

TODAY'S A/C

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Tropic Supply hosts Refrigeration Technologies Demo Days in July (see page 4)



ABC Institute Class of 2022 Graduation Ceremony in Pembroke Pines FL (see pages B6)



Saskatchewan to Use RGF's AirMation® for Wildfire Rescue Stations' Air Quality (see page 6)



AccuAir - Bard Hosts HVAC Technical Training for Orange County Public Schools (see page 14)

Residential Service Contractors Are Part of a Booming Industry Seeking Answers to New Struggles



Jeff Schlichenmeyer
Publisher

Residential Home Service Contractors have seen a boom in business because people were at home, working remotely, and took that opportunity to upgrade or work on home projects. HVAC, Plumbing, Electrical, and Remodeling contractors have been busier than ever. In addition to this boom in business, there have been new challenges in the industry. A few of the major obstacles facing home service contractors include: 1. Labor shortages in the trades. 2. Supply chain disruptions in labor, raw materials, computer chips, triggering inventory shortages, equipment pricing increases, and uncertainty in manufacturing outputs. 3. New regulations in HVAC equipment efficiencies. Contractors are looking for answers and guidance on how to navigate through these challenges. Contractors are looking for supply chain partners and business solutions. Contractors are looking for strategies on recruiting, retaining, and developing

top talent. In October, Service World Expo is being held to address some of these issues and to give tools to contractors in HVAC, Plumbing, Electrical, and Remodeling to overcome these new challenges. To help contractors continue to grow and become more profitable during this time, Service World Expo is bringing in 42 industry specific speakers, over 200 industry exhibitors, and three amazing keynote speakers including 2-time national champion and first round NFL draft pick Tim Tebow. Service World Expo is the largest, must-attend conference, trade show, and networking event for residential contractors involved in Plumbing, HVAC, Electrical, or Remodeling service who want to ignite growth and performance in their companies. Being held on October 18th-21st, 2022, at the Tampa Convention Center in Tampa, FL, the event will encompass compelling content, cutting edge educational breakouts, a product showcase that is more tailgate party than tradeshow and out-of-this-world entertainment events. For more information on Service World Expo, visit www.ServiceWorldExpo.com, email jamie@ServiceWorldExpo.com, or call 844.742.3970.

HARDI v. EPA Update: How will West Virginia v. EPA Impact our Case and the HFC Phasedown?

In one of the last decisions released by the U.S. Supreme Court before the end of the 2021 session, the court released its opinion in the case West Virginia v. EPA. This case asked the courts to determine if a regulatory agency has the power to develop regulations beyond the original intent of Congress when it wrote the authorizing statute. The Supreme Court ruled that the "major questions doctrine" should be applied to determine if a regulator created a rule to decide a major issue of "economic and political significance" not explicitly authorized by statute. The court ruled that the EPA could not create a rule that required power generators to shift their production from one fuel source to another in order to reduce emissions because while the goal of the Clean Air Act is to reduce harmful emissions, section 111(d) requires EPA to develop regulations for existing generation equipment to improve the efficiency of the existing equipment, not replace the equipment with more efficient systems. West Virginia v. EPA will have no impact on the overall phase-down of HFCs. The American Innovation and Manufacturing (AIM) Act explicitly gives EPA authority to develop an "allowance allocation

and trading program" using production and consumption baselines of regulated substances of HFCs including HFCs contained in blends based on the exchange values (GWP) of the HFC products. The major question of if and how HFCs should be regulated is answered by the AIM Act. Congress gave EPA precise instructions on how to regulate a specific list of chemicals, methods for determining if additional chemicals should be added to the list, how to determine the production and consumption baselines, how quickly the phase-down should occur, the allowance system by which companies would be allowed to produce and consume HFCs, a list of essential uses of HFCs that are protected from EPA regulations for a set number of years, and authority to do rulemakings to establish the "allowance allocation and trading program", "management of regulated substances", and "monitoring and reporting requirements". If EPA regulates the phase-down of HFCs in the manner prescribed by Congress within the authorities granted by the AIM Act, the EPA will be able to oversee the reduction in HFC production and consumption between now and 2036 when the phase-down of HFCs ends at 15% of the baseline.

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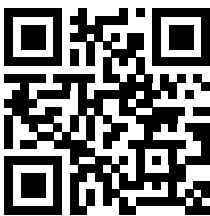
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Can You Prevent This From Happening?

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

OMG – this was the most frequent question I got asked after last week's Contractor Cents. What CAN you do to prevent a service manager and four senior technicians quitting the day before it got hot? First – maybe nothing.

If the service manager has a license (in states where licenses are required) there is nothing you can do to prevent the manager from leaving and starting his/her own company.

How many of you started your companies after working for another contractor? My bet is that many of you did.

There ARE things that you can do to increase loyalty to the company rather than a manager. Here are seven:

Action #1: Pay Attention

Get to know the technicians. What motivates them? Is it time off? Money? The second part of the question is time off for what? Money for what? Time and money are the tools to achieve what they want to achieve. Then make it easy for them to achieve those goals – it might be through SPIFFs, contests, flexible hours, or a combination of all. Remind them that you helped them get what they wanted.

Action #2: Be flexible.

What do I mean? It might be that they come in at 9 AM three days a week because they have to take their kids to school or that they leave by 4 PM because they have to pick their kids up from school. Some may want to work on a Saturday and take a weekday off. You don't know until you ask.

Flexible scheduling is becoming more important in today's work force. The old "7 AM to 3 PM" scheduling is becoming less frequent.

Action #3: Attend service meetings.

No, you don't have to attend them all. However, you do need to attend them once a month. Thank them for their hard work. You might want to attend

the days the SPIFF's are given (even if it is a direct deposit slip). This way, techs look at the money coming from you rather than their service manager.

Action #4: Have "Golden Handcuffs."

I learned about this phrase through colleagues at IBM. (It probably describes many other companies too). It refers to the fact that IBM made it such a good place to work that people thought hard before they left. This included work environment, benefits, and caring for the careers of their employees.

You must provide health insurance and other benefits. If you don't, then they may leave at the first opportunity to work with a company that does provide these benefits. You don't have to pay for them – raise your prices so that your customers pay for them.

If the additional cost is \$10,000 a month and your gross margin is 40%, then you have to generate an additional \$25,000 a month to pay for them. If you run 1,000 service calls a month, raising prices by \$25 will cover the cost. Or, how many additional service calls do you have to generate to cover the additional \$25,000? Do the math for your specific situation.

Action #5: Make them aware of costs of doing business.

Some of them have the attitude, "You're paying me \$35 an hour and you're charging the customer \$200 an hour. You're making a killing." Not true. One of my videos in the soft skills library specifically addresses this issue and what the costs really are. It's eye opening for the techs. Click here for more info).

Action #6: Enforce Training Agreements

Make employees sign training agreements when you send them to classes. (Email me at rking@ontheribbon.com if you'd like a copy of my training agreement). This shows them the investment you

are making in their career and what training really costs.

Action #7: Share the wealth.

Give bonuses at the end of the year based on net profit. They will learn about profit and what it takes to generate it. It will be hard to follow a person who is not willing to share the wealth.

Next Topic: Do You Care about Cash? In the past several weeks two of my colleagues have sent me articles about employees embezzling funds:

Woman steals \$349,000 from a roofing contractor over a two-year period.

Woman steals nearly \$1 million from a jewelry store in a five-year period.

Both women wrote checks to themselves. The jewelry store employee created false invoices. They weren't caught for at least two years and in the case of the jewelry store embezzler, for five years.

If you care about the cash your company generates and spends, you HAVE to pay attention to the cash. Ignoring it for five years could mean that \$1 million could be sucked out of your company too... after all it's only \$200,000 a year (and yes, I'm being facetious).

Do you have 5 minutes a day?

That's all it takes to log on to your bank accounts every day and look at the transactions. Ask questions if you don't understand something. This is the first step in protecting your hard earned cash.

Ignoring cash or your financial statements for five years is a recipe for disaster. You may end up heartbroken to discover an embezzler was gleefully taking your hard earned cash. Just five minutes a day, every day, is the first step to preventing this from happening to you.

Thanks for reading Contractor Cents!

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Tropic Supply Hosts Refrigeration Technologies Demo Days in July

Featuring Viper Wipes, Wet Rag, Heat Blocking Gel and Coil Cleaner

During the month of July, Bailey Schommer and Sam Dornbusch of BTU Reps conducted several Refrigeration Technologies Demo Days at Tropic Supply Resource Centers across the state of Florida. Tropic Supply customers seen live demonstrations of Viper Wipes, Wet Rag, Heat Blocking Gel and Coil

Cleaner. Also included were live demonstrations of Venom Packs including All Purpose, Condenser, Evaporator and Brightener, which were all part of the demo day experience. Any contractor who purchased an RT300S Viper Foam Gun during demo day hours and stopped by

the demo day table received a FREE Venom Pack of their choice and was entered into a drawing for one of four \$200 Tropic Supply gift cards. For future event details please visit your local Tropic Supply Resource Center or visit the events calendar at www.tropicsupply.com/eventscalendar.



Tropic Supply West Palm Beach Refrigeration Technologies Demo Day!



