

TODAY'S A/C

& REFRIGERATION NEWS

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Tropic Supply Rectorseal Demo Days during the Month of June (see page B6)



SFACA Monthly Program Meeting and Annual Vendor Night (see page B4)



PBACCA 30th Annual High-E-Fishin-Sea Fishing Tournament (see page 22)



Women In HVACR Texas Regional Meeting at the Bonfire Grill in Tomball, Texas (see page 14)

The Event for HVACR is Headed to Atlanta!



Jeff Schlichenmeyer
Publisher

Make plans now to attend the 2023 AHR Expo at the Georgia World Congress Center on February 6-8. Manufacturers and suppliers from around the world will unveil the latest additions to their product lineups, demonstrate what is new and innovative about the technologies, provide product details, and answer questions. It's no secret that both company and career success are built on personal relationships.

The AHR Expo will bring you face-to-face with the entire spectrum of HVACR industry professionals in order to maintain and grow existing relationships, and open doors to new networks and channels. AHR Expo Associations & experts from across a wide range of industry segments will keep you current on best practices, trends, and the latest ideas that are impacting HVACR. Sit in on rapid-fire, 20-minute product overviews from leading manufacturers. Several free sessions will be offered as a com-



ponent of the ASHRAE Winter Conference. In addition, the ASHRAE Learning Institute (ALI) will offer a full slate of instructor-led seminars and short-courses during the 2022 ASHRAE Winter Conference and the AHR Expo on topics related to the latest technology and trends affecting the HVAC&R industry. Professional Development Hours and Continuing Education credits are available.

The AHR Expo provides a unique forum where manufacturers of all sizes and specialties come together to share ideas and showcase the future of HVACR technology. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, technicians, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The event is co-sponsored by ASHRAE and AHRI, endorsed by many industry leading organizations, and is held concurrently with ASHRAE's Winter Conference. Show Dates are: Monday, Feb 6, 2023: 10am - 6pm; Tuesday, Feb 7, 2023: 10am - 6pm; and Wednesday, Feb 8, 2023: 10am - 4pm.

In Loving Memory John David Hilliard February 15, 1954 - June 6, 2022

John David Hilliard, 68, of Crystal River, FL and formerly of St. Cloud, FL passed away on June 6, 2022 at home, surrounded by his loving family. He was born on February 15, 1954 to James O. Hilliard and Barbara (Shontz) Scrivner in West Palm Beach, FL.

John worked in the HVACR industry for 40+ years and made numerous contributions. He was known for his passion and enthusiasm. He was a devoted husband, loving father, grandfather, mentor and friend.

In addition to his father, John was preceded by his wife Denise Marie Hilliard in 2015. John is survived by his loving family; mother; Barbara Scriven of

Cartersville, GA; sons, James S. (Cristina) Scott of Saint Cloud, FL, Matthew Hilliard of Gainesville, FL; Daughter, Jennifer (Jared) Skowron Scott of Saint Cloud, FL; brothers, Kenneth (Marjorie) Hilliard of Bryson City, NC, James C. (Carol) Hilliard of Colorado Springs, CO, Jeffrey E. Hilliard of Cleveland, TN; sister, Sharon (Jeffrey) Worley of Cartersville, GA. He is also survived by granddaughters, Brooklyn Scott and Lacey Scott both of St. Cloud, FL.



John David Hilliard

On Wednesday June 15, 2022 from 1:00 PM - 2:00 PM there was a memorial gathering, followed by a memorial service at 2:00 PM. in the chapel of Osceola Memory Gardens St. Cloud FL.

Enjoy your Freedom! **TODAY'S A/C NEWS**



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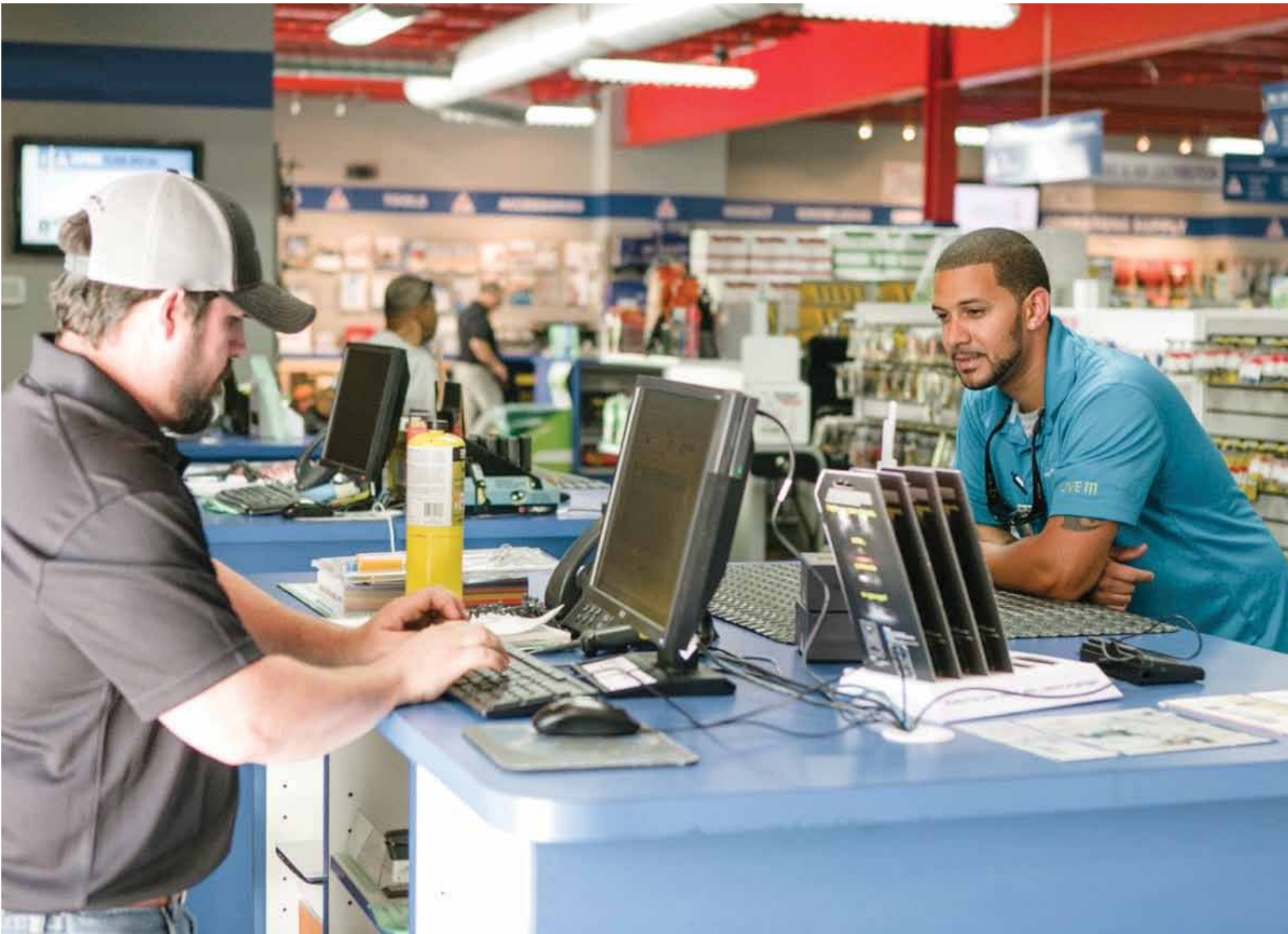
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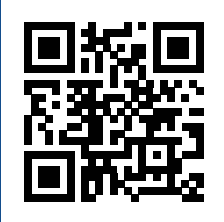


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How a Contractor Handled a Horrible Employee Situation

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

The day before it got hot, the service manager and four technicians leave with no notice. They had put plans in place to start their own company and they left.

The company owner now has two technicians – the least experienced technicians. Until that day, they were maintenance technicians. Here's what happened and how the owner handled the event.

From a technician perspective

Every morning, the two remaining technicians had a training class. They reviewed the calls from the day before. They learned more about diagnostics and how to handle those issues quickly. The "green techs" got to be experienced technicians quickly. It was a massive training initiative.

This happened before we had great diagnostic tools such as MeasureQuick (www.measurequick.com) and XOI (www.xoi.io). Had these tool been available, training would have been a lot easier since they help diagnose systems quickly. The owner was technically competent. He could help the technicians through their issues in the field.

The two technicians worked overtime, every day. Weekend calls were just for maintenance clients. They didn't take any other calls. Since the maintenances were done properly, very few calls came in after hours and the technicians could rest every other weekend.

At the end of summer, the owner sent them on a company paid cruise with their spouses as a thank you. Each went a different week.

From a customer perspective

Since there were two technicians instead of six, the number of calls the company could handle decreased significantly. When maintenance customers called, they were given priority. Customers who had done business with the company in the past three years came next. Then everyone else.

CSR's gave customers the realistic time that it

would take to get a technician to their home. CSR's were given the authority to explain that there were only two technicians who could take care of them at that time and gave them options to wait or be referred to another company. The company did not lose a single maintenance customer. Did the owner try to find additional technicians?

Of course. However, he realized quickly that the only technicians looking for jobs that summer were technically incompetent or had bad work habits. Once September came, and the summer season was over, he was able to rebuild the service department.

Looking back, he realized that the four technicians who left were loyal to the service manager and not loyal to the company. As a result, when he built the department back up, he made sure that the technicians were loyal to the company, not the service manager.

Don't let this happen to you! Make sure employees are loyal to your company - not to an individual manager.

Next Topic: Five Employee Rules of Summer

It's Busy. Pay attention to these employee issues this summer:

1. The rules when it is slower are the same as the rules when it is busy. This means if an employee does an "immediately fireable offense" then you have to fire that person, even if he or she is your most productive field employee. Yes, it hurts. And when it's busy it hurts even more. If you don't then take action, even if it hurts, the policy is void. The rule is inconsistent and therefore probably actionable by a fired employee. You must enforce consistent rules in slow and busy times.

2. Watch field employees closely – heat exhaustion is not fun. During the heat of the season field employees get hot working outside all day. They get tired. Work slows down. Mistakes can happen more frequently. They can get hurt more frequently. When dispatchers talk with the technicians, they can often

sense whether a technician needs to take a break, cool down, and rest.

Many years ago during one of the hottest summers in Chicago, a technician died on a roof due to heat exhaustion. You don't want that to happen to any of your technicians.

