three times better than required by the Compressed Gas Association (CGA).

Harris manufactures its regulators in an ISO 9001 and 14001 certified facility in Gainesville, Ga. Every regulator undergoes extensive reviews and tests at least twice for performance and safety, and meets or exceeds industry standards. Harris has a special fire-proof area where adiabatic compression tests with high-pressure gases are conducted.

"Model 25GX regulators are manufactured with attention to detail, using precision machining and robotic equipment to achieve tolerance levels that others can't match," said Gailey. "Our distributors sell them in high volumes because of their attractive price point and their reliability. Industrial users trust the 25GX to perform safely and consistently in the harshest of conditions. As we celebrate the 50th anniversary, we expect the 25GX to continue to be the global industrial best-seller for many future generations."

Current Administration Launches "Clean Air in Buildings Challenge"

The Current Administration's Covid-19 Response Team and the EPA released the "Clean Air in Buildings Challenge" to get building owners and occupants to develop action plans to better implement strategies to reduce the spread of airborne illnesses including Covid-19. As part of the Challenge, EPA released a three-page document outlining available strategies and resources for buildings such as schools, places of worship, office buildings, and public buildings to improve indoor air quality.

To supplement the release of this document, the White House hosted a webinar for interested parties to talk about the whole-of-government approach to developing resources and ensuring funding passed by Congress in both this administration and the previous administration can be used to improve IAQ. One of the main topics was the use of ESSER funding to help schools improve IAQ using the \$190 billion that has been appropriated to schools. It was announced that of the \$122 billion approved by the American Rescue Plan, more than \$10 billion has been earmarked by local education agencies for HVAC upgrades.

HARDI, along with AHRI, produced information that schools can use to increase indoor air quality through HVAC improvements. HARDI members can take advantage of these resources in helping customers work with schools to install HVAC upgrades before the funding expires at the end of FY2023.

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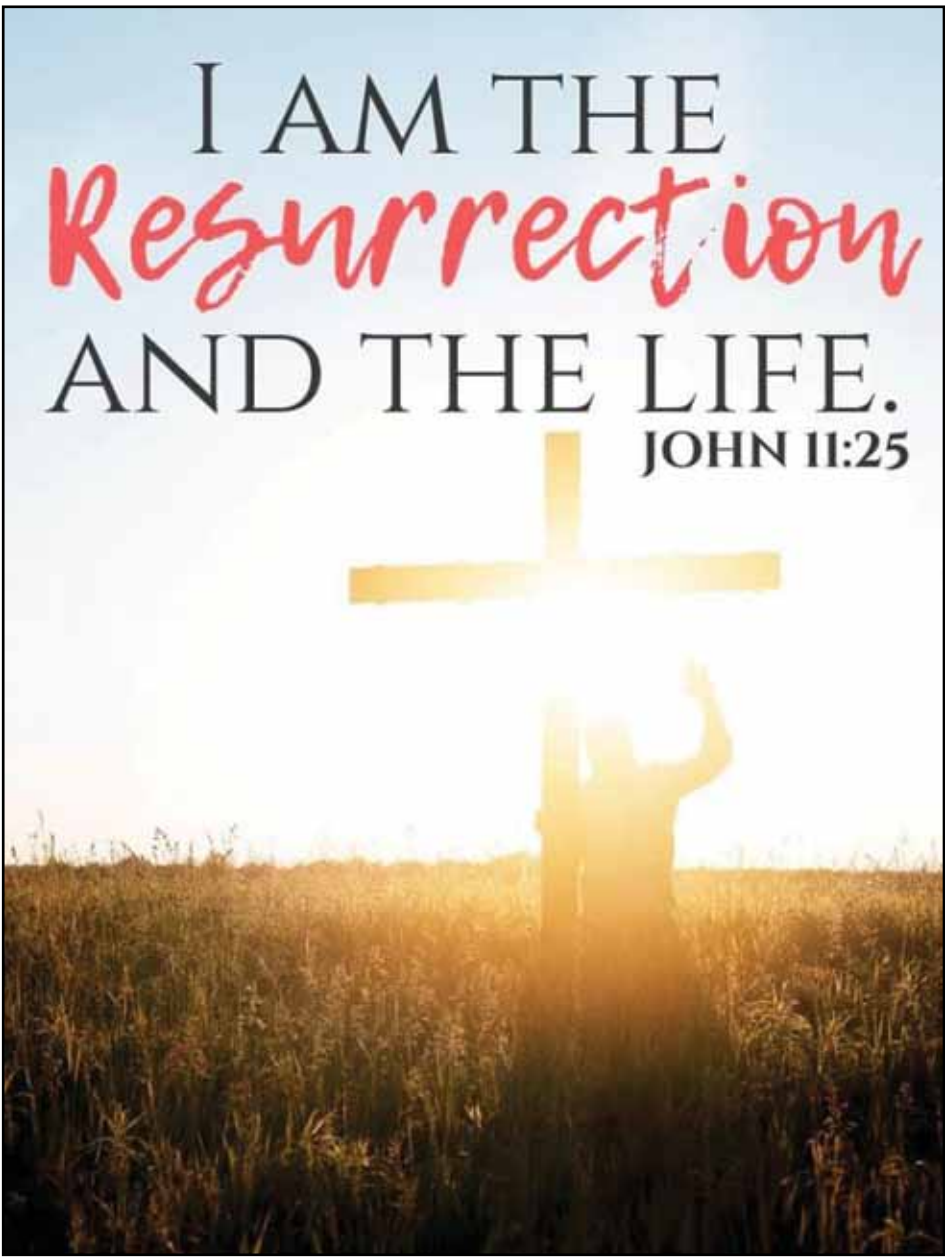
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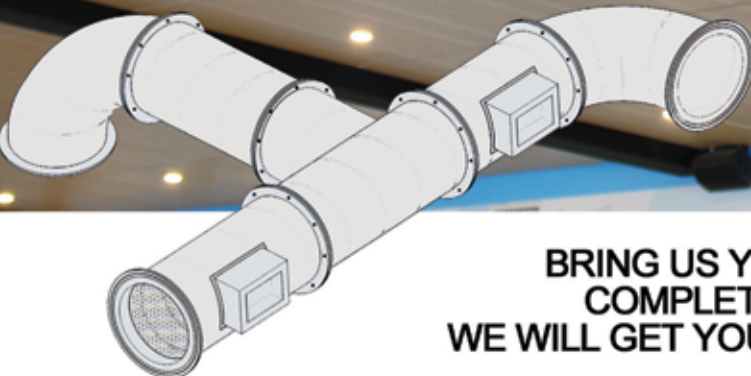
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