Mike Pastorello of Refrigeration Technologies, Lee Jenkins of Horizon Air Conditioning, and Sam Dornbusch of BTU Reps



Mike Pastorello of Refrigeration Technologies, Bloawen and Logan Soto of Cypress A/C, and Sam Dornbusch of BTU Reps



Dan Seslar, Mike Pastorello, Mike Adcock, James Earl, John Moore, Seth English, Sue Hagenbaumer, Lee Jenkins and Sam Dornbusch



Mike Pastorello of Refrigeration Technologies, Richard Nelson of Spectrum Air Conditioning, and Sam Dornbusch of BTU Reps



Manny Conde, Belen Cabrera, Hector Colon, Bailey Schommer, Brian Hartung and Daniel Jeudy at Tropic Supply Delray Beach



Bailey Schommer of BTU Reps with Cody Mauermann of Blizzard Aire



Dave Bockman of Vinicio Appliances and A/C with Bailey Schommer of BTU Reps



Sam Dornbusch of BTU Reps with Lethin Rahmann and Jason Godwin at Tropic Supply in Tallahassee

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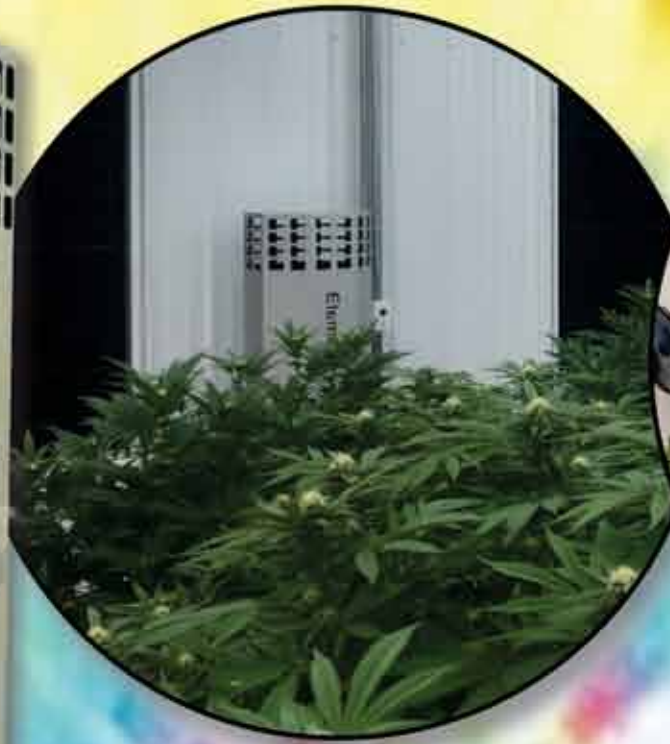
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Saskatchewan Public Safety Agency to Use RGF's AirMation® for Wildfire Rescue Stations' Indoor Air Quality



RGF's AirMation® industrial air filtration system

Port of Palm Beach, FL (July 20, 2022) RGF® Environmental Group, Inc., a leading manufacturer of air purification and filtration devices, in partnership with Air Technology Solutions Canada, is proud to announce Saskatchewan Public Safety Agency (SPSA), located in Prince Albert, Saskatchewan, Canada, to use RGF's AirMation® to improve indoor air quality inside their public wildfire shelters.

The AirMation® industrial air filtration system reduces harmful airborne pollutants through high capacity, multi-stage progressive filtration, delivering a continuous supply of clean air. With assistance from Air Technology Solutions, this Canadian public safety agency tested and approved AirMation® before a complete rollout to their wildfire shelters in preparation for wildfire season. The solution will reduce the need for evacuation by creating local refuge centers using AirMation® technology to clean the air within community centers. Creating these local refuges provides significant savings to the province.

RGF's AirMation® air filtration system removes smoke and lung-damaging dust while controlling the buildup of carbon monoxide (CO). Independent testing has shown that AirMation® cleans the air to containment levels far below OSHA and NIOSH standards. Other applications for the RGF® AirMation® include fire and ambulance stations, municipal garages, and manufacturing facilities.

The American West continues to be devastated by wildfires. According to the National Interagency Fire Center (NIFC), around 60,000 wildfires burn 8 million acres in the United States each year. And with the peak season upon us, it is ideal for counties and states to have air filtration and air purification products in their community shelters.

According to Tony Julian, RGF's Vice President of Business Development, "RGF's air filtration and air purification products provide an excellent solution for any wildfire application. Air filtration is an important addition to any home, business, or public facility that can be impacted by smoke during wildfire season."

Randall Weber, CEO of Air Technology Solutions, says, "The solution provides a safe place within the community for residents' health and safety while reducing the emotional stress of evacuation and being away from their home and family members. This gives the community peace of mind."

EPA Releases Proposed SNAP Rule 25 to List Refrigerants with New Acceptable End-uses

EPA released a proposed SNAP Rule 25 which expands the list of acceptable refrigerants for air-conditioning and refrigeration, along with acceptable chemicals for fire suppressants and industry standards. The Significant New Alternatives Policy (SNAP) Program is a Clean Air Act system sued to list acceptable substitutes for certain end-uses to replace ozone-depleting substances and include many low-GWP refrigerants.

- As part of the proposed SNAP Rule 25, EPA made the following listings:
- Listed HFO-1234yf, R-454A, R-454B, and R-454C as acceptable refrigerants subject to use conditions for new centrifugal and positive displacement chillers for comfort cooling
 - Listed HFC-32 and R-452B as acceptable refrigerants subject to use conditions for new positive displacement chillers using rotary or scroll compressors for comfort cooling
 - Listed HFO-1234yf, R-454A, R-454B, and R-454C as acceptable refrigerants subject to use conditions for new industrial process air conditioning using a chiller
 - Listed HFC-32 and R-452B as acceptable refrigerants subject to use conditions for new industrial process air conditioning using a chiller with a rotary or scroll compressor
 - Listed R-1150 (ethylene) as acceptable for use in new very low temperate refrigeration subject to use conditions (equipment designed specifically to reach temperatures below -80°C/-112°F)

EPA is requiring any equipment using these listed refrigerants to meet UL Standard 60335-2-40, 3rd Edition, as a use condition. This safety standard includes testing, ventilation, usage, space requirements, and warnings and labels to meet the use condition.

Additionally, the rule requires self-contained room air conditioners using previously accepted HFC-32 to meet UL Standard 60335-2-40, 3rd Edition, for any equipment manufactured after the rule is finalized.

The rule will have a 45-day comment period once it is published in the Federal Register. Article by Alex Ayers, Director, Government Affairs

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Glasfloss Industries Expands Jacksonville, FL Plant

Dallas, TX – Don Kingston, CEO, today announced the expansion of the Glasfloss Jacksonville, FL manufacturing plant.

The new Jacksonville expansion is scheduled to be completed in Summer 2022 and will add approximately 30,000 square feet to the facility. “Our newest expansion of the Jacksonville plant will give us added manufacturing and shipping capacity. In addition, the ongoing modernization in the current plant will provide for a better work environment for our val-

ued employees,” said Don Kingston, CEO.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company has been continuously owned and operated by the same family for over 85 years and serves all major commercial, industrial and residential HVAC filtration markets.

For more information on Glasfloss and its products, please visit: www.glasfloss.com



HARDI v. EPA Update: How Will West Virginia v. EPA Impact Our Case and the HFC Phasedown?

(continued from cover story)

Congress, through the AIM Act, gave EPA regulatory power to implement an HFC phase-down in a very specific way. Even the “Management of Regulated Substances” in which the AIM Act delegated broad authority, Congress was specific that that ability to regulate was limited to “any practice, process, or activity regarding the servicing, repair, disposal, or installation of equipment”. What the AIM Act did not do was provide open-ended authority to the agency to pursue additional “complementary measures” to assist in the enforcement of the phase-down.

The non-refillable cylinder ban and cylinder tracking system (QR code tracking), are complementary measures created by the EPA that go far beyond the monitoring and reporting requirements authorized by the act and enforcement mechanisms taken from existing law. EPA tries to claim the authority to regulate non-refillable cylinders through the definition of the phrase “shall ensure” contained in subsection (e)(2)(B), much in the same way EPA tried to force the changing of power generation equipment with the definition of the word “system” in the Clean Power Plan. The Supreme Court was decidedly against EPA’s methodology saying “The word ‘system’ shorn of all context, however, is an empty vessel. Such a vague statutory grant is not close to the sort of clear authorization required.” Using this precedent, the District Court should view EPA’s claim of authority from subsection (e)(2)(B) through a similar lens:

If that word were enough, then every statute that directs an agency to “ensure” one thing or another would authorize agencies’ demands for all manner of “whatever-it-takes” extra-statutory “complementary measures” Congress neither envisioned nor intended. [...]

[...] No other agency or court, to our knowledge, has ever read the word “ensure” as expansively as EPA does here, and EPA certainly identifies none.

West Virginia v. EPA reinforces HARDI’s case that EPA exceeded the authority granted by the AIM Act in creating the non-refillable cylinder ban and cylinder tracking system and the petition argues for these complementary measures to be severed from the final rule to allow the Congressionally prescribed “allowance allocation and trading program” to phase-down the production and consumption of HFCs.

With the submission of our reply brief, both the petitioners and respondents will submit final briefs to the court later this month and prepare for oral arguments in front of a three-judge panel sometime in the fall after the court returns from its summer recess. After oral arguments, the court will deliberate on the case and provide a ruling likely in late 2022 or early 2023.



Article by
Alex Ayers,
Director,
Government Affairs

Alex Ayers is the Director of Government Affairs for HARDI the Heating, Air-conditioning, & Refrigeration Distributors International.

Alex serves as HARDI’s primary lobbyist and policy expert. Alex has spent nearly a decade lobbying on the federal level and published papers and studies in various policy areas including taxes, energy, agriculture, and economics and has testified on tax policy. His research has been cited by organizations such as the Wall Street Journal, Forbes and the Tax Foundation.



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Mini Split A/C units are becoming increasingly popular, and require flare connections on each end of the line set to connect the evaporator and condenser. Since R-410A is a much higher-pressure refrigerant, Mini Split manufacturers established R-410A flaring specifications that require a larger diameter, deeper flare for more surface area to seal against the male flare fitting and produce a stronger connection. Uniweld’s Deluxe Flaring Tool features a built-in tube stop height gauge that makes a perfect R-410A flare without the guess work. Specifically designed to meet R-410A flaring specifications and can also be used on all 45° flares for Soft Copper, Brass and Aluminum Tubing.