Make sure field employees have water in their trucks. Not sports drinks, soda, tea, or any other beverage. Water. They need to drink it. It will help them stay hydrated. A summer "present" to all field employees could be a cooler if they don't have company coolers. Then there are no excuses about "not having a cooler."

3. Say thank you often. Catch them doing something right. It could be bringing ice cream to a job site. It could be a text message. It could be a note in their paycheck stubs. It could be seeing them in the warehouse at the beginning of the day. Let them know you appreciate their hard work.

4. Send a thank you to spouses and significant others NOW as it gets busy. One of the best ways I've seen over the years is when owners send flowers/food baskets to spouses and significant others as the busy season starts. Many times these gifts are sent to the place the spouse/significant other works. The message: "We appreciate your spouse working long hours this summer taking care of our customers' needs. We know it takes time away from your family. Thank you."

Other companies send a letter to spouse/significant other thanking them in advance for the long summer hours their spouse/significant other will be working. Then when they come home hot and tired, the spouse is not likely to say, "Why don't you get another job?"

5. If you give bonuses based on profitability at the end of the year, consider giving part of the bonus now. When employees get a piece of the projected bonus now, as it gets hot, it is a subtle reminder of the reason they work hard in the summer.



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Emerson Marks 200 Million Copeland™ Scroll Compressor Installations

SIDNEY, OHIO, June 29, 2022 – Emerson (NYSE: EMR) announced it has achieved 200 million Copeland™ compressor installations worldwide, a milestone that comes as the company concludes its 100th-anniversary celebration of the Copeland brand and as more industry regulatory deadlines continue to drive new product innovations.

Recent additions to Emerson's compressor portfolio to help meet efficiency and lower GWP refrigerant requirements include the Copeland ZPK7 and Copeland ZPKZ scroll compressors for residential and commercial air conditioning applications. The ZPK7 and ZPKZ are the latest next-generation scroll compressors in the brand's 100-year history. Other recent additions include the Copeland ZPSK7 two-stage scroll compressor for residential and light commercial air conditioning applications; an expanding CO2 compressor product line for commercial refrigeration applications; advancements in R-290 compressor technology; and A2L-qualified compressors, condensing units and components.

Fujitsu General Announces Premier Program® Strategic Partnership

Fujitsu General America, Inc. has partnered with Service 1st Financial, LLC to offer the Premier Program® to its contractor partners. This partnership allows Fujitsu contractors to provide homeowners with a Home Comfort-as-a-Service leasing option for their residential heating and cooling needs.

The Premier Program is a worry-free service for homeowners to replace and upgrade their heating and cooling equipment for a low monthly payment, while eliminating the common pain points associated with owning, maintaining, and repairing such systems.

Delivered through a comprehensive, easy-to-use platform, the Premier Program is supported by industry-leading, on-site sales training. Contractors that utilize the Premier Program experience improved financial performance from higher close rates, increased average tickets, and profitable recurring revenue. Each Premier Program installation also features a long-term maintenance agreement that improves customer retention, secures annual cross-sell opportunities, and places the installing contractor first-in-line for the next replacement sale.

Homeowners will enjoy the most advanced home

comfort systems and complete peace-of-mind knowing the installation was completed by a highly qualified and approved Premier Program contractor. Each Premier Program installation includes 24/7 priority scheduling, annual preventative maintenance, air filter replacements and covered emergency repairs while eliminating trip, diagnostic, and overtime fees.

This partnership promotes the shared sustainability goals of Fujitsu and Service 1st. "The home comfort industry is a significant contributor to carbon emissions worldwide. It's our responsibility to encourage consumers to make planet-friendly purchasing decisions," said Anuj Khanna, Founder & CEO of Service 1st. "Replacing old home comfort systems earlier, making high efficiency products more financially accessible, and ensuring annual maintenance is performed are key contributors to reducing the industry's carbon footprint. Together, Fujitsu contractors and the Premier Program can deliver on these critically important goals."

Adding the Premier Program to your offering is fast and simple. For more, please visit www.worry-freehomecomfort.com/fujitsu.

Daikin Takes a Stand and Supports Education

Daikin, the world's largest manufacturer of air conditioning equipment, is making a big investment in education, through a major sponsorship of the HVAC Excellence National HVACR Education Conference. This annual event allows HVACR educators, trainers, and other professionals to gather and 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.

Known for doing things in a big way, from building one of the world's largest manufacturing facilities, to building one of the most innovative companies (Forbes top 100), Daikin is committed to being number one in everything they do.

Daikin envisions a society where people and space are healthier and more comfortable, while reducing the environmental impact. To this end, Daikin

realizes that, to achieve these goals, they need to invest in educating the HVACR workforce, which begins with their sponsorship of the National HVACR Education Conference. Daikin has a proven track record of supporting career and technical education around the globe, having received the Award for Excellence at the Career Education Awards sponsored by the Ministry of Economy, Trade and Industry of Japan.

Through their sponsorship of the National HVACR Education Conference, Daikin is making an investment in the North American workforce. According to Jeff Bledsoe, Contractor Development Manager at Daikin Comfort Technologies, "It's not about making an immediate sale, it's about building a pipeline of qualified technicians in the marketplace. This helps the industry across the board, so the end customers enjoy the comfort of our equipment. This

is also improving the education across the industry as a whole. As the number one HVAC manufacturer in the world we view this as part of our commitment to the industry. We are also extremely proud to be able to provide those resources and assistance to those who want and need it."

"Statistics illustrate that technology is growing at a faster rate today, than at anytime in the past. Experts predict that this trend will continue, with the HVACR industry being among those that will see the most change. To remain current and relevant in an ever-changing industry, everyone must continue to adapt and learn. With Daikin taking a leading role, HVAC Excellence and our industry partners will be able to do more at the National HVACR Education Conference to help everyone involved in the education process become more effective in their roles." Jerry Weiss, Chairman HVAC Excellence

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Johnson Controls Launches New Indoor Evaporator Coils To Maximize Efficiency And Performance

MILWAUKEE – (June 15, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched a new line of residential evaporator coils that provide improved energy efficiency and performance to its products. The redesigned indoor coils feature a streamlined, A-shaped design that improves performance by providing balanced refrigerant flow and simplified circuit design compared to the N-shape of previous coils. The new product line meets Department of Energy minimum efficiency standards that go into effect January 1, 2023.

“By focusing on advances in technology that improve sustainability and ensures compliance with government regulations, Johnson Controls is able to bring new innovation to our customers,” said Charles Hurd, director of product management,

Residential Ducted Systems, Johnson Controls. “We optimized our indoor evaporator coil design to reduce energy use, improve system performance and ease installation while meeting approaching efficiency standards.”

Specifically intended for use with split-system cooling and heat pumps from YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands, the MaxAlloy™ all-aluminum indoor coils feature a corrosion- and UV-resistant drain pan with low water retention to improve indoor air quality and comfort. To best meet the needs of different installations, the coils come in three models:

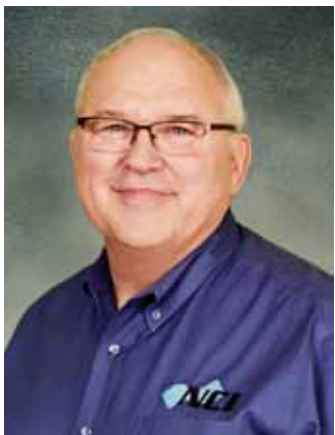
- XAF series, fully cased coils are suitable for upflow or downflow applications.
- XAH series, fully cased coils are designed for dedicated horizontal installation, which

is ideal for unique or tight-space configurations.

- XAU series, uncased coils are designed for upflow or downflow applications installed on the leaving air end of gas furnaces.

In addition to saving energy through compliance with upcoming DOE 2023 energy efficiency standards, the new models save contractors time by simplifying replacement, TXV installation and ordering. They use the same cabinet as previous coils and can be retrofitted with existing equipment. The new coil design also reduces the number of TXV parts required from six parts to two. A streamlined SKU list covers the same range of capacity needs that previous coils offered. These previous coil designs will immediately phase out with the release of the new models.

The HVAC Industry Loses Another Trailblazer



Gregory Robert Falke

On May 3rd, 2022, the HVAC industry lost a true trailblazer with the passing of Gregory Robert (Rob) Falke, due to complications from COVID-19.

Falke's career began after joining his father's residential/commercial HVAC company in Turlock, CA. His job was managing service and sales.

In his sales position, Falke quickly discovered that comfort issues plagued many buildings. As an avid reader of every HVAC technical journal and magazine he could get his hands on, Falke learned

about an air capture hood and studied everything he could find on measuring airflow. He soon purchased his first balancing hood to help correct significant comfort issues in one customer's building. Before long, he was correcting airflow issues in buildings across California's central valley.

In the late 1980s, Falke pioneered the idea of applying commercial balancing knowledge to residential HVAC systems. As he tested and fixed more systems, he wrote procedures and processes to consistently measure and record his findings. Within a few years, he decided he needed to teach these concepts to fellow contractors and helped found the National Comfort Institute (NCI) with Dominick Guarino. Together they began the journey of training thousands of HVAC professionals.

Falke is considered the father of modern airflow testing and diagnostics and residential airflow balancing. His focus on airflow and duct system renovation

led to the development of NCI's first-rate technical training team, whose focus on airflow remains key to that organization's mission today.

His final legacy began in 2016 when he launched and chaired an ASHRAE committee to develop a standard for measuring the performance of installed HVAC systems. Four years later, ANSI/ASHRAE Standard 221: “A Test Method To Field-Measure And Score The Cooling And Heating Performance Of An Installed Unitary HVAC System,” was published. This standard embodies Rob's and NCI's vision of how HVAC system performance should be tested and rated.

For more than 30 years, Rob published hundreds of articles in magazines across the HVAC Industry. He spoke at dozens of conferences and association meetings, touching and improving the lives and technical skills of contractors across the United States. Rob Falke's influence will continue for generations.

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Daikin Comfort Technologies to Build \$230 Million Manufacturing Facility in Mexico

HOUSTON, June 28, 2022 – Daikin Comfort Technologies North America, Inc. (Daikin) will build a 761,000 square-foot manufacturing facility in Mexico that will be fully operational in 2024, the company announced today. The estimated \$230 million investment is a pillar of an aggressive growth strategy in response to increasing demand for Daikin products in North America and Latin America, which include the Daikin, Goodman®, and Amana® brands.

