Volume 34 / Number 2





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



Daikin/Goodman Celebrates Grand Opening of New Location in Port St. Lucie (see page 20)



SFACA Hosts Annual Inspector Night at Tropical Acres in Ft Lauderdale (see page B4)



PBACCA Florida Air Conditioning Apprenticeship Graduation Dinner in Lake Worth (see page B6)



Understanding 2023 Minimum SEER 2 Equipment Standards



Under the authority of the US Department of Energy (DOE) the next set of energy efficiency standards impacting manufactured residential and commercial, single phase, equipment will take effect on January 1, 2023. The new SEER 2 testing and rating system will raise all

Publisher

HVAC equipment's external static pressure testing conditions by a factor of 5. The new testing procedure (M1) ensures units are tested to better reflect field conditions of installed equipment and will provide the HVAC professional and their consumers with a more accurate gauge of a systems overall efficiency. All air conditioning and heat pump systems must be in compliant by January 1, 2023, even if they meet current SEER ratings.

The requirements will vary by region with the United States being divided into three regions. There will be the North region, the Southwest region, and the Southeast region. Each region will have unique minimum efficiency standards. The Southeast region will be made up of the states of: Florida, Georgia, Alabama, Mississippi, Louisiana, Texas, Oklahoma, Arkansas, Tennessee, Kentucky, North Carolina, South Carolina, Virginia, District of Columbia, Delaware, Maryland, Hawaii, and the US Territories. The Southwest region will be made up of the states of: Arizona, California, Nevada, and New Mexico. The North region will cover all the remaining states. This article will concentrate on the Southeast region requirements.

To meet the new SEER 2 requirements for the Southeast region, residential central air equipment below 45,000 Btu must have a SEER 2 rating of 14.3 (15.0 SEER). Residential central air equipment above 45,000 Btu, must have a SEER 2 rating of 13.8 (14.5 SEER). *No equipment that does NOT meet these minimum requirements may be sold in the Southeast region after December 31, 2022.*

A RULE OF THUMB IS THIS:

If a piece of Air Conditioning equipment discontinued by an OEM is installed in the Southeast region AFTER January 1, 2023, the SEER rating must be GREATER than the following:

Under 45,000 Btu/h Over 45,000 Btu/h 15.0 SEER 14.5 SEER go to page 8

80 Has Never Looked So Cool!

This month Arturo Alba, owner of Arco Supply, Inc. in Lake Worth, is celebrating his 80th birthday! Born in 1942 in Guantanamo, Cuba, Arturo came to the US after graduating high school when he was nineteen. At the time, Castro had already come to

power and Arturo knew he would most likely never return to his homeland. He flew from Cuba to New Orleans to attend the University of Southwest Louisiana and studied mechanical engineering. After graduating in 1966, Arturo made his way to Florida and worked for The Quaker Oats Company, which used to have a mill in Belle Glade. Soon after, Arturo became interested in the



a borrowed pick-up truck. Forty-three years later, the wholesale air conditioning company has grown considerably and is still family owned and operated. It is also a local favorite! Take a peek at their 5-star rating on Google to see what their loyal customers

rave about. The reviews all read along the lines of, "Quick service. Friendly knowledgeable staff. They are the best!", posted recently by Dave Stewart.

Arturo can be found

AccuAir/Bard attends The FEFPA Summer Conference at the Boca Raton Hotel (see page 4)

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Arturo Alba Sr.

at Arco daily and is joined by his son Arturo Jr., daughters Ana and Cecilia, and a staff that includes employees who have been around for 20 and even 30+ years!

Please join us in cel-

ebrating Arturo's birth-

ing industry through a family member. He gravitated towards the business side of distribution in which he has never looked back. Arco Supply opened its doors on April 19, 1979 with two employees and

day throughout the month of September. Arco will be running various specials to commemorate the grand occasion, and will also have Cuban coffee and pastelitos from 7:30 - 10 a.m. on September 30th. All customers are welcome to join!

photo by Pelican Pix



Thursday

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For more than 20 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.

This is our way of saying Thank You! We hope to see you there.





SEPTEMBER 2022

TODAY'S AC & REFRIGERATION NEWS

PAGE 3

5 Critical **Cash Mistakes**

Ruth King's Contractors Cents

It's busy and a lot of cash is coming in the door. You might get sloppy with cash or have a false sense of security if you are making these five cash flow mistakes.

1. You operate your business by looking at your checkbook. You only pay attention to how much cash you have in the bank. If you have enough cash to cover payroll and your bills, you think your business is fine. It might not be.

If your business is growing, the cash in the bank will grow – whether or not your business is profitable, as long as you collect for the work you do. I helped a contractor who had grown to \$2 million and when growth stopped, the cash problems appeared – they couldn't take their discounts all the time and occasionally they had to scrounge to meet payroll. After analyzing their company operations, the company was losing a nickel for every dollar they took in the door. Growth masked the losses because the cash from one project funded the next. Make sure your business is profitable even if you have cash in the bank.

2. You think you can lose money on maintenance and make it up on service or replacement. If you have 1,000 maintenance agreements and you lose \$10 on each one that is a \$10,000 loss. Assuming that you normally earn 8% net operating profit you have to generate \$10,000/.08 or \$125,000 in revenue to make up for it. Can you?

Maintenance agreement pricing should be set so that you at least break even on the maintenance work you do. If your maintenance prices are higher than others, then you have to explain the value of your maintenance plans to customers. What are you providing that others are not? This could be lifetime warranties on repairs, cleaning rather than "checking" or other benefits that your competition is not including.

3. You don't have proper cash handling procedures in place. Put the proper procedures in place so that you

don't tempt the honest people when they get into cash trouble. And, if embezzlers are hired, they see the procedures in place and will probably quit because they discover it will be harder to embezzle. They'll find an easy target - business owners who don't pay attention to the financial side of their business.

Put, at a minimum, these procedures in place:

- look at your bank accounts on line every day. This takes less than five minutes. See what money came in, what money went out (whether through ACH payments or checks), and make sure the inflows and outgoes make sense. Question anything that looks strange.
- bookkeeper does not sign checks
- owners or senior managers are the only ones who can add a vendor to your software program
- person who opens the mail does not make bank deposits
- send bank statements home.

4. You are not your own bank - build a thriving maintenance program. I've seen bankers put contractors out of business. The contractor has a line of credit with a bank and the bank is sold or management changes their loan practices. The bank calls the line and the contractor has 30 days to pay it back and can't do it. The bank takes all the assets pledged to the line and the business is out of business.

Build a maintenance program. Put at least 50% of the cash received from maintenance in a savings account. Then your pleasant dreams won't turn into nightmares wondering whether you have enough cash to make payroll this week.

5. Not putting 1% of every dollar that comes in the door in a savings account. This is a corollary to #4. Even if you don't put all of your maintenance agreement money away, you can still put 1% of every dollar you deposit in the bank into a savings account. Do it starting today.





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

> **Reach her at** ruthking@hvacchannel.tv.

Next Topic: An Apple a Day What does the phrase "An apple a day keeps the doctor away" have to do with your business? In its current form, nothing. But, I've changed the phrase so that it has meaning for your business...see below.

Here's why: Your employees watch what you do. They know when you're in a good mood, when you are stressed, and when you are upset. You don't have to say anything. They watch your body language.

They cannot read your mind. You might be stressed because of non-work issues. Unfortunately, when you are stressed or upset and don't say something, your employees' have a creative, negative imagination. Their fear of something wrong with the business, fear of job loss, and other negative ideas start becoming reality for them and it affects their attitudes and work performance.

If you are not having fun, enjoying helping customers be more comfortable in their homes/offices, then guess what? Your employees won't be having fun either. Your attitude rubs off on your employees. And their attitudes are seen and sensed by your customers...who write your paychecks. You have a downward negative spiral. How do you turn this downward negativity around? Say thank you. Yes, it's that easy!

Every day find a way to say thank you to at least one person. "A thank you a day keeps the doctor away."

When you are sincere in saying thank you, you can't be grumpy. You will feel better just by saying it. Then, your attitude picks up and everyone's attitude improves. Even when you are stressed out, saying thank you helps you feel better.

You can also put a note in pay stubs. The first time you do it, your employees will expect something negative, especially if you've only put notices about policies and procedures in their pay stubs in the past. Imagine their surprise when they find a heartfelt thank you!





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as a cooperative effort between a small group of

The Florida Educational Facilities Planners As-

HVAC installation.

AccuAir-Bard Attends The FEFPA

Summer 2022 Conference

Boca Raton Hotel - August 1-4, 2022



The FEFPA Summer Conference 2022 was held at the Boca Raton Hotel in Boca Raton, FL from August 1st-4th 2022. Throughout the conference the panelists were engaged in discussions which challenged traditional thinking in public education. There were sessions on legal issues, new trends, project delivery, technical aspects of facilities planning and more.



FEFPA attendees learned from national experts and heard current policymakers discuss their views



Frank Suranyi of AccuAir Inc. with Randy Stewart of OCI Associates, and Leon Essex of Manufacturers' Marketing and Bard



Danny Celis of VoltAir with Leon Essex of Manufacturers' Marketing and Bard



The Exhibit Hall was open during lunch which was prepared by the Boca Raton Hotel



Luis Rinzivillo, Greg Duggan and Penny Anderson of AccuAir, Leon Essex of Manufacturers' Marketing and Bard, Frank Suranyi of AccuAir

The AccuAir team is both knowledgeable and school districts' facilities planners and the Department of Education, Office of Educational Facilities (OEF). When the community colleges came into being, those planners began to participate and recently, along with university planners, practicing architects, engineers, product manufacturers, and vendors have been encouraged to participate and become members and associate members.



Leon Essex of Manufacturers' Marketing and Bard showing some of the newest Bard features to Frank Suranyi and Luis Rinzivillo of AccuAir Inc.



(left) Luis Rinzivillo and Frank Suranyi (right) of AccuAir Inc. with William Barimo of Miami-Dade Public Schools



There was a great attendance at the FEFPA Summer Conference!



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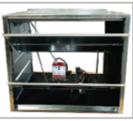


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Upflow (1.5 - 5 ton unit for residential/commercial uses.



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RGF® Environmental Group, Inc.'s Newest Indoor Air Quality Product is Verified Zero Ozone



Beach, FL (August 23, 2022) RGF® Environmental Group, Inc., a leading manufacturer of Indoor Air Qualitv (IAO) devices. is thrilled to announce the launch of the REME HALO®Zero

that utilizes RGF's proprietary aGHP-CellTM technology with Verified Zero Ozone validation to UL 2998.

REME HALO®Zero in-duct air purifier can be installed in any HVAC system to improve air quality throughout the treated space. The REME

Port of Palm HALO®Zero creates low-level, airborne Gaseous Hydrogen Peroxide (aGHPTM) for distribution throughout the air-conditioned space actively reducing bacteria, viruses, odors, mold, allergens, and dust at the source.