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What is a GFI?

By Bryan Orr



Bryan Orr



First off, the correct acronym for a GFI (ground fault interrupter) is “GFCI” (ground fault circuit interrupter). The purpose is to act as a safety device to protect from electrical shock. GFCIs are important components of electrical safety.

GFCIs can be built into outlets, circuit breakers, and even extension cords. We generally use them for safety in wet environments like bathrooms, kitchens, and outside the home.

A GFCI measures the difference in current between the line (hot) and the neutral. When even a slight difference exists between neutral and hot, the GFCI will trip. A difference between neutral and hot indicates that some of the current is “leaking” to ground instead of being carried properly on neutral.

An example would be if you had an electric drill plugged into an outlet outside and the cord plug were to fall into a mud puddle. If there is no GFCI, some of the current will go out of the plug to ground through the puddle; that would cause hot to carry more current than neutral. So, the puddle becomes a potential shock hazard. If the circuit were protected

with a GFCI, it would trip immediately when the imbalance was detected.

Another nice thing about a GFCI is that it can help protect a circuit that does not have an equipment ground, such as tools and appliances with two-prong cords or two-conductor outlets.

Not to be confused with an AFCI...

It's easy to confuse a GFCI with an AFCI. The latter stands for arc fault circuit interrupter, and it trips when it detects possible arcing conditions.

AFCIs are a bit more complex than GFCIs. GFCIs trip when there's a significant difference between hot and neutral, but AFCIs trip when they detect irregular sinusoidal wave signatures; if an AFCI detects an arc signature, it breaks the circuit. Both types of circuit interrupters have the same end result; they're just triggered by different sets of conditions.

Also, simply put, GFCIs prevent electrical shocks. AFCIs prevent electrical fires. Both protect human life; they just do it differently.

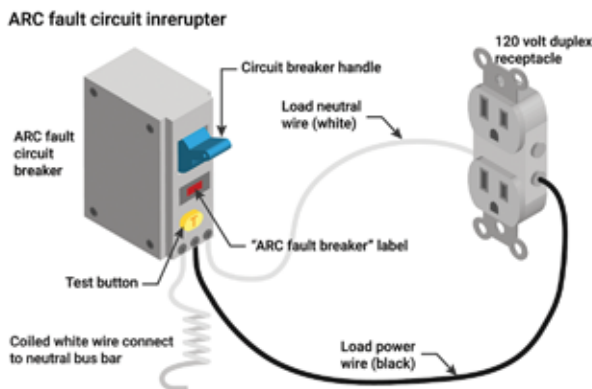
—Bryan

Also Join us at Kalos HQ in Sunny Clermont, FL on January 19-21, 2023 for the 4th Annual HVAC/R Training Symposium. Some of the best educator's in

the industry here to train on many applicable topics! This will be a structured conference with classes and demos going on throughout each day from 8:00am – 5:00pm with opportunities to hang out along the way.

You will come away with new relationships with the best in the trade as well as some excel-

lent training. This is a limited capacity event with only 200 attendees, due to space.



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INDIANAPOLIS, July 14, 2022 — Where were we 120 years ago? Before we had bubble gum, short-wave radios, Albert Einstein's Theory of Relativity, or airplanes, Willis Carrier came up with one cool invention: modern air conditioning. Originally developed to solve humidity problems plaguing a printing press in Brooklyn, New York, Carrier's innovation has gone on to enable entire industries, power new possibilities and impact lives in all corners of the world. 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.

Over the past 120 years, modern air conditioning – and the company born out of it – has fundamentally changed the way people live, work, learn and play. We helped give rise to the summer blockbuster. We kept travelers cool and comfortable on trains and ships. We fueled the skyward expansion of cities around the world, helped preserve history, and enabled the start of the digital age. Air conditioning has facilitated the rise of the modern indoor environment: one that improves the health, productivity, and comfort of the people inside.

“At Carrier, we're committed to developing heating and cooling solutions that improve the health and safety of consumers while reducing carbon emissions,” said Justin Keppy, President, NA Residential & Light Commercial HVAC, Carrier. “We look forward to building on 120 years of industry-leading innovation for a more sustainable future.”

Carrier's forward-thinking solutions of today build on the ingenuity of Willis Carrier's invention. We innovate to solve for some of the world's greatest challenges, including climate change and public health.

With 120 years to be proud of, we're looking ahead to the next 120, as the innovation that changed everything is still changing the world. Learn more about Carrier's legacy of innovation, as well as the complete history of modern air conditioning, at Carrier.com. Carrier is a part of Carrier Global Corporation, the leading provider of healthy, safe, sustainable and intelligent building and cold chain solutions. For more information, visit www.carrier.com or follow @Carrier on Twitter.

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Students Braze Their Way To Success At Skills USA Competition

High school students attending the annual Skills USA national competition on June 20-24 got a chance to hone their brazing skills and learn more about careers in numerous industries including HVAC/R.

Dozens of students participated in a seven-part HVAC/R competition which included a series of testing stations to assess skills. For the brazing competition, pros from The Harris Products Group demonstrated proper brazing techniques, reviewed safety lessons, and tested students on their skills. Students were given one hour to complete a closed-loop system of copper-to-copper and copper-to-steel connections while nitrogen purging. Harris tested their connections with a pressure/leak test.

The overall first, second and third place winners in the HVACR category were awarded cash and product prizes.

Industry equipment used during the workstations portion included ice machines, refrigerated display cases, small package HVAC units, furnaces and split-system air conditioning and/or heat pump units and geothermal units.



Nancy Jo Loebker of The Harris Products Group demonstrates aluminum brazing techniques at the Skills USA event



Message from FRACCA President Will Barnes



Greetings,

I would like to thank Southwest Air Conditioning Contractors Association (SWACCA) for having our FRACCA executive director Paula Huband, Legal counsel Tray Batcher, lobbyist Edward Briggs and myself at the July meeting to speak about FRACCA's beginning, where we are at today, and what we see for the future.

We are in the middle of summer, and everyone is very busy trying to take care of their clients the best way possible, in these extremely hot summer conditions. This month, Lek Gjoka, NFACCA President and owner of Cool R Us, INC from Jacksonville Florida, will let us on know what is happening in the NFACCA region.

- Will Barnes

Hello NFACCA Members,

Kudos to all contractors and technicians for your hard work. The dream came true, there will no longer be a notice of commencement for permits of jobs under \$15,000. This was a great achievement from NFACCA, FRACCA, and other Florida HVAC

Associations.

NFACCA is working with Duval county, COJ, to Increase the Inspection Exemption Form from Under \$5,000. to at least under \$7,500. This will help many contractors to ease the inspection process on simple and inexpensive change outs.

Stay tuned for an update on this matter. Also, anyone can call the city and make your request on this subject.

NFACCA is asking everyone to join our association. We are looking for new contractors and associate members to provide new ideas to make our association better by making our voice heard throughout the city and state.

Big and strong, NFACCA will achieve lots of great things to help our industry overcome all challenges, especially getting hit hard by the government with the recent rules and regulations with the EPA and efficiency changes ect.

We are offering a 1st year free membership for new contractors, so take advantage of this and join us!

- Lek Gjoka

Milwaukee® Releases Fall 2022 WORKWEAR

MILWAUKEE, WI- Milwaukee Tool continues to grow its lineup of trade-dedicated WORKWEAR solutions with the introduction of the Midweight Pull-over Hoodie, Heavy Duty Sherpa-Lined Vest, and a new colorway of the GRIDIRON™ Trucker Hat. Milwaukee's new WORKWEAR is designed to withstand even the toughest jobsite conditions while still maintaining maximum comfort.

The new Midweight Pullover Hoodie is constructed of a lighter weight, cotton polyblend material allowing for easy layering and greater breathability.

The Heavy Duty Sherpa-Lined Vest is constructed

ed to be more durable and functional with a canvas outer layer for tear and abrasion resistance, a wear-resistant drop shoulder design that improves mobility, and reinforced high-wear zones in the front pocket and under-arm stitching.

Now available in a gray and black colorway, the Milwaukee® GRIDIRON™ Snapback Trucker Hat is built from a breathable and lightweight combination of cotton, GRIDIRON™ Ripstop polyester, and nylon. For more information on the full line of Milwaukee® products, please call 1-800-SAWDUST or visit www.milwaukeetool.com.

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AccuAir - Bard Hosts HVAC Technical Service Training for Orange County Public Schools



Greg Duggan of AccuAir, Anita F. Bennett of OCPS, Frank Suranyi of AccuAir

AccuAir, Inc. Bard's exclusive engineered products distributor in Florida held a separate, two day Technical Service Training for Orange County Public Schools' technicians on July 27 and 28. The service training was requested by Anita F. Bennett, Facilities Maintenance Training Department Manager to update and educate the technicians on Bard's latest options and accessories with emphasis on trouble shooting and service. The Bard wall mount packaged unit is a popular and versatile classroom air conditioning unit used on modular and regular building structures where equipment cannot be placed on the roof or on the ground but, still has all the latest high-end features, options and accessories to achieve the ultimate indoor classroom comfort.

The service seminar was conducted by Greg Duggan, General Manager / Principle of AccuAir with detailed emphasis on; HGRH dehumidification, sequence of operation, electrical components, energy recovery (ERV) troubleshooting along with service and maintenance.

The service training was three hours long 8:00 AM – 11:00 AM that included breakfast snacks and refreshments. There was a high degree of interactive participation from the technicians. Judging by the technicians comments after the training, it was a great success.