“Daikin is intensely focused on becoming the North American HVAC industry leader in all aspects, from production and innovation to quality and customer service,” said Satoru Akama, President and CEO of Daikin Comfort Technologies North America, Inc. “In order to meet the increased demand for our technologies and products throughout North America and Latin America, and from a business continuity standpoint, it is absolutely necessary to expand our manufacturing presence into Mexico.”

The new facility will localize production of Daikin's mini-split and Daikin FIT residential inverter products that are currently imported from manufacturing sites in Asia.

Daikin has already expanded its manufacturing presence into Mexico, migrating the production of some modular blower product lines to a 200,000-square-foot repurposed facility. That facility will supplement production at DTTP with five product lines once fully operational in 2023.

“It is vital to integrate production at a local level to efficiently maintain our high standards to deliver quality service to our customers,” Akama said. “It also underscores our belief in adding manufacturing capacity where our products are bought, sold and used.”

A vast majority of manufacturing operations will remain at DTTP's 4.3-million-square-foot campus, where production volume, scale and workforce headcount will not be impacted by the new sites. Production at DTTP is on pace to eclipse manufacturing records set in FY21.

“Daikin Texas Technology Park will continue to be the center of our operations and forefront of Daikin's innovation in North America,” Akama said. “Our presence in Mexico will be a wonderful complement to the tremendous achievements and continued growth in manufacturing operations at DTTP.”

DTTP, which has served as the company's North American headquarters since 2017, currently employs a workforce of close to 10,000 and continues to actively recruit new team members.

Growth beyond the bounds of DTTP's massive facility is a corollary to Daikin's expansion in the United States. Demand for Daikin, Goodman, and Amana brand products has increased significantly across more than 80 locations and 20 states in the last 21 months through the acquisition of Stevens Equipment Supply, LLC, ABCO HVACR Supply + Solutions, Robinson Plumbing & Heating Supply Co., Inc. Thermal Supply, Inc., AirReps, LLC and CCOM Group, Inc.

Daikin has also expanded operations in the Greater Houston region in recent years. In 2020, it added 62,000 square feet of office space and common areas at DTTP. Last year, the company signed a 494,800 square-foot lease in northwest Houston to supplement distribution and logistics operations. Daikin has since built out that site, which now serves as a parts distribution center.

“We remain committed to focusing intense recruiting efforts in the Greater Houston region,” said Kristi Pittman, Vice President of Human Resources. “Our priorities continue to be enhancing our employee experience, filling open positions with talented individuals, and preparing for future growth.”

“We have made substantial investments in Daikin Texas Technology Park, the surrounding community, and the Greater Houston region and will continue to build our team locally,” Akama said. “We are so proud of what we have accomplished and look forward to advancing our footprint across North America.”

For more, visit www.northamerica-daikin.com. About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 84,870 employees worldwide and is the world's #1 indoor comfort solutions provider company. Daikin Comfort Technologies North America, Inc. (DNA) is a subsidiary of DIL, providing Daikin, Goodman, Amana® and Quietflex brands products. DNA and its affiliates manufacture heating and cooling systems for residential, commercial and industrial use and are sold via independent HVAC contractors. DNA engineering and manufacturing is located at Daikin Texas Technology Park near Houston, Texas. For additional information, visit www.northamerica-daikin.com.

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Common Concrete Anchor Fails

By Bryan Orr



Bryan Orr

No matter what trade you work in, you will need to use a concrete anchor at one time or another. Here are some mistakes I have seen (and made) that you will want to avoid:

Not knowing your concrete - Is it a concrete block hollow cell? Poured cell? Concrete slab? What is the PSI? Not all anchors are created equal for every type of concrete. Make sure you know exactly what you are fastening into and choose the right anchor.

Using Tapcons for heavy-duty anchorage

First off, "Tapcon" is just a brand name for a type of screw-in concrete anchor, so take the name with a grain of salt.

Your typical threaded "Tapcon" is for light-duty tasks. A Tapcon may be fine to hold down a condenser (that already wants to stay down). However, it would probably (definitely) be the wrong option for mounting a heavy motor assembly to the wall. For big jobs, go with a tougher anchor.

Hint: If it has threads and you "screw" it in, it probably isn't the toughest option.

Anchor embedded too shallow

Most concrete anchors have a minimum embedment depth. You can usually embed deeper, but you need to hit the minimum at least. Read the directions to see what the minimum depth should be.

Keeping the anchors too close

All anchors have a minimum distance they can be from one another. If you get them too close, the

whole kitten kaboodle can pull right out on you. (I've done that.)

Over-drilling

Wedge anchors (Red Heads) are common heavy-duty anchors. When drilling the hole, wrap electrical tape on your bit at the depth you want to go so that you don't over-drill the hole—or worse, blow out the other side.

Not cleaning the hole

With a wedge anchor, the dust in the hole can act like a lubricant, making it easier for it to pull out. When done drilling, use a round bottle brush or vacuum to clean the holes out. This is especially true when using an epoxy "chemical" bolt.

Warbling the bit

With concrete anchors, use the right size bit and run it straight. Don't be warbling the bit around—unless your desired result is having the anchor pull out and destroy a monastery. In that case, you can warble away.

Not torquing it down

Sorry, but you really do need a torque wrench, especially if you are working with large wedge anchors. Torque that sucker down to factory specs, and you won't need to worry.

Remember, you may want to retorquing it after it's been put under load a few times, especially in safety-critical applications.

Overloading the anchor

Before you get started, make sure you know the ft/lbs of force the anchor will be under. Play on the safe side. As GI Joe says, "Now you know, and knowing is just scratching the surface."

—Bryan



AHRI, Alliance Seek Senate Support for Kigali Amendment

Arlington, Va. — Leaders of member companies of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) and the Alliance for Responsible Atmospheric Policy today issued a letter to the leadership of the United States Senate urging expeditious action to ratify the Kigali Amendment to the Montreal Protocol. The Amendment, approved in May by the Senate Foreign Relations Committee, is currently awaiting floor action. The Kigali Amendment provides for a global phasedown of hydrofluorocarbon refrigerants, an action AHRI and its 320 HVACR and water heating manufacturers have sought for more than a decade.

The letter informed Senate Leaders Chuck Schumer (D-N.Y.) and Mitch McConnell (R-Ky.) that ratification "will secure a position of strength for American companies in a highly competitive global market for next-generation refrigerant technologies by creating new U.S. manufacturing jobs and stimulating further investment in the U.S. economy." It noted that "failure to ratify would close these markets to U.S. manufacturers after 2023 because the Montreal Protocol prohibits trade with countries not party to [it] or its amendments."

If the Amendment is ratified by the Senate, the United States will join some 129 other nations as full parties to the treaty, approved in October 2016, with the United States as a signatory.

About AHRI

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of air conditioning, heating, commercial refrigeration, and water heating equipment. An internationally recognized advocate for the industry, AHRI develops standards for and certifies the performance of many of these products. AHRI's 300+ member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world.

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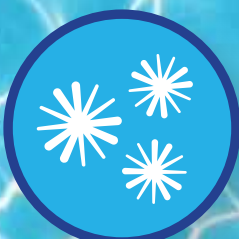
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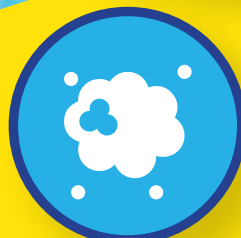


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HVAC/R Tools Leader NAVAC Restructures Sales Team, Promoting Two Executives to Lead New Divisions

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, has restructured its sales team to address its continuous market growth in both North and South America.

Effective May 1, NAVAC now comprises two divisions – Northern and Southern – to better provide dedicated resources to each of the two continents’ defined markets, many of which have differing needs based largely on climate and economic development.

NAVAC’s restructuring includes well-deserved promotions. For starters, former Eastern Regional Sales Manager Luis Ochoa is now Director of Sales, Northern Division. The promotion comes after Mr. Ochoa’s successes in establishing NAVAC in the Mid-Atlantic region, as well as his ability to further strengthen the company’s position throughout Metro New York and New England. In his new role, Mr. Ochoa will lead the company’s sales & marketing efforts for eastern and central markets in the US, as well as all of Canada.

Meanwhile, Keith Keller – who joined NAVAC in 2019 as US Southern Region Sales Manager – has been named Director of Sales, Southern Division, which encompasses areas in the US South and West as well as the Caribbean and Central & South America. Among other accomplishments with NAVAC, Mr. Keller has been instrumental in cementing the company’s presence in Florida and Texas, two vital markets. In the process, he’s secured key national accounts and collaborated with

other regional sales managers to expand NAVAC’s national footprint.

Moving forward, Mr. Ochoa and Mr. Keller will work closely together to attract and grow national accounts, prospect distributor buying groups, and partner with contractor associations. They also will collaborate on sales planning for future growth, creating effective sales programs and promotions,

and implementing NAVAC’s strategies to its sales team and representative agencies.

“Our relatively rapid emergence in both North and South America is only possible thanks to our talented team members,” said Lintao Lu, President of NAVAC. “Luis and Keith’s

well-deserved promotions showcase this, and the restructuring efforts they are leading place us firmly in position to continue expanding our market presence throughout each continent.”

NAVAC is a global manufacturer that has dedicated over 20 years to the R&D and manufacturing of industrial vacuum solutions and HVAC/R tools. NAVAC draws upon its commitment to technical innovation, strong customer service and robust R&D allocation to deliver solutions offering unsurpassed efficiency, accuracy and ease of use.

Comprising a full lineup of tools, gauges, detectors, charger and vacuum pumps, among other solutions, NAVAC’s product portfolio is designed with one overarching concept in mind: user-friendliness. The company seeks to meet a need for simpler, lighter, faster solutions that expedite service without sacrificing accuracy. For more information, www.navacglobal.com.



Luis Ochoa



Keith Keller

DiversiTech® Corp. Acquires Big Goose® HVAC Condensate Sensors

June 14, 2022 (Duluth, Ga.) – DiversiTech® Corp., a leading aftermarket manufacturer and supplier of highly-engineered components for residential and light commercial heating, ventilating, air conditioning and refrigeration (HVAC/R), announced today that it acquired the Big Goose® line of innovative latching condensate float switches. The switches will become part of DiversiTech’s Asurity Condensate Management system which offers contractors the only full system solution to managing condensate.

The patented and patent-pending condensate float switches differ from other switches in the industry in that they feature a latching mechanism that prevents the unit from turning on after tripping until a technician addresses the reason for the condensate blockage. This eliminates the electrical chatter which may cause damage to HVAC equipment. Simply reset the switch with a push of a button. The switches also incorporate a unique float design which is not prone to sticking.