> "I am proud to introduce this emerging technology which will have a huge impact on Indoor Air Quality. RGF® continues to be a proven leader and is at the forefront of innovation and award-winning technology," says RGF® Mat Charles, Vice President of Global IAQ Sales.

In the coming days, RGF® will roll out this new technology in markets across the US and internationally. RGF® remains a global leader in innovative environmental solutions, testing, and validation and is committed to building a cleaner planet for generations to come.

About RGF® Environmental Group, Inc.

RGF® manufactures over 500 environmental

products and has a 37+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities. RGF® 's Lakeland, FL facility adds over 40,000 square feet for backup production and lamp production. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.

*For more information, please contact Ashley Gibb, Director of Operations, email agibb@rgf. com or phone: 561-848-3769.

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high-efficiency comfort with simplified installation and setup. It gives consumers ultimate control of individual room temperature and humidity in up to eight zones that they can manage anywhere with the new and improved Hx[™] app. In addition, the new app gives contractors simplified installation with an easy setup and mainte-

access and monitoring with homeowner permission.

tem is a complete home comfort system with state- ing Zoning System is compatible with any existing of-the-art zoning technology, offering improved, 3-wire, 24V power open/close damper. This reduc-



es changes to existing ductwork, saving homeowners on material and costs, while saving contractors on installation time. In addition, the system features intuitive, easy-to-read error messages and one-touch testing of airflow and damper settings without additional sensors and probes.

To learn more about

nance interface on the HxTM app, along with remote the YORK HxTM3 Communicating Zoning System, visit: https://www.york.com/residential-equipment/ Unlike zoning equipment that require bypass residential-thermostats/hx3 zoning system ds

Johnson Controls Unveils New Line Of Residential Air Conditioners That Meet Doe 2023 Efficiency Regulations



forward products that not only are ahead of the curve in meeting the upcoming energy efficiency regulations, but that also deliver the affordability and reliability that are a must for homeowners," said control box and full access from the top and side of Doug Schuster, vice president and general manager, Global Ducted Systems, Johnson Controls. "The new 14.3 SEER2 air conditioners can save up to 40% on energy bills compared to older low SEER systems - all while being offered at an entry level price point." The new systems meet the DOE required 14.3 SEER2 cooling efficiency targets as well as the EER2 requirements for the southeastern and southwestern U.S. regions. Expertly designed, engineered and rigorously tested, these air conditioners offer the latest in energy savings and lasting performance for years to come. "Homeowners are looking for efficiency and effectiveness, and these new models deliver both - ensuring comfort and satisfaction in their purchase," said Bart Balthazor, residential product manager, Ducted Systems, Johnson Controls. "These new models are available for purchase in the U.S. and Canada through our direct and indirect channels." Designed and constructed for optimal installa-

"The Johnson Controls team is pleased to bring tion, performance and serviceability, they feature a durable powder-coating painted finish, low-sound and vibration direct-drive fan design, and easy installation and serviceability thanks to a swing-out

MILWAUKEE - (August 2, 2022) - Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched a new line of 14.3 SEER2 residential air conditioners designed to meet the upcoming Department of Energy efficiency standards that go into effect January 1, 2023. The redesigned air conditioners are available in 1.5 to 5 tons and feature aluminum alloy micro-channel coils to ensure maximum energy efficiency and durability at an entry-level price point. The new product line is available for YORK®, Luxaire®, Coleman®, Champion®, Fraser-Johnston®, Guardian® and EvconTM brands.

the units.

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HARDI Distributors Report 17.9% Percent Revenue Increase in June

COLUMBUS, Ohio, August 1, 2022 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 17.9% percent during June 2022.The average annual sales growth for the 12 months through June 2022 is 23.6% percent.

"It looks like the annual sales growth has peaked," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The annual sales growth was near 25% during the first quarter, then in the 23.5% area the second quarter. The annual sales growth rate has peaked in five of our seven economic regions, and the industry PPI peaked in April."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 39 days at the end of June 2022. "The June 2022 DSO is comparable to June 2021. This rate is considerably better than the pre-pandemic June level in the 43-day area," said Loftus.

The TRENDS growth rate is a lot like the other economic data we have seen lately. The results have been very strong but appear to be running out of steam. Average monthly job growth was 450K during the first six months of the year but 375K during the second quarter. Monthly job gains in the 400K area is unsustainable, especially since the average monthly growth during the Great Expansion was 200K and the unemployment rate is down to 3.6%. "Growth for our economy and TRENDS has been exceptional but will be slowing during the year ahead. Interest rates are considerably higher than at the beginning of the year and Consumer Sentiment is considerably lower," said Loftus. "Economic cycles are not extinct and this one is rolling over into the next phase."

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

Understanding 2023 Minimum SEER 2 Equipment Standards

(continued from cover story)

2023 compliance for existing equipment inventory is based on the least efficient combination of indoor and outdoor units, usually the coil only rating, listed on the equipment energy guide label. If a range is given, the least efficient rating should be used. Blowercoil combinations cannot be used to meet the minimum efficiency requirements. (DOE guidance from 12/16/21). Compliance of the new energy efficiency standards in the Southeast is based on the installation date for split system and package air conditioners. Heat Pump compliance in the Southeast and all other product types will be based on the date the equipment was manufactured.

Heat Pump minimum efficiency standards will be on a national basis. Existing 14.0 SEER heat pumps manufactured prior to January 1, 2023, may still be sold, and installed on or after January 1, 2023, in the US.

Split System Heat Pumps, in any region including the Southeast, must meet SEER 2

rating of: 14.3 SEER 2 (15.0 SEER) and 7.5 HSPF2 (8.8 HSPF) requirements. These units will be required to adhere to the new testing measures and meet SEER 2 rating requirements. Single packaged Heat Pumps may remain at 13.4 SEER 2 (14.0 SEER) and 6.7 HSPF2 (8.0 HSPF)

These changes to SEER 2 will make existing inventory management, for both contractors and distributors, in the Southeast region more complicated. Distributors will be required to maintain records of all split system central and packaged air conditioners sold for 54 months. Those records should include model and serial numbers, company sold to, and delivery information for every piece of equipment they sell.

Contractors will be required to maintain records of all split system central and packaged air condition-



ers sold for 48 months. These records should include model and serial numbers, date of installation, to whom sold and delivery address.

The DOE can conduct audits and investigations and plans to aggressively enforce the new regulations. Dealers and contractors caught installing non-compliant equipment will be forced to replace the equipment at their cost. Repeat violations can be put on a do-notsell list. Distributors are subject to the same do-notsell penalty if they knowingly and repeatedly supply non-compliant equipment, to contractors, who install that equipment in violation of the southeast regional

minimum.

Any distributor or contractor identified as a routine violator will be prohibited from purchasing any of the seven classes of products identified in the Code of Federal Regulations. 10-CFR-430.32.

Why SEER 2 now? A higher SEER rating means less electricity will be used. That is good for all of us. By increas-

ing SEER from 14 to a 15 SEER, a consumer will be reducing CO2 emissions and can decrease electricity expense by as much as 7%. Saving money, is always a good thing.

This change is SEER is more than a little confusing. Imagine being on the border of Kentucky and Indiana and having locations in each state. Different regulations would apply. We are here to help.

If you or your company would like to learn more about the changes coming on SEER 2 in 2023 and the refrigerant changes coming to equipment in 2024, we have training courses available. We can do in house, or webinar training for you and your teams. Contact me by phone or email at; Bruce Heberle – HVAC Training Consultants at: bhheberle@gmail.com or 850-499-1430 so we can get you on our fall training calendar.

CBT Technology Institute's Skills Competition



Winners of the CBT Skills Competition displaying their prizes from generous sponsors



CBT students were also competing in setting up devices to work with the HVAC system

CBT Technology Institute's Skills Competition their skills to the test.



A CBT HVAC student using her skills to compete in setting up a compressor

were designed by skilled focused instructors whose

days were held throughout their 3 campuses in Hialeah, Flagler, and Cutler Bay from August 16th – 18th. With a supportive panel of employers who judged each activity that was held for both the Electrical and Air Conditioning and Refrigeration programs. In our HVAC section, generous Sponsors such as a Everwell Parts, Klein Tools, Saez, and Yates gave our 1st, 2nd, and 3rd place winners for the Welding, Wiring AC Model and Compressor Set-Up and Identification of Refrigerants tool prizes. It was a great moment for our students to get to know future employers as well as put CBT Technology Institute is focused on a career readiness environment where skills taught are essential in today's workforce and aimed toward gainful employment. Students are exposed to practical learning curricula which are guided through the principles of real-world, technology driven, and transferrable workplace skills. CBT operates under the belief that career and technical education are essential to the current workforce and only skilled focused education will be the driving force to support the demands of the employer community. The Skills Competition event focus is on hard skills and competency-based educa-

tion alongside workplace skills. CBT had an onsite job fair during the 3-day event, where students had an opportunity to speak with potential employers.

Where There's a Skill, There's a Way! If you'd like to learn more about CBT, please visit www.cbt. edu and visit the social media @MyCBTTech. The next skills competition will be held during anniversary month as they celebrate 34 years of career technical education! To learn more about sponsorship opportunities contact Monica@cbt.edu



Andres Ponce of Target Sales had a booth displaying the latest HVAC products available



This workstation involved the proper wiring of an actual HVAC system



A portion of the competition was focused on the identification of refrigerants





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HVAC School For Techs by Techs

words to classify refrig-

erant. As such, there are

all sorts of complicated

refrigerant acronyms:

HFC, HCFC, CFC.

Let's also not forget

the mythical zeotropic,

Learn About Fancy Refrigerant Words

By Bryan Orr



Bryan Orr

azeotropic, and nearazeotropic descriptors. Let's simplify those.

CFC - Refrigerants that are really bad for the ozone layer. They are almost all gone. R-12 and R-11 are examples.

HCFC - Refrigerants that are bad for the ozone layer but not as bad as CFCs. The most common example is R-22, which is no longer being manufactured in or imported into the United States. (Unsurprisingly, R-22 is very expensive nowadays. If you plan to retrofit an R-22 system, you might want to consider reading about some of our retrofit tips.)

HFC – Refrigerants that aren't bad for the ozone layer, but they add to global warming through the greenhouse effect. The most common one is R-410a, which has a global warming potential (GWP) of 2088. The high-GWP HFCs are entering a phasedown in the United States. For more information about the HFC regulations and refrigerant replacements, please listen to one of our live podcasts from AHR with Jason Obrzut. You may also want to visit the webpage for AHRI's Safe Refrigerant Transition Task Force. R-32, a replacement for R-410A, is also an HFC but has a much lower GWP than R-410A.

