

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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North Carolina, South Carolina



Tropic Supply Hosts Nu-Calgon  
Demo Days in April (see page 4)



NFACCA Clay Shoot at Jacksonville  
Clay Target Sports (see page 12)



ASHRAE Miami Technical Meeting on  
Needlepoint Bipolar Ionization (see page B6)



NCI Summit 2022 takes a  
Personal Approach (see page 14)



SFACA Monthly Program Meeting at  
Tropical Acres (see page B4)

## What Are The Replacement Refrigerants for R-410a?



Jeff Schlichenmeyer  
Publisher

Manufacturers have made their choices on which refrigerants will be used to replace R-410a starting in 2023. Replacement refrigerants are required because R-410a is being phased down due to the global reduction of HFC refrigerants.

The Kigali Amendment to the Montreal Protocol, announced in the fall of 2016, is a global plan to reduce HFC refrigerants by 80% over the next 30 years. The first official approval of the Kigali Amendment by the U.S. Government was through the AIM Act approved in December 2020 as part of the first pandemic relief package.

This is not going to be like when R-22 was phased out and replaced with R-410a. First, R-22 was a phase out, this will be a phase down and because of that we will always be able to by R-410a. Second, when R-410a was announced as the replacement for R-22, there was uniform acceptance of the new refrigerant by equipment manufacturers. That is not the case this time. The leading refrigerants being considered to replace R-410a will be a HFC refrigerant R-32 and a HFO refrigerant R-454b.

HFC refrigerant R-32 has been around for a very long time. As a matter of fact, R-410a is made up of 50% of R-32! Over 100 million pieces of AC equipment are operating in over 90 countries on straight R-32. Add in all the other R-410a equipment running on a 50% blend of 410 and you have a refrigerant with a very safe and excellent track record. Up until now, R-32 could only be used as a blend in the US. With the new regulations, it can be installed in US equipment just like it has been in 90 other countries.

Daikin and Lennox will be using R-32 on their NEW equipment starting in 2023. It has a GWP of 675,

which is below the maximum GWP of 750 allowable under the new regulations. Some of the reasons cited for choosing R-32 is that it is a single component refrigerant and NOT a blend. It has been extensively in use for many years. It is less expensive than some of the other refrigerants under consideration and it reduces electrical usage by almost 10% compared to R-22.

Carrier, Johnson Controls, and Trane will be using R-454b. The trade names associated with this refrigerant are XL-41 from Chemours; Solstice R-454b from Honeywell; and Puron Advance from Carrier.

R-454b is a HFO blend of refrigerants composed of 69.9% of R-32 and 31.1% of R-1234yf. The GWP is 466 the lowest of all refrigerants being considered and in fact 78% lower than R-410a. This refrigerant is considered a long-term solution for equipment going forward and one of the reasons it was chosen by this group of manufacturers.

Both refrigerants are considered close matches to R-410a. Many of the equipment components will interchange, while a few, like compressors, filter driers and printed circuit boards will have to be different. R-410a is safety classified as A-1. (Non-toxic, non-flammable.) R-32 is safety classified as A-2. (Non-toxic, slightly flammable.) R-454b is safety classified as A-2L (Non-toxic, very lightly flammable.)

Both new refrigerants are considered slightly flammable. Environmentalists believe the low GWP numbers are far more important than worrying about the minor flammability issue of the refrigerants and the world will be better off with them running equipment.

With the flammability issue, there will be requirements for technicians to be trained in the new refrigerants. If you would like more information on refrigerants or want to schedule a training event at your location, please contact me below. Bruce Heberle, HVAC Training Consultants, Destin, Florida. I can be reached at: [bheberle@gmail.com](mailto:bheberle@gmail.com). My telephone number is: 850-499-1430.

## The Metal Shop Celebrates Their 40th Anniversary!

I had the opportunity this month to visit with Jim Jacobs, the founder and owner of The Metal Shop in Dunnellon Florida. Jim Jacobs and his family started their dream back in 1982 with a small loan and a rented 2000 sqft modest shop out of Clearwater, which now has expanded to a multi building, multi location operation with over 100 employees. The Metal Shop today has 90,000 sqft combined under roof.

Locations include Clearwater, Crystal River, Jacksonville, and a few in the Dunnellon area.

Like many start-ups, the beginning days were very humbling, but with proper focus, hard work, and an unwavering entrepreneurial spirit, The Metal Shop was able to move ahead and realize its core mission: to manufacture and supply the HVAC sector with products designed to

simplify and expedite jobs.

When the shop opened its doors in 1982, there were simply two products in production: register boxes and tab collars. It wasn't long for the shop to increase its product roster to include start collars and drain pans, and then most notably, the tube steel stand-- The Metal Shop's flagship product.

Today, the shop offers over 500 diverse products, and has an invigorated focus on expanding its product line even further.

Lynn, Jim's wife, joined the company within six months of starting the business, and has been involved with the accounting responsibilities ever since.

Jackie, their daughter was working and getting credit on the work program during her junior and senior year at the high school she attended. Jackie started and remains in sales to this day. She is a natural when it comes to calling on customers and taking care of their product needs.



Back: David Liner, David Miville, Ben Fink,  
Jimmy McCarty -Front: Louis Lepore, Jackie Tutko,  
Acadianna Sumlin, Katie Robins, Lisa Casamo

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## Stupid Mistakes Contractors Make (Part 2)

**Ruth King's Contractors Cents**



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

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

Not putting a budget into QuickBooks? That's insane...is probably what most of you are thinking. Yes, budgeting is critical. But, how most accounting software packages use budgets is a recipe for a false sense of security. Most of them, when you enter a budget, report actual against budget for the month and potentially year to date. That doesn't give you the data to make good business decisions.

Budgeting should be based on what you've generated and what you've spent year to date. This gives you the information to know whether you have spent too much, your revenues are lower or higher than budget, and much more.

At the beginning of the year, budget vs actual is all the same color. I show actuals for two months (the actual amounts are highlighted in yellow). The company budgeted \$2,200,000 for the year. After two months, assuming the company makes budget for the rest of the year, the actual revenues will be \$2,167,357. Maintenance revenues are ahead of budget. Two months into the year, the company is just about on budget with respect to revenues. QuickBooks doesn't tell you this.

Total gross profit is budgeted to be \$1,299,695 and year to date it is \$1,269,856 assuming the company makes budget for the rest of the year. Again, after two months, the company is about \$30,000 under budget. This can easily be made up in subsequent months.

You can see the actual expenses against the budgeted overhead expenses. Again, the owner can see if they are spending too much or are on budget for the yearly amounts. QuickBooks doesn't tell you this information.

Each month, the owners can see whether they are ahead or behind the yearly budget based on actual numbers. They can take action based on what they see. If they are six months into the year and they are way behind budget, the question needs to be asked: how do we make it up so that we meet budget or do we need to change the budget? If they are six months into the year and they are way over budget, the question needs to be asked, what are we doing right or do we need to change the budget? QuickBooks can't show you this information based on how they report budgets on your P&L statements. You need more detail to manage the company properly. Unfortunately, most of you won't do this: revenues should be reported weekly.

If you want to grow profitably, your field employees should know what they need to generate every day and every week. Then, there are no surprises when the monthly profit and loss statement is published. Weekly revenue budgets can easily be projected from your yearly budgets. The template is in my monthly financial review package described below.

Does entering actual data into a budget take more time than just looking at numbers on a QuickBooks report? Of course. Taking the time to enter the numbers gives you a much better picture of where you are each week and each month. Then, you can take action – keep doing what you are doing well or determining why your expenses might be ahead of budget and taking action to correct the overages in expenditures.

Next Stupid Mistake - "Why Didn't You Call Us?" Contractor sells a \$28,000 maintenance plan to a commercial customer. The contractor's technicians are supposed to perform the maintenance as described in the plan. It is renewal time and the contractor has not received the renewal agreement.

The service manager calls to find out why the renewal contract has not been received. The client tells him all of the things that were done improperly, wrong, and that they were totally dissatisfied. That was why the client looked elsewhere and found another company to maintain their systems.

The service manager said, "Why didn't you tell us?" (HE REALLY ASKED THIS QUESTION!!!!)

The former client said, "It is your responsibility to find out whether we were happy. You didn't and we went elsewhere." Ouch!!!!

The contractor lost that contract, the service revenue, and potential replacement work associated with it. What's even worse, replacing a \$28,000 contract instantly is next to impossible.

Residential Contractors – This happens to you too...on a smaller scale. How many of your clients enroll in maintenance only because of a repair? After that service is completed they don't see the value in the maintenance program. It's your responsibility to communicate value, ideas, and ways they can be more comfortable in their homes. If you don't, then you shouldn't be surprised when they cancel the next year because the only time you communicated with them when it was time for maintenance.

It's easy to keep in touch today – email, texting, snail mail, and yes, the old fashioned telephone call. There is no excuse not to since many companies will create and send the messages for you. Never ask your customers, "Why didn't you tell us?" It's your responsibility to ensure the customer is happy!

A strong, growing maintenance program is essential for business survival, growth, and a great business valuation. I am leading the residential and commercial maintenance classes live and on-line beginning in April. Implementation follow up through the end of 2022 is included with the program. On-line Residential and Commercial Maintenance Programs - Now is the time to take advantage of the upcoming busy season. Exponentially grow your maintenance program to experience a loyal client base, less seasonality, and a more valuable company.

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# Tropic Supply Hosts Nu-Calgon Demo Days in April

## Hands-on Demonstrations of the Nu-Calgon Product Line

During the month of April, representatives of Nu-Calgon visited several Tropic Supply Resource Centers across the state of Florida. This was a great way to provide hands-on introduction for some of the Nu-Calgon products including the Gallo Gun, and iWave IAQ device. An in-

troduction to PowerZyme drain line treatment was also presented. Carlos Martinez, Jody Long, and Paul Levesque were the Nu-Calgon manufacturing representatives. Contractors who purchased between \$100 to \$200 in Nu-Calgon product during demo day hours,

received a free Nu-Calgon pocket knife, and for purchases over \$201, they received a free Nu-Calgon pocket knife and Nu-Calgon camo hat. For future event details please visit your local Tropic Supply Resource Center or visit the events calendar at [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).



Nu-Calgon Demo Day at Tropic Supply North Miami T-1



Yunior Rodriguez with Southern Grocers with Carlos Castillo of Tropic Supply



Carlos Martinez of Nu-Calgon with Khalid Bnchtouk of Bergens Air Conditioning



Rochenel Charles of Cool Air USA, Carlos Martinez of Nu-Calgon, and Alain Digera of Smart Cooling



Patrick Waterhouse of Coastal Comfort, Brent Titus and Joe Homan of Tropic Supply North Ft. Lauderdale T-2



Carlos Martinez of Nu-Calgon, Rafael Moran of A Customer First AC, Aaron Romig of Tropic Supply



Andy Keith of Ambassador Air Conditioning, Carlos Martinez of Nu-Calgon, Ryan McClellan of Tropic Supply



Brad Bowers of Tropic Supply Sunrise, Omar Perez of Integ Miami LLC, Carlos Martinez of Nu-Calgon



Mike Gonzalez of Artic Fox Cooling with Carlos Martinez of Nu-Calgon

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## Johnson Controls Hitachi Transforms Dallas Headquarters into Showrooms and a State-of-the-Art Training Facility



MILWAUKEE – (April 27, 2022) – Johnson Controls-Hitachi has transformed their Dallas-area headquarters into an immersive product showroom and training facility. The new Customer Experience Center, which opened on April 20 in Irving, Texas, features commercial, light commercial and residential ductless HVAC equipment in two showrooms along with fully operational equipment in an interactive, state-of-the-art training lab.