“These innovative float switches from Big Goose are a natural addition to our Asurity line and will provide technicians another great option in achieving a robust condensate system implementation, eliminating a top reason for callbacks. Contractors who follow our installation guidelines qualify for the Asurity Promise™ which provides contractors an extra level of assurance” said Franco Daino, VP, Product Line Management & Marketing.

For more information about DiversiTech, go to diversitech.com and for more information about Asurity, go to asurityhvacr.com

Founded in 1971, DiversiTech® Corporation is North America’s largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the heating, ventilating, air conditioning, and refrigeration (HVAC/R) industry. Headquartered in the Atlanta, Ga. metropolitan area, DiversiTech’s mission for its wholesaler partners is to simplify their work.

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• Up to 25.5 SEER
• Single Zone Heat Pump
• -13°F Low Ambient Temperature

ALEGRIA HI-HEAT SERIES

CHF Series

SINGLE-ZONE LIGHT COMMERCIAL SYSTEMS
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• Single Zone Heat Pump
• -22°F Low Ambient Temperature

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7 YEAR WARRANTY
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CMZ Series

FLEX-MOUNT MULTI-ZONE
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• -13°F Low Ambient Temperature
Mix and match evaporator units depending on capacity, with individual zoning for up to 5 zones.

ALEGRIA HI-HEAT SERIES

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2022 WHVACR Texas Regional Meeting In Tomball Texas

On June 9, 2022, from 6-9 pm, WHVACR held their Texas Regional Women in HVACR event. There were 58 in attendance at the Bonfire Grill in Tomball, Texas. It was open to members and individuals interested in learning more about becoming a mem-

ber. This was a great time to connect with other individuals in the HVACR industry over drinks and hors d'oeuvres. Colleen Keyworth said, "Our WHVACR Texas Regional Event was a big success despite the crazy Texas 100 degree heat!"

With over 700 members, Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. For more info visit www.womeninhvacr.org



The Women in HVACR Texas Regional Meeting at the Bonfire Grill was a big success!



Devorah Jakubowsky, Executive Director of TACCA with Colleen Keyworth, President WHVACR



Candice Ralston, Elizabeth Windler, and Linda Rodriguez of Quietflex



Susan Archer of Perez Sheet Metal, Crystal Williams of Lemon Seed Marketing, and Kristin Gallup of Johnson Controls



The theme of the meeting was "Some people fear the fire, some simply become it"



This was a great time to connect with other individuals in the HVACR industry over drinks and hors d'oeuvres



Deborah and Melody of The LETSOS Company



Mollie Moldanado and Nicole Hodina of The Filter Man



Robin Armijo of McDaniel Metals, Candice Ralston of Quietflex, and Laurelyn Arriaga of GoodLeap

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 940,462 units in April 2022, down 4.4 percent from 983,801 units shipped in April 2021. U.S. shipments of air conditioners decreased 1.6 percent, to 592,889 units, down from 602,723 units shipped in April 2021. U.S. shipments of air-source heat pumps decreased 8.8 percent, to 347,573 units, down from 381,078 units shipped in April 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.4 percent, to 3,374,535 units, up from 3,232,530 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 4.2 percent, to 2,032,270 units, up from 1,951,245 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 4.8 percent, to 1,342,265, up from 1,281,285 units shipped during the same period in 2021.



Message from FRACCA President Will Barnes



Greetings, hope everyone is enjoying their summer. Between business and pleasure, hope everyone is doing well!

I just wanted to remind everyone that the change in the Notice of Commencement from \$7,500 to \$15,000 starts July 1, 2022. If anyone needs a copy of the new changes, you can find it on the FRACCA website FRACCA.COM, and on the header you will find the NOC update information. It takes you to the new bill and you can send it to your local permitting/building departments.

As I mentioned last month, the message from the President will also include content from each President of our nine chapters. This will promote

collaboration and hearing about what success and struggles they are facing. Next month we will be hearing from Lek Gjoka, president of North Florida Contractors Association (NFACCA) and owner of Cool R Us, INC from Jacksonville Florida. He will update us on what is happening in NFACCA.

I would also like to introduce our new lobbyists EDWARD BRIGGS, Vice President of Community & Government Affairs For nearly 10 years. Edward Briggs has played an integral role in policymaking across both Tampa Bay and the State of Florida. As Vice President of Government and Community Affairs at RSA, Edward works extensively in education, workforce and business development, health-

care, and construction, among other policy areas. He has been instrumental in passing regulatory reforms that allow Floridian businesses and schools to prosper.

Edward has worked as a political consultant for both local and state campaigns. Prior to joining RSA in February 2013, Edward was the Grassroots Coordinator for Senator Tom Lee's campaign and served as his Legislative Aide during the transition to Tallahassee. Before taking the Grassroots Coordinator position, Edward worked for the Republican Party of Florida in Tallahassee in Senate Campaigns. His outstanding work ethic and can-do attitude in this position directly led to his selection to help coordinate Senator Lee's campaign.

In 2018, Edward was recognized by the Brevard County Sheriff's office with a Distinguished Merit Award for his work in fixing a legal loophole to prevent child exploitation.

Professional Experience Overview:

- Vice President of Community & Governmental Affairs, RSA Consulting - 2013 - Present

- Grassroots Coordinator, Republican Party of Florida - 2012 - 2013

Please join me in welcoming Edward!

As always, please reach out to us with any ideas, suggestions or questions. We want to hear from you!

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Performance Pointers

by David Richardson



The Power of Thank You

I'm rarely at a loss for words, but this month's article finds me in that position. This is my final article for Today's AC and Refrigeration News. But don't worry, a great new author, who I'll introduce you to at the end of this article, takes over the Performance Pointers column next month.

Two of the most powerful words that any of us can hear but are often the least said are "thank you." I felt it would be appropriate to wrap up this final article with that sincere expression. Without your desire to read about the ideas and lessons I've learned; I wouldn't be able to do what I love so much.

It's almost been a decade since I was introduced to Jeff Schlichenmeyer of Today's AC at a trade show in Chicago, Illinois. He was looking for someone to write a monthly column and asked if I would be interested. I jumped at the chance and I'm thankful for Jeff asking and his belief in me.

Because of Jeff, I met people through his publication that would have never come into my life otherwise. Some of you became friends, others taught me valuable lessons and challenged me with tough questions. All of you became valued colleagues.

For all of you who have reached out to me over the years, thank you for emailing or calling. You are one of the reasons I started writing and teaching. I'm thankful for the work you do and the difference you make in people's lives. HVAC contracting can be a

thankless profession sometimes. Know that I appreciate what you do. I've also been the guy with cellulose insulation up my nose and a permanent crease in my kneecap.

One particular person I met through Today's AC is Genry Garcia, the owner of Comfort Dynamics in Miami, Florida. He is living proof of how far you can go when you apply yourself and are driven to excel. He has a fire in his belly that I wish I could bottle.

Genry sent me a request for information back in 2017 and we've stayed in touch ever since. I've watched him become one of the most progressive HVAC professionals in the country and a teacher to so many in our industry. He's always looking to set a higher standard and I'm grateful for the example Genry sets. Keep challenging the status quo, my friend!

That phrase "thank you" has a way of setting the tone for your day. It's a real attitude adjuster. Something about these two words changes how you respond to people and perceive simple interactions. There is a power in them that can turn a bad day to good and a problem into a potential solution. I encourage you to look for ways to say thank you more often each day and express gratitude for what you have.

Finally, I'm thankful for Jim Ball. Jim is taking over this article series. He is a former HVAC company owner who sold his family company to pursue

other interests to serve the HVAC industry. He is a mechanical engineer and a colleague of mine at NCI (National Comfort Institute, Inc.).

Jim has a wealth of practical knowledge and a similar background to mine. He is also the son of a contractor and had to figure out how to add airside testing and system performance diagnostics to his company's services. Please welcome him as he shares his knowledge and experiences. I know you will enjoy his stories and wealth of knowledge to help improve your position in the industry. And I know Jim is looking forward to hearing from all of you, too.

Don't think this is goodbye. I'm not going anywhere and will see you all at industry events. In the meantime, stay well, keep up the outstanding work, and always be thankful!

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

Join Women in HVACR for their 19th Annual Conference "Enjoy The Ride" in Phoenix Arizona

Don't miss the Women in HVACR 19th Annual Conference! Come and "Enjoy The Ride" at this very special conference as WHVACR Celebrates its 20th Year Anniversary in Phoenix Arizona! Join us for this exciting event as you reconnect with old friends and

network with other women leaders in the HVACR industry. WHVACR is a national organization of women throughout the HVACR industry. This event offers exceptional opportunities to grow your network and gain knowledge about the industry. Roundtable discussions

provide real world "what works" discussions. educational tracks provide business, sales, and technical application training. Keynote speakers deliver personal and professional growth opportunities focused on taking business to the next level.



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ASHRAE Welcomes 2022-23 President, Officers and Directors

ATLANTA (June 27, 2022) – ASHRAE is pleased to introduce its 2022-23 Society president, executive committee officers and directors.

Farooq Mehboob, Fellow Life Member ASHRAE, will serve as the 2022-23 Society president. During his inaugural presidential address, Mehboob introduce the theme for the 2022-23 Society Year, "Securing Our Future." The theme examines how the crucial personal and professional events of the past can help us leverage relationships, knowledge and change, as the formula for making an impact and embracing our diverse world.

"What a heritage we possess. ASHRAE should be proud. We all should be proud," said Mehboob. "It's imperative that we continue to hunger for, and seek, information about our market, our changing world, and our technological advances. Breaking down silos and embracing change will infuse a new dynamism

in our society at all levels, bringing to our members new knowledge, technology and tools in a timely fashion - helping them to successfully navigate the rapidly changing world."

Mehboob is a principal consultant for S. Mehboob & Company Consulting Engineers in Karachi, Pakistan.

Elected officers who will serve one-year terms are as follows:

- President-Elect: Ginger Scoggins, P.E., Fellow ASHRAE, Principal, Engineered Designs Inc., Cary, N.C.
- Treasurer: Dennis Knight, P.E., Fellow ASHRAE, Principal, Whole Building Systems, LLC., Mount Pleasant, S.C.
- Vice President: Billy Austin, P.E., BCxP, BEAP, BEMP, HBDP, HFDP, OPMP, Member ASHRAE, Principal, Shultz Engineering

Group, Charlotte, N.C.