Zeotropic/Azeotropic

When it comes to the whole zeotropic/azeotropic classification system, the main thing you need to know is that older refrigerants were often just one type of molecule. That meant that they condensed and evaporated consistently, and it didn't matter if you added them to the system as vapor

ARE YOU #2023READY?

Here's What's Changing

The Department of Energy (DOE) is increasing the minimum efficiencies for central air conditioners and heat pumps. The testing procedures for determining those efficiencies are changing as well.

The HVAC industry or liquid. These simple refrigerants were known as uses all sorts of fancy PURE refrigerants.

Today, we mostly work with HFC and HCFC blends (though HFOs may also step up to the plate to replace the refrigerants being phased out). These blends can be azeotropic, which means they blend together and act as one refrigerant. Otherwise, they can be zeotropic, which means they have something called "glide."

Glide refers to the boiling/condensing temperature range resulting from the different boiling and condensing temperatures of the refrigerants in the mix. Rubber meets the road in a refrigerant with high glide when you need separate "condensing" and "boiling" temperatures on the PT chart. R-407C is an example of a high-glide zeotropic refrigerant, whereas R-410a has very little glide. While R-410a is TECHNICALLY zeotropic, it is so close to being azeotropic that the industry coined the phrase "near-azeotropic."

In all blends, you must charge the refrigerant as a liquid to prevent the refrigerants from separating in the vapor state. You usually have to invert the tank, and you may also need to use a charging orifice. As always, when charging liquid in the suction line, add it slowly and carefully, allowing all the liquid to boil off before entering the compressor to prevent flooding/slugging.

—Bryan



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Fernando Quintana **Joins York Factory Direct as Account Manager for East** Central / Northeast **Florida Region**



York Factory Direct is pleased to announce that Fernando "Tito" Quintana has accepted the position of Account Manager for their East Central / Northeast Florida region reporting directly to John Petty/Regional Sales Manager. He will work closely with customers and prospects to ensure our core busi-

Fernando "Tito" Quintana

ness objectives, programs and product offerings meet the needs of our Factory Direct customer network.

Fernando brings a wealth of knowledge with him from his more than 29 years in the industry distribution roles including starting in the warehouse, inside sales, branch manager and outside sales. He is a proven top performer exceeding sales goal expectations and is very well known for his dedication and customer support advocacy.

For more information regarding York and their products including our side discharge HMH7 inverter system please visit YorkNow.com. Reach out to Fernando directly to learn more regarding York Dealer Programs and don't forget to ask him about the FREE 5 Year labor warranty. He can be reached directly at 386-225-5510 or fernando.quintana@jci.com.

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What you need to know

Are you ready for the new Department of **Energy Changes?**

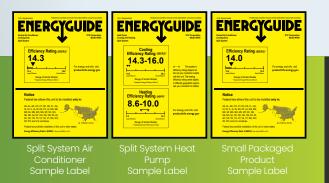


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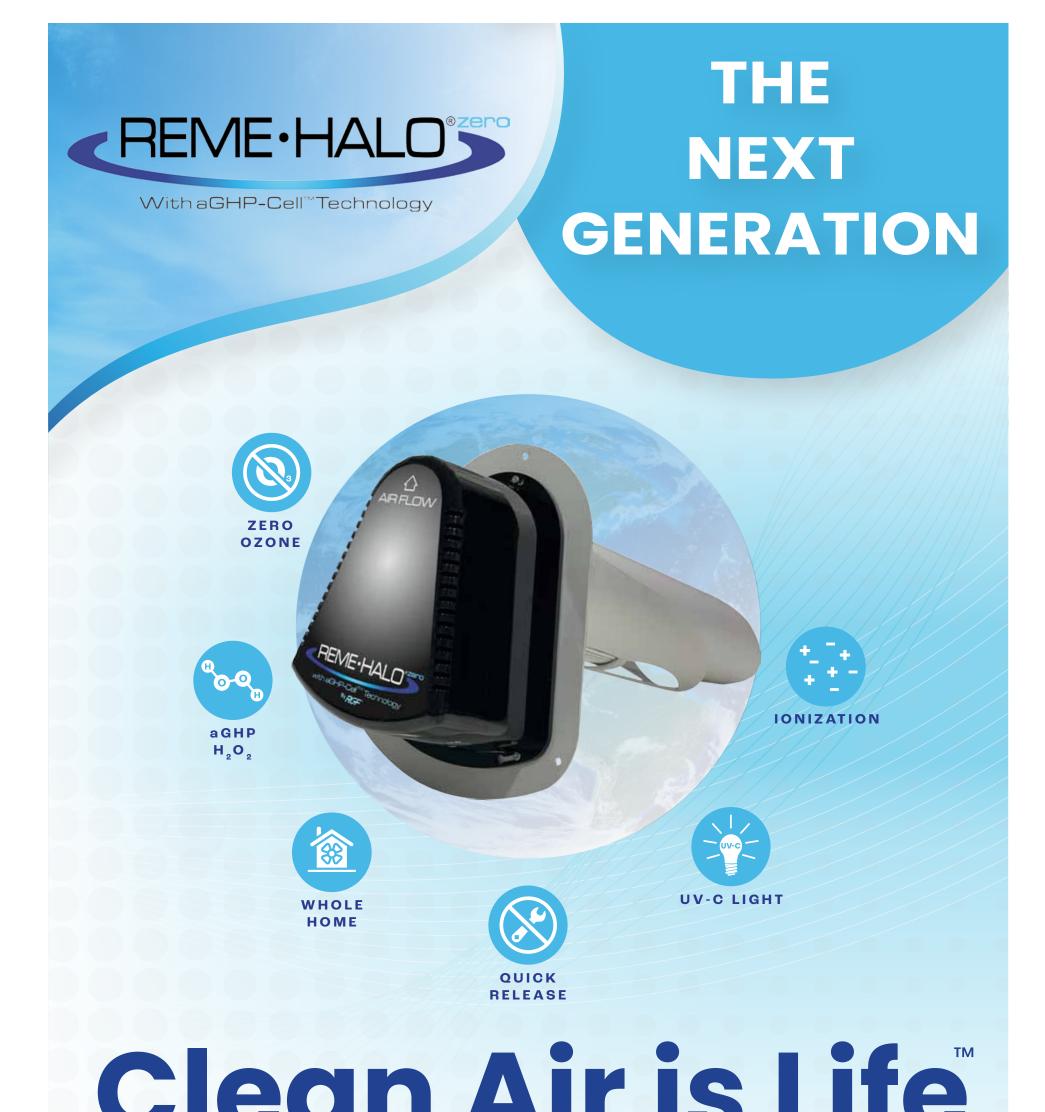
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TODAY'S AC& REFRIGERATION NEWS

SEPTEMBER 2022

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



Houston, TX, August 30, 2022 - RectorSeal®, Houston, a leading manufacturer of quality HVAC/R, and plumbing accessories, and a wholly-owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is now a master

national distributor of Drain GuardTM HVAC condensate drain guard products.

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

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

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



Message from **FRACCA** President **Will Barnes**



Greetings,

This has been one long hot Summer, and it is not finished yet! A HUGE THANK YOU to our Members and their Technicians that keep us COOL!

This month we would like to recognize our New Lobbyist, Mr. Edward Briggs of RSA Consulting, LLC., Vice President of Government Relations & Community Affairs (850) 933 5994. Edward@rsaconsultingllc.com, www.rsaconsulting.com

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, healthcare, 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 Coor-

either the MAG 20 20 gram cartridge or the MAG

dinator 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.

In 2022, Edward took the lead in representing FRACCA, and the Senate Bill 352 regarding the NOC Increase from \$7,500 - \$15,000. View the information on this bill update at WWW.FRACCA.ORG.

Please reach out to us with any ideas, suggestions or questions. We want to hear from you! Office Phone (407) 676-0031 Email us at Membership@FRAC-CAAir.com

William Barnes

Nu-Calgon GALLO GUN CO2 Drain Opener



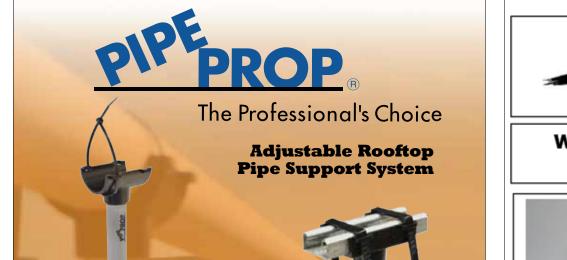
lightweight portable tool designed to blow out clogged or slow moving condensate drain lines instantly. Simply insert a Mag 16 or Mag 20 Gallo Gun CO2 cartridge into the Gallo Gun, and with a press of the trigger, oil-free foodgrade air instantly clears the line.

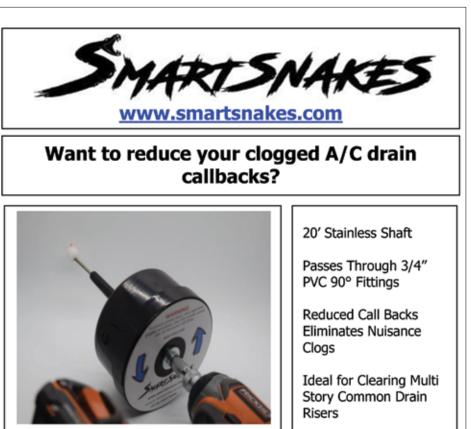
The Gallo Gun is a 1616 gram cartridge. Simply unthread the reversible dual fit base, flip 180 degrees, and re-thread to the housing to fit either a 20 gram or a 16 gram cartridge. The Gallo Gun can also fit most competitive 16g cartridges.

The all metal trigger system and custom molded body on the Nu-Calgon Gallo Gun insures this tool will outlast any other injector on the market.

The Gallo Gun packs cleaning power into a small, lightweight package. This prevents the need for carrying heavy air or nitrogen tanks.

The flexible easier-to-use hose assembly enables The patent-pending housing is designed to fit you to maneuver through cabinets, coils, and hardto-reach drains.













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various specials to commemorate the grand occasion, and will also have Cuban coffee and pastelitos from 7:30 – 10 a.m. on September 30th.

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Allied Air Enterprises Keeps Independent Distribution Ahead of the Curve with Early Introduction of 17 SEER Air Conditioner Under Concord®, Ducane[™] and Allied[™] Brands



BIA, S.C. (PRWEB) AUGUST 03, 2022 Allied Air Enterprises announces the new 4AC17 single stage air conditioner under the Concord®, DucaneTM and AlliedTM brands, providing an efficiency range

of 15 to 17 SEER. Allied Air will start production in July 2022, proactively anticipating 2023 regional efficiency requirements in the Southeast and Southwest United States, where new minimum efficiency

WEST COLUM- requirements are moving from 14 to 15 SEER or 14.3 , S.C. (PRWEB) 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 4AC17 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.