Anita F. Bennett commented, "It was great to have the Bard representatives come out and provide our AC Technicians with classroom and hands on training on the update of parts and equipment we use in our schools. Every technician I spoke with after each training session had nothing but great things to say about the training, and how the information provided will better help them resolve some of the issues they are faced with at their schools. So, thank you again Greg, Frank and Penny for providing OCPS AC Technicians with outstanding training".



Greg Duggan of AccuAir conducts Bard classroom training



Technicians from Orange County Public Schools received some hands-on training

These Two Fieldpiece Tools Were Winners at the Dealer Design Awards!



As an industry leader in HVACR tools, Fieldpiece instruments are designed specifically with industry professionals top-of-mind to ensure you work at the top of your game! This year, out of more than 132 entrants, Fieldpiece was honored to receive, not one, but TWO, awards from the News 2022 Dealer Design Awards!

The 10 CFM Vacuum Pump, VPX7 received silver in the hand tools category! This vacuum pump is small, lightweight and portable which makes it easy for techs to carry up and down ladders; and tough enough to handle large commercial or refrigeration units thanks to its powerful 10 CFM DC motor. What's more, the VPX7 features the patented Run-Quick® Oil Change System, making it easy for techs to make oil changes on the fly, without losing vacuum and without a mess.

Earning bronze was our Infrared Refrigerant Leak Detector, DR82! Honored for giving techs superior sensitivity in the field (<0.03-oz per year) and the most consistent leak detection across all refrigerants, the DR82 is the choice of top professionals. Its sensor is designed to last about ten years; it has the added protection of a replaceable water-blocking filter that keeps moisture and contaminants from reaching the sensor, preventing contaminant-related failure; and its rechargeable 10-hour lithium-ion battery powers the unit for a full day of testing.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,023,666 units in May 2022, up 0.1 percent from 1,022,513 units shipped in May 2021. U.S. shipments of air conditioners decreased 3.1 percent, to 622,397 units, down from 642,306 units shipped in May 2021. U.S. shipments of air-source heat pumps increased 5.5 percent, to 401,269 units, up from 380,207 units shipped in May 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 3.4 percent, to 4,398,201 units, up from 4,255,043 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 2.4 percent, to 2,654,667 units, up from 2,593,551 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 4.9 percent, to 1,743,534, up from 1,661,492 units shipped during the same period in 2021.

Update: Senate Democrats Eye Adding 3.8% Tax on Pass-through Business Income

Update: Senator Manchin has paused negotiations for a reconciliation package that includes tax increases until the next inflation report due on August 10. Senator Manchin's reaction was caused by Senate Majority Leader Schumer's desire to move a package by the end of July, which Senator Manchin views as a political deadline. This leaves Senate Democrats with two options on how to move forward with a reconciliation package that includes at least some of their priorities:

Move a small package by the end of July that allows Medicare to negotiate prices on certain medications and extend a series of Affordable Care Act subsidies passed last year as part of the American Rescue Plan

Wait until early September to possibly pass a larger package that would include drug price nego-

tiation and ACA subsidies along with tax increases and climate change provisions if the July inflation measure (released Aug 10) improves to the point that remedies Senator Manchin's concerns over the economy

With the latest inflation report topping 9% it is hard to see a scenario in which inflation is reduced enough to meet Senator Manchin's benchmark. It is highly unlikely that tax increases will be included in a reconciliation package before the September 30 deadline for action, however, we do not have definitive news that taxes are off the table until after the next inflation report.

Original Post: Last week it was announced that Senate Majority Leader Chuck Schumer (D-NY) and Senator Joe Manchin (D-WV) have reached an agreement to include expansion of the 3.8% Net

Investment Income Tax (NIIT) to include active business income as part of a reconciliation package. This would mean pass-through businesses like LLCs, partnerships, S-corporations, and ESOPs would be forced to pay an additional 3.8% if the owner's share of the business saw more than \$400,000 in taxable income.

The 3.8% NIIT has existed for over a decade since it was created as part of the Affordable Care Act in 2010 but only applied to non-active business income, i.e. dividend income, stock sales, and other capital gains from businesses. The authors of the NIIT chose not to tax active business income, however current Senate leaders see the exemption of active business income as a loophole that needs closing even though it will impact hundreds of thousands of businesses across the country.

The plan to increase taxes on active business income would bring in over \$200 billion to help offset spending plans included in the partisan legislation that are still being worked out. The final bill will likely include incentives for energy-efficient technologies including HVAC systems. Democrats are able to pass this legislation via a party-line vote through the reconciliation process and must be completed by September 30, the end of the fiscal year.

HARDI joined a coalition letter with 192 other trade associations opposing the tax increase. Article by Alex Ayers, Director, Government Affairs



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Allied Air Enterprises Helps Distributors Get Ahead of the Curve with Early Introduction of Armstrong Air® and AirEase™ 17 SEER AC Units



West Columbia, SC – Allied Air Enterprises announces the new 4SCU17LE single stage air conditioner under the Armstrong Air® and AirEase™ brands, providing an efficiency range of 15 to 17 SEER. Allied Air launched the product in June 2022, proactively anticipating 2023 regional efficiency requirements in the Southeast and Southwest United States, where new minimum efficiency requirements are moving from 14 to 15 SEER or 14.3 SEER2 under the new testing standards.

According to the 2023 requirements, there is no sell-through period for non-compliant air conditioning units in these regions. This means distributors must have compliant products in stock well before January 1, 2023.

“With the current supply chain and lead times, Allied Air is getting ahead of the curve, helping distributors in the Southeast and Southwest get the product in-hand in Q3,” said Kim McGill, VP - Marketing, Allied Air Enterprises. “This will make it easier for distributors to phase-out their current AC inventories by the end of the year, ensuring they’ll have product in stock for their customers.”

Delivering up to 17 SEER, the 4SCU17LE unit is built on Allied’s proven design of cooling products. It also achieves compliance without requiring a change to existing indoor system components to ease the burden of this transition, knowing distributors will face another major transition in 2025.

Other features include:

MHT™ Technology - Proprietary heat transfer system for maximum heat transfer and efficiency. A specially designed fan shroud pulls air evenly throughout the air conditioner’s coil surface, while lanced coil fins and rifled aluminum tubes enhance refrigerant flow and provide greater surface area for heat exchange.

Precision Service™ Technology - Mechanical pressure switch attached with Schrader core connections eliminate the need to evacu-

ate the system, while four independent panels may be removed for cleaning. The fan motor even has enough wire to set it on the ground while servicing.

Single-Stage Scroll Compressor - Reliable single-stage compressors are made from quality materials that are built to provide year-after-year comfort.

Installation ease – refrigerant valves are placed at the corner of the unit and angled at 45° to help make brazing and gauge port access easier while our all-aluminum Omniguard coil system maintains a copper to brass connection – keeping brazing techniques familiar.

Inside every 4SCU17LE single stage air conditioner, you’ll find a high level of technology and craftsmanship, backed by a 10-year Limited Warranty on the compressor* and a 10-year Limited Warranty on parts*

*Product registration required except where prohibited by law. Warranty applies to residential applications only. For terms, conditions and exclusions, see full warranty at armstrongair.com and airease.com.

A division of Lennox International, Allied Air Enterprises™ serves residential and commercial marketplaces in the United States and Canada with the heating and cooling solutions of industry-leading brands like Armstrong Air®, AirEase™, Concord®, Ducane™, Allied™, Allied Commercial™ and MagicPak®. From concept to production, Allied Air HVAC systems are produced through the design, engineering, high-quality testing and manufacturing efforts employed at five Allied facilities based across North America. For more information, visit www.alliedair.com or call 1-800-448-5872.

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Performance Pointers

By James Ball



Four Lessons Learned From Mistakes

In my first article for this magazine, I'd like to share some big lessons learned through the school of hard knocks. I have been blessed growing up in this industry and being able to work with my Dad. Our company was known to be honest and trustworthy because of the standard that we held for ourselves. One of my earliest experiences taught me four important lessons that I still think about and that still impact me to this very day.

Let me explain.

Ice Box on The Interstate

I began riding with a service technician when I was 12 years old and couldn't wait to be able to drive, so I could help more. The summer I got my driver's license I began working in the newly formed appliance division of our company. One morning I arrived at work to find a refrigerator loaded onto a Toyota pickup truck waiting for delivery. The technician and I jumped into the truck, me behind the wheel, and headed off to deliver and install this beautiful new appliance.

Our shop was located just off I-10 in Biloxi, MS. I merged onto the interstate eastbound to the next exit, crossing over the Tchoutacabouffa River. About halfway up the bridge, I watched in the rear-view mirror as the refrigerator tipped, then fell onto the tailgate. Next it flipped out of the bed and flew onto the interstate, sliding several yards before it stopped right in the middle of the bridge.

This five-second event seemed to take 20 minutes in my mind. I quickly pulled over at the top of the bridge and the shop tech jumped out. He dodged oncoming vehicles to retrieve the refrigerator that still had the appliance dolly strapped to it. Slowly we made our way to the exit to head back to the shop. But the shop tech wouldn't stand for that. He told me that 'there is nothing wrong with that re-

frigerator we are going to go install it.' So, we did.

The Fallout

About two weeks later the appliance service manager called me into his office and asked me what happened to that refrigerator. He had been over to work on it for a noise and found the compressor was off its supports and the side had a distinct dent in it. I immediately confessed and after some discussion he told me to keep it to myself. He filed for a warranty refrigerator to replace the damaged one.

Several more days passed and then it happened. I knew my dad was mad. I realized that up until that point in my life I had never been around him when he was upset. There was a lot of noise and screaming going on in our appliance showroom and I knew it was my fault. It put the fear of God in me.

Dad was not mad at me because of what happened. He was furious because I lied to our customer. He was also angry because I didn't tell him what happened. Dad had a way of expressing his expectations and he made sure my failure to match that expectation would teach me never to consider lying to him again.