The grand opening featured a ribbon cutting ceremony and town hall session hosted by Shoji Akiyama, vice president and general manager of Johnson Controls-Hitachi.

“As our workplace model evolved during the pandemic to a remote-friendly format, our headquarter building was underutilized,” said Akiyama. “We took this opportunity to reconsider how we could better serve our partners and customers, and developing the new Customer Experience Center was the clear solution.”

The two showrooms within the 10,400-square-foot facility will be utilized as a showcase for the full product offering for both Hitachi and YORK® ductless products. The innovative training lab will offer hands-on training to contractors, technicians and installers on live Hitachi and YORK® equipment with training courses available on installation and commissioning for up to 20 students at a time. The Dallas location is the second Hitachi training lab to open in North America, and it's part of a nationwide initiative by Johnson Controls to train the next generation of the HVAC workforce.

Training sessions are now available for enrollment and mark the return of in-person courses since moving to an online format in March 2020. Contractors and technicians interested in participating in training can learn more at: [hitachiaircon.com/us](http://hitachiaircon.com/us).

## RectorSeal® Product Presentation Expands to Alabama and Tennessee as Barksdale Sales Group Coverage Area Increases

Houston, TX, April 12, 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], is pleased to announce that Barksdale Sales Group (BSG) has added Alabama and Tennessee to its current coverage area. BSG has represented RectorSeal products in Georgia since 2018.

“We are thrilled with this expansion and reaching new customers in Alabama and Tennessee,” said Jeff Underwood, Senior Vice President at RectorSeal. “BSG has been a great partner over the past four years, and we look forward to even greater success.”

BSG, which was founded in 2018 with just two employees, has consistently grown because of its dedication to vendors and distributors, and its development of a premium product portfolio that represents the best that the HVAC/R industry has to offer. The company's successful and continuous growth can be attributed to the founding goal coupled with the development of a premium product portfolio representing some of the best the HVAC industry has to offer.



Pictured Left to Right, Back to Front, Kirby Wright, Kent Barksdale, Wayne Jolly, Kimberly Barksdale, Michael Williams, Penny Hebert, Jason Jaegers, Brett Barksdale

“Everyone at BSG works diligently to strengthen the company's relations with customers to support their evolving needs, as well as the needs of the HVAC contractors they serve,” said BSG President Brett Barksdale. “We anticipate a seamless transition and look forward to serving many new customers in Alabama and Tennessee. As always, we are committed to the success of our manufacturers, wholesalers, and HVAC contractors.”

The Barksdale Sales Group has more than 80 years of industry experience representing leading manufacturers such as RectorSeal. Visit [www.bsg-hvac.com](http://www.bsg-hvac.com) for more information.

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,

RectorSeal is often the first to tackle and solve challenges faced by professional trade contractors. Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

## PACKOUT™ New Tumblers & Cooler!



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ity through site, transit, and shop. Milwaukee Tool continues to revolutionize jobsite storage with new Tumblers and a Cooler that feature full modular connectivity with the PACKOUT™ system. The additions will include 30oz and 20oz PACKOUT™ Tumblers and a

PACKOUT™ 40QT XL Cooler designed for mobil-

ity through site, transit, and shop. The PACKOUT™ Tumblers provide the longest temperature retention, keeping your drinks hot or cold all day with double-wall vacuum insulation. They feature innovative twist to lock modularity with all PACKOUT™ solutions. The lid features a rotating, magnetic closure that can smoothly open and close with gloves on, keeping dirt and debris away from the opening.

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## RectorSeal® and TRUaire® Celebrate Scholarship Program

Houston, TX, April 5, 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], recently recognized scholarship recipients in Vietnam in the continuation of a program originated by TRUaire.

TRUaire, which has a manufacturing facility in Ho Chi Minh City and was acquired by RectorSeal in December 2020, launched the University of Economics and Law Ho Chi Minh Scholarship program in 2019. RectorSeal President Don Sullivan said the program celebrates students' achievements and will continue because it aligns with CSWI's core values and RectorSeal's sense of corporate citizenship.

"Being members of a community that strives for excellence helps drive us forward as a business, and this program embodies these values," he said. "Helping tomorrow's leaders succeed today is important to CSWI and RectorSeal."

The scholarship program has helped more than 80 students achieve their educational goals over the past three years, most of whom attended February's scholarship ceremony for this academic year's recipients which was held at TRUaire's manufacturing facility in Ho Chi Minh City. In addition to these scholarships, TRUaire offers a program for dependents of employees that is similar to the CSWI Scholarship Program in the U.S.

"A successful education equips you with skills to help you resolve complex challenges," Mr. Sullivan told students. "The lessons you learn over the next few years will last a lifetime."



RectorSeal President, Don Sullivan with scholarship recipients

## Daikin Comfort Technologies Promotes Three South Region Area Managers

Kevin Pomeroy has been promoted to Director of Business Development at Daikin Comfort Technologies for the South Region. Kevin has served in sales and management roles for over 18 years. A graduate of the University of Florida, Kevin brings tremendous market knowledge, with a proven history of success, along with great leadership qualities that will propel the South Region region to exceed their goals moving forward.

Eric Bonde has been promoted to Regional Manager at Daikin Comfort Technologies for the South Florida region. Eric has 16 years experience in the HVAC industry. He graduated from FAU with double major in Finance and Business Management. Eric will be responsible to manage and grow sales and distribution for Goodman, Daikin and Amana HVAC

equipment in the Southern Florida Region.

Mike Sims has been promoted as Area Sales Manager at Daikin Comfort Technologies for the South Florida region. Mike is responsible for developing and growing a technology driven base of core HVAC Contractors in South Florida. Mike is experienced with a wide spectrum of HVAC equipment, including Variable Refrigerant Volume, Ductless, Light Commercial Unitary, and Residential Unitary Equipment. He will provide his clients with services such as sales training, inventory management, and business development to increase profitability.

Please welcome and congratulate these industry veterans on their new positions when you have the opportunity to do so.



Kevin Pomeroy



Eric Bonde



Mike Sims

## Danfoss Climate Solutions Introduces the Optyma™ Cooler



The Optyma™ Cooler, the latest offering from Danfoss Climate Solutions, is specifically designed for quick and easy installation and high efficiency. This unit cooler features unique cross-ripping inside the heat exchanger tubing, maximizing air turbulence. A maintenance-free, factory-balanced variable-speed capable fan motor comes standard, en-

suring high efficiency and food safety. Maintenance is easy thanks to the powder-coated aluminum-magnesium alloy for a corrosion-resistant, durable, smooth, cleanable surface and extended cabinet lifetime.

Users can get the most out of Optyma™ Cooler with the Coolselector2 app available for smartphones and tablets. Coolselector2 allows for easy optimization with other Danfoss walk-in products such as Optyma outdoor and indoor condensing units, electronic room controllers, and many other Danfoss components.

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R32



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# 4 Ways to Start Training Tomorrow

By Bryan Orr



Bryan Orr

Every business that has a team needs to train well and often. You know that, I know that, Gary Busey even knows that!

**Make Videos of the Job Done Correctly**  
Here is how you do this. Text your nephew, Cody, you know the guy who lives in his parents' basement playing video games all day? Say you will pay him \$100 if he follows your employees around with his video capable smartphone for 5 hrs and then edit the videos into training videos showing how different tasks are done. Trust me, Cody knows how to do this. All you need to do is make sure he follows around your most experienced employees and that they talk as they work.

**Boom.**  
You have training videos you can use to teach new employees during orientation. Speed the videos up and only show the highlights of the tricky tasks this particular employee does well and now you have a video you can share with your existing staff.

**Send Emails**  
Emails... yes emails. Hear me out. Send really short emails that cover one training topic. No more than two paragraphs. Make them funny, share a photo, say something nice about one of your staff members, and teach one thing. ONLY ONE THING. Don't test the attention span of your staff

or they will stop reading and never start again. Do it often enough and you might find your employees actually enjoy them.

**Have Weekly Training Meetings**  
Have regular, 1 hour training meetings and record the audio from the meeting (You can use your phone or use a cheap recorder like the ZOOM H1) and then have the meetings transcribed using a service like Rev.com. You can then compile these longer training sessions into a full blown training manual that your managers can use when you become a billion dollar business. Or just when you go on vacation.

When you do these hour long meetings make sure to use role playing whenever possible. Don't just stand there and talk. Engage your audience.

**Do a Training Series**  
You can make this week "customer service week" and do 15 minute trainings with the team on different training topics each day.  
Monday - First Impressions  
Tuesday - Staying Present  
Wednesday - Asking Good Questions  
Thursday - Overcoming Price Objections  
Friday - Conflict Resolution

I just made all of these up, but I'm sure you can come up with a great training series that will improve your business outcomes with just one week of 15 minute training sessions.

A business leader once told me "I only hire people who already know how to do the job I'm asking them to do, why would I want to train anyone?"

Give me a break.... Training is important for every business, and as a business leader you have to take the bull by the horns and make training a priority. TODAY.

# New Advanced Energy Design Guide for Multifamily Buildings Available

ATLANTA (April 22, 2022) – A new design guide is now available from industry leading organizations to help contractors and designers develop a viable plan for attaining zero energy multifamily buildings.

Advanced Energy Design Guide for Multifamily Buildings-Achieving Zero Energy (AEDG) is the third in the AEDG zero energy guide series. The design guide outlines strategies for achieving energy targets such as setting measurable goals, hiring design teams committed to those goals, using simulation throughout the design and construction processes and being aware of how process decisions affect energy usage. In this edition, content has been included on renovation and resiliency along with expanded guidance on hot water and high load in multifamily buildings.

"The design guide can be directly applied to helping set energy goals and achieve those targets by implementing practical how-to tips," Paul Torcellini, project committee chair and principal engineer at the National Renewable Energy Laboratory. "In addition, readers can use this as a training guide for design staff to learn about zero energy buildings. The intent of this guide is to provide insights and perspectives that fall within typical construction budgets, while demonstrating technologies used in real-world applications."

Valuable sections include: "Principles for Success" – Describes the important decision points and setting the foundation for success. "A Process for Success" – Focuses on building effective teams, getting energy targets and methods to implement. "Leveraging Analysis to Drive Success" – Discusses the phases of construction and different building focus areas and how analysis can bring the right decisions to the project at the right time. "How to Strategies" provides almost 200 techniques and tips to successfully create a zero energy multifamily building.