These units reduce energy bills vs. older, less efficient modes they're replacing,

while providing immediate relief when homeowners need it most. ENERGY STAR® Certified, the air conditioning units also feature Omniguard® Total Corrosion Protection Technology.

Other features include:

• 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 allaluminum Omniguard coil system maintains a copper to brass connection – keeping brazing techniques familiar.

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

• ENERGY STAR® certified

• 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 http:// www.ducanehvac.com, http://www.concord-air. com, and http://www.alliednow.com.

Visit http://www. alliedair.com to learn more. A division of Lennox International, Allied Air EnterprisesTM serves residential and commercial marketplaces in the United States and Canada with the heating and cooling solutions of industry-leading brands like Armstrong Air®, AirEaseTM, Concord[®], Ducane[™], Allied[™], Allied CommercialTM 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 http://www.alliedair. com or call 1-800-448-5872.



As a green building professional, you're committed to giving your customers a safe, healthy and comfortable home and that starts with healthy indoor air. Panasonic makes healthy homebuilding easy with our new Intelli-Balance[™] 200 Energy Recovery Ventilator. Two powerful ECM motors with Smart Flow[™] technology ensure optimum air exchange by overcoming static pressure, while the Multi-speed selector (60 to 200 CFM) provides customizable airflow. A built-in ASHRAE 62.2 timing function helps ensure code compliance and simplifies the installation process. Connect to existing ductwork or use as a standalone, whole-house ventilation solution. Three installation options—floor, ceiling, or wall—along with adjustable supply and return air adapters, provide greater installation flexibility.



STANDARD

High efficiency capillary core recovers heat and balances moisture, inside to outside



STANDARD

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OPTIONAL

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,144,359 units in June 2022, up 6.4 percent from 1,075,383 units shipped in June 2021. U.S. shipments of air conditioners increased 0.1 percent, to 683,649 units, up from 682,825 units shipped in June 2021. U.S. shipments of air-source heat pumps increased 17.4 percent, to 460,710 units, up from 392,558 units shipped in June 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 4.0 percent, to 5,542,560 units, up from 5,330,426 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners increased 1.9 percent, to 3,338,316 units, up from 3,276,376 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 7.3 percent, to 2,204,244, up from 2,054,050 units shipped during the same period in 2021.

Air Pros USA Named Highest Ranking HVAC Company on Inc. 5000

Hollywood, FL (August 22, 2022) – Air Pros USA, a leading residential air conditioning services company, was ranked No. 139 on Inc. Magazine's annual Inc. 5000 list, the most prestigious ranking of the nation's fastest-growing private companies. Air Pros USA was the highest-ranking HVAC company on the list, experiencing a three-year revenue growth of 3,392%.

The 2022 Inc. 5000 ranking marks Air Pros USA's second appearance on the national list, having jumped from number 744 in 2021.

"It is always an honor to be included in the Inc. 5000 list. We strive to make strong, lasting relationships with not only our customers but also with our community. Our customer first approach has helped us to be a leader in the HVAC industry," said Anthony Perera, Founder and Chief Growth Officer, Air Pros

Hollywood, FL (August 22, 2022) – Air Pros A, a leading residential air conditioning services apany, was ranked No. 139 on Inc. Magazine's an-

Perera founded Air Pros USA in 2017 in Fort Lauderdale with a single truck and two employees. Within five years, he grew the local business to have a large national reach with 600 vehicles, 700 technicians and staff, and over 450,000 customers. Air Pros USA now operates in eight states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane.

"The accomplishment of building one of the fastest-growing companies in the U.S., in light of recent economic roadblocks, cannot be overstated," says Scott Omelianuk, editor-in-chief of Inc. "Inc. is thrilled to honor the companies that have established themselves through innovation, hard work, and ris-

ing to the challenges of today."

Air Pros USA boasts of its loyal customers and extraordinary service. They work constantly in partnership with the Broward County Boys and Girls Club, Miami Dolphins, and numerous nonprofits in every community where they have an office to give back to the community.

Air Pros USA was founded in South Florida on the promise of integrity, reliability, and putting our customers first. The company has quickly expanded to many metro areas within Florida, Alabama, Mississippi, Colorado, Georgia, Texas, and Washington, with more locations expected to be introduced soon. Air Pros USA currently employs more than 800 experienced professionals in more than a dozen metro Service locations including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane. For more information visit www. airprosusa.com.

Companies on the 2022 Inc. 5000 are ranked according to percentage revenue growth from 2018 to 2021. To qualify, companies must have been founded and generating revenue by March 31, 2018. They must be U.S.-based, privately held, for-profit, and independent-not subsidiaries or divisions of other companies—as of December 31, 2021. (Since then, some on the list may have gone public or been acquired.) The minimum revenue required for 2018 is \$100,000; the minimum for 2021 is \$2 million. The top 500 companies on the Inc. 5000 are featured in Inc. magazine's September issue.

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Performance Pointers By James Ball



The key to becoming a High-Performance contractor is a reliable improvement process. This process can solve performance problems and follows a repeatable pattern of Measure-Evaluate-Change-Measure. The transition to this approach helped us provide a better service experience for our customers and changed our family business.

A Process – It makes sense!

At our company, we took pride in providing service that had an exceptionally "low" call back ratio, at least by our definition. At the end of each month or quarter, I would look at the ratio and if it trended up too much, I would start training on whatever topic I thought was behind the increase in call backs. It was not until John Garofalo of the National Comfort Institute (NCI) started consulting with us that I learned about the high-performance improvement process. I soon discovered the ratio was only a small portion of the story. John taught me to review each original call, the call back itself, as well as the time and money spent. I realized my method of improving was poor. As John would say, "the juice wasn't worth the squeeze."

John helped me implement this improvement process for measure-evaluate-change-measure. Any activity in my company that I wanted to improve; I could use this process. Each activity has a result, a 'score.' As an example for this article, my score was the call back ratio. However, in your business, it may be response time or the number of times the phone rings before you answer it. Every activity has a score. I put up a scoreboard, as a report to the team of the success or failure of that activity, the score.

Measure – What's the score?

You cannot improve unless you know the score. We need to know not only the score but also the elements within the score. Make no assumptions here. Think like a football coach who sees a score of seven points. As a coach, you need to know what type of plays to run to get to the end zone. You want to find the blocking scheme and running back to use so your team gets to each first down. To achieve each first down, you

need to know the 'lead-indicators' that will put your reasons "why" you are making changes. team in a position to score.

In business, find the lead-indicators that move the score and share them with your team. Ask them how to improve so they have ownership. Continue asking your team why until you can point to solid lead-indicators for the callback. At my company, most came from calls where we only did a diagnostic. We may or may not have recommended repairs, but on the original call, we only did a diagnostic. So, a good leadindicator for call-backs was diagnostic-only repairs.

For my company, the call-backs were from diagnostic calls where the technician found nothing really wrong and wasn't confident enough to ask the homeowner to spend money on a repair he isn't sure will really help the customer. Don't you love good service technicians?

Evaluate – What does the score tell us?

Not only does the score rate our performance, but the indicators for that score also tell what we should do. Much like football, we needed to know who the lead blocker should be and who should be the running back for each type of play. For my guys, they soon realized those lead-indicators. Based on the score, they understood there was a high probability of a call back from those diagnostic-only calls. My techs started asking themselves if they could take some time and dig more to find the root cause of the service issue? They wanted to avoid a diagnostic-only call.

Good technicians will search out training on issues they need to improve. Also, technicians are competitive, so they wanted to improve their overall scores compared to the rest of the team. Our scoreboard broke down the lead-indicators by person and it worked wonders.

Change – Work Smarter!

Once you measure and evaluate, then necessary changes become obvious. This is the point where you and I could easily get stuck. Change is hard and sometimes radical. To prevent any unseen obstacles, get everyone involved and make sure they understand the

Like a professional football coach, you know what type of plays require a pitch to left or a pass to the center. You know the type of play you need to run to get first downs. Study what works for you to move the entire team forward to the end zone and then execute.

We started qualifying calls in the office. We knew certain techs were good with certain types of problems, and we did our best to make those align. And yes, sometimes I had technicians passing each other to go to calls, but we lowered our call back rates and improved our performance for the customer. With every change, we would again, measure-evaluate-changemeasure.

We also assigned training topics to the weakest link. If one of my technicians had trouble finding low voltage issues, you can bet he had to do a class about diagnosing low voltage for all of us. This gave our technician the motivation to learn the material and then present it to other more capable technicians. This exercise made him much stronger. Many times, the more capable technicians would come out and tell me they had learned something in the training as well.

This article has illustrated one element of becoming a High-Performance Contractor. You can improve any issue or pain point in your organization with these steps: Measure-Evaluate-Change-Measure. We started applying this method to all our processes that were failing. We served our customers better, and our business thrived. Ok, so it's your turn, what's the score?

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 helps HVAC professionals implement performance-based processes. contact Jim at ncilink. com/ContactMe or call him at 800-633-7058. NCI's website www.nationalcomfortinstitute.com





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Cooling	EER	Btu/w	11.1	11.3	10.9	10.4	9.3	10.3
	SEER	Btu/w	19	19.4	19.5	18	17.3	18

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The new Daikin North America location in Port St. Lucie is at 404 NW Enterprise Dr, is bigger to serve you better!



Rolando Vargas of Daikin, Jay Irvin TPC Mechanical, Melissa Sokolowski and Allen Lineberry of Daikin

Daikin North America Celebrates Port St. Lucie Grand Opening August 3rd, 2022

On August 3rd, from 10am-2pm, the Daikin North America's newest location in Port St. Lucie celebrated their Grand Opening!

Many local contractors attended this event consisting of a local food truck - "Good Eats SeeFood" and a mini trade show with some select manufacturers representatives showing their new products available from Daikin Port St. Lucie.

A tasty array of sandwiches like Steak & Cheese, Grilled Chicken, and Cheddar Burgers were each cooked to order and satisfied many hungry contractors.

The new Port St. Lucie location has easy access from the Florida Turnpike and I-95 with 40,000 sqft of warehouse, big enough to stock light commercial equipment. A new high tech training room is available to keep customers up to speed on all the latest technology.

Eric Bonde, Regional Manager for Daikin stated, "We are excited to have this new larger facility to serve up the Port St. Lucie region in a bigger capacity to better to meet the increased product demands."

Since 1982, Daikin is focused on helping millions and millions of homeowners achieve reliable, highquality and affordable indoor comfort with products that continue to be designed, engineered and assembled in the U.S.A.