Takeaways

My four take aways from this incident were:

Strap that thing down. -- I do not get behind the wheel without making sure the load is strapped down. I make sure that not even a hurricane will blow the load off the truck. In 35 years, I have a perfect record since this incident. The trouble would have been avoided if I had taken five minutes to tie down that refrigerator.

Not telling is lying. -- As a 15-year-old, I could easily have been exempt from the consequences of this whole incident. Of course, I was not. Dad held me to a higher standard and used this situation to

drive home some lessons. I was taught that by not telling my Dad what happened, I had lied to him. I had taken on the responsibility in a negative way that had negative consequences for those around me.

My hope of being more of a help for my dad and our family resulted in me damaging his and our business's reputation. I spent the summer working at a reduced rate changing washing machine transmissions in the shop.

Take the responsibility. -- As a result of this incident, the shop technician lost his job. So did our service manager. The technician was fired for installing the refrigerator when he knew it was damaged. The service manager tried to cover it up and file a warranty for a new refrigerator. In my father's eyes, that manager stole from our supplier.

Had any of us took responsibility and come clean about what happened, no one would have lost their job. Also, I learned it must be OK for one to tell the truth. That means everyone understands that the truth is not punished and that lying will be punished.

I still feel some responsibility for those two guys and their families. All I had to do was go back to the shop. I knew I was wrong and I learned no matter the pressure to be dishonest or the status or position of those around me, I had to stand for what was right and true.

Actions equal reputation -- Your reputation is only as good as your actions. Having good ethical and moral actions leads to having a great reputation. Many times, correcting poor actions costs money and relationships, but that cost must be paid. Because of Dad's actions, in this situation and many others, our business reputation excelled. We often won work just because the customer knew we were trustworthy.

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JB Industries Honored with Gold Dealer Design Award for NEW Small Canister Refrigerant Scale

Aurora, Ill., July 20, 2022 – JB Industries, a premier manufacturer of American made HVACR tools and equipment, announces their award-winning ATLAS DS-5000 Propane Scale. The ATLAS Propane Scale was recognized for excellence in product design in the 2022 Dealer Design Awards Program, sponsored by The News magazine. An independent panel of contractors acted as judges in the contest that had 132 entries. The ATLAS Propane Scale was the Gold winner in the Refrigeration and Ice Machines category.

Designed specifically for R-290 and R-600a, the scale uniquely charges through the load cell in both inverted and upright canister orientations resulting in exact readings without interference by hose movement.

"The Atlas DS-5000 scale is the most accurate refrigerant scale for R-290 (propane) and other small-canister refrigerants," said David Madden, director of manufacturing at JB Industries, Inc. "It's unique in

that it charges through the load cell (pass-through), so the hose weight/movement won't affect scale reading. That prevents the user from inadvertently affecting the weight when moving or flexing the charging hose."

This compact, lightweight, yet durable propane refrigerant scale, is extremely precise, with accuracy down to 1 gr/0.1 oz. This enables the refrigeration field technician to easily dial in critical charges needed for efficient refrigeration system performance.

"Propane and similar mildly flammable refrigerants are utilized in more and more new equipment designs, and JB Industries' engineering team created a scale to perfectly fit the needs of refrigeration technicians working on these critically charged systems," said Madden.

Included with the ATLAS Propane Scale are specially designed refrigeration hoses, charging valve, Schrader valves, and cylinder adapter – all protected by a sturdy hard shell carrying case.



Eligible HVACR Contractors Encouraged to Become a NATE Recognized Training Provider

If you provide training for HVACR technicians, you can apply to become a NATE Recognized Training Provider (RTP) and register your courses with NATE. Manufacturers, wholesalers and distributors, contractors, association partners and trade association chapters and educational/training facilities are all eligible to become a NATE-Recognized Training Provider. By registering your courses with NATE,

NATE-certified technicians can automatically receive continuing education hours (CEHs) towards their recertification. The NATE website provides all the necessary tools and information need to submit courses, pay and renew courses, and to submit attendance records via the myNATE portal. Get started today with the free Recognized Training Provider application at www.natex.org.

Performance Pointers

By James Ball
(continued from page 18)

Over the years I have come to realize so many more lessons from this experience. The most important is to always do what you know is right for your customer. Sometimes doing what's right causes great sacrifice. But as a key player in your organization, you cannot accept anything less.

The owner is responsible for the reputation of the business and only when the owner walks the line will the rest of his organization do the same. When you are honest, you take the pressure off others. Those who work with you or for you need you to be honest. They need your example. Actions speak and doing the right thing makes for a good night's rest, for your co-workers, and your customers.

Jim Ball has been involved in the HVAC industry all his life. Jim has been a long time National Comfort Institute shining star and one of the most effective implementers of High Performance HVAC in his company. Jim recently sold his family HVAC service company and looks to give back to the industry through contributing his knowledge and experience with NCI. Jim hopes to help HVAC professionals move forward with the implementation of performance-based processes.

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



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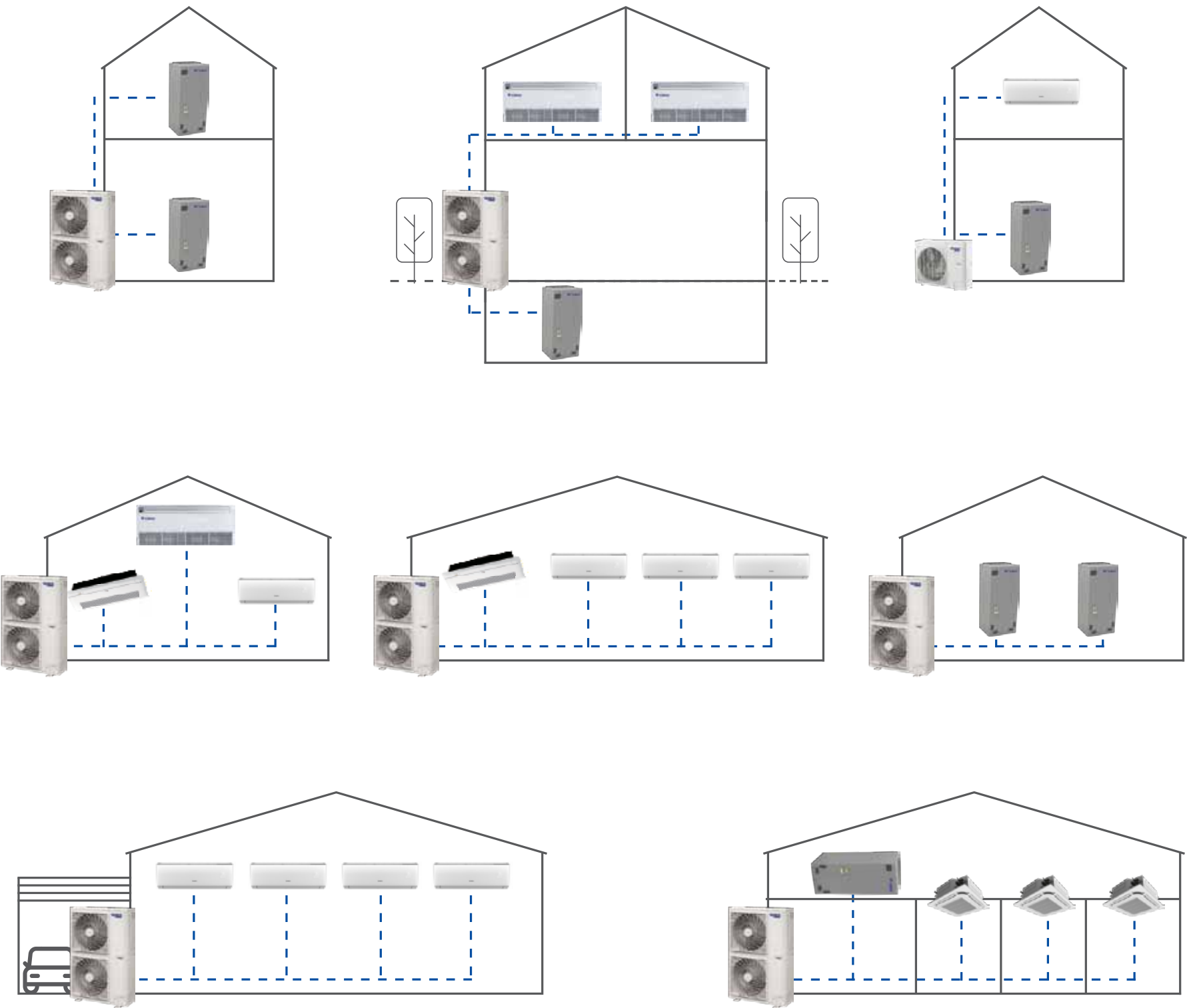
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Florida's Fastest Growing HVAC Continues Expanding; Acquires Local GA/AL HVAC Company

Davie, FL (July 15, 2022) – South Florida based Air Pros USA announced the acquisition of Airforce Heating and Air, an HVAC company that has been serving Georgia and Alabama since 2000. As an Air Pros USA Company, Airforce Heating and Air will benefit from full operational and sales integration with the Air Pros USA platform to leverage expanded resources and continue building on over 20 years of service excellence.

“Airforce Heating and Air has built a strong local reputation for their expertise and integrity. We knew they would be a perfect fit to join the growing Air Pros USA family,” said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. “Our technicians are equipped with the latest technology and Airforce Heating and Air’s virtual reality training ensures our team is always prepared with a strong skillset to solve any problem. The combination of our efforts and state of the art resources will lead to an unrivaled level of service.”

“Air Pros USA’s vision aligned with what matters most to us, our customers. We are going to make a great team,” said Dan Blalock, President of Airforce Heating and Air. “It was important to join a company that values their community, builds long lasting relationships with their customers, and shares the same ambitious goals for growth.”