"This guide comes at a critical time as DOE and our partners continue to find and share pathways to decarbonize buildings in an equitable and affordable way," said Sarah Zaleski, senior advisor at the U.S. Department of Energy Building Technologies Office. To learn more, please visit [ashrae.org/freeaedg](https://ashrae.org/freeaedg).



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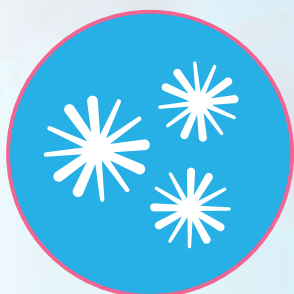
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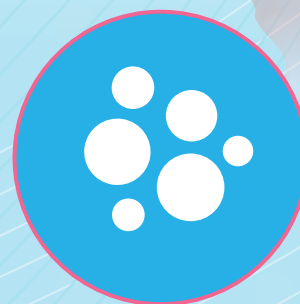
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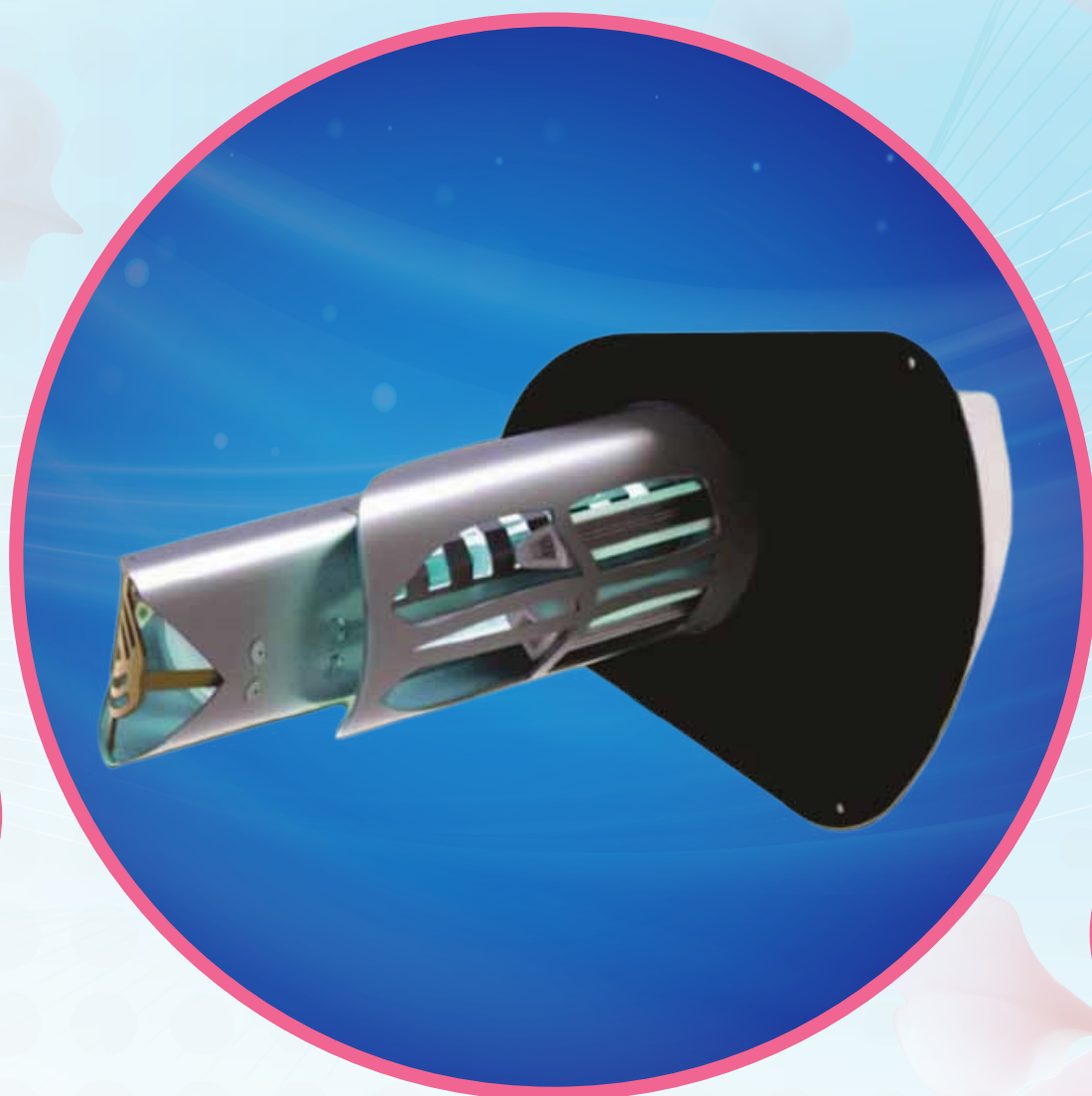
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## NFACCA Sporting Clays Tournament at Jacksonville Clay Target Sports

### March 25th, 2022

NFACCA hosted their Sporting Clays Tournament on March 25th, at the Jacksonville Clay Target Sports in Jacksonville, FL.

Registration started at 8am, and 46 shooters participated. There was a safety meeting just before the tournament began at 9am. At 12:00pm a delicious Lunch was provided.

The Event Title Sponsor was Johnstone Supply Ware Group. Nimnicht Chevrolet was the Lunch Sponsor. The Goodie Bag Sponsor was Rectorseal-Trueaire. The Shooting Station Sponsor was Valpak, Duval Ford - Cart Sponsor.

Clay Shoot Winners were: 1st Place Team Tropic Aire - Jim Jones, Rocky Jones, Jimmy Jones, Andy

Davidson. 2nd Place Team Johnstone Supply Ware Group - Alex Puente, Trevor Newman, Ryan Roberson, Ted Bishop. 3rd Place Team - Baker Distributing - Keith White, Larry Stewart, Steve Nelson, Halston Nelson The Nelsons are with Gateway Mechanical.

A \$750 Progressive GiftCard to Billy Warlitrer to Wild West Guns. A great time was had by all!



**2nd Place Johnstone Supply Ware Group**  
Alex Puente, Ryan Roberson, Ted Bishop, Trevor Newman



**Andrew Fowler, Jonathan Garrison, James Jackson, Danny Towers, Jason Griffin, Caleb Silcox, Paul Phillips, Tim Hulbert**



**Troy Askew, Russ Mikos, Mike McCullers, Taylor McCullers**



**3rd Place Baker Distributing**  
Keith White, Steve Nelson, Steve Nelson, Larry Stewart



**Cody Temple, Jeremy Plemons, Josh Moseley**



**Neil Crawford, David Cyrus, Davey Moyers, Daniel Harley**



**BJ Quillen Jr, Chris Salliotte, Ruben Sanson**



**Trey Weeks, Tim Crouch, Cleve Farnell, Allen Read**



**1st Place - Tropic Aire**  
Jimmy Jones, Rocky Jones, Andy Davidsson, Jim Jones, James Money

# AHR Expo Nurtures Workforce Development with Student Experience at Vegas Show

WESTPORT, Conn., April 29, 2022 – The 2022 AHR Expo traveled to Vegas with a strong return to in-person events, a critical need in the industry as HVACR continues to be on the front lines of many major world challenges. Discussions across the industry include energy efficiency, environmental changes, air quality, and a sense that the world has undoubtedly changed in recent years with HVACR being no exception.

“One of the immediate challenges in our industry is gaps in the workforce across all roles. This is a potential roadblock to the work we have in front of us. The good news is we are aware of it and the industry is in agreement that we need to work together and build career-driven experiences for all those coming into the industry,” said Mark Stevens, manager of AHR Expo.

The show is uniquely positioned to offer an introduction to HVACR that highlights how one can aspire to build a lifelong career in HVACR. Each year, professionals gather to discuss issues and create solutions, and to showcase the very best of what’s to come. It is in this spirit the AHR Expo recognized an opportunity to widen the reach and purpose of some of the show’s key elements – access to professionals, new markets, products and technology as well as the cutting-edge development via the Innovation Awards.

“We’ve felt a shift for many years as innovation in our industry grows and the world wakes

up to what HVACR currently offers and what it must succeed in for the future,” continued Stevens.

“Inside the industry, we understand the immense responsibility to grow our workforce to maintain the demands of the future. We have a deep understanding of the way HVACR is a part of nearly every human experience in our built environment. The show is a unique opportunity to see everything all at once and connect with a broad audience within our community. With workforce growth being a focus in every corner, we sought to add value with our unique offering.”

The HVACR industry, like many, was already heading into a workforce deficit, as noted in prior years’ trend reports. With the onset of the pandemic, the industry took an even bigger hit with employee burnout, early retirement decisions and those drawn to the Great Resignation.

“The changes that this industry is going to be seeing over the next several years is immense – something that we’ve never seen,” said Stephen Yurek, president and CEO of AHRI while participating in a state of the industry panel at AHR Expo 2022. “Number one is just getting people into the industry. We’re going to be seeing a huge amount of retirements like we have already. Just getting people into the workforce and trained and ready to go.”

What’s more, HVACR became a vital effort in the return to normal after COVID19. Today, indoor air quality is discussed mainstream as an important mitigation factor for health and safety inside our built environment - something the industry has been raising awareness of for years. With this new spotlight,

demand for HVACR solutions has increased tremendously. Likewise, the need for a motivated workforce to sustain and continue to grow the industry to meet demands.

The AHR Expo introduced a workforce development initiative to expose potential industry professionals to HVACR in a moment when the industry shines brightest – all together under one roof with miles and miles of products and tech on display. The program is a means to honor the innovation that our professionals are bringing to market through the Innovation Awards while simultaneously supporting future innovators through mentorship and leadership.

In its inaugural year, AHR Expo invited Western High School, a local area high school with a dual academic program that graduates students certified and ready for hire as technicians in HVAC. The soon to graduate class was invited for a special field trip at the 2022 AHR Expo.

During their visit, students were welcomed by ambassadors eager to guide them on a planned tour through the show floor. Colleen Keyworth and Angie Snow from Women in HVACR, and Bob Rohr and Mary Olsen from Caleffi North America guided 23 students for in-booth visits, Q&A sessions and a scavenger hunt/trivia of HVACR knowledge. The AHR Expo plans to continue the expansion of this initiative in the years to come The 2023 AHR Expo will be held at the Georgia World Congress Center in Atlanta, GA. Registration will open in the summer of 2022.



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# NCI Summit 2022 Takes a Personal Approach



High-Performance HVAC contractors took center stage in Scottsdale, AZ, on March 28th as National Comfort Institute's (NCI) 18th Annual Summit got underway. Nearly 100 contractors, preferred partners, and other industry luminaries gathered after a three-year hiatus from in-person meetings due to the COVID-19 pandemic.

This year, the focus centered on This Time It's Personal theme. Once again, Summit was open to the entire HVAC Industry with the intent of shining a spotlight on likeminded people willing to share their high-performance experiences with peers. This all-new approach allowed conference attendees to personalize their experience based on their knowledge and comfort level with each topic. In that light, each topic offered three options:

**NOVICE:** For those who are at the beginning of a specific discipline

**PRACTITIONER:** For attendees who are practicing skills and want to take things up a notch – or just need a refresher

**MASTERY:** Contractors who choose this option are already proficient in a specific area and are looking to move to the next level.