The Daikin North America Port St. Lucie Team: Paul Rees, Melissa Sokolowski, David Kibby, Allen Lineberry



Nick Sansone of Sansone Air Conditioning with Eric Bonde of Daikin Comfort Technology



Warehouse Team: Allen Lineberry, Carl Jeffress, Elcordius Minto, Edwin Orrinno, Charles Ansel, Shawn Noble



Brenton Pirec of Daikin Comfort Technology, Kandice West and Jeff Single of Kuebler Mechanical





Everyone enjoyed the Steak & Cheese, Grilled Chicken Pineapple, and Cheddar Burger sandwiches from the Good Eats SeeFood Truck parked on site!



Matt Johnson, Tyler Johnson, and Adam Johnson of Air Jam Cooling & Heating with Scott Behanna of Behanna-McLaughlin & Associates (3rd left)





Victor Loyola of Daikin North America with Tracy D. Steele of Tracy D. Steele Air Conditioning



Daikin Port St. Lucie is fully stocked and ready to serve you!



Eric Bonde of Daikin Comfort Technology with Mike Lange of Air Around the Clock

Allen Lineberry of Daikin, Andres Ponce of Target Sales, and Kyle Bates of Bates Air & Heat

Front Row: Christina Giannotti, Deana Bolley, and Natalie Johns of The Miranda Companies Back Row: Eric Bristol and Victor Loyola of Daikin



Daniel Fernald of Arnolds Air Conditioning with Melissa Sokolowski of Daikin



The Daikin North America Port St. Lucie Team: Brenton Pirec, Eric Bristol, Eric Bonde, Melissa Sokolowski, Victor Loyola, David Kibby, Brad Gillman, Allen Lineberry, Rolando Vargas

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TODAY'S AC& REFRIGERATION NEWS

HVACR Manufactures to Address Industry Changes

The HVACR industry is in the midst of the most significant technological revolution ever! Flammable refrigerants, electronic technology, equipment tied to the cloud, efficiency ratings, mini-splits systems, new codes, and incorporating new control strategies into legacy equipment are examples of industry segments that are transforming how HVACR professionals are trained, and how they do their jobs.

The great news is that leading HVACR manufacturers, and subject matter experts who understand the changes, and where the industry is headed will be convening at the HVAC Excellence National HVACR Education Conference where they will share their knowledge with you.

The conference is scheduled to be held from March 20 - 22, 2023 at the South Point Hotel, in Las Vegas, Nevada. The venue allows attendees to get information directly from those involved in the design, engineering, development, and manufacturing of new equipment, controls, refrigerants, as well as other industry leaders who are at the forefront of regulations, emerging technologies, and the important changes affect how we perform our jobs.

Malco Products, SBC, Adds Key Strategic Leadership Positions to the Team

ANNANDALE, MINN. (Aug. 18, 2022) — Malco Products, SBC, one of the nation's leading manufacturers of high-quality, American-made hand tools, has added two new leaders to its team: Jim Finneman,

who will serve as the company's executive vice president of supply chain management; and Jeff Widdel, who will be the company's director of engineering and plant operations.

Finneman comes to Malco as an operations leader with 20 years of success driving strategies to grow revenues and profits for global corpora-

tions and family-owned companies, including wellknown American brands. Finneman's background includes expertise in global supply chain operations,



Jim Finneman, left, has joined Malco Products as executive vice president of supply chain management; and Jeff Widdel, right, will serve as the company's director of engineering and plant operations.

manufacturing, logistics and more. He holds a Master of Business Administration degree from Dominican University and a Bachelor of Business Administration degree from Iowa State University.

> Widdel brings over 20 years of engineering and operations experience to Malco, including strategic management roles at leading industrial and medical device companies, and has a proven track record of operations leadership in continuous improvement, product development and strategy deployment. He holds a Master of Business Ad-

ministration degree from the University of St. Thomas in St. Paul, Minn. and a Bachelor of Science degree from the South Dakota School of Mines and Technology.

"The Malco team is proud to have Jim and Jeff join us as we plan for future growth and optimize our current operations," said Rich Benninghoff, president and CEO of Malco Products. "Their expertise and leadership will help Malco continue to position itself strategically in the market and improve our existing processes to find efficiencies and better serve our customers."

For more information about Malco Products, SBC, visit www.malcoproducts.com.

2022 SWACCA Golf Tournament to be Held at The Club at Westminster in Lehigh Acres



Contractors and Suppliers can network while having fun at the 2022 SWACCA Golf Tournament on October 8th, with an 8:00 a.m. shotgun start, at The Club at Westminster.

Always a popular event, it is a friendly, yet spirited, competition. Teams will battle to unseat 2021 winners Indoor Air Professionals for the 1st Place trophy and also participate in several sponsored contests, including a Challenge the Female Pro in a closest to the pin contest for a chance to win a golfing themed prize, a \$5,000 Putting Contest and a \$10,000 Hole-in-One opportunity Thanks to the following tournament sponsors (as of 8/12/22) whose commitment and generosity help make it possible: WinSupply of Port Charlotte/ Champion Heating and Cooling is the title Sponsor; Goodman Mtfg, Trophy Sponsor and 10k Hole-in-One; Goodman Distributors, Putting Contest; Pro-Tec Plumbing & Air and Tropic Supply, Beverage Cart; Trane Residential HVAC & Supplies and Ellsworth's Heating & Cooling, Golf Cart; Advanced Work Vans, Bullard's HVAC Services, and Nex Gen Heating & Cooling sponsors of the Closest to Pin/ Longest Drive contests. B&I, Hole sponsors. Questions: Contact SWACCA staff at (727) 209-0890 or info@sw-acca.org. Register prior to the September 5th Early Bird deadline at the SWACCA website at www.sw-acca.org, where you will also see information about SWACCA's monthly dinner meeting programs held at the Embassy Suites - Ft. Myers/Estero, along with upcoming education workshops.



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- How the IAQPRO Smart Air indoor air quality meter works and the benefits to a technician.
- The ins and outs of the VP6D Pro-Set 6 CFM Vacuum Pump, the MT2H7P5 Pro-Set Working Man Manifold and Gauge Set and the VG200 Digital Vacuum Gauge.
- Vacuum pump tips and tricks.
- The benefits of using the LS2 Leak-Detector.

SEPTEMBER MONTHLY PROMOTION:

Purchase a VP6D and/or a VG200 during the month of September to save 10% instantly.

LOCATION	DATE	TIME
T-17 Orlando Resource Center - 4528 36th Street, Orlando, FL 32811	Tues., Aug. 30	9:00 am - 12:00 pm
T-19 Daytona Beach Resource Center - 475-D Fentress Blvd., Daytona Beach, FL 32114	Wed., Aug. 31	8:30 am - 11:00 am
T-18 Jacksonville Resource Center - 6631 Executive Park Ct., Ste. 101, Jacksonville, FL 32216	Thurs., Sept. 1	8:30 am - 11:00 am
T-21 Tallahassee Resource Center - 111-2 Hamilton Park Drive, Tallahassee, FL 32304	Wed., Sept. 7	8:30 am - 11:00 am
T-22 Ocala Resource Center - 3420 SW 7th Street, Ocala, FL 34474	Thurs., Sept. 8	8:30 am - 11:00 am
T-11 Cape Coral Resource Center - 785 NE 19th Place, Cape Coral, FL 33909	Tues., Sept. 13	8:30 am - 11:00 am
T-08 Fort Myers Resource Center - 6450 Arc Way, Fort Myers, FL 33912	Wed., Sept. 14	8:30 am - 11:00 am
T-10 Naples Resource Center - 4325 Domestic Avenue, Naples, FL 34104	Thurs., Sept. 15	8:30 am - 11:00 am
T-02 North Ft. Lauderdale Resource Center - 4321 NE 12th Terr., Oakland Park, FL 33334	Mon., Sept. 19	8:30 am - 11:00 am
T-20 Sunrise Resource Center - 1001 Sawgrass Corporate Parkway, Sunrise, FL 33323	Mon., Sept. 19	9:00 am - 12:00 pm
T-01 North Miami Resource Center - 151 NE 179th Street, Miami, FL 33162	Tues., Sept. 20	8:30 am - 11:00 am
T-06 Fort Pierce Resource Center - 903 South Market Ave., Fort Pierce, FL 34982	Tues., Sept. 20	8:30 am - 11:00 am
T-05 West Palm Beach Resource Center - 1880 Old Okeechobee Road, West Palm Beach, FL 33409	Wed., Sept. 21	8:30 am - 11:00 am
T-07 Mid Miami Resource Center - 3770 NW 21st Street, Miami, FL 33142	Wed., Sept. 21	8:30 am - 11:00 am
T-03 South Miami Resource Center - 10776A SW 190th Street, Miami, FL 33157	Thurs., Sept. 22	8:30 am - 11:00 am
T-09 Delray Beach Resource Center - 1203 Poinsettia Drive, Delray Beach, FL 33444	Thurs., Sept. 22	8:30 am - 11:00 am
T-14 Sarasota Resource Center - 7533 Claxstrauss Drive, Sarasota, FL 34240	Mon., Sept. 26	8:30 am - 11:00 am
T-15 East Tampa Resource Center - 5120 East Adamo Dr., Ste. A, Tampa, FL 33619	Tues., Sept. 27	8:30 am - 11:00 am
T-16 West Tampa Resource Center - 7735 Anderson Road, Tampa, FL 33634	Tues., Sept. 27	8:30 am - 11:00 am
T-12 Port Charlotte Resource Center - 20100 Veterans Blvd., Port Charlotte, FL 33954	Wed., Sept. 28	8:30 am - 11:00 am
T-23 St. Petersburg Resource Center - 12395 Belcher Road, Ste. 320, Largo, FL 33773	Thurs., Sept. 29	8:30 am - 11:00 am

Call or visit your local Tropic Supply Resource Center today!

Cape Coral (T-11):	(239) 989.0088	Miami N. / Export (T-1):	(305) 652.7717	St. Petersburg (T-23):	(727) 373.4003
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Delray Beach (T-9):	(561) 279.2710	Mid Miami (T-7):	(305) 638.9673	Tallahassee (T-21):	(850) 300.6595
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Ft. Lauderdale S. (T-4):	(954) 522.2874	Ocala (T-22):	(352) 512.6980	Tampa W. (T-16):	(813) 514.9939
Ft. Myers (T-8):	(239) 278.1117	Orlando (T-17):	(407) 219.3255	West Palm Beach (T-5)	: (561) 684.3997
Ft. Pierce (T-6):	(772) 465.4707	Port Charlotte (T-12):	(941) 255.8330		
Jacksonville (T-18):	(904) 332.0990	Sarasota (T-14):	(941) 378.0910		

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Current Administration Passes Climate and Tax Bill, Improve Existing Tax Credits for Eligible HVAC Upgrades with New Limitations

Current Administration passed the "Inflation Reduction Act" (IRA) which included modifications to several existing energy tax credits that include HVAC upgrades. Senator Manchin led the caucus in pushing for expanded tax credits to decrease energy usage through energy efficiency as part of the Democrats' push to combat climate change. The IRA was passed by party-line vote 51-50 through the budget reconciliation process with Vice President Harris breaking the tie, the bill now moves to the House where it is expected to pass on Friday.