Through the Airforce Heating and Air acquisition, Air Pros USA strengthens its local presence across Georgia and Alabama. Air Pros USA has been established in the Atlanta region since 2020 and entered the Mobile market earlier this spring.

“Air Pros USA has had incredible success serving the Georgia and Alabama locations. We expect that success to continue as we add Airforce Heating and Air,” said Robert DiPietro, CEO of Air Pros USA.

Nationally, Air Pros USA has nearly 600 vehicles, 700 technicians and staff, and serves over 450,000 customers. Air Pros USA operates in eight states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane. For more information, visit AirProsUSA.com and AirforceHeatingAndAir.com.

NAVAC Recognized with Two Dealer Design Awards

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, took top honors in the Hand Tools category of The News’ prestigious Dealer Design Awards. The company’s recently introduced NTE11L BreakFree® Power Tube Expander won Gold, while its popular NEF6LM BreakFree® Power Flaring Tool was recognized with a Bronze in the same category – a near-sweep for NAVAC.

NAVAC’s battery-driven NTE11L BreakFree® Power Tube Expander offers effortless, efficient and precision expansion for tubes in the 3/8” to 1-1/8” range. The tool is capable of performing its duties in just 12 seconds with the touch of a single button, and its long-lasting, rechargeable lithium battery allows up to 200 expansions per charge and recharges in just 30 minutes. Other features include an LED flashlight, a battery power indicator and a “Quick-Connect” design to switch expanding heads in just two seconds.

Meanwhile, NAVAC’s NEF6LM BreakFree® Power Flaring Tool is the industry’s lightest cordless flaring tool. Weighing less than three pounds, it produces precise, automatic flares in a fraction of the time compared to traditional flaring methods. It



NTE11L



NEF6LM

can create flares in five sizes, ranging from 1/4” to 3/4”. Designed to perform reliably in harsh environments, the NEF6LM Cordless Power Flaring Tool also offers quick-connect functionality.

Featuring easy, one-button operation and a luminous LED flashlight, the NEF6LM Cordless Flaring Tool can complete a flare in just 15 seconds and can make over 100 flares per charge. Like the NTE11L, the device is fully charged in just 30 minutes.

As a technician in today’s technology-driven landscape, it can be frustrating when tools fall short of the demands of modern-day HVAC equipment. NAVAC’s cordless tubing tools are user-friendly, with positioning and securing the tube taking mere seconds. From there, all the operator does is press the button – also in a matter of seconds.

“NAVAC is proud to introduce the BreakFree® Power Tubing Expander,” said Zhuk Zhang, Director of Products for NAVAC. “Following in the footsteps of its predecessor, the Breakfree Power Flaring Tool, we continue to empower contractors to automate tubing processes that will save time, energy and ultimately their bottom line. It is an honor to be recognized by one of the industry’s most respected, widely-read publications, and we look forward to introducing additional award-winning products in the future.”

New Courses Live on NATE Training Academy

NATE has partnered with Interplay Learning to create NATE Training Academy, a new online training platform. The comprehensive online courses are all available on-demand and can be taken at any time. All courses are interactive and immersive –and include field-like 3D and VR simulations, videos, and knowledge checks.

NATE Training Academy currently offers courses to prepare technicians for the Certified

HVAC Professional (CHP-5) certification exams. The platform launched with courses that covered two of the CHP-5 exams: HVAC Fundamental and Service.

On April 21, NATE Training Academy launched courses for the Installation CHP-5 exam. Courses on the two remaining CHP-5 exams will be released in the coming months, and all CHP-5 courses will be available by summer 2022.

2 New AHUs for '22

Aspen innovation and quality is on full display with the introduction of two new all-aluminum air handlers. The LGM and LEM series air handlers offer field convertible, multi-position installation and can be AHRI certified with most condensing unit brands. Also, both series are ETL-listed for use with R-22 or R-410A refrigerant when a proper metering device is used. All models are covered by a 10-Year Parts Limited Warranty with registration.



Aspen continues to set new standards for air handler performance and durability. See all the benefits from Aspen at www.aspenmfg.com.

- Standard Specifications
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Withlacoochee Technical College Granted HVAC Excellence Accreditation

HVAC Excellence is pleased to announce that the HVACR training program at Withlacoochee Technical College in Inverness, Florida has been granted accreditation.

Programmatic accreditation, is an independent, third-party review of an educational program, comparing it to established, industry-accepted standards. These standards are designed to ensure that the future workforce receives the quality training required for success in the HVACR industry.

To pursue this accreditation, they completed a detailed, comprehensive self-study, that demonstrated compliance with each of the required standards. The self-study was then sent to HVAC Excellence, where an accreditation review board thoroughly assessed the submission.


The accreditation review board, having approved the self-study, sent a team to conduct an intense, onsite review of the program. The onsite team was tasked with validating compliance with all the established standards and the accuracy of the self-study. The onsite team consists of two members, one who has served as an HVACR instructor, the other as a school administrator. They are seasoned professionals, that possess the knowledge, training, and experience to successfully evaluate every aspect of an HVACR program.

Upon a thorough review of all the documentation presented by the administration, faculty, and the onsite accreditation team, the HVAC Excellence accreditation review board unanimously decided to grant accreditation of the program.

As a nationally accredited institution, the following benefits can be realized. They can assure prospective students and employer partners that the program has met or exceeded national standards and has the resources and administrative support to professionally train the workforce. This helps enhance student placement and employer satisfaction, and may lead to advanced placement opportunities with major employers in the HVACR industry such as Johnson Controls, Carrier Commercial, SIEMENS, and EMCOR. In addition, through an articulation agreement, graduates of the program may qualify for advanced placement in the United Association's Department of Labor approved apprenticeship program.


Persons interested in learning more about the nationally accredited HVACR program at Withlacoochee Technical College in Inverness, Florida can visit <https://www.wtcollege.org>.





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Harris Products Group Names New Director of Sales for North America

Mason, Ohio (July 5, 2022) – Dave Thayer has been promoted to Director North America Sales at The Harris Products Group. Thayer previously was Regional Sales Manager – West for parent company Lincoln Electric, where he worked for more than 25 years.

In his new role, Thayer is responsible for executing Harris's corporate sales and customer service strategies, ensuring customer needs are met through the company's full suite of product offerings and custom, turnkey solutions. Harris manufactures a wide range of gas distribution and regulation products as well as brazing and welding equipment and consumables for HVAC, refrigeration, plumbing and other industries.

Thayer holds a degree in Electrical Engineering from Purdue University. He joined Lincoln Electric in 1994 as a technical sales rep in the Atlanta office and also spent time in Savannah,

Georgia, before moving to Peoria, Illinois, where he worked closely with large OEM manufacturers. He was promoted to District Sales Manager in Chicago and later to Regional Manager for the West Region.

Thayer took part in Lincoln Electric's Executive Coaching Program and continues to advocate for personal development and growth amongst peers and reports.

"Dave's strong leadership and team-building skills, combined with his deep product knowledge and business acumen, make him a great fit for this position as he continues to ensure that customer needs are a priority," said Greg Doria, President of Harris Products Group.

The Harris Products Group, a Lincoln Electric company with headquarters in the U.S., is a world leader in the design, development, and manufacture of cutting, welding, brazing, and soldering equipment, consumables and gas distribution systems.



David Thayer



ALPHARETTA, Ga., July 25, 2022 — LG Air Conditioning Technologies has extended its LG Connections Virtual Speaker Series. This dynamic series of monthly webinars provide architects, contractors, engineers, and professionals with ongoing education opportunities, product and innovation updates, design and service tools, and industry insights.

The series explores various topics focused on profitable strategies for enhanced building design and performance, comfort, and control while offering participants the opportunity to connect with LG's team of experts. LG Connections webinars are presented on the last Wednesday of each month at noon EDT and include a 45-minute presentation followed by 15 minutes of Q&A.

"LG remains steadfast in our commitment to the training and advancement of architects, engineers, contractors, building owners – anyone in the project chain," said Steve Scarbrough, senior vice president and head of LG Air Conditioning Technologies USA. "What was first launched during the height of the pandemic as a remote learning resource has evolved into an ongoing educational opportunity for the AEC (architects, engineers and consultants) community. This extended LG Connections webinar series is another tool within our comprehensive education arsenal that gives learners nationwide the ingredients to understand and apply new air conditioning technologies to an array of projects – from residential to commercial."

Since late 2019, LG has significantly enhanced its educational resources for project professionals, with distance learning being a key component of its overall training strategy. As a result, according to Scarbrough, webinar participants can expect to receive inspiring content and tools for differentiation that they can leverage now and during the economic recovery.

Details for upcoming webinar (12 noon – 1:00 PM EDT): Wednesday, August 31 – A Closer Look at the LG Inverter Scroll Heat Pump Chiller

LG invites design and construction professionals to mark their calendars on the last Wednesday of every month at noon EDT for the LG Connections Virtual Speaker Series. Upcoming Connections webinars and registration links are shared regularly on the company's LinkedIn. For more information about LG Air Conditioning Technologies, visit lghvac.com.

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Malco Products, SBC, Wins Gold 2022 Dealer Design Award



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), was recognized for excellence in product design in the 19th annual Dealer Design Awards Program sponsored by The News magazine. Malco’s C-RHEX® SAWTOOTH in 1/4-inch and 5/16-inch hex sizes earned Gold recognition in the Components and Accessories category.

“We are honored to receive this recognition from The News,” said Rich Benninghoff, Malco president and CEO. “Our research & design team spent several years perfecting the C-REX SAWTOOTH, which was designed specifically to address the problems facing HVACR pros in the field every day. The innovative product design culture here at Malco allows us to consistently create products that help users increase both productivity and flexibility on the job.”