Excitement radiated even during the pre-conference boot camp conducted by Goodman Air Conditioning and Heating and during the two recertification classes held by NCI on March 28th. Then it was three days of seminars, networking, and social events, followed by the yearly awards dinner and banquet.

The Workshops Summit 2022 included 18 workshops taught in six sessions by High-Performance HVAC expert trainers from National Comfort Institute. These sessions included:

- Airflow Diagnostics and Air Upgrade Workshops
- High-Performance Sales Workshops
- High-Performance Implementation
- Take it to the Next Level with High-Performance Software
- High-Performance Town Workshops

## • Carbon Monoxide and Combustion Workshops. Performance Town Returns

In addition to workshops, Summit 2022 also brought back Performance Town – the three-station hands on training on airflow, static pressure, and temperature measurement with live equipment and test instruments. Attendees learned how to install test ports, where to perform measurements, and much more during the Performance Town workshops.

### Games, Idea Sharing, and Coaching

The Opening General Session kicked off Tuesday morning, March 29th. All attendees were treated to a rousing multimedia introduction, followed by an interactive game show called “Reach for the Summit.” All general sessions took place in the same room with the preferred partner trade show.

The game show began with selecting two random contractors from the audience to answer multiple-choice questions from real-world installation and service scenarios. The audience then had the opportunity to vote via the National Comfort Institute (NCI) Summit 2022 mobile app for the answer they thought was correct. The contractors earned points for correct answers, with the winner taking home a new NSI 6000 Low-Level CO Monitor. Each question was followed up with commentary by David Holt and David Richardson, who discussed the merits of each answer and which way they felt the audience would vote. The winner was Dawn Mroczek of GV's Heating and Air Conditioning. Coming in second place was Will Horner of Canco ClimateCare. He received an Amazon gift card.

After the morning breakout workshops, contractors reconvened for the popular contractors-only Idea Meeting, hosted by Michael Greany of Aire Rite Air Conditioning and Refrigeration and Mike Weil of NCI. This meeting was divided into two 45-minute sessions: one dedicated to High-Performance Lead Generation, the other one to Sales. Attendees presented their ideas on each topic and then voted for those they felt were the best. The winning ideas were from:



**Lead Generation:** A tie between Earlene Maron of Airtech Air Conditioning and Chuck Worley of Worley Home Services.

**Sales:** Dawn Mroczek of GV's Heating.

### Partner Tradeshow

Eighteen exhibitors managed their table-top displays all around the general session ballroom, so contractors had the opportunity to talk with them during breaks and regularly scheduled tradeshow hours. Exhibitors also participated in NCI's annual Preferred Partner Prize Drawing. Attendees received “game cards” that had to be stickered by each exhibitor, then turned in to be eligible for the drawing.

### State of the High-Performance HVAC Industry

Thursday morning, March 31st, the morning general session was headlined by NCI CEO Dominick Guarino who discussed the state of the High-Performance HVAC Industry and NCI's role in it. He said, “The High-Performance Industry is growing. The term, HighPerformance Contractor is being used more and more within our industry, even by other organizations, manufacturers, distributors, utilities, and even government agencies.

“Delivered performance is increasingly on the lips of many in the HVAC industry as they see it as the next sea change that can make systems work better and save energy more than anything else we can do. Homeowners are increasingly seeking out companies that can help them solve long-standing performance issues.” By being able to prove performance with measured, documented results, Guarino says NCI-Trained and certified contractors stand in the forefront of this ever-growing trend. Mark your calendars for April 16-20, 2023. That is when Summit 2023 happens.

The High-Performance HVAC Industry will descend upon the Ozark mountains at the Chateau on the Lake in Branson, MO. Stay tuned for more information on pricing and registration.



## SWACCA Holds Career Night: HVAC/R Training

SWACCA's annual Career Night program held April 5th featured area HVAC/R Career Programs. During the exhibit and networking period, each school shared information about their curriculum and overall approach to developing qualified HVAC/R technicians who have the academic, technical and employability skills necessary to succeed.

The evening program featured an interactive panel and group discussion on how to build and maintain technician talent. Held at the Florida Academy in Fort Myers, the representatives each expressed the passion that drives their work and commitment to each student's success: Todd Clark, Florida Academy; Larry Croy, Lorenzo Walker Technical College; Christine Sardina, Tri-County Apprenticeship Academy; Patrick Stott, Fort Myers Technical College; and Dave Borowski,

Pointman Consulting & Training, who shared his perspective on the importance of in-house coaching and structured training.

All companies that attended received two free months of job postings on the new SWACCA Job Board at [www.sw-acca.org](http://www.sw-acca.org)



Contractors and Suppliers can network and learn with SWACCA members the first Tuesday of each month at the Embassy Suites - Ft. Myers/Estero, with Social/Networking at 6:00 p.m. and the Dinner/Program at 7:00 p.m. Upcoming programs will feature Code

and Legislative Updates; SEER 2 Regulations;

Annual Inspector Night. Registration information is available at [www.sw-acca.org](http://www.sw-acca.org). Questions? Contact Desmond Ryan, SWACCA Administrator, at (727) 209-0890 or [dryan@sw-acca.org](mailto:dryan@sw-acca.org).



## Fastest Growing FL HVAC Company Named 2022 Business of the Year

Fort Lauderdale, FL (April 22nd, 2022) – The South Florida Business Journal recently announced Air Pros USA, a leading residential and commercial air conditioning services company, as a 2022 Business of the Year award winner in the \$50 million to \$99 million revenue category. Air Pros USA was the only air conditioning service company to be recognized at this year's awards ceremony.

“Winning this award is an incredible accomplishment that means so much to Air Pros USA. Our home is South Florida, and we would not be where we are today without our incredible customers or employees,” said Anthony Perera, President and Founder of Air Pros USA. “From our early days in Fort Lauderdale to our recent expansion into our seventh state, we will always work to put our customers first and build a strong community. Thank you for recognizing our efforts and accomplishments.”

Air Pros USA was founded in 2017 in Fort Lauderdale, Florida with a single truck and two people. Since then, the fast-growing HVAC company has grown to over \$100 million in annual revenue, employs 500 people, and serves over half a million customers in multiple markets.

Air Pros USA frequently partners with local non-profits to benefit causes that impact the area, donates resources to the Broward County Boys and Girls Club, and installs new, free units to Veterans during their annual Veterans Day Giveaway to make a positive difference in the community.



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## Nu-Calgon Launches NuShield®, the “Next Generation” of Air Ionization



St. Louis, MO – Nu-Calgon has launched NuShield®, the company's next generation of air ionization products! NuShield products are the most advanced air ionizers

that utilize needlepoint bipolar ionization technology. The improved design of these air ionization systems includes features like daily self-cleaning, more robust construction and heavy-duty wiring (inside and out). All NuShield models are validated to meet UL 2998 zero ozone emissions certification and are CARB certified.

NuShield products work to treat the air in any residential or commercial space, providing improved indoor air quality. NuShield systems reduce certain bacteria and viruses, particles, smoke and odors in the air. They also reduce certain VOCs, pollutants and airborne gases. All models feature a patented self-cleaning design to ensure peak performance for the life of the system with no maintenance or replacement parts. All NuShield models also include patented multi-voltage input, allowing easy connecting from 24VAC up to 240VAC with no impact to ion output or performance.

This next generation of products includes the NuShield-R for residential systems up to 6 tons and the NuShield-CI and NuShield-CX for commercial systems up to 12 tons. The NuShield-CI is a slim compact design for easy internally mounted installations, while the NuShield-CX offers a solid robust build for installing externally.

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.

## HVAC/R Tools Leader NAVAC Reintroduces Popular Free Evacuation Tool Promotion

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and industry-specific items, is renewing its successful Need for Speed promotion. May 1 through September 30, the offer provides two free evacuation tools for those purchasing one of a half dozen qualifying vacuum pumps.

In addition to allowing NAVAC to maintain and enhance direct relationships with its valued HVAC customers, the Need for Speed promotion helps NAVAC distributors move existing inventory even as they stock up on additional models. The offer is reinforced by NAVAC's hassle-free servicing, as well as the company's expedient processing and shipping.

To take advantage is the offer, customers simply fill out a form on NAVAC's website, located at [www.navacglobal.com/summer2022/](http://www.navacglobal.com/summer2022/). Qualifying vacuum pumps include:

- The market's first smart vacuum pumps, the NRP-8Di and NRP6Di have digital control interfaces for unsurpassed intuitiveness. An ultra-efficient yet powerful DC Inverter makes it approximately 20% lighter than other units in its class.
- The NP4DLM Cordless Vacuum Pump features a high-performance lithium battery capable of up to one hour of continuous running time. Suitable for residential and light commercial applications, the unit is exceedingly efficient and easy to carry and store.
- Weighing just 8.4 lbs. (including battery), NAVAC's NP2DLM Cordless Vacuum Pump is convenient to carry for technicians and ideal

for applications where power supply access is an issue. With its lithium-ion battery the unit can operate up to one full hour at its stated air flow capacity of 2cfm.

- NAVAC's NP12DM Vacuum Pump features an industrial-grade design for a rare blend of robustness, speed and power. The unit offers an impressive flow rate of 12cfm for fast, heavy duty performance, and its brushless DC-motor technology maintains peak efficiency.
- NP12DA1 Ammonia Vacuum Pump combines protection against ammonia-based refrigerants with power via an impressive flow rate of 12cfm for fast, heavy duty performance. Ammonia's corrosiveness is a reason why vacuum pumps

are often considered disposable. The NP-12DA1 pushes back against this wasteful trend with a corrosion-resistant pump design.

The promotion's three evacuation tools, from which customers may choose two for free, include the NHB1 “Big-Boy” Evacuation Hose, which has ½” hose diameter and 3/8” to ¼” fitting; the

NHB2 “Big-Boy” Evacuation Hose, having ½” diameter and ½” to ¼” fitting; and the NVR1 “2-in-1” Valve Core Removal Tool which handles both ¼” and 5/16” flare fittings and rated for R410A systems.

“Even during the COVID-19 crisis, over its first two years our Need for Speed promotion proved extremely popular, and was seen by distributors as a means of offloading inventory even as they look toward continued stock-up,” said Stephen Rutherford, VP of HVAC Tools Business for NAVAC. “The promotion brings even more value to our premium portfolio of vacuum pumps, and we're happy to bring it back for 2022.”



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**FREE!**

\*\*Choose 2 from 3:  
NHB1 3/8"-1/4" Evac Hose  
NHB2 1/2"-1/4" Evac Hose  
NVR1 Core Remover



## Federal HVAC Energy Efficiency Funding for Public Schools

Earlier in the month, the White House introduced an infrastructure plan for public schools that directly correlates to the heating, ventilation, air-conditioning, and refrigeration (HVACR) community.