Beneficial tax credits included in the bill:

Long-term extension of 25C, the Energy Efficient Home Improvement Credit: Section 25C, which allows homeowners to make energy efficiency upgrades and reduce their taxes by 30% of the total improvement costs, has been extended through December 31, 2032. The annual limit has been increased to \$1,200 per year for "qualified energy efficiency improvements" with \$600 eligible for energy property including HVAC systems, another \$600 eligible for windows, and \$500 for exterior doors (up to \$250 per door). If the homeowner installs an eligible heat pump, heat pump water heater (HPWH), biomass stove, or biomass boiler, the tax credit increases to \$2,000 per year for that heat pump, HPWH, biomass stove, or biomass boiler. Qualifying air conditioners, furnaces, heat pumps, HPWH, gas/oil water heaters, and gas/oil boilers must meet or exceed the highest efficiency tier set by the Consortium for Energy Efficiency for the year the unit is placed in service. The expanded Section 25C goes into effect on January 1, 2023 and is not limited to primary residences.

Long-term extension of 45L, the New Energy Efficient Home Credit: Section 45L, which allows eligible contractors to claim a tax credit for installing energy-efficient equipment in new or majorly remodeled homes. A dwelling qualifies for the credit if:

- It is a "zero energy ready home," or
- For single-family homes acquired before January 1, 2025, it meets the Energy Star Single-Family New Home National Program Requirements 3.1, or
- For single-family homes acquired after December 31, 2024, it meets the Energy Star Single-Family New Home National Program Requirements 3.2, or
- For multi-family homes the dwelling must meet the Energy Star Multifamily New Construction National Program requirements that are in effect on either January 1, 2023, if occupied before December 31, 2026, or January 1 of three calendar years prior to the date the dwelling was acquired if acquired after January 1, 2027.

In addition to the new energy efficiency requirements, the legislation also creates a tiered tax credit available to the contractor:

• For "zero energy ready homes" the credit is \$5,000 for single-family homes and \$1,000 per multi-family home

of the deduction by \$.02 on top of the base \$.50 per square foot deduction with a maximum deduction of \$1 per square foot. For a building that sees a 40% reduction in energy costs, the building owner can claim an \$.80 per square foot deduction (40% - 25% = 15%), $15\% \times 0.02 = 0.30$ over the base deduction of 0.50 for a total deduction of \$.80 per square foot). All equipment installed to meet the energy efficiency increase requirements must be listed in ASHRAE 90.1-2007 or the most recent 90.1 standard. Section 179D also has an increase in the deduction if prevailing wage requirements and a new apprenticeship requirement are met. The new apprenticeship provision requires any building starting construction prior to January 1, 2023, to have 10% of its labor hours constructed by apprentices, for buildings started after December 31, 2022, and before January 1, 2024, 12.5% of labor hours worked, and after December 31, 2023, 15% of labor hours worked must be done by apprentices. Each contractor or subcontractor who employs 4 or more workers doing construction must have at least one qualified apprentice, exceptions are available if no

age point improvement over 25% increases the value of the deduction by \$.02 on top of the base \$.50 per square foot deduction with a maximum deduction of \$1 per square foot. For a building that sees a 40% reduction in energy costs, the building owner can claim an \$.80 per square foot deduction (40% - 25% = 15%, $15\% \times $.02 = $.30$ over the base deduction of \$.50 for a total deduction of \$.80 per square foot). All equipment installed to meet the energy efficiency increase

No major tax changes were included in the legislation that would affect distributors. Prior to the amendment process, referred to as vote-a-rama, there was a provision that would have extended the Corporate Alternative Minimum Tax (Corp. AMT), aimed at businesses with more than \$1 billion in average annual earnings, to any business that has private equity backing if the private equity firm is subject to the Corp. AMT. This provision was stricken by Republicans and a handful of Democrats led by Senator Sinema just before the bill was passed by the Senate.

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



- For single-family homes, the credit is \$2,500
- For multi-family homes, the credit is \$500 per dwelling

If the contractor pays prevailing wages to all laborers and mechanics employed by the contractor or subcontractor working on the construction of the dwelling, the credit for multi-family homes is increased to \$2,500 per dwelling (\$5000 for zero energy ready multi-family homes). The prevailing wage will be the rates for construction, alteration, or repair of a similar building in that location as set by the Secretary of Labor. The new Section 45L will go into effect on January 1, 2023.

Changes to Section 179D, the Energy Efficient Commercial Buildings Deduction: Section 179D allows commercial building owners to claim a deduction based on energy efficiency improvements made to the building and its envelope. The legislation changes the way the deduction is calculated. Under the new deduction, a building owner must have the total energy and power usage of the building certified before and after the improvements are made. Each percent-



SFACA August Program Meeting **Annual Inspectors Panel**

The SFACA August Program Meeting was held on August 3rd at 6 p.m. at the Tropical Acres Steakhouse in Fort Lauderdale. This Program Meeting was the Annual Inspector Panel.

This always popular annual forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual concern and interest.



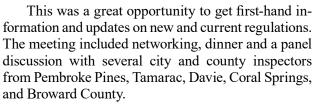
Scott Behanna of Behanna Associates, Volph Lafortune of Nolan Company, Sam Amigo of Baker Distributing and Tony Palacios of City of Tamarac



Gregg D'Attile of Art Plumbing & AC, and SFACA Treasurer, collected the questions to ask the inpectors on the panel



Michael Lotesto of Seaside Services, Angelica Baena-Alonso and Fernando Alonso of Master Cooling



Many questions were answered at this meeting, including the use of existing roof stands as it relates to



Andres Ponce of Target Sales, Raphael Castillo, Eddie Abreu, Val Eguizabal and Brandon Schinabeck of Gemaire, John Saenz of Art Plumbing, Electric & AC



Stacy Miller, Executive Director of SFACA, Gregg D'Attile of Art Plumbing & AC, and SFACA Treasurer, Paula Huband, Executive Director of FRACCA



There was a excellent turnout for the **SFACA Annual Inspectors Panel**

new equipment sizes, and what are the present regulations on tie downs.

The SFACA September Program Meeting will be held on September 7th at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACA will be hosting Tray Batcher, a board-certified construction lawyer law, to discuss The Inflation Reduction Act and what it could mean for your business?



Claudio Rubiera of Brown & Brown, Ramon Delgado of Johnstone Supply Ware Group, and Gregg Goldstein of EM Consulting Group



Inspectors: Steve Pizzillo - Pembroke Pines, Rolando Soto - Broward, Timothy De Carion, Fred Stoger - Coral Springs, Nick Todaro - Davie, Tony Palacios - Tamarac



Paula Huband, Executive Director of FRACCA speaks to the SFACA members

Call for Abstracts Announced for the 2023 ASHRAE Annual Conference in Tampa

ATLANTA (August 18, 2022) – Paper abstracts are now being accepted for the 2023 ASHRAE Annual Conference to be held in Tampa, Florida June 24-28, 2023.

The conference addresses the future of built environment and the process to make it more sustainable and compatible with the natural environment.

focuses on innovative technologies and strategies that reimagine our relationship with the built environment now and into the future.

The "Building Automation and Control Systems" track highlights opportunities to make buildings and HVAC systems and equipment smarter, with improved security, performance and better utilization of renewable energy sources. The "Professional Development" track covers all aspects of business outside of engineering/technical applications, including the importance of ethics and benefits of diversity, equity and inclusion, and lends itself to interactive session types such as workshops and forums. The "HVAC&R Systems and Equipment" track focuses on the development of new systems and equipment, improvements to existing systems and equipment and the proper application and operation of systems and equipment. The "Fundamentals and Applications" track provides opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included. Finally, the "Research Summit" features active research, and the exchange of research findings, critical to the development of the HVAC&R industry and built environment. The track includes a partnership with ASHRAE's archival journal, Science and Tech-

nology for the Built Environment.

Abstracts (400 words or less) are due November 30, 2022 and notifications will be sent by December 21, 2022. If accepted, final conference papers (8-page maximum) are due March 29, 2023.

In addition, technical papers (complete 30-page maximum papers published in "ASHRAE Transactions") are also due September 30, 2022 and considered for Science and Technology for the Built Environment, ASHRAE's research journal. The 2023 ASHRAE Annual Conference will be held at the JW Marriott Tampa Water Street and the Tampa Marriott Waterside.

"The 2023 Annual Conference reflects the everincreasing urgency of addressing climate change, including measures to reduce human impact on the natural environment and to make the built environment more resilient and sustainable," said Bert Phillips, conference chair. "Now is especially critical for HVAC&R professionals to keep up to date with the rapid changes our industry is experiencing."

Papers are requested that address the following conference program tracks:

Decarbonization is urgently needed to slow climate change that is affecting the wellbeing of the planet. The "Pathways to Net Zero Energy and Decarbonization" track highlights case studies, research, tools, and strategies to reduce carbon impact and achieve net zero energy communities.

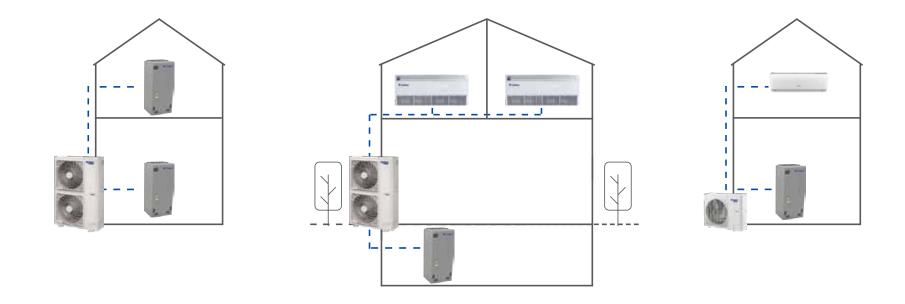
In the face of weather extremes affected by climate change, as well as energy supply disruptions and shortages, methods of designing, constructing and operating buildings and HVAC&R systems for resilience and sustainability are paramount to long-term success. The "Future-Proofing the Built Environment" track

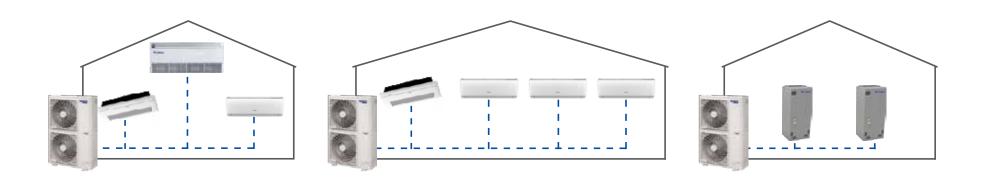
To submit an abstract or for more information on the call for abstracts and the 2023 ASHRAE Annual Conference, visit ashrae.org/2023Annual.