- Vice President: Dunstan Macauley III, Member ASHRAE, Director of Mechanical Engineering, Setty & Associates, Rockdale, Md.
- Vice President: Sarah Maston P.E., BCxP, Member ASHRAE, Director, Commissioning & Energy Services, Colliers Project Leaders, Hudson, Mass.
- Vice President: Ashish Rakheja, Member ASHRAE, Director/Chief Operating Officer, Aeon, Noida, India.

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2022–25:

- Region IV Director and Regional Chair: Bryan Holcomb, Member ASHRAE, Vice President Sales & Preconstruction, Environmental Air Systems, Oak Ridge, N.C.

- Region V Director and Regional Chair: James Arnold, P.E., Member ASHRAE, engineer, Gutridge, Dublin, Ohio.

- Region VI Director and Regional Chair: Susanna Hanson, Member ASHRAE, Application Engineer, Trane, La Crosse, Wis.

- Region XII Director and Regional Chair: John Constantine, P.E., Member ASHRAE, Energy Manager, Cape Canaveral Space Force Station, Merritt Island, Fla.

- Region XIII Director and Regional Chair: Cheng Wee Leong, P.E., Member ASHRAE, Director, Method Engineering Pte. Ltd., Singapore.

ASHRAE also introduced its newest Directors-at-Large (DALs):

- Blake Ellis, P.E., Fellow ASHRAE, Principal, Burns & McDonnell, Overland Park, Kan.

- Luke Leung, P.E., Member ASHRAE, Sustainable Engineering Practice Leader, Skidmore Owings & Merrill, Clarendon Hills, Ill.

- Wei Sun, P.E., Member ASHRAE, President, Engsysco, Ann Arbor, Mich.

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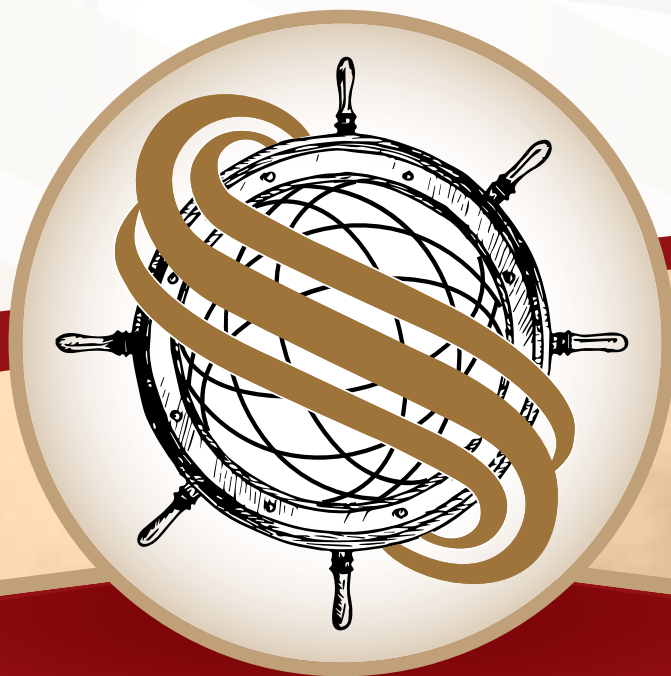
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First fish of the day by Randy Poulette AC, Matt Weaver, Randy Poulette, and Cliff Neering caught a 48.8lb Raider Amberjack



Kingfish • Dolphin • Wahoo
Tournament - Rivera Beach Marina
June 11th, 2022

There was a cloudy sky, calm sea, and simply ... just another day in paradise for the High-E-Fishin-Sea XXX event. The Palm Beach Air Conditioning Contractors Association's 30th annual Kingfish, Wahoo, Dolphin Tournament, was held at the Rivera Beach Marina on June 11th. Special thanks to the Riviera Beach Marina for hosting and Rafiki Tiki catering a successful event.

The Tournament was a great deal of fun for those who attended! Nineteen boats participated, with 80 fishermen. More than \$2,000.00 was raised for the Maurice J. Jacobson Scholarship Fund, exceeding our expectations. We are delighted and these earnings will go directly for scholarships to be awarded this year.

PBACCA President Tony Kaiser, Secretary/Treasurer Steve Castillo, and Past President Jim Pickard, served as weigh masters for the tournament this year.

Trifecta of \$500 Sponsored by CMI was won by Wade Maloy of Maloy AC. Several great raffle prizes were awarded. The Grand prize raffle of a 65" flat screen Roku TV was won by David Ewing of Ewing and Ewing Air.

1st place trophy went to Don Connelly of EDS with a 26.4lb kingfish catch. 2nd place went to Cade Pavlakos of Maloy AC with a 24.8lb kingfish catch. 3rd place went to Caleb Cook of Carrier with a 20.1lb kingfish catch. Special thanks to all the sponsors that made this years PBACCA fishing tournament possible!



Mandy Pavlakos, Ana Paladino, Cade Pavlakos, and Wade Maloy of Maloy AC who caught two kingfish, a 11lb and 24.8lb



Rene Barrera, Andy Sanchez of ProTech, and Junior Florez of CMI Air Conditioning



Richard Marshal, Chris Thurman, John Dunn, and Robby Eddy, of Spectrum AC caught a 12.4lb dolphin



Dale Harrison of Fresh-Aire UV (also sponsor) caught a 12.3 kingfish



Tony Kiser, Steve Castillo, and Jim Pickard at the weighmaster scale



Ed Sasso won the JR Ewing Raffle of \$1000 sponsored by Ewing & Ewing



The Riviera Beach Marina did a great job and Rafiki Tiki catering served up some tasty food and live entertainment too!



Lady Angler, sponsored by Federated Insurance was awarded to Ana Paladino, with a kingfish catch of 11lb



Third Prize of \$500 was awarded to Caleb Cook of Carrier with his catch of a 20.1lb kingfish



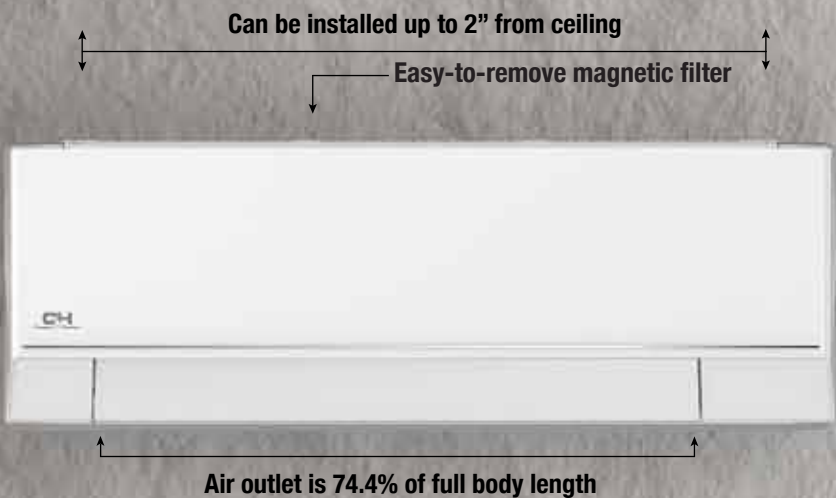
Second Prize of \$750 was awarded to Cade Pavlakos of Maloy AC with his catch of a 24.8lb kingfish



First Prize of \$1000 and Calcutta Prize of \$640 went to Don Connelly of EDS Air Conditioning with his catch of a 26.4lb kingfish



David Ewing of Ewing & Ewing AC won the big screen Roku TV



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Any contractor who purchases an **RT300S Viper Foam Gun** during demo day hours and stops by the demo day table will get a **FREE** Venom Pack of their choice and be entered into a drawing for one (1) of four (4) \$200 Tropic Supply gift cards.*

*Free Venom Pack is only redeemable during demo day hours. Tropic Supply gift card raffle winners will be announced at the beginning of August.



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T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162
T-20 Sunrise Resource Center - 1001 Sawgrass Corporate Parkway, Sunrise, FL 33323
T-02 North Ft. Lauderdale Resource Center - 4321 NE 12th Terr., Oakland Park, FL 33334
T-05 West Palm Beach Resource Center - 1880 Old Okeechobee Rd, West Palm Beach, FL 33409
T-03 South Miami Resource Center - 10776A SW 190th Street, Miami, FL 33157
T-07 Mid Miami Resource Center - 3770 NW 21st Street, Miami, FL 33142
T-06 Fort Pierce Resource Center - 903 South Market Ave., Fort Pierce, FL 34982
T-09 Delray Beach Resource Center - 1203 Poinsettia Drive, Delray Beach, FL 33444
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954
T-14 Sarasota Resource Center - 7533 Claxstrauss Drive, Sarasota, FL 34240
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619
T-17 Orlando Resource Center - 4528 36th Street, Orlando, FL 32811
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773
T-16 West Tampa Resource Center - 7735 Anderson Road, Tampa, FL 33634
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216
T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474
T-21 Tallahassee Resource Center - 111-2 Hamilton Park Drive, Tallahassee, FL 32304

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Mon., July 11 7:00 am - 11:00 am
Mon., July 11 7:00 am - 11:00 am
Tues., July 12 7:00 am - 11:00 am
Tues., July 12 7:00 am - 11:00 am
Wed., July 13 7:00 am - 11:00 am
Wed., July 13 7:00 am - 11:00 am
Thurs., July 14 7:00 am - 11:00 am
Thurs., July 14 7:00 am - 11:00 am
Mon., July 18 7:00 am - 11:00 am
Mon., July 18 7:00 am - 11:00 am
Tues., July 19 7:00 am - 11:00 am
Tues., July 19 7:00 am - 11:00 am
Wed., July 20 7:00 am - 11:00 am
Mon., July 25 7:00 am - 11:00 am
Tues., July 26 7:00 am - 11:00 am
Tues., July 26 7:00 am - 11:00 am
Wed., July 27 7:00 am - 11:00 am
Wed., July 27 7:00 am - 11:00 am
Thurs., July 28 7:00 am - 11:00 am
Thurs., July 28 7:00 am - 11:00 am
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Eric Kaiser Joins TruTech Tools As Technical & Education Consultant



Eric Kaiser

Mogadore, OH - TruTech Tools is pleased to announce the addition of Eric Kaiser as a Technical and Education Consultant. "His breadth and depth of knowledge in the HVAC industry are unsurpassed," says Eric Preston, Vice President & General Manager of TruTech Tools, "Eric will be instrumental in developing and delivering

training material, enhancing our web content, and ensuring the tools & kits we offer are the best in the business. After all, he is a self-proclaimed Professional Geek of all things HVAC and indoor comfort!" Eric began his career in the HVAC industry as a service & installation technician where he came to understand things like the value of combustion analysis, and the "house as a system" concept.