The plan entails using funds granted by last year's bipartisan infrastructure law to upgrade HVAC systems with the intention to improve energy efficiency. In a 2020 national survey, the U.S. Government Accountability Office (GAO) found that an estimated 54 percent of public schools across the country must replace, repair, or update their heating, ventilation, and air-conditioning systems.

This is another opportunity for HVAC distributors to sell commercial equipment to schools and promote better air quality.

Tens of billions of dollars were invested in K-12 public schools from coronavirus relief bills that included funds for HVAC improvements. The main concern for federal funding was to address the needs of health and safety for students as outdated facilities can cause poor air quality that increases the risk of spreading and catching upper respiratory infections, like covid-19.

This new push by the Biden Administration is over energy efficiency. According to the Department of Energy, off-the-shelf energy improvements, including HVAC replacement and retuning, can reduce school energy use by 10-30 percent.

Energy improvements are specific to the implementation of Section 40541 of the Infrastructure Investment and Jobs Act (IIJA), which provides \$500 million in grants to public school facilities. Section 40541(a)(4) specifies the term "energy improvement" as the following:

- any improvement, repair, or renovation to a school that results in a direct reduction in school energy costs, including improvements to the envelope, air conditioning system, ventilation system, heating system, domestic hot water heating system, compressed air system, distribution system, lighting system, power system, and controls of a building
- any improvement, repair, or renovation to, or installation in, a school that leads to an improvement in teacher and stu-

dent health, including indoor air quality; and achieves energy savings

- any improvement, repair, or renovation to a school involving the installation of renewable energy technologies

The Department of Energy (DOE) and Office of Energy Efficiency and Renewable Energy (EERE) formally started their Request for Information (RFI) process to follow through on Section 40541 of IIJA.

Responses to the RFI must be sent in by 5:00 PM on May 18th, 2022. This is a good opportunity for wholesaler-distributors to work with their contractor customers to proactively reach out to local school districts.

Article by Josie Gallagher, Policy Analyst.

## Bryant Women in HVAC Conference

March 2022 - Scottsdale AZ



*Taking a Hot Air Balloon Ride: Dawn Pennachietto, Lisa Bates, Jennifer Corino, and Amy O'Grady*

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# Performance Pointers

by David Richardson



## When Supply Registers Function as Return Grilles

It sounds impossible, but in some installations, supply registers can act like return grilles. Let's look at the field conditions necessary for this problem to occur. Then we will examine why it happens and how you can solve this elusive installation defect.

### Pay Attention to Attic Duct Systems

You typically will find supply registers acting as return grilles on attic duct systems. These installations often have a supply plenum with a large duct in the end cap and smaller ducts from the plenum feeding interior rooms such as bathrooms, utility rooms, and closets.

The first time I saw this issue was on a horizontal air handler in an attic that had a four-foot supply plenum mounted to it. The design used a short five-in. flex duct for an interior powder room that was underneath the air handler and a 16-in. flex duct coming out of the plenum's end cap to feed a remote plenum that was 25 feet away.

Normally, I wouldn't pay any attention to this installation because it was so common. In this case, however, we noticed condensation dripping from the supply register, so we decided to investigate. We inspected the register and heard air noise but felt no air blowing out of it. In fact, air was going into the supply register.

### What Causes a Supply Register to Act Like a Return Grille?

If you thought there's no way that supply airflow and return airflow can exist in the same duct system, you're right. So, there must be something else causing a supply register to act as a return. There are two causes contributing to this situation.

The first involves the location of the smaller

branch takeoff. In this case, it was mounted near the air handler discharge and there was a much larger duct downstream. The second cause was excessive air velocity moving past the smaller takeoff opening.

As large amounts of air move past a smaller branch takeoff to feed larger ducts, the air never turns into the smaller duct. Instead, air bypasses the smaller duct so quickly that it creates a suction effect. Our industry refers to this phenomenon as the Venturi effect.

### Look For the Indicators

You will rarely hear of comfort issues with this duct defect. Since the rooms that suffer from this problem are interior rooms, cooling provided by other supply registers conceals the issue. You may also discover:

- Higher than expected humidity in the problem rooms
- Condensation and dirt on the face of the register
- Noise from the register, but no air velocity coming out of it.

If you hold a sheet of single-ply toilet paper against the supply register, it will hold in place instead of blowing away. You can even disconnect the duct from the branch takeoff and hold your hand up to the opening. You will probably feel air rushing past the opening with the blower running.

### Preventing and Correcting the Problem

The most important first step to prevent this issue is to pay attention where you install supply branch takeoffs. Make sure there are no larger runs downstream that can contribute to the Venturi effect. Attaching a branch duct to the supply duct sys-

tem doesn't necessarily mean air will blow out of it.

Remember, the blower creates pressure change in the duct system to move airflow. If the duct design places smaller ducts near the air handler discharge, the pressure change inside the supply duct system can cause airflow reversal. In some installations, you will need to move smaller branch takeoffs further downstream so air in the supply duct doesn't bypass them.

In retrofit situations, you won't have an option to reposition supply branch ducts. If that's the case, you can use a scoop takeoff on the problem duct to direct airflow into the branch duct. Just make sure you don't use too many scoop takeoffs in a row. The disruption in airflow downstream can cause even more problems.

I encourage you to look closely at your installations. Make sure you aren't unintentionally designing and installing supplies that act like returns. This problem can be difficult to diagnose unless you know what to look for. With the proper knowledge and understanding of duct design, you can prevent this shortcoming in your duct systems.

*David Richardson serves the HVAC industry as the director of technical curriculum at the 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 diagnosing duct systems, contact David at [davidr@ncihvac.com](mailto:davidr@ncihvac.com) or call him at 800-633-7058. NCI's website [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*

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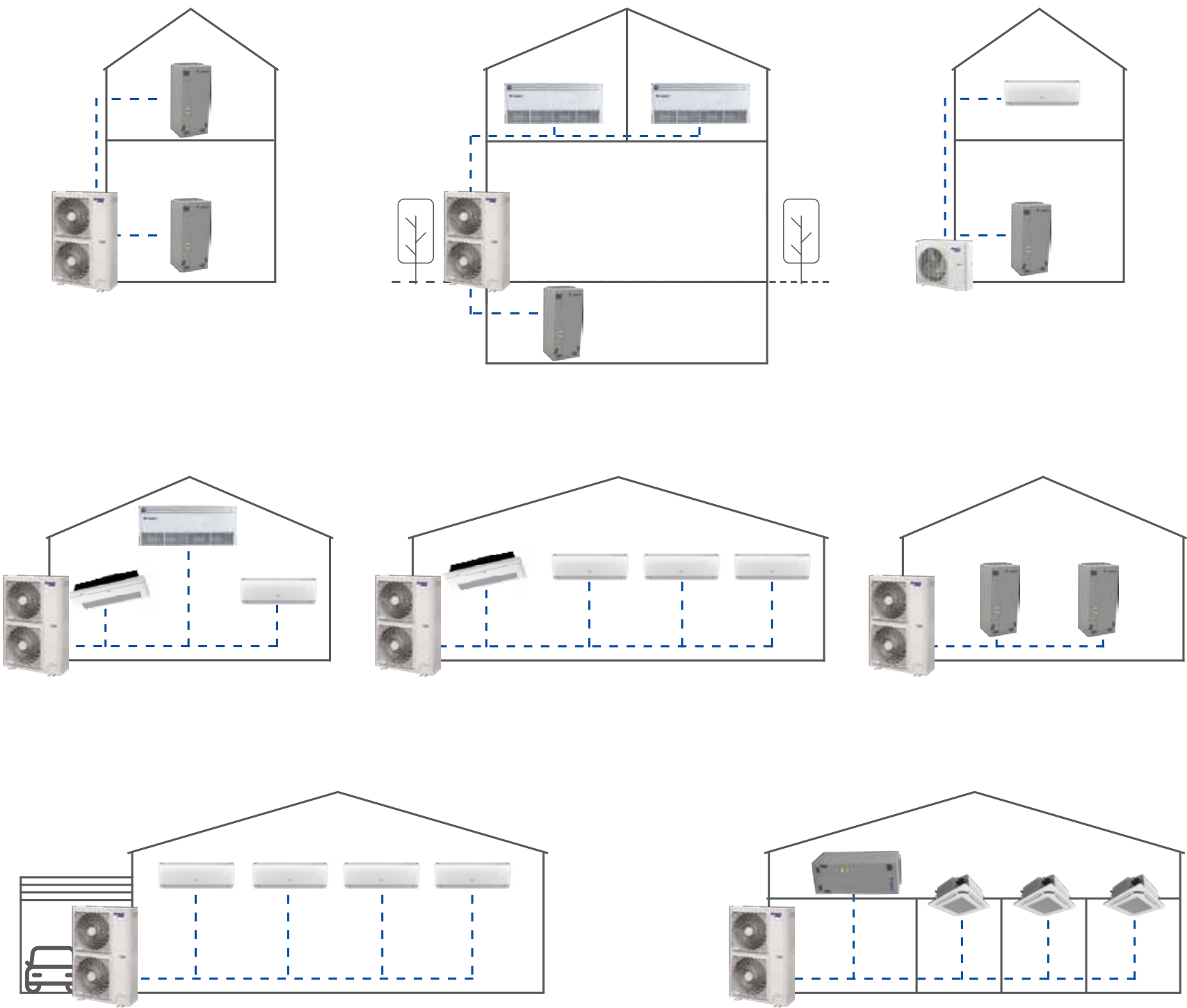
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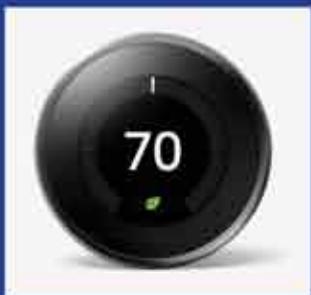


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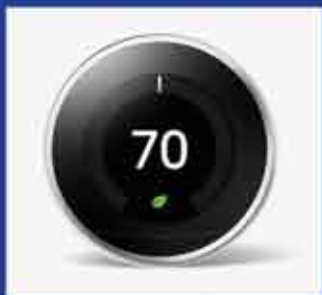




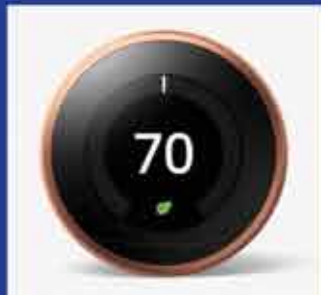
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The Metal Shop manufacturing facility in Dunnellon Florida



Lynn Jacobs has seen steady growth and improvements during the past 40 years



Jackie McCarty and Acadianna Lynn Sumlin helping to keep the wheels turning at The Metal Shop



The Metal Shop is continually shipping products to HVAC distributors around the state of Florida



Roof jacks being assembled just in time to satisfy customer demand



Roof vent fabrication station for residential exhaust air applications



Jackie Tutko of The Metal Shop (right) at a networking event in St Petersburg



The Metal Shop has a new display van outfitted with tank racks and storage bins they make



Jim Jacobs and Jackie Tutko of The Metal Shop at one of the AHR EXPO shows

40

YEAR ANNIVERSARY

# The Metal Shop Celebrates Their 40th Anniversary!

(story from cover)

## THE METAL SHOP

www.metalshop.org

The Metal Shop puts their highest priority on taking care of their customers. Their employees are service minded, and truly value their customers. Even during the pandemic and lockdown, The Metal Shop found ways to maintain their low lead times, by shipping with their own trucks, and securing a private carrier to make regular runs around the state.