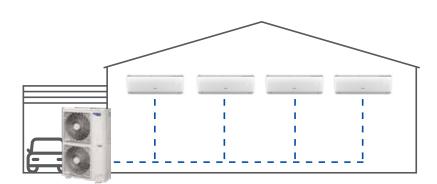
Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields.

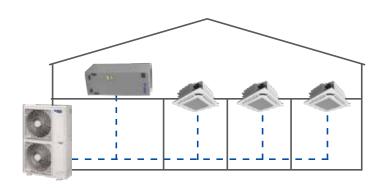
As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related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

Any which way...











G R E E C O M M E R C I A L . C O M



Florida Air Conditioning Apprenticeship Graduation August 4th, 2022



The Florida Air Conditioning Apprenticeship Association (FACAA), in conjunction with the Palm Beach Air Conditioning Contractors Association (PBACCA), honored 29 2022 graduates at a banquet held on August 4th at The Beach Club in Lake Worth, FL.

More than 40 instructors, employers, friends, families and other industry members attended the event to congratulate the graduates and celebrate with them. FACAA Program Director and past PBACCA President Steve Sparks and FACAA Com-



More than 40 instructors, employers, friends, families, and other industry members attended the event to congratulate the graduates and celebrate with them!

FACAA Program Director and PBACCA past President Steve Sparks welcomed the graduates and attendees



Joshua Davis, Amanda Gaita, Bruce Huppert III, Budly Beaubrun, Anthony Elfring, Yoel Garcia- Acosta, James Harrigan, Isaias Heredia

mittee Members hosted the banquet. Steve congratulated the graduates for their commitment, thanked their families for the sacrifices they endured and recognized the sponsoring employers for enabling the students to participate over the past four years.

Tony Kaiser, PBACCA president spoke to the graduates about how they made a great decision to enter the HVAC industry. Tony encouraged them to work hard and learn as much as possible to further their careers.

Steve Sparks introduced the instructors and



Rhonda Beeler, Aileah Ensley and Pam Ripple making it all happen at the graduation!



Rob Mayhew of Tropic Supply with Steve Sparks. (Rob gave Tropic Supply gift certificates to the new graduates for tools)



Anthomy Lasassa, Shamus Moore, Josiah Katanic, Edgar Santos, Patrick Shaw, Sean Staats, Akash Patel, Pete Pacheco, Eduardo Reyes, Paul Shersty, Andratti Duckett, and Waldo Pierre

Walter "Buddy" Doll III Appointed President of S&P USA Ventilation Systems. LLC

presented the graduates, along with Rhonda Hutchison and Aileah Ensley. Graduates received their certificates along with gifts from Tropic Supply and the Florida Refrigeration and Air Conditioning Contractors Association.

Amanda Gaita was named Graduate of the Year and received an award from Peter Montana of the HVAC Insider.

Steve Sparks reminded them of the PBACCA Maury Jacob Scholarships that is available to assist all motivated students.



Tony Kiser PBACCA president encouraged the graduates to work hard and learn as much as possible to further their careers



Instructors: Kelly McCann, Nick DeCanto, Richie Gonzalez, Giovanni Serna, Jimmy Stanford, and Steve Sparks of FACCA



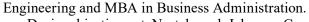
Peter Montana (right) of Florida HVAC Insider presents an award to the Graduate of the Year Amanda Gaita

Tennessee College of Applied Technology Chattanooga Granted Accreditation

USA Ventilation Systems, LLC, part of Soler & the commercial and factory operations. S&P USA Palau Ventilation Group, has ap-

pointed Walter "Buddy" Doll III as President.

Buddy Doll has worked within the North American and Global HVAC industries for over 35 years. He has held several key roles within important HVAC companies including but not limited to - Nortek Air Solutions (Group President 2017-2021, VP & GM Commercial, 2016-2017) and Johnson Controls Inc (1987-2016 VP & GM of Chillers NA; VP of Commercial Operations & Strategy; VP of Business Development). Buddy holds a BSc Degree in Mechanical



During his time at Nortek and Johnson Con-

JACKSONVILLE, FL, August 24, 2022: S&P trols, Buddy led transformational improvements to is confident that he will share and transfer these experiences to his new role.

> S&P USA, based in Jacksonville, Florida, is part of Soler & Palau Ventilation Group, the world's leading fan manufacturer for over 60 years. Our products can be found in commercial and residential application, ranging from innovative, quiet and reliable room ventilators to large, high capacity exhaust systems designed for critical applications in some of the world's harshest environments. Our technical and customer service teams are on-hand to provide

professional advice to help customers with any air movement applications

HVAC Excellence is pleased to announce that the HVACR training program at Tennessee College of Applied Technology Chattanooga/ Chattanooga State Community College in Chattanooga, Tennessee has been granted accreditation.

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.

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.





NADCA to Host Fall Technical Conference in Atlantic City

2022 FALL TECHNICAL CONFERENCE Don't ROLL THE DICE ON UNITRAINED TECHNICIANS SEPTEMBER 15-17, 2022 Mard Rock Hotel and Casino ATLANTIC CITY

MT. LAUREL, NEW JERSEY [August 2, 2022] — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — today announces that its highly anticipated Fall Technical Conference will take place September 15-17 at the Hard Rock Hotel and Casino in Atlantic City, New Jersey.

NADCA's Fall Technical Conference is an annual event that is extremely popular with air duct cleaning

technicians throughout every stage of their careers. It features hands-on training in every aspect of HVAC system cleaning. Plus, technicians seeking Air Systems Cleaning Specialist (ASCS) or Certified Ventilation Inspector (CVI) certifications will have the opportunity to participate in the pre-conference training course, with exams for both certifications also offered during the conference.

The event will offer a robust educational program, with advanced, industry expert-led sessions featuring topics like Cleaning Related to Fire/Water Restoration Projects, Everything Mold, Specialized Environment Cleaning, Setting Yourself Apart in the Residential Market, Project Management, Emerging HVAC Technology, and more.

In addition, several sessions will focus on the more technical side of the job, with topics like HVAC 101 for Residential and Commercial Systems, Customer Service, and Safety. Attendees will also have the opportunity to roll up their sleeves and practice technical skills through the hands-on training stations for tasks like properly cutting and closing access openings, performing coil cleaning, and much more.

"Fall Tech is a not-to-be-missed event for air duct cleaning technicians. It provides extremely valuable hands-on training and education—there's no other event like it," said Jodi Araujo, CEM, NADCA's Chief Executive Officer. "We're excited to bring back our popular virtual reality training this year. It allows attendees to put on a headset and dive right into a real mechanical room in a commercial facility or a residential project, giving them another great experience for fine-tuning their skills and learning new tips that they can bring back to the job site."

NADCA's 2021 Fall Technical Conference is scheduled for September 15-17. To register or learn more about the event, including a detailed program agenda, visit https://nadca.com/fall-tech/2022.

Carrier Offers Abound Healthy Air Starter Package, the First Step Toward Unlocking Indoor Air Quality Actionable Insights

CHARLOTTE, N.C., Aug. 24, 2022 — To ensure that building owners, facility managers and environment, health and safety (EHS) professionals understand the health of their indoor spaces, Carrier is offering the AboundTM Healthy Air Starter Package. The limited-time offering provides a simple, quick, and cost-effective way to monitor, visualize and react to the unseen components of indoor air quality (IAQ), helping support occupant wellness. 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.

This special offering is pre-packaged to be installed in a half a day and provides real-time monitoring of up to three different spaces, approximately 30,000 square feet. The Abound Healthy Air Starter Package is ideal for gaining actionable insights

about the air quality in lobbies, small conference rooms, entrance areas and open offices in any type of building, and it can also be easily scaled to building portfolios of any size.

The starter package includes wireless, batteryoperated IAQ sensors that measure six components of indoor air and environmental quality that are critical to occupant wellness – carbon dioxide, particulate matter, volatile organic compounds, radon, temperature and humidity. The sensors connect directly to the cloud through cellular hubs, where all the IAQ data is pulled into the Abound interface. Since the sensors and hubs do not connect to a building's management system, the Abound Starter Package ensures less network traffic and greater cybersecurity.

The Abound digital platform, aggregates, analyzes and visualizes real-time and historical IAQ data and benchmarks it against the WELL Building StandardTM. Whenever any of the six components move outside of an acceptable range, building management is alerted and they can immediately address IAQ issues.

"Carrier developed the limited-time Abound Healthy Air Starter Package to quickly help universities, school campuses, entertainment venues and commercial real estate organizations with large building portfolios identify strategies that cost-effectively achieve a balance between building health and efficiency," said Yasir Qureshi, General Manager of Digital Products and Abound, Carrier. "IAQ continues to be of the utmost importance, as demonstrated in the COGfx scientific study, which found that cognitive function test scores doubled when study participants were in simulated green building environments with enhanced ventilation as opposed to conventional building environments."



HVAC-R Contractors' Varied Workplaces Illuminated with Versatile 3-in-1 Light

The Snap Solo LED Headlamp, Princeton Tec's innovative new lighting solution for HVAC-R contractors, provides a lightweight, versatile, and robust light that can accommodate technicians' many and varied environments and work situations. Whether walking or crawling through poorly lit, cramped, or enclosed spaces, Snap Solo gives workers one light source that is appropriate for most circumstances, changing easily from a headlamp to a flashlight to a secure stationary mounted beam, delivering a 3-in-1 solution.

Snap Solo's three configurations cover every aspect of the workday. The lightweight hands-free LED headlamp provides illumination in low light conditions. With a twist, the lamp easily snaps off the headband to become a handheld flashlight for spot illumination. The light can quickly be snapped back on the headband when needed. Once at the work site, the lamp can be removed and attached to any nearby metal surface where its magnetic backing holds it firmly in place to illuminate the task at hand.

The light comes with a dimming feature that preserves battery life. And, for those times where an emergency strobe is required to attract attention, flash mode is available.

The Snap Solo headlamp delivers 300 lumens when at full strength—bright enough for most work. The robust 155-hour runtime means that the light will consistently be available.