Eric brings a variety of industry perspectives from his time in the field, as a Field Service Rep for a major Midwest Distributor, as well as a Training and Territory Manager for a major rep firm.

"Sharing knowledge and teaching developed into passions of mine shortly after joining the industry, and I continue to give back by working with groups like The HVAC School (www.HVACRSchool.com), RSES (Refrigeration Service Engineers Society, RSES.ORG), and various other conduits," says Kaiser, "I specialize in growing my knowledge through insatiable curiosity driven by a desire to fully understand the fundamentals and the science of HVACR and indoor comfort. I have watched TruTech Tools grow from Jim Bergmann Sr's garage into what it is today, and I am excited to join the team."

"We are eager to see the possibilities that open up by having Eric on board," says Bill Spohn, President and CEO, "TruTech Tools has always strived to be more than just an online tool store. We pride ourselves on being a technical resource for our customers and a good steward of the industry. Eric's expertise gives us an unparalleled advantage in this market to provide the Essential Support to go along with our Quality Tools."

Nu-Calgon Launches New DuraCoil™ Coil Protectant



St. Louis, MO – Nu-Calgon has launched DuraCoil™ Coil Protectant with a gray colored coating that protects coils in corrosive environments.

DuraCoil aerosol is a durable, OEM-approved Heresite® coating for HVAC coils and components designed to extend the life of the system in coastal regions or industrial/agricultural production settings. It also protects refrigeration coils against food acid corrosion.

DuraCoil can be used on a new installation that does not have a factory-supplied coating or to repair an area of an existing coating already in service. Its fast, air-dry formula bonds to all

metals, and it causes negligible transfer loss.

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.

Harris Products Group Supports Children's non-profit Sisu with \$25,000 Donation

Gainesville, GA (June 22, 2022) – For many years, The Harris Products Group has provided financial support for a non-profit just down the street from its Gainesville, Georgia, facility. The organization, Sisu, brings educational, therapeutic, nursing and support services to children with special needs in 16 counties in northeast Georgia. Sisu's integrated learning environment allows children from 6 weeks to 6 years with special needs to learn and interact alongside their typically developing peers.

This spring, Harris donated \$25,000, bringing its total support over the years to more than \$285,000. These donations have helped build new classrooms, improved playgrounds and assisted with Sisu's administrative costs.

"At Harris, we're proud to continue our annual charity contribution to Sisu, our friend and neighbor," said Melissa Nolan, Human Resources Manager at Harris. "Over the years, many of our employees have had children enrolled at Sisu and we are happy to be able to support them both financially and as a good neighbor."

Sisu is a Finnish concept that relates to inner determination, persistence, grit, bravery, resilience, hardiness and indomitable spirit.

This is the mindset that Sisu encourages to help these children reach beyond perceived capabilities and take action against all odds.

More information about Sisu can be found at mysisu.org.



Amy McMillan, Michelle Kuhrt, Carla Baker, Greg Doria (pres of Harris), Daphaney Teaver, Melissa Nolan and Gloria Farrell

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SFACA Monthly Program Meeting Annual Vendor Night 2022 June 1st, 2022

The June SFACA Program Meeting was held on June 1st at 6 p.m. at the Tropical Acres Steakhouse in Fort Lauderdale. This was their Annual Vender Showcase. This was an excellent opportunity for one-on-one marketing on commercial and residential controls products.

This vendor showcase night helped contractors throughout Miami-Dade & Broward Counties under-

stand the recent advances in controls including capabilities and benefits to the end users and contractors. There were Give-aways, Networking, Raffle, Bites & Bar, and Door Prizes!

There will not be a SFACA Monthly Program Meeting in July, instead the Board of Directors will hold their Annual Luncheon. The next meeting is the SFACA's Annual Inspectors Night, scheduled for

Wednesday, August 3, 2022, at 6pm, at Tropical Acres. This is SFACA's most popular event and all members and associates are encouraged to attend. This forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual concern and interest. This is a great opportunity to get first-hand information and updates on new and current regulations.



Jason Harr of JB Warranties, with Rick Callom, Frank Labombarda and Scott Denino of Air America



Bob Volin of Air Design Concepts, Jeff Campen of PIKE Mechanical, and Skip Farinhas of GMC Air Conditioning



Rayment Martinez and Joe Bowden of Advance Work Vans



Mark Francis, Nikki Meng and Patrick O'Keefe of AGS Fleet



There was a good turnout for the SFACA Program Meeting and the Annual Vendor Night 2022



Sam Amigo, Eddie Rodriguez, and Phil Aleo of Baker Distributing



Bruno Gailiunas, Rafael Castillo, and Eddie Abreu of Gemaire Distributors



Andres Ponce of Target Sales and Carlos Martinez of NuCalgon



SFACA members enjoyed the buffet at Tropical Acres



- *Integrated Saw Tooth Design.*
- *Deep Magnet = Less Cleaning.*
- *Fast Socket Clean Out.*
- *Cleanable-Reversible Socket removes 1/4" & 5/16" fasteners with one driver.*





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Tropic Supply Hosts Rectorseal Demo Days in June

Featuring Drain Guard and Safe-T-Switch Products

During the month of June, representatives of Target Sales conducted several Rectorseal Demo Days at Tropic Supply Resource Centers across the state of Florida.

Tropic Supply customers learned how Rectorseal's new Drain Guard protects against white

slime and clogged HVAC condensate drains.

Target Sales representatives revealed how the combination of the Drain Guard T-Body assembly and cartridge provides a slow-releasing formula that provides drain protection for up to six months.

Also discussed was how the Safe-T-Switch has

changed and why those important changes were made. Finally tips were given on how to troubleshoot and properly install the Safe-T-Switch.

For future event details please visit your local Tropic Supply Resource Center or visit the events calendar at www.tropicsupply.com/eventscalender.



Rectorseal Demo Day at the Tropic Supply Resource Center in Sunrise T-20



Andres Ponce of Target Sales with Roger Davis of Air Around the Clock



Alfredo Lozada of John Lacie Air Conditioning, Brian Sarske of East Coast Cooling, and Andres Ponce of Target Sales



Juan Jaramillo of Expert Cooling with Andres Ponce of Target Sales



Rectorseal Demo Day at the Tropic Supply Resource Center in Ft Lauderdale North T-2



Allie Henry and Alvaro Carrasco of Air Anytime with Andres Ponce of Target Sales



Alexander Castellano and Mauri Linares of Prime Time Cooling with Andres Ponce of Target Sales



Resource Center in Tallahassee T-21 showing some Rectorseal products



Rectorseal Demo Day at the Tropic Supply Resource Center West Palm Beach T-5



Rectorseal Demo Day at Delray Beach T-9 Harold of I&M Corp, Andres Ponce of Target Sales, and Danny from AAA Able



David Waugh of Target Sales with Mick of At Last AC at Tropic Supply Resource Center Daytona Beach T-19



Rectorseal Demo Day at the Tropic Supply Resource Center Naples T-10

Malco Announces New C-RHEX SAWTOOTH Magnetic Hex Drivers

ANNANDALE, MINN. (June 1, 2022) — Malco Products, SBC, one of the nation's leading manufacturers of high-quality, American-made tools for the HVAC trade (Heating, Ventilation and Air Conditioning), announced the expansion of its popular C-RHEX® line to include the C-RHEX® SAWTOOTH in 1/4-inch and 5/16-inch hex sizes. Available in 2-inch and 6-inch lengths, this new model features an integrated sawtooth design that can cut through soft and hardened HVAC and roofing sealant for rapid fastener removal.

The C-RHEX SAWTOOTH features a heavy-duty, deep-set magnet that does not contact the screw, so the fasteners spin true, and the magnet retains its strength for years to come. Built with S2 hardened steel for long life and superior durability, the removable and reversible hex driver allows users to easily clean the socket and magnet. Trade pros can get back to work in seconds by simply removing

the driver from the impact to push the drive side of the shaft through the socket to quickly clear sealant buildup.

"At Malco, we're thrilled to center our product innovation around the problems facing trade pros in the field every day, and the innovative design of this new C-RHEX SAWTOOTH line will allow users to increase both productivity and flexibility on the job," said Nancy Gunnerson, director of marketing for Malco Products.

In 2017, Malco first released its classic dual-sided 1/4-inch and 5/16-inch C-RHEX drivers, allowing users to quickly change between popular hex sizes and eliminate troublesome buildup of sheet metal shavings with the swipe of a glove or towel. C-RHEX drivers are quick to set up and change between sizes while the driver shank remains installed in the drill chuck.

C-RHEX SAWTOOTH joins Malco's existing

line of 7-millimeter and 8-millimeter, 8-millimeter and 10-millimeter, 6-millimeter and 8-millimeter, 5/16-inch and 3/8-inch, and original 1/4-inch and 5/16-inch C-RHEX drivers.

For more information about Malco and the full line of C-RHEX drivers, visit www.malcoproducts.com/product/c-rhex-sawtooth.



Embraco & Hussmann New Case Study Reaches 29% Energy Savings



June 2022. Embraco, a global provider of refrigeration technology for the complete residential and commercial cold chain, and a portfolio brand of Nidec Global Appliance, presented on June 7th a new case study, in partnership with original equipment manufacturer Hussmann, showing up to 29% energy savings after switching from a fixed speed to a variable speed compressor, both running on natural refrigerants. The study was made with two Hussmann's grab n' go freezers, typical refrigeration equipment in convenience stores as well as common in the front area of supermarkets.

It was presented at the latest Atmosphere America Summit, in Washington D.C., a two day event (June 7 and 8) that gathered key industry experts, policy-makers, end-users, manufacturers and contractors to discuss the latest developments in natural refrigerants-based solutions.

Hussmann, a major North American multinational brand part of Panasonic and specialized in commercial refrigeration equipment, chose the Embraco FMFT variable speed compressor for its new portfolio of variable speed applications, the MicroSC, which includes grab n' go freezers, horizontal islands and bunkers.

Less energy consumption and more temperature stability: The case study was made with two vertical grab n' go freezers that differed by the number of doors. On the three-door freezer, two Embraco NT fixed speed compressors were replaced by two FMFT units, resulting in 29% energy savings and 13.5% less variation in product temperatures, ensuring better food preservation. "The two variable speed compressors were able to provide the same cooling capacity of the previous two fixed speed models running on lower speeds most of the time, thus delivering such high energy savings," explains John Prall, Application Engineer Expert at Nidec Global Appliance.