Jim Jacobs told me, "We cover the state like a blanket. Our sales team is committed to visit every

customer every month. Our customers really appreciate the service, and we never show up empty handed."

Since their inception, The Metal Shop has broadened their product line to incorporate fiberglass as well as metal products. Today they have a diverse selection of components for residential and light commercial HVAC installations. Their product line continues to grow through the input received from their

valued customers. The Metal Shop acknowledges the key players who, over the years, have helped them evolve into what they are today: Their employees, contractors, wholesalers, and suppliers. They say Thank You for your faithful dedication and support which has laid the groundwork for many more years to come.

Keep your eye on The Metal Shop, because you will never know where and when they will show up and bring you something sweet!



Nick Kowalski receiving and loading trucks for shipments



Metal Shop employee fabricating square to round transitions



Kendria Bata and Lilia Lerio handle all the Logistics



Demand McBride is the supervisor over the roof vent products



The ladies of The Metal Shop who make it all happen!



Robert Hinn, a 23 year Metal Shop employee on the forklift handling raw materials



Prefabricated plenums and refrigerant tank stands being staged for shipment



Knocked-down pre-grooved plenums save time and eliminate scrap on installation!



CJ has been with The Metal Shop for 18 years as office manager



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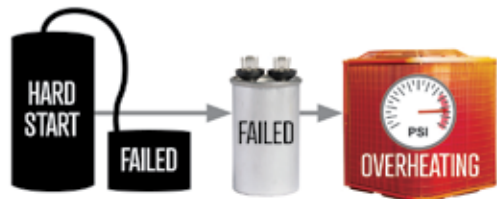
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# Berner Introduces Revolutionary Air Curtain Cabinet Redesign for Main Entrances

Berner International, New Castle, Pa., North America’s leading air curtain manufacturer and innovator, introduces the Architectural Elite, the debuting model of Berner’s new Architectural Collection, which has the most revolutionary and beautiful cabinet redesigns in air curtain history. The patented Architectural Elite air curtain combines the air curtain industry’s decades-old energy savings and thermal comfort protection performance with today’s industry-leading controls platform and efficient, quiet electronically commutated (EC) motors.

The Architectural Elite design anticipates the increased demand from millennials and Gen-Z for aesthetic, high performing, quiet air curtains that support the increased sustainability goals of the built environment. The sleek and discreet cabinet design incorporates Berner’s strong engineering foundation to deliver a quiet, technologically advanced, and beautiful air curtain that performs. The design’s performance is AMCA certified and meets the vestibule exception of building and energy codes, ASHRAE 90.1-2019; ASHRAE 189.1; the IECC -2015, and the IgCC.

The Architectural Elite’s patented geometric, balanced shape is inspired by the Golden Ratio, which is a radical departure from the industry’s century of rectangular boxy cabinet designs. The triangular shape targets U.S. and Canadian architects, interior designers and business owners searching for a quiet, functional air curtain performance that matches today’s retail, restaurant, hotel, and hospital doorway design aesthetics.

Few patrons will notice the clear satin, anodized aluminum bottom panel as it angles upward out of their peripheral vision when passing through a doorway. Once inside, the only visible parts are the smooth, upward-pointed bottom panel and triangular-shaped sides.

The Architectural Elite also features the Berner AIR™ advanced technology control platform for air curtains, which Berner developed in-house. This platform uses a wireless controller, encrypted at the processor level, to connect the Berner App 2.0 to Berner’s built-in Intelliswitch™ digital controller. The Intelliswitch can operate as a stand-alone air curtain controller, interlock with any building management system (BMS) and interface with the Berner App 2.0. It has a time clock, time delay, built-in thermostat, 10-speed fan control, and other integrated, end-user customizable features.

The Berner App 2.0 allows account-based user management and lets facility managers add air curtains from different locations for air curtain programming and universal monitoring from their smartphone. The Berner AIR platform includes BACnet integration capabilities, a proactive weather-based adaptive setting, and simplified remote troubleshooting resources for Berner factory technicians.

The Architectural Elite 8 and 10 cover 8- and 10-foot-high (2.4 and 3-meter) doorways, respectively. The new design replaces the contemporary-styled former Architectural Elite, but with a negligible pricing difference. While competing brands bolt together shorter units for wider doorways, the Architectural Elite 8 and 10 come in single length construction of 120 and 144-inches-long (305 and 365-cm), respectively.

Single unit construction doesn’t interrupt laminar airflow, and requires no midsection support anchors for quicker ceiling or wall-mounting installation.

The Architectural Elite 8 and 10 air curtains use 1/5-hp and 1/2-hp EC motors, respectively, for unprecedented air curtain efficiencies and better articulated fan speed control. Both models use Berner’s patented high efficiency, low noise, articulating Pro-V Nozzle, which strategically discharges air to meet the floor a few inches outside the threshold or “break” for a total air seal.

Optional factory-installed hot water coils feature innovative hidden top-panel connections instead of conspicuous side input/output 5/8-inch-diameter (15.8-mm) piping. The AE08 uses a single-stage electric heater and the AE10 uses the Berner’s patented, high-efficiency Venturi open element electric heater.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 730,812 units in February 2022, up 14.6 percent from 637,772 units shipped in February 2021. U.S. shipments of air conditioners increased 16.9 percent, to 424,293 units, up from 363,045 units shipped in February 2021. U.S. shipments of air-source heat pumps increased 11.6 percent, to 306,519 units, up from 274,727 units shipped in February 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 12.4 percent, to 1,488,090 units, up from 1,323,698 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 10.9 percent, to 856,128 units, up from 771,876 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 14.5 percent, to 631,962, up from 551,822 units shipped during the same period in 2021.



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Message from FRACCA President Will Barnes



During the months of April & May, we celebrate Apprenticeship Graduation in three Chapters: TRACCA, PACCA and ACCA/CF. Our Executive Director, Paula Huband, travels to our State Chapters to celebrate the Success of our Apprentices.

The Tallahassee Air Conditioning Contractors Association celebrated the Graduating UP of the 1st (17) and 2nd (12) Apprentices for 2021/22. This Chapter will be recruiting for 2022/23 and are expecting 20 – 25 New 1st Year Apprentices. A HUGE shoutout to the Chapter Executive Director, Melanie Bostick, the Apprenticeship Committee, and also, the Instructor Darien Trim, from Lively Technical Institute for encouraging these Apprentices every step of the way.

The Polk County Air Conditioning Contractors Association celebrated the Graduating up of their 2nd Year and the Graduating OUT of the 3rd Year. Congratulations to the Instructors, Mr. Ray Finder or Traviss Technical College and Koby Veillion of Traviss Technical College. PACCA is expecting to recruit during the Summer for a Class of 20 -25. If you are in the

POLK area and want to join us for a meeting, please check the website for details [www.polkacca.com](http://www.polkacca.com).

The Air Conditioning Contractors Association of Central Florida will celebrate their Apprenticeship Program Graduates – 1st – 2nd and 3rd on May 14th. A total of 77 Up and some Out of the Program. We will them all the success that this Industry to bring to them as they turn their JOBS into a CAREER. 3rd Year Graduates can further their education by using the 27 credits at Valencia Community College toward a Controls Degree and/or a Supervisory management Course. Congratulations to all of the Graduates!

Looking forward to the 2nd Quarter and continuing to grow the FRACCA Organization throughout the State of Florida. If you are interested in Joining, or starting a Chapter/Apprenticeship Program in your area, please contact our Executive Director, at Paula. [Huband@FRACCAAir.com](mailto:Huband@FRACCAAir.com) or 407.676.0031 for more information. Visit [www.FRACCA.org](http://www.FRACCA.org) to view our current 9 Chapters. More Graduations across the State throughout the Summer!!!

Wallace State Community College Granted Accreditation

HVAC Excellence is pleased to announce that the HVACR training program at Wallace State Community College in Hanceville, Alabama has been granted accreditation.

In 1949, a new car cost \$1,650 and gasoline was only 26 cents per gallon. In that same year, George C. Wallace State Technical Trade School was established, later renamed Wallace State Community College. A great deal has changed in the 73 years since they opened their door, but their commitment to quality training has remained steadfast. To validate that their HVACR educational program continues to meet industry standards, Wallace State voluntarily chose to undergo accreditation of their program.



Bruce Nelson, Lisa German, Mattie Hudson, Dr. James Crisp, Ryan Iverson, Wes Rakestraws

HARDI Distributors Report 27.1% Percent Revenue Increase in February

COLUMBUS, Ohio, April 5, 2022 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 27.1% percent during February 2022. The average annual sales growth for the 12 months through February 2022 is 25.1% percent.

“The sales gain this month was not a surprise, but it is not normal just because ten of the past twelve months have been increased by at least 20%,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “This has occurred only fifteen times during the past ten years. The unusual growth began with the very easy comparisons versus the COVID interruptions, then received an extra boost by the extraordinary price increases that are being passed through. What goes up must slow down and it looks like this annual growth rate line has peaked.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 43.2 days at the end of February 2022. “The February 2022 DSO is comparable to February 2021. This rate is considerably better than the pre-pandemic norm for February in the 49-day area,” said Loftus.

“The exceptional TRENDS performance has been following the exceptional jobs recovery,” said Loftus. “March was the eleventh consecutive month with more than four hundred thousand jobs added. The six-month average number of number of jobs added was 600K through January and February. This has led to higher demand which leads to higher prices. Now interest rates are starting to recover, and this TRENDS growth rate line will be rolling over. What goes up, must slow down.”

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

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

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"Shorty"

#004797 - "LAZY BOY"

Name	Part #	Height	Width	Depth	50 lb.	30 lb.	R-oxy	MC	NIT
JUNIOR	004-791	48"	13"	12"		3	1	1	1
BIG BOY	004-794	45"	20"	12"	1	2	1	1	1
LI'L BOY	004-795	42"	20"	12"		3	1	1	1
SHORTY	004-796	36"	13"	12"		1			
LAZY BOY	004-797	17"	41"	12"		3	1	1	

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# SFACA Monthly Program Meeting

Where are Federal Regulations going in the next few years?  
April 6th 2022

The SFACA Monthly Program Meeting was held on April 6th at 6 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. The presentation was presented by Chris Forth, VP, Regulatory, Codes & Environmental Affairs at Johnson Controls. The topic was on where are federal regulations going in the next few years?

Topics on Regulatory changes included: 1. Refrigerant and efficiency. 2. DOE 2023 what's different

this time. 3. Date of installation versus date of manufacturing...what can be sold when. 4. Why refrigerants are changing again. 5. What's driving the refrigerant price escalation. 6. What distributors and contractors need to do to prepare.