The C-RHEX SAWTOOTH, introduced earlier this year, model features an integrated sawtooth design that can cut through soft and hardened HVAC and roofing sealant for rapid fastener removal. By adding a heavy-duty, deep-set magnet that does not contact the screw, 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, meaning 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.

ASHRAE Commits to Broad Building Decarbonization Initiatives in New Position Document

ATLANTA (July 12, 2022) – ASHRAE issued a position document on building decarbonization and its role on mitigating the negative carbon impact of buildings on the environment.

ASHRAE Position Document on Building Decarbonization presents the Society’s positions and recommendations for achieving a reduction in emissions through the renovation of existing building stock and improvements to new building designs.

“Building decarbonization encompasses a building’s entire life cycle, including building design, construction, operation, occupancy and end of life,” said 2022-23 ASHRAE President Farooq Mehboob, Fellow ASHRAE. “ASHRAE is leading the charge in accelerating the mitigation of carbon resulting from energy use in the built environment by providing this roadmap to further our Society’s mission of a healthy and sustainable built environment for all.”

ASHRAE’s position is that decarbonization of buildings and its systems must be based on a holistic analysis including healthy, safe, and comfortable environments, energy efficiency, environmental impacts, sustainability, operational security and economics.

By 2030, the global built environment must at least halve its 2015 greenhouse gas (GHG) emissions, whereby:

- all new buildings are net-zero GHG emissions in operation,
- widespread energy efficiency retrofit of existing assets are well underway, and
- embodied carbon of new construction is reduced by at least 40 percent.

Additional positions and recommendations include the following:

- Increasing stringency and enforcement of energy codes are critical for decarbonization.
- Whole Building Life Cycle Assessment must be considered in future building codes to reduce embodied and operational GHG emissions related to buildings and their HVAC&R

systems.


- Building Performance Standards (BPS) should be considered as a policy tool for existing building decarbonization.
- Decarbonization policies must contemplate and mitigate impacts on disadvantaged communities and less-developed nations.
- Building decarbonization strategies and policies must consider healthy, safe, and comfortable environments; environmental and social impacts; sustainability; resilience; and economics.
- Promote research and development of heat pump technology.
- Support the development, update, and adoption of relevant standards and guidelines that facilitate the whole life reduction of GHG emissions from new and existing buildings.
- Encourage greater collaboration and the development of standards and guidelines among the energy, transportation and building sectors to improve secure building-grid integration, data communication, and optimization of energy performance (generation, use and storage).
- Work in partnership with industry to increase the capacity and opportunities for a skilled workforce supporting building decarbonization.

View the complete position document at ashrae.org/decarb.


“ASHRAE’s strength is providing the industry with practical solutions, guidance, and tools to develop science-based approaches to decarbonize the built environment on a global scale,” said ASHRAE Task Force for Building Decarbonization (TFBD) chair Kent Peterson. “ASHRAE’s technical guidance, standards and training have long been the basis for high-performing buildings and GHG emission-reduction strategies and this position document will amplify our efforts towards a more sustainable future for all.”




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VRF Outdoor Units:
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Mini VRF Outdoor units:
36K, 48K and 60K
(Heat Pump Only)



INDOOR UNITS INCLUDE: High Static and Low Static Slim Ducts, Wall Mounts, Full Size and Mini Ceiling Cassettes

Cooper&Hunter has entered the U.S. HVAC market with a full line of advanced VRF equipment. The CHV6 Urban series introduces the brand’s first heat recovery systems, which utilize 3 refrigerant pipes to provide simultaneous cooling and heating throughout a building or can be adapted into heat pumps with only 2 refrigerant pipes. CHV6 Urban ranges from 72K-192K Btu/h in single chassis or up to 456K Btu/h in modular systems. CHV6 Mini Urban systems (available in 36K, 48K, 60K) offer a heat pump solution for smaller applications.

cooperandhunter.us | TECHNICAL SUPPORT 786-953-6706

SELF-DIAGNOSIS

CHV indoor units use the self-diagnosis function to monitor and analyze malfunctions. Error codes are displayed on LED displays, remote controllers, or PCB boards as a general troubleshooting guide.

ENERGY-EFFICIENT TECHNOLOGY

CHV6 Urban series utilizes DC inverter compressors and brushless fan motors to maximize energy-efficiency.

HEAT RECOVERY

CHV6 Urban series can be installed as heat recovery or heat pump systems.

FLEXIBLE INSTALLATION

A wide range of capacities and capability to create modular systems provide optimum flexibility for any application. The compact and lightweight design of CHV6 Urban units is also advantageous for transport and installation.

INDOOR UNITS



High Static Slim Ducts:
7K - 96K Btu/h



Low Static Slim Ducts:
5K - 24K Btu/h



Wall Mounts:
7K - 24K, 28K Btu/h



Ceiling Cassette
5K - 19K Btu/h



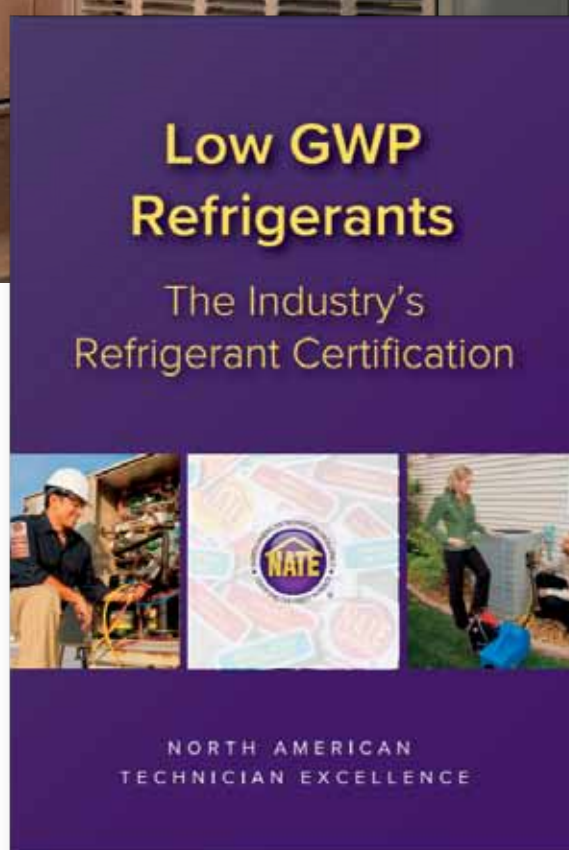
Mini Cassette
9K - 54K Btu/h





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ABC Institute Class of 2022 Graduation Ceremony

at the Charles F. Dodge City Center in Pembroke Pines, FL

On Saturday July 16th, at 11am, ABC Institute held their 2022 Graduation Ceremony at the Charles F. Dodge City Center in Pembroke Pines, FL.

Congratulations to all the 2022 Graduates: HVAC, Electrical, Roofing, Plumbing, Fire Sprinkler, and Line Erector.

ABC Institute (ABCI) is the single largest registered apprenticeship provider in the state of Florida.

The institute is partnered with Associated Builders & Contractors (ABC) Florida East Coast Chapter, which represents the largest commercial construction trade association in the state, having represented more than 22,000 members since its inception in 1950.

Locally, ABCI has produced a legacy of skilled and safe craftsmen and women. The institute is com-

mitted to training professionals with the highest levels of integrity, accountability, and personal responsibility. ABC Institute formally began training in 1975 and now has more than 45 years of experience in educating trade and management professionals with campuses conveniently located in Coconut Creek, Doral, Miami, West Palm Beach, Royal Palm Beach, and Titusville.



ABC Institute held their 2022 Graduation Ceremony at the Charles F. Dodge City Center in Pembroke Pines



HVAC graduates Nickson Eugene and Christopher Novatnack are already employed with William R. Nash, Inc.



The ABC Institute commencement procession included over 150 graduates!



Ruth Tirado, ABC Institute Vice President of Education, welcomed everyone to the graduation ceremony



Michael Bond of Milwaukee Tool (sponsor) speaks to the graduates and awards them each a nice tool bag



Daryl Campbell of the Florida House of Representatives spoke on the importance of apprenticeships



Nickson Eugene received a special award for Highest GPA



Peter M. Dyga, Ruth Tirado, and Nathan Ferree of the ABC Institute award graduate Nickson Eugene his HVAC diploma



Peter M. Dyga, Ruth Tirado, and Nathan Ferree of the ABC Institute award graduate Christopher Novatnack his HVAC diploma

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Johnson Controls Acquires Tempered Networks to Bring Zero Trust Cybersecurity to Connected Buildings Worldwide

- Acquiring Tempered Networks allows Johnson Controls to secure buildings data from edge to cloud with zero trust based Airwall technology
- Tempered Networks uses software-defined perimeters to create secure communications enabling micro-segmentation of building networks and granular access control and authentication that fortifies critical data and services
- Johnson Controls will roll out the Tempered Networks platform across deployments of its OpenBlue AI-enabled platform and will embed its technology in an increasing number of products and services

CORK, Ireland, June 23, 2022 -- Johnson Controls (NYSE: JCI), the global leader for smart, healthy, and sustainable buildings, acquired zero trust cybersecurity provider – Tempered Networks, based in Seattle, Washington. Tempered Networks has created 'Airwall' technology, an advanced self-defense system for buildings that enables secure network access across diverse groups of endpoint devices, edge gateways, cloud platforms and service technicians. It represents a step-change in operational technology built on secure transmission pipelines to ensure buildings data exchanges and service actions can only take place between people and devices that are continuously authenticated.

The acquisition gives Johnson Controls the capability to provide zero trust security within the fabric of its OpenBlue secure communications stack, advancing its vision of enabling fully autonomous buildings that are inherently resilient to cyberattack.