The other application was a two-door grab'n go freezer in which an Embraco NT compressor was also replaced by an FMFT, showing a reduction of 19% in energy consumption and 35% less variation in product temperatures. "The variable speed FMFT, with 12.7 cc of equivalent displacement, replaced a fixed speed of 22.4 cc. Even with such a difference, the FMFT was able to deliver the same cooling capacity and promote significantly higher energy efficiency," explains John Prall.

The Embraco FMFT is part of the FMF portfolio, the most energy-efficient commercial refrigeration compressors lineup in its category of cooling capacity.

It has a maximum displacement of 14.7 cc, which is equivalent to a 20.5 cc (60 Hz) fixed speed compressor, due to its overdrive feature. It is also bivolt, which means it operates in 110V and 220V. It uses variable speed technology, which means the compressor adjusts its running speed to the demand required by the refrigeration equipment, resulting in considerable energy consumption reduction compared to fixed speed compressors (also known as on-off).

Two years payback: In both applications of the case study, the estimate of payback for end-users, considering the energy consumption reduction, is of two years. "Another gain comes from the temperature stability, avoiding the product shrinkage caused by ill preserved food", adds Prall. "The variable speed compressor can overcome temperature variations caused by door-openings much faster than the standard on-off compressor models, thus improving food preservation and attending to the best practices of food safety regulations in the United States," he describes.

In the case study, the devices were controlled by Embraco Smart Drop-In, a control logic software that simplifies the use of variable speed compressors and eliminates the need for a control unit in the cabinet, making the migration from fixed to variable speed more cost-efficient.

Ready to meet current and future regulations: With the results achieved, both cabinets in the case study met the E-Star certification requirements for commercial refrigeration equipment, both current and the ones from the 5.0 version that is under development. "Our results also meet probable future stricter standards from the Department of Energy (DOE), which the market expects to be issued within the next two years, and that might be as rigid as the Energy Star 5.0," says Prall.

"Our promise is to continuously provide the most customer-focused solutions in the food retailing industry, and we see a great demand for more energy efficiency, for financial, environmental and regulatory reasons. That's why we decided to develop with Embraco a whole new portfolio of variable speed applications," says Michael Schafer, Vice-President of Core and Distributed Case Products at Hussmann Corporation.

Environmental gains: Reducing energy consumption also helps to lower the amount of greenhouse gas emissions from refrigeration. The energy savings obtained in the case study mean an estimated reduction of 4,376 kilos of CO2 emissions per unit in the two-door grab'n go freezer during his life cycle, while for the three-door model, the amount reaches 10,013 kilos. The use of natural refrigerant R290 is also more environmentally sustainable, for having no ozone depletion potential and global warming potential close to zero.

ASHRAE and DOE Office of Energy Efficiency and Renewable Energy Sign Renewed MOU Agreement

ATLANTA (June 23, 2022) – ASHRAE and the U.S. Department of Energy's (DOE) Office of Energy Efficiency and Renewable Energy (EERE) signed a renewed Memorandum of Understanding (MOU) agreeing to further their long-term relationship.

The MOU was signed by 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP and DOE Principal Deputy Assistant Secretary, Kelly Speakes-Backman, in early June. The agreement defines parameters on how ASHRAE and the DOE will collaborate more closely to continue to advance and promote mutual interests.

"With ASHRAE's focus on building decarbonization and resilience, we are pleased to continue our partnership with the Department of Energy as we share our knowledge base in the built environment on a larger scale and work towards a more sustainable world," said Schwedler.

ASHRAE and DOE seek to work cooperatively on the following:

- Advance decarbonization of the building sector by increasing the energy efficiency and reducing the carbon footprint of buildings beginning with the construction phase throughout the building's life, including operation and maintenance;
- Increase the grid-interactivity of buildings by advancing grid-flexibility, flexible energy storage, and renewables integration into buildings;
- Promote more resilient, efficient buildings through the adoption of advanced building standards and codes, including supporting innovative code approaches in the model code development, building performance standards, and zero energy codes;
- Increase compliance with the latest building energy codes by supporting States in understanding the latest codes;
- Improve building resiliency and keeping occupants safe;
- Develop the workforce of the HVACR and associated sectors including through increasing diversity and advancing training to support decarbonization; and
- Improve overall building performance, including for occupants' health and for well-being.

Aspen Manufacturing Introduces LEM Series High-Efficiency, Multi-Position Aluminum Coil Air Handlers

Humble, Texas, June 8, 2022 - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and commercial residential heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the introduction of the LEM Series high-efficiency, multi-position, aluminum coil air handlers.

The LEM Series offers outstanding installation versatility. The units are shipped as upflow or horizontal right and can be converted for downflow or horizontal left installations onsite by HVAC technicians. When a proper metering device is used, the LEM Series units are ETL listed for use with R-22 or R-410A refrigerants. In addition, they can be AHRI certified with most brands of air conditioners or heat pumps. All LEM Series models are backed by a 10-Year Limited Parts Warranty with registration.

When properly installed and tested in accor-

dance with ASHRAE standard 193, the sturdy, fully insulated galvanized steel cabinet offers less than 2% cabinet air leakage. A factory-provided knock-out for duct return is standard on all LEM Series models, and all feature an easy access door for coil cleaning.

All LEM Series models feature a high-efficiency 120-volt ECM motor with factory programmed software to control motor speeds and torques. Aspen's proprietary software encoding allows the ECM motors to provide optimal performance and reliability. Rail-mounted blowers allow easy removal during service and routine maintenance by HVAC technicians. An electronic control board includes a blower time delay to maximize heat/cool extraction and offers an integrated fuse for additional protection.

A high efficiency, all-aluminum coil with rifled tubing and enhanced fins allows maximum heat transfer on all LEM Series air handlers. As a US-

based manufacturer, all Aspen coils are leak tested using a two-stage pressure decay and mass spectrometer process. Further, the coils are pressurized with Nitrogen and factory sealed for maximum reliability. LEM Series air handlers are available with either factory-installed orifice or TXV metering devices. Units can be converted with bolt-on TXVs during field installation.

Founded in 1975 and based in Humble, Texas, Aspen Manufacturing is a leading independent manufacturer of evaporator coils and air handlers under the Aspen and Airmark brands. Aspen's current product offerings include a broad range of residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers which are sold throughout the United States and Canada by wholesalers and distributors.

For additional information, visit www.aspen-mfg.com

Johnson Controls Backs Call on G7 to Consider New Carbon Prices



CORK, Ireland, June 28, 2022 -- Johnson Controls (NYSE: JCI) Chairman and CEO George Oliver has co-signed a letter with a list of leading international company and organization executives urging the G7 to accelerate action limiting greenhouse gas emissions. One of the primary ways suggested is a ramp in carbon pricing. The letter makes the case for a price starting at around \$30 per tonne and potentially moving beyond \$120 per tonne if the world is forced to consider options such as drawing emissions directly out of the atmosphere. The call to action comes ahead of the G7 country leaders meeting in Germany this week.

The signatories have come together under the banner of the Sustainable Markets Initiative (SMI) – a collection of more than 400 CEOs and chaired by His Royal Highness the Prince of Wales. The shared goal is to accelerate the world's transition to a sustainable future. Companies co-signing with Johnson Controls, the global leader for smart, healthy and sustainable buildings, include the Bank of America, Mahindra Group, Shell and BP alongside organizations such as Wateraid UK and the Sustainable Food Trust.

"Climate change is a constant and increasing threat," said George Oliver, Chairman and CEO of Johnson Controls. "While we must band together to tackle immediate shocks from energy supply and pricing and address the pain it's causing for people and business, we know that our current energy strategy is not sustainable and must be more resilient, reliable and healthy. Whatever measures G7 leaders consider this week to help the global economy must balance short- and long-term needs and incentivize the private sector to do the right thing on sustainability investment. That includes ways to accelerate adoption of advanced technologies to optimize major emitting sectors such as buildings."

The buildings sector accounts for almost 40% of greenhouse gas emissions and it is a primary target for the United Nations and its Sustainable Development Goals. Johnson Controls has been operating in the sector for nearly 140 years, with its founder Warren Johnson inventing the first electric room thermostat in 1883. Today the company's modern-day innovators are using advanced technology to transform how buildings are controlled through the Johnson Controls OpenBlue platform. OpenBlue sits on top of buildings' operational technology, taking data from connected devices running heating, lighting and ventilation and other systems, and it applies machine learning analytics – either locally or in the cloud – to manage performance in real-time.

The goal of Johnson Controls is to make future buildings more autonomous and far more sustainable, as well as smarter and healthier. According to Katie McGinty, Johnson Controls Chief Sustainability Officer:

"We know that real energy security can only come from a strategy that cuts costs and carbon. The best place to start is energy efficiency as technology today can dramatically cut energy consumption and emissions while boosting the bottom line. A major acceleration of effort to upgrade buildings will bring more secure communities and a stable climate. G7 leaders have the opportunity and obligation now to drive action with smart policy and favorable investment incentives."






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Bluon Launches BluonLive, Connecting Local HVAC Distributors to Bluon's Massive Community of HVAC Technicians

IRVINE, Calif. – June 27, 2022 – Bluon, Inc, the rapidly growing company focused on upgrading the HVAC industry from the ground up, today announced the launch of BluonLive, the first truly viable e-commerce platform for HVAC technicians. BluonLive is a web app and e-commerce network that connects technicians in the field with their local distributors to acquire parts and materials in the most efficient way. This saves both technicians and distributors countless hours of research and frustration.

The HVAC market is saddled with extraordinary complexity and fragmentation, with parts referred to by multiple part numbers and carried by many brands. BluonLive mitigates this challenge with a streamlined solution. Within seconds, technicians on the Bluon mobile app can find the specific model number they are working on, see the original OEM parts and then select the parts they need to repair or service a piece of equipment. With a few easy clicks, they can send an order request to their local distributor to obtain a quote related to the specific parts and materials they require. BluonLive delivers this request to the selected local distributor along with all relevant specifications and known compatible replacement options for the parts requested. This saves the local counter staff the daunting task of researching what parts may be viable in that specific situation and what parts they can provide.