Next meeting will be held on May 4th at 6 p.m. at Tropical Acres Steakhouse in Ft Lauderdale. This will be our HVAC Job Fair 2022. Come join us and meet

contractors that are hiring HVAC technicians, engineers, mechanics, installers, refrigeration technicians, and apprentices.

Contractors, learn about grant funds up to 15,000 available through career source. Learn about additional apprentice training through the ABC Institute and learn about SFACA's Apprenticeship Academy. Classes will be starting September 2022.



Guest speaker Chris Forth of Johnston Controls, with Doug Cady of AA Advance Air, and Jim Schaefer of JCI-York



Kelly Dexter of Air Quality Control Environmental and SFACA president with Josh Blanco and Peter Blanco of HiVac Air conditioning



Ramon Delgado and Carlos Borja of Johnstone Supply Ware Group with Jose Minailla and Jaime Bernat of Saez Distributors



Liliana Flores, Julia Romeo and Sofia Cuka of All Year Cooling



Matt Phillips and Cindy Cabeza of Daikin Comfort with Brad Higgins of Pride Air Conditioning



Richard Sherin of Air Anytime with Eric Bonde of Daikin Comfort



Kelly Dexter, SFACA president announced the upcoming events



Lyle Hoffman and Frank Pulcini of IOA, Chad Antkin of Green Three AC, Howard Pearl of Pride AC, and Ed Lawton of Enterprise



Guest speaker was Chris Forth, VP, Regulatory, Codes & Environmental Affairs at Johnson Controls



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## **NEW: NATE TRAINING ACADEMY**

NATE has teamed up with Interplay Learning to create a new online platform with on-demand interactive courses that prepares technicians for the CHP-5 exams.





## ASHRAE Miami Technical Meeting “Needlepoint Bipolar Ionization” April 12th, 2022

ASHRAE Miami held their last chapter meeting on Tuesday April 12th, 2022 at 12 pm at the 94th Aero Squadron in Miami. The topic for the meeting was “Needlepoint Bipolar Ionization” by David W. Archer, a senior HVAC sales manager and HVAC engineering consultant with 25+ years’ experience.

Needlepoint bipolar ionization (NPBI) works with HVAC systems to help improve indoor air qual-

ity by reducing particles, including certain odors, viruses and bacteria. David revealed that when evaluating NPBI technology, look for: 1).Third-party performance testing. 2). In large chambers that approximate real-world conditions. 3). In the air and on surfaces, 4). Clearly documented ionization levels. 5). UL2998 certification for zero ozone emissions Mount ionizers in areas with strong air flow and validate ion density

in the space using measurement tools.

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.



Peter Souls of Global Plasma Solutions, Victor Baumzweig of Daikin, and David Archer of Global Plasma Solutions



Luis Coello of Daikin and Bill Phil



Sonia Arranaga of Daikin, Abe Alonzo of FPL, Vanessa Velozo, Luis Lopez and Ashish Bant of Procon Engineering



Edgar Monetta of GPS, Ivan Goles and Roberto Siewert of Daikin



Maria Acosta of Green, Stephanie Holmes and Justin Branting of Avrio Energy



Christian Guzman of Protec Inc, Charlie Hilton, Guillermo Fera and Adolfo Victores of Daikin



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



There was a great turnout for the ASHRAE Technical meeting at the 94th Aero Squadron in Miami



David Archer, ASHRAE guest speaker, gave a presentation on Needlepoint bipolar ionization (NPBI) that works with HVAC systems to help improve IAQ

## Cooper&Hunter’s Panthers-Themed “Fan Cave” Makeover Complete – Sweepstakes Winners Await The Grand Reveal



Miami, Florida, April 19, 2022 – Cooper&Hunter has completed their first “Fan Cave” sweepstakes giveaway in collaboration with the NHL Florida Panthers hockey team. Lucky fan Mike Drinkwater was chosen at random for the garage makeover.

The conversion of a garage to a useable space provided an opportunity for Cooper&Hunter HVAC-brand to demonstrate the ease and convenience of installing mini split air conditioning anywhere. Now the Drinkwater family can enjoy their newly renovated space with custom climate control and decreased humidity year-round.

The Fan Cave conversion also included many DIY additions contributed by YouTuber Rogue Engineer, including a homemade bar and some tables that incorporated hockey sticks, while the Florida Panthers themselves donated autographed memorabilia.

“We are grateful for our partners at Cooper&Hunter who offered to renovate and install their HVAC AC unit into a local Panthers fans house through the ‘Fan Cave’ sweepstakes,” said Vice President of Corporate Partnerships Josh Korlin. “We look forward to future experiences and activations with Cooper&Hunter and how we can further engage with and provide unique opportunities for our Panther fanbase.”

Mike Drinkwater, fan cave winner, tells us how it feels to have won the sweepstakes: “We have never won a contest before and are overly excited for the reveal. It has been a wonderful experience having Cooper&Hunter spearhead the garage makeover. Looking forward to watching the Panthers in the playoff road games in our new Florida Panther Fan Cave!”

Rogue Engineer Jamison Rantz wrapped up the project with this: “My wife and I really enjoyed working on this fan cave makeover because it allowed us to tap into our creativity and come up with some really cool custom touches. Mike and Wendy were incredibly kind, and I couldn’t imagine a better candidate for this Panthers fan cave! I can only imagine the watch parties and gatherings that they will have in their new fan cave over the years to come.”

Cooper&Hunter CEO, Marat Terchiyev, adds: “We were very excited to execute the Fan Cave project together with the NHL Florida Panthers. For the last five years we’ve aimed to bring more joy and excitement to each game, introducing unique fan experiences on & off the ice arena. Together with the Panthers marketing team, we’ve introduced some unique experiences for fans, like branded parachute drops with “Cool Fan” T-shirts, “Cool Fan” arena seat branding, dance flash mob during the game intermission time, Florida Panthers photo booth, and more. As we move past the pandemic, we’re happy to

interact with Florida Panthers fans in person again - this time by bringing an in-house hockey experience to one of the lucky fans.”

Terchiyev continues: “Cooper&Hunter mini splits are an ideal solution for a garage conversion since the unit uses its own condenser that can be installed just outside the external garage wall. The indoor unit is fixed to the wall near the ceiling, so it is relatively unobtrusive. Our mini split systems offer both cooling and heating for dependable climate control at any time of year - including hockey season - and they’re undoubtedly the most energy-efficient solution for garages.”

For details to attend or receive final footage of this project, please contact April Putman, C&H Marketing & Media Coordinator, at (786) 953-6706 or april@comfortside.com





# Daikin Comfort Technologies and XO*i* Collaboration Brings HVAC Field Techs Curb-To-Curb Solution

**Innovative global HVAC manufacturer equips service teams with XO*i*’s advanced software tools for real-time efficiency, strategic data analysis and training**



**Stu Werner, Vice President, Technical Services, Daikin**

WALLER, TX, April 28, 2022 —A collaboration between Daikin Comfort Technologies North America, Inc. (Daikin) - a subsidiary of Daikin Industries, Ltd., the world’s largest manufacturer of heating, cooling, and refrigerant products – and XO*i* Technologies is now providing HVAC contractors an advanced, curb-to-curb, field services solution driven by augmented reality and artificial intelligence that’s built to remove inefficiencies and improve bottom lines.

What is a curb-to-curb solution? For Daikin and its brands of HVAC products - Daikin, Goodman and Amana brands - it’s XO*i* software

that automates the entire workflow to boost quality repairs and replacements. It seamlessly connects field service techs, home offices and their customers, while enabling on-the-job photo and video documentation, real-time remote video support and training, plus access to a vast knowledge base of product documentation and training content.

All of that is accomplished through an uncomplicated, cloud-based app that’s customizable for specific dealer needs. For their customers, it allows the repair process to be immediately shareable, transparent and, perhaps more significantly, validating.

Contractors using this curb-to-curb service solution found they could grow revenues up to 18 percent, cut callbacks by up to 40 percent and reduce re-servicing by up to 80 percent, according to Nashville-based XO*i* Technologies.

It is a powerful tool designed to create technician enablement, explains Stuart (Stu) Werner, Vice President – Technical Services for Daikin.

“XO*i* simplifies technicians’ work while validating consistent quality and, ultimately, transforming the customer experience,” says Werner. “With XO*i*’s software solution, HVAC technicians can better document, communicate and verify the services they provide. It equips field professionals with capabilities to perform full-service diagnostics at any jobsite by applying data science across live video, workflow automation and artificial intelligence.”

At its core, XO*i* software standardizes workflows and documents job sites by collecting, indexing and analyzing data to improve both current and future service calls. But, Werner says, it also allows Daikin technicians to build a deep and easily accessible institutional knowledge base that supports real-time decision-making and data-based continuity.

“What elevates XO*i*’s technology from the rest of the field service management sector,” explains Werner, “is its historical job data functionality that seamlessly ties together customers, contractors, distributor and OEMS, laying the foundation for future value. If we can reduce the challenges HVAC techs face – documenting the entire process for both customers and our industry’s knowledge base – we can tackle one of HVAC’s biggest challenges head on.”

Streamlined workflows, Video Coaching

XO*i*’s cloud-based suite takes a vanguard approach, leveraging augmented reality and artificial intelligence to apply, aggregate and analyze critical job data from the moment a field tech steps onto a job site.

The entire workflow is streamlined and automated, with a simple capture and share function that allows photo/video documentation, while pinpointing manuals, parts and training specific to the equipment. The workflow is readily shareable to the home office, distributors and OEMs. Customers can get a record of service call highlights, making it easier to understand repair or replacement costs.

With XO*i*’s coaching screen, field techs and others can collaborate with live, interactive video that’s recorded and indexed, a feature built to help less experienced technicians or those facing repair challenges. Technicians can access more than 120,000 pieces of content – a centralized training repository with easy access to historical job content.

“Most field service management software solutions are effective for high-level operations, but we designed XO*i* to fully capture the granular detail that is crucial not only for real-time decisions but for long-term accuracy and efficiency,” says Aaron Salow, Founder and CEO of XO*i*. “We’re providing Daikin an all-in-one tool that streamlines and documents the full curb-to-curb experience, while including education, training and communication functionality.”

Werner says Daikin service teams can apply XO*i*’s extensive data-science capabilities to analyze and strategically respond to evolving data trends and forecasts. “Daikin group technicians can elevate their overall service offering while building a comprehensive data set based on historical job data, collective knowledge and job and equipment history,” explains Werner. And that, he says, can become transformational for an HVAC industry seeking to enrich customer relationships.