How Airwall Works

Tempered Networks Airwall technology uses the Host Identity Protocol and a cloud-based policy orchestration platform to create new overlay networks built on encrypted and authenticated communication. The policy manager (a.k.a. the conductor) enforces configured digital policies that control connections within the cloaked overlay system. The default position for the policy manager is 'zero trust', i.e., only allowing connections between continuously authenti-

cated and authorized entities. Once a communicating device authenticates itself correctly, an encrypted tunnel is created through which data flows. The advantages of this cybersecurity technique are as follows:

- The creation of an always-on and software-defined security perimeter protecting device-to-device, device-to-cloud and device-to-user interactions.
- Airwall achieves this by using Host Identity Protocol to create a cloaked and micro-segmented network which overlays a building's existing network infrastructure, making the solution also highly cost-effective.
- A new level of authentication for connected building systems is created, allowing for greater system automation of functions such as heating and cooling, lighting, security and airflows.

"When it comes to buildings, we must create easily implementable cybersecurity defenses as we're often dealing with critical infrastructure, including assets such as data centers and hospitals," said Vijay Sankaran, vice president and chief technology officer, Johnson Controls. "Tempered Networks Airwall approach is purpose-built for our sector as it's designed around principles of zero trust, securing device communications as data moves between devices and the cloud – so enabling remote building optimization in the most trusted way possible."

Technology Integration

Tempered Networks Airwall technology is being integrated into Johnson Controls OpenBlue platform which is increasingly recognized as a leading smart building software platform with advanced AI-enabled building management capabilities. OpenBlue provides a flexible computing approach for converging building technologies and making those technologies more insightful, powerful, and optimized through edge AI and through full machine learning in the cloud. The ultimate goal is to make all buildings smarter, healthier and more sustainable.

"Digital transformation is the primary way we'll make the world's buildings more autonomous and

resilient," said Bryan Skene, chief technology officer, Tempered Networks. "Being acquired by Johnson Controls allows us to fully integrate our Airwall technology into their software stack, providing an advanced security platform for a range of edge to cloud applications. Our ambition, now that we're part of Johnson Controls, is that building systems everywhere can be managed from anywhere and remain secure from cyber threats."

The acquisition of Tempered Networks builds on the previously announced selection of the company as a core component of Johnson Controls OpenBlue platform and services. The integration of Tempered Networks' security technology further builds on other recent acquisitions including Foghorn whose technology is taking the company's edge AI capability to new levels for compute-constrained devices. It also complements partnerships with Pelion and DigiCert to provide advanced secure device management and digital trust for smart building technology.

Financial terms of the transaction were not disclosed. To learn more about Johnson Controls' approach to cybersecurity, please visit www.johnsoncontrols.com/cybersolutions.

At Johnson Controls, we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

Building on a proud history of more than 135 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering.

Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry. Visit www.johnsoncontrols.com for more information and follow @Johnson Controls on social platforms.

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Carrier Introduces New Addition to Multizone Heat Pump Outdoor Ductless System Portfolio



INDIANAPOLIS, July 6, 2022 — Today, Carrier introduced a new high-performing series to the multizone heat pump outdoor ductless system portfolio, the 38MG(R/H)B, to replace the current 38MGR series. These new units began phasing in as of June 2022 in conjunction with the phase out of 38MGR

units. 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.

"We're pleased to introduce the new replacement units for the 38MGR multizone heat pump outdoor systems to meet the growing need for high efficiency heat pumps in North America," said Paul Rebelo, Managing Director, NA Ductless & VRF, Carrier. "The new 38MG(R/H)B system is an innovative addition to the outdoor ductless system portfolio. We look forward to working closely with our dealers and distributors on the adoption of this exciting new offering."

The 38MG(R/H)B system features additional high heat and standard heat models with performance of up to 25.0 SEER, 11.3 HSPF and 96% capacity maintenance at 5 degrees F (-15° C). Standard features for these units include built-in base pan heaters, auto-start functionality, quiet outdoor operation, anti-corrosive fin coating and more.

This new lineup will be made available on a rolling basis based on the depletion of current 38MGR model inventory.

To learn more about Carrier's full heating and cooling solutions lineup, please visit: <https://www.carrier.com/residential/en/us/products/ductless-mini-splits/>



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Mingledorff's, Inc., Peachtree Corners, GA to acquire McNellage & Associates, Inc., Daphne, AL

PEACHTREE CORNERS, GEORGIA – July 20, 2022 – Mingledorff's, Inc. ("Mingledorff's") is pleased to announce the signing of an agreement to acquire the assets of McNellage & Associates, Inc. of Daphne, Alabama ("McNellage & Associates"). The parties hope to close the transaction in the third quarter of 2022.

Commercial HVAC customers and stakeholders throughout the Gulf Coast should benefit from the synergies gained through this acquisition. "McNellage & Associates has a decades-long, strong reputation with HVAC contractors, end users, engineers and architects in the Gulf Coast region. Their substantial

industry knowledge and rock-solid customer relationships have established them as a leading provider of commercial HVAC equipment in the Gulf Coast.

We are excited about combining McNellage & Associates' best-in-class relationships and expertise with our industry-leading equipment lines and corporate resources," said David Kesterton, Mingledorff's Inc. President & Chief Executive Officer. The president of McNellage & Associates, Bubba McNellage, added, "The combination of Mingledorff's long tradition of customer satisfaction and McNellage's engineered systems market leadership will make Carrier the pinnacle of the applied HVAC market on the Gulf Coast."

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7:30am Putting Contest
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GOLF TOURNAMENT
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Instructors Needed EARN ADDITIONAL INCOME

Florida Air Conditioning Apprenticeship Association (FACAA) are desperately seeking experienced Professionals to teach for the Air Conditioning Apprenticeship Program. The ideal candidates will be teaching on Monday and Wednesday evenings at Palm Beach State College, Lake Worth Campus from 6:30 – 9:30 pm.

Tuesday and Thursday evenings at Chuck Shaw Technical Campus
4260 Westgate Ave, West Palm Beach
From 6:30 – 9:30 pm.

Interested and experienced candidates can call Steve Sparks, FACAA 561-262-7523.

Allied Air Named Gold Winner in 2022 Dealer Design Awards



West Columbia, SC (July 20, 2022) — Allied Air Enterprises, a Lennox International Inc. Company, has been recognized for excellence in product design in the 2022 Dealer Design Awards Program, sponsored by The ACHR News. The company's LYNX™ 18 SEER Inverter Heat Pump under the Ducane™ brand was chosen as the Gold winner in the Residential High-Efficiency category. Selected from 132 entries by a panel of independent contractors, the winners of the 2022 Dealer Design Awards represent the outstanding product innovations serving the HVAC industry today.

ACHR News Sarah Harding stated, "These awards give us a unique opportunity to recognize the outstanding research and development efforts that go into many of the products serving the HVACR industry." As one DDA judge noted, "All contractors are struggling with access to equipment, finding many sizes of different pieces of equipment out of stock. This (LYNX 18) solves a very real problem in our industry."

"The Allied Air team is excited to have our LYNX 18 SEER Inverter Heat Pump named a Gold winner in the Residential High-Efficiency category of The ACHR News Dealer Design Awards," said Kim McGill, VP - Marketing, Allied Air Enterprises. "Designed as an intelligent replacement upgrade, LYNX 18 provides a balance of performance and value for any budget to generate new business opportunities for Allied's dealers and installers."

Powered by intelligent algorithms instead of expensive, proprietary thermostats, the versatile LYNX 18 works with a wide range of conventional 24v thermostats. The unit's proprietary QuickLink™ Inverter Technology provides superior comfort, with consistent dehumidification and temperature levels. The LYNX 18's five operating modes can dial in the perfect balance of comfort and increase energy savings by up to 22% annually compared to conventional 14 SEER single-stage heat pumps.

For more information on the new LYNX™ 18 Inverter Heat Pump and Allied Air Enterprises' complete line of leading heating and cooling solutions please visit www.alliedair.com.

METUS Collaborates with Credit Human Federal Credit Union



The Credit Human Federal Credit Union headquarters, San Antonio, Texas, sets a new standard for sustainable building design. A collaboration between Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, and Credit Human, the building achieves ambitious goals for reduced energy consumption, water conservation and lowered carbon emissions.

In keeping with Credit Human's core values, Steve Hennigan, CEO, aimed to demonstrate how good stewardship of financial and environmental resources goes hand in hand. The Credit Human project team and METUS worked together to design a Mitsubishi Electric CITY MULTI water-source VRF system with approximately 900 tons of capacity, supported by 152 ground-linked wells, to heat and cool the new headquarters.

"One of the things that most people don't understand about this area of the country [Texas] is that water is a big deal," Hennigan said when discussing the decision to go with a ground-linked water-source VRF system. "Cooling towers use lots of water, so by going with a ground-source system [from Mitsubishi Electric], we went from the design possibility of having [needing] six cooling towers to only two. That decision alone reduced our water consumption by more than one million gallons of potable water per year."

All-electric VRF heat-pump and heat-recovery systems from METUS provide energy-efficient, high-performance heating and air conditioning to commercial spaces of all sizes and functions, including Credit Human. The zoning technology has earned the attention of environmental stewards and business leaders by delivering value and helping improve operating costs while maximizing sustainability and occupant comfort.

High standards for efficiency, sustainability and wellness made the Credit Human building a complex, multi-faceted undertaking for the project team. Still, the facility has already delivered a significant return on investment. Credit Human saw a 91 percent reduction in utilities and carbon emissions and an 85 percent reduction in water usage compared to the former Credit Human building. "We built a project that should last 100 years or more," Hennigan said.

As builders and building owners realize the benefits of Mitsubishi Electric VRF technology, including sustainability, durability, efficiency, comfort control, improved IAQ and reduced lifecycle costs, expect more projects to follow Credit Human's lead.

To learn more about the Credit Human headquarters and view videos with insights from the project team, visit the Case Study page on MitsubishiComfort.com.

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