BluonLive fundamentally changes how technicians in the field communicate their needs with their local distributors. Historically, due to the complexity and fragmented nature of HVAC replacement parts, local distributor counter staff were tasked with the nearly impossible burden of researching and cross-referencing millions of part numbers to determine what specific part they could provide their customer as a viable replacement option. This often resulted in the technician receiving the wrong part, creating hours of delays. With BluonLive, receiving an incorrect part, an issue that has historically plagued the HVAC industry and more importantly its technicians, is no longer a concern.

"The launch of BluonLive represents the culmination of Bluon's metamorphosis into the industry's first truly viable e-commerce platform, connecting technicians with their local brick and mortar distributors," explained Peter Capuciati, CEO and chairman of Bluon. "Technicians in the field get to enjoy the immediate benefits of accuracy, simplicity and efficiency associated with true e-commerce that only

Bluon and the BluonLive network can provide."

BluonLive is a unique asset to the HVAC space, as no other company provides this type of service. The app enables productivity gains for HVAC technicians as it cuts down hours from the time-consuming process of identifying and purchasing replacement parts. Capuciati elaborated: "Distributors can instantaneously provide their counter staff with more knowledge, in effect adding decades of experience to novice employees. This allows a counter staff, with little to no experience, to provide quality customer service with quick response time to technician customers."

As a brand-agnostic platform, BluonLive has an advantage over all other HVAC platforms that only offer specific brands. Since almost all HVAC contractors and technicians deal with a wide variety of HVAC equipment brands on a near-daily basis, a technician would need five or more e-commerce apps to do their job, an impractical solution. In addition, other e-commerce platforms depend on the technician in the field knowing the specific part number of what they want to purchase - a nearly impossible task without a massive database and cross-reference engine. In most cases, technicians don't know the part number they need until a distributor takes the necessary time to conduct the research, which could take anywhere from 10 minutes to more than an hour in some cases. With BluonLive, Bluon does the research for the technician and the distributor.

Bluon has over 120,000 technicians on its platform. BluonLive launched today with 1,600 brick-and-mortar distributor stores connected to its network. Over 2,000 stores are expected to be part of its network by the end of summer, representing over 30% of the HVAC wholesaler market. This includes national, regional, and local players such as RE Michel, FW Webb, Johnstone, WinnSupply, Ferguson, Morsco, Geary Pacific, Slakey Brothers, APR Supply, US Air and over one hundred others.

Bluon offers something truly unique to the \$100B HVAC industry, providing support and an e-commerce platform to increase the productivity and efficiency of 120,000+ HVAC technicians and thousands of brick and mortar distributors. With Bluon, techs finally have a brand agnostic, single source for documentation, tech support, and identification and acquisition of specific parts for specific units. This saves technicians hours of time daily and increases the profitability of their business.

Carrier Introduces Two-Stage Air Conditioner and Heat Pump Ahead of 2023 DOE Minimum Efficiency Regulation Changes

INDIANAPOLIS, June 27, 2022 — Today, Carrier introduced its redesigned Performance™ series 17 two-stage air conditioner and Performance™ series 17 two-stage heat pump that are compliant with the upcoming 2023 Department of Energy (DOE) minimum efficiency requirements. In addition, these two products have been tested under the new 2023 test procedures and have SEER2, EER2 and HSPF2 ratings published. In the South Region, any air conditioning unit that does not meet the new requirements cannot be installed as of January 1, 2023. Fines for installing non-compliant air conditioners can be as high as \$503.00 per unit. Carrier is pleased to offer a South Region compliant air conditioning unit in advance of regulatory changes to its customers. Carrier is a part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

The Performance 17 air conditioner earns an impressive Seasonal Energy Efficiency Ratio (SEER) rating of up to 18.0 and an Energy Efficiency Ratio (EER) rating of up to 14.5. The Performance 17 heat pump reaches SEER ratings of up to 18.5 EER ratings of up to 14 and Heating Seasonal Performance Factor (HSPF) ratings of up to 9.5. These two stage models provide enhanced humidity control by operating in low stage to extract more humidity from the indoor air.

“We’re pleased to introduce our new 2023-compliant Performance series two-stage air conditioner and heat pump,” said Braden Cook, Director, Product Management & Training, Residential HVAC, Carrier. “Carrier is taking a leadership role in setting the timetable to be ready to meet the 2023 DOE minimum efficiency regulations. We know that our distributors and dealers will appreciate our commitment to bringing them compliant products in advance of the regulation change to ensure they can offer a seamless transition to their customers.”

The Performance series 17 air conditioner and Performance series 17 heat pump are among the first in a line of products that meet the 2023 efficiency standards to be released in 2022. Carrier will offer a full line of heating and cooling products that meet the new criteria this year, ahead of the January 1, 2023 deadline as part of its #2023READY initiative.

Daikin to Sponsor HVAC Excellence Conference

Daikin, the world’s largest manufacturer of air conditioning equipment, is making a big investment in education, through a major sponsorship of the HVAC Excellence National HVACR Education Conference.

This annual event allows HVACR educators, trainers, and other professionals to gather and 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.

Known for doing things in a big way, from building one of the world’s largest manufacturing facilities, to building one the most innovative companies (Forbes top 100), Daikin is committed to being number one in everything they do.

Daikin envisions a society where people and space are healthier and more comfortable, while reducing the environmental impact. To this end, Daikin realizes that, to achieve these goals, they need to invest in educating the HVACR workforce, which begins with their sponsorship of the National HVACR Education Conference.

Daikin has a proven track record of supporting career and technical education around the globe, having received the Award for Excellence at the Career Education Awards sponsored by the Ministry of Economy, Trade and Industry of Japan.

Through their sponsorship of the National HVACR Education Conference, Daikin is making an investment in the North American workforce. According to Jeff Bledsoe, Contractor Development Manager at Daikin Comfort Technologies, “It’s not about making an immediate sale, it’s about building a pipeline of qualified technicians in the marketplace. This helps the industry across the board, so the end customers enjoy the comfort of our equipment. This is also improving the education across the industry as a whole. As the number one HVAC manufacturer in the world we view this as part of our commitment to the industry. We are also extremely proud to be able to provide those resources and assistance to those who want and need it.”

“Statistics illustrate that technology is growing at a faster rate today, than at anytime in the past. Experts predict that this trend will continue, with the HVACR industry being among those that will see the most change. To remain current and relevant in an ever-changing industry, everyone must continue to adapt and learn. With Daikin taking a leading role, HVAC Excellence and our industry partners will be able to do more at the National HVACR Education Conference to help everyone involved in the education process become more effective in their roles.” Jerry Weiss, Chairman HVAC Excellence

To learn more about the 2023 National HVACR Education Conference, being held March 20-22, 2023 at the South Point Hotel in Las Vegas, Nevada, visit [escogroup.org]escogroup.org and click on the conference link.

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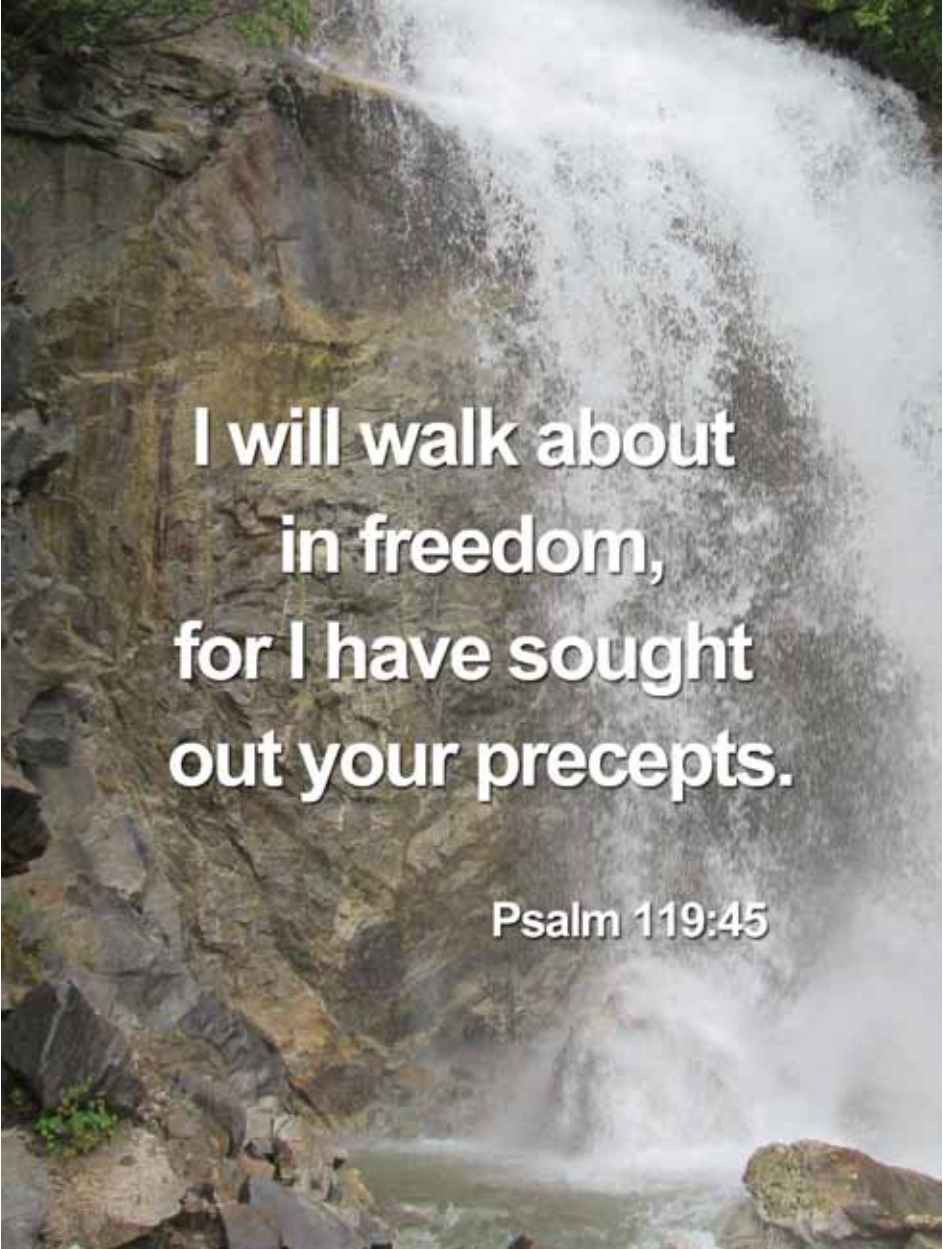


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- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

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