## NEW KLEIN TOOLS ARE NOW AVAILABLE AT ALL TROPIC SUPPLY LOCATIONS!



### 32304 - 14-in-1 HVAC Adjustable-Length Impact Screwdriver with Flip Socket

- Multi-function 1/4-inch socket has both shallow (driver) and deep (bit holder) configurations for added versatility
- Impact-rated blade for use in an impact driver
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Includes #0, #1, #2 Phillips, 1/8-inch (3.2 mm), 3/16-inch (4.8 mm) and 1/4-inch (6.4 mm) slotted, #2 Square, T10, T15, #2 JIS bit, Schrader valve insertion bit, and core removal bit
- Spin cap for optimum control
- Cushion-Grip handle for maximum comfort and torque



### 32766 - 3-in-1 Impact Flip Socket, 1/4 Inch, 5/16 Inch, 3-Inch Length

- 3-in-1 Impact Flip Socket allows for quick switching between drive sizes
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Precision-machined and heat-treated for long life
- Great for various applications, including tight spaces and low clearance areas



### 32767 - 3-in-1 Impact Flip Socket, 1/4 Inch, 5/16 Inch, 5-Inch Length

- 3-in-1 Impact Flip Socket allows for quick switching between drive sizes
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Precision-machined and heat-treated for long life
- Great for various applications including tight spaces and long reach



### 32907 - 7-in-1 Impact Flip Socket Set, Without Handle

- 7-in-1 Impact Flip Socket Set includes 1/4-inch, 5/16-inch, 11/32-inch, 3/8-inch, 7/16-inch and 1/2-inch nut driver sizes
- Multi-function 1/4-inch socket has both shallow (driver) and deep (bit holder) configurations for added versatility
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Sockets are color-coded for easy identification
- Detachable sockets allow for easy removal of metal shavings from the magnet



### 32900 - 7-in-1 Impact Flip Socket with Handle

- Includes 1/4-inch, 5/16-inch, 11/32-inch, 3/8-inch, 7/16-inch and 1/2-inch nut driver sizes
- Multi-function 1/4-inch socket has both shallow (driver) and deep (bit holder) configurations for added versatility
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Features 1/4-inch Quick-Connect adapter for easy use with an impact driver
- Sockets are color-coded for easy identification
- Detachable sockets allow for easy removal of metal shavings from the magnet



### 32768 - 3-in-1 Impact Flip Socket Set, 1/4 Inch, 5/16 Inch, 2-Piece

- 3-in-1 Impact Flip Sockets allow for quick switching between drive sizes
- Multi-function flip socket in hex driver sizes: 5/16-inch, 1/4-inch shallow (driver), and 1/4-inch deep (screwdriver bit holder)
- Impact-rated with a 1/4-inch Quick-Connect adapter for easy use on an impact driver
- Powerful Rare-Earth magnet securely holds bits and hex head fasteners
- Precision-machined and heat-treated for long life
- Great for various applications including tight spaces, low clearance, and long reach



### 65200 - Slim Profile Mini Ratchet Set, 5-Piece

- The slim profile of the professional Mini Ratchet 5-Piece Set is the perfect tool for tight spaces
- Includes 1/4 and 5/16-inch nut drivers, a 1/4-inch adapter and four drive bits: #1 and #2 Phillips, 3/16 and 1/4-inch slotted
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## National HVACR Education Conference Call For Presenters

HVAC Excellence is seeking engaging presentations for their National HVACR Education Conference. 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.

The National HVACR Education Conference allows attendees 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.

Those interested in improving the training we offer, discussing new technologies, helping to reinforce the basics, present teaching strategies, are encouraged to submit a session for consideration. There are opportunities to present in-person, March 20-22, 2023 at the South Point Hotel in Las Vegas, as well as online through the HVACR Learning Network.

While the conference is nearly a year away, the deadline to submit a session for the in-person portion of the event is August 15, 2022. Why so early? Those on the front line of education are provided the opportunity to schedule their professional development at the beginning of each school year. As such, a full schedule of events must be available for them to attend.

If you or someone you know is interested in taking a more active role in helping to improve the quality of training in the HVACR industry, visit [escogroup.org](http://escogroup.org) and click the conference link to learn more about the event, and submit a session for consideration.









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## Westinghouse Expands Heat Pump Product Lines



Westinghouse has recently expanded its feature-rich, competitively-priced line of mini-split heat pump systems for the U.S. and Canadian markets. This addition includes a broad range of indoor and outdoor units for use in a wide variety of applications.

New for 2022, Westinghouse now offers single-zone outdoor units ranging in capacity from 9,000 to 36,000 BTU/h, and multi-zone outdoor units between

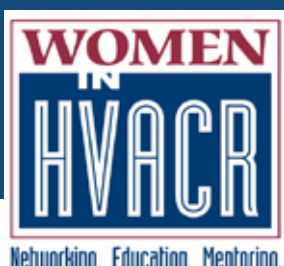
18,000 and 42,000 BTU/h. Single-zone outdoor units are compatible with the new line of Westinghouse indoor units, which includes ceiling cassettes, horizontal ducted, multi-position air handlers, and wall-mount units of various capacity. Multi-zone outdoor units are compatible with wall-mount units, ceiling cassettes and horizontal ducted. All Westinghouse products offer a variety of features typical of high-end models, along with industry-leading contractor support. Many Westinghouse products are Energy Star® certified and feature efficiencies up to 28 SEER. To learn more, visit [www.WestinghouseAC-USA.com](http://www.WestinghouseAC-USA.com)

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## Mitsubishi Electric Trane HVAC US Introduces SMART MULTI™ Lineup of Ducted and Ductless Zoned Comfort Solutions



SUWANEE, Ga. – April 4, 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, introduces the SMART MULTI™ lineup. The new SMART MULTI lineup consists of the MXZ-SM outdoor unit, the MXZ branch box and various M-Series, P-Series and CITY MULTI® indoor units.

One of the many zoned heating and air-conditioning solutions offered by METUS, SMART MULTI works across all indoor unit platforms reducing the number of outdoor unit SKUs for METUS distribution partners and simplifying the

choices for design.

“SMART MULTI consolidates our MXZ and PUMY product lines. We’ve reduced the number of SKUs and simplified inventory for distributors,” says Chris North, senior specialist, product marketing, Mitsubishi Electric Trane HVAC US. “Available in multiple capacities, SMART MULTI is a highly efficient multi-zone heating and cooling product designed for residential and light commercial applications.”

The SMART MULTI MXZ-SM outdoor unit is available in 36, 42, 48 and 60 KBTU/H capacities. Several capacities are offered with Hyper-Heating INVERTER® (H2i®) technology providing cold climate heating performance down to -13° F. The MXZ-SM operates as low as 50 dB(A) or quieter than a typical conversation. Efficiency ratings include SEER up to 23.0 and HSPF up to 12.5. A range of control options for residential or light commercial applications are available. Sea-coast protection (-BS coating) is standard.

For more information about SMART MULTI and the complete assortment of residential and commercial heating and air-conditioning solutions from Mitsubishi Electric Trane HVAC US, visit MitsubishiComfort.com.

## HARDI and Joint Petitioners File Brief in Lawsuit Against the EPA

COLUMBUS, Ohio, April 12, 2022 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) and the joint petitioners have filed the first brief in Heating, Air-conditioning & Refrigeration Distributors International et al. v. U.S. Environmental Protection Agency to overturn the non-refillable cylinder ban and QR-code tracking requirement for HFC refrigerants. HARDI is joined in the lawsuit by Air Conditioning Contractors of America, Plumbing, Heating, Cooling Contractors – National Association, and Worthington Industries.

Attorneys have developed arguments against both the non-refillable cylinder ban and the QR code tracking mandate stating they are both unlawful because they exceed the authority granted to the EPA by the American Innovation and Manufacturing Act (AIM Act) and because the finalized regulations are arbitrary and capricious. The EPA has until June 6, 2022, to respond to the brief that HARDI and the joint petitioners filed.

“The brief submitted by the petitioners is a strong argument to see these unlawful regulations are overturned. The arguments outlined several case precedents showing how the courts have rejected agency action that exceeds the authority granted by Congress,” said Alex Ayers, HARDI’s Director of Government Affairs. Ayers added, “We believe this litigation is necessary to protect our industry from unnecessary agency overreach. HARDI fully supported the AIM Act and we want to see EPA enact regulations in accordance with the authorities granted by law.”

The non-refillable cylinder ban and QR-code tracking requirement are compliance regulations finalized as part of the EPA’s allocation rule which establishes the framework for phasing down the production and consumption of HFCs including common refrigerants used in the HVACR industry. HARDI and the joint petitioners are fully supportive of the HFC phase-down, however the included compliance measures go beyond the intention of the AIM Act.

Individuals and businesses who support the legal defense fund can donate on HARDI’s website.

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative and service vendor members.

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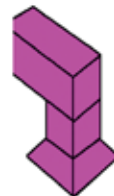
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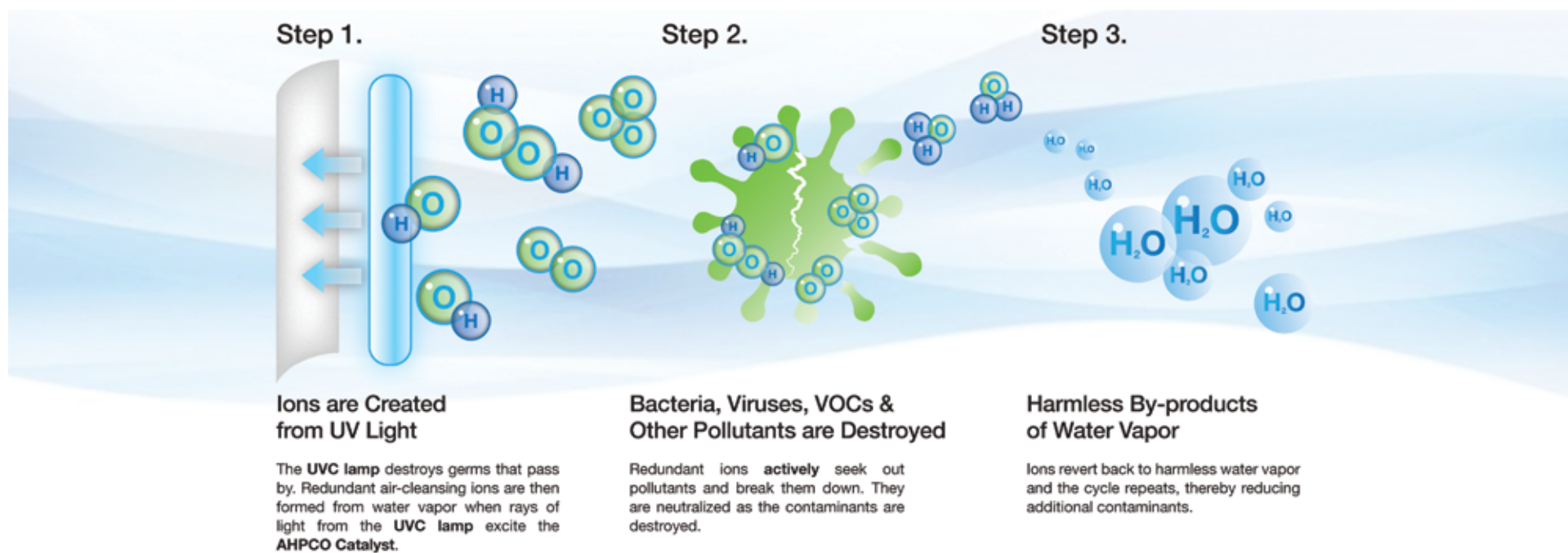
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