Easily worn and easy to use, Snap Solo covers most situations contractors encounter during the workday. Princeton Tec's Snap Solo innovative 3-in-1 solution for HVAC-R technicians specific lighting needs is the right tool for workplace efficiency and safety. For more info, call 1-800-257-9080; email questions@princetontec.com; visit princetontec.com





Interplay Learning Expands Commercial HVAC Course Catalog With Hands-On Training

AUSTIN, Texas — Aug. 30, 2022 — Interplay Learning, the leading provider of online and VR training for the essential skilled trades, announced today the expansion and upgrade of its commercial HVAC catalog, enabling commercial HVAC firms and mechanical contractors to reduce training costs and accelerate ramp-up times for their apprentices and technicians.

Interplay's expert-led commercial HVAC courses and hands-on 3D simulations help technicians rapidly develop and retain on-the-job skills by providing unlimited practice in a risk-free environment. Five courses have already been added to the commercial HVAC catalog with nine more coming over the next few months, including a highly anticipated Custom Air Handling Unit Preventive & Service Maintenance course where users can apply fundamental concepts they have learned by conducting various air handler maintenance checks using a virtual air handler unit in a simulation.

This newly expanded catalog also includes scenarios for Centrifugal Pump Repair, Packaged Refrigeration Unit Troubleshooting and Walk-In Freezer Troubleshooting as well as safety courses like Ladder and Fall Safety, Fire Prevention and Safety, and more -- providing a one-stop-shop for technicians to retain the critical knowledge necessary to do their job correctly, and safely.

Interplay makes it easy for companies to administer and manage their training through one simple platform, providing them with the resources they need to train and upskill a strong performing team. For more information, visit www.interplaylearning. com.

Midea to Provide 20,000 Electric Window Heat Pump Units for NYC Public Housing Facilities



PARSIPPANY, N.J., August 19, 2022 – New York City is leading the charge to advance building decarbonization and improve occu-

pants' comfort with a unique public-private initiative called the "Clean Heat for All Challenge" spearheaded by New York City Housing Authority (NYCHA), New York Power Authority (NYPA) and New York State Energy Research and Development Authority (NY-SERDA). By leveraging NYCHA's portfolio of 2,198 residential buildings, "Clean Heat for All" is designed to spur innovation and growth of new technologies and support the goals of New York State's Climate Leadership and Community Protection Act (Climate Act) and the New York City Climate Mobilization Act, which both call for a significant reduction in greenhouse gas emissions from buildings by the year 2030. Midea – a global leader in the development of hyper-efficient electric heat pumps - was designated as a primary partner to develop and deliver innovative electrification solutions that can better serve the heating and cooling needs of existing multifamily buildings and help expedite the transition away from fossil fuels. "The lack of an efficient and affordable solution for electric heating and cooling remains one of the primary hurdles for meaningfully reducing our carbon emissions footprint, especially for many of the

tall residential buildings that comprise our portfolio," said NYCHA Chair and CEO Greg Russ. "The support of the Governor and Mayor has been instrumental in bringing this innovative public-private partnership to the Authority and helping us move towards a lowcarbon future, by bringing the promising technology of beneficial electrification to the largest public housleadership role in accelerating the development and deployment of next generation hyper-efficient electric heat pumps that will help cities and states meet their electrification goals."

The seven-year contract for Midea calls for the development and delivery of 20,000 cold climate packaged window heat pump units - devices that support the city's move away from natural gas and towards more efficient energy sources. The window heat pump units which Midea is developing for NYCHA will enable rapid, low-cost electrification heating in multifamily buildings by reducing or eliminating many of the cost drivers inherent to installing existing heat pump technologies in apartments, including electrical system upgrades, lengthy refrigerant piping, and through-wall drilling and penetrations. Over the next year, NYPA will work with Midea to develop the proposed heat pump technology for testing and demonstration. NYPA will then collaborate with NYCHA to install pilot units in designated public housing before moving forward with the widespread installation throughout the following years. Heat pump technology provides efficient cooling and heating from a single unit by moving heat between the indoor and outdoor spaces depending on the season. The process is achieved through the refrigeration cycle, which can be up to four times more efficient than traditional heating systems, such as boilers, which rely on combustion of fossil fuels to produce heat.

ing authority in the United States."

Under New York City Local Law 97, which is part of the New York City Climate Mobilization Act, NYCHA must cut greenhouse gas emissions from its over 300 housing developments with 177,000 apartments by 40 percent by 2030 and 80 percent by 2050, and three quarters of its emissions come from old heat systems that run on natural gas. Knowing how critical it is to reduce carbon emissions, the state found an equitable and transformative way to implement new innovations with the scale and speed to achieve its ambitious carbon-reduction goal.

"The collaboration and commitment by these New York government agencies is inspiring, and we're honored to be a primary provider of this important technology that will improve indoor air quality and expedite the electrification of heating," said Kurt Jovais, president Midea America. "Yet New York City is just a start. Building infrastructure comes with a significant environmental toll, and Midea's cold climate packaged window heat pump and EVOX heat pump systems can change that narrative. This partnership reinforces our

Ferguson Collaborates with Holman and Electrada to Launch Groundbreaking **Electric Vehicle Program**

MOUNT LAUREL, N.J. (PRWEB) AUGUST 02, 2022 Through a first-ofits-kind collaboration, Ferguson, North America's leading distributor of plumbing and HVAC supplies, Holman, a global automotive services organization, and Electrada, an electric fuel solutions company, announce a fleet electrification pilot. This groundbreaking effort delivers a turnkey fleet management and electrification solution enabling Ferguson to deploy medium- and heavy-duty all-electric vehicles throughout California while streamlining the development of the necessary charging and energy management infrastructure.

"This electrification project supports Ferguson's overall corporate sustainability strategy to reduce our carbon footprint, and through our position in the value chain, help build a better world," explained Denise Vaughn, Ferguson's Vice President of Environmental, Social and Governance (ESG). "Fleet emissions account for a sizable portion of our Scope 1 emissions and future reductions require an accelerated conversion from medium- and heavy-duty fleet to electric vehicles. Electrada's comprehensive solution positions us to gain rich learnings from this program and expand with scale as technology progresses."

This unique electrification program aligns with Ferguson's overall corporate sustainability strategy as the company is committed to sustainable transportation and reducing the fleet's carbon footprint. The scope of this phase is highlighted by the 30 class 6 through 8 all-electric delivery trucks from Peterbilt and Freightliner that will be integrated into Ferguson's fleet in the months ahead. The project also includes the charging infrastructure from Electrada to serve five depot locations across the company's operating footprint in California.

Key to this electrification project is Holman and Electrada's innovative strategic partnership that helps North American fleet operators accelerate, scale, and seamlessly integrate electric vehicles into their fleet mix. This collaboration with Ferguson is the first to leverage Holman and Electrada's holistic electrification-asa-service model, thus providing inclusive fleet management services along with electric fuel and infrastructure development, significantly streamlining fleet electrification and allowing organizations to scale their electrification programs expeditiously.

"With the electric vehicle segment evolving rapidly, discussions around integrating these units into the fleet mix have quickly moved past simply determining which model is the best fit. Today, stakeholders from across an organization - fleet, sustainability, operations, facilities, etc. - are all involved in the process," said Emily Graham, Director of Sustainability, Holman. "As we approach potential electrification projects with our customers, it is a very consultative conversation, ensuring all the parties are aligned on the goals of the initiative. Throughout this collaborative effort with Ferguson, their intent was clear and it quickly became apparent that our partnership with Electrada could help them accelerate their goals."

Together, Holman and Electrada offer fleet operators a comprehensive, fully capitalized (vehicle and charging infrastructure) fleet management and performance-guaranteed electrification solution that allows organizations to simplify their transition to electric vehicles.

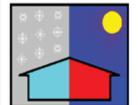
This unique approach to fleet electrification provides a predictably priced contract that eliminates the significant upfront capital investment and long-term energy cost risks that often prevent organizations from adopting a robust EV program.

"Electrada couldn't be more thrilled to work with a company as forwardthinking about sustainable transportation as Ferguson. We're making a long-term program investment commitment, providing and operating all of the infrastructure, while eliminating the fuel price and operational risk of Ferguson's historic fleet transformation effort because that's the core of what we do, that's the essence of 360 Charging-as-a-Service," said Kevin Kushman, CEO, Electrada. "We developed a deep understanding of Ferguson's electrification needs based on their location-specific, real-world use cases. The solution not only provides the reliable electric fuel infrastructure that Ferguson needs to successfully accomplish their fleet electrification goals but will also reduce fuel cost per mile from day one ver-

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For what shall it profit

sus fossil fuel."

Construction of the depot-charging infrastructure is underway and Ferguson anticipates taking delivery of the initial all-electric trucks before the end of the year. To learn more about Ferguson and the organization's commitment to sustainability, please visit Fergusonplc.com. For more information about Holman and Electrada's innovative electrification partnership, visit Holman.com or Electrada. com.

Ferguson plc is a leading value-added distributor providing expertise, solutions, and products from infrastructure, plumbing, and appliances to HVAC, fire, fabrication, and more. We exist to make our customers' complex projects simple, successful, and sustainable. Ferguson is headquartered in the U.K., with operations in North America. For more information, please visit http://www.Fergusonplc.com or follow us on LinkedIn.

Holman delivers a unique range of automotive-centric services including industry-leading fleet management and leasing; vehicle fabrication and upfitting; component manufacturing and productivity solutions; powertrain distribution and logistics services; commercial and personal insurance and risk management; and retail automotive sales as one of the largest privately owned dealership groups in the United States.

Electrada is a Cincinnati-based developer, owner, and operator of electric vehicle infrastructure and related energy assets, serving multiple transportation segments using its unique 360 Charging-as-a-Service solution.

a man, if he shall gain the whole world, and lose his own soul?



TODAY'S AC& REFRIGERATION NEWS

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- Flexible voltage input 110VAC to 240VAC
 - No replacement parts needed



Wave- 4900-40

Low Maintenance Air Purifier for Residential A/C Systems

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- For systems up to 6 tons (2400 CFM)
- Installs quickly with universal mounting options and integrated magnets Small compact design with no replacement parts
- Voltage input 24VAC

PurCool® Green Strips 61044 Mini Strips Prevent slime, sludge, odors, and overflow of condensate pans. Time release formula adheres to pan and fully dissolves over time. Utilizes plant-based suspending

and dispersing action to keep drain pans clean and free

flowing. Available for commercial, residential, and mini split applications. Lasts up to six months. Biodegradable and environmentally friendly. Will not harm aquatic life.



Drain Solve 4165-24/4165-08

Ideal for condensate pan drains, Drain Solve saves time and money with its ease of use. It eliminates application concerns associated with more reactive. fuming drain openers. Simply pour it down the drain and let it work without fear of noxious fumes or reactions. Does not contain sulfuric acid.



PurCool[®] Strips 61043

Keep A/C and refrigeration condensate drain pans clean and free flowing. Prevent condensate drain clogs, costly overflows, and corrosion. Place anywhere in the drain pan where the strip will contact the condensate water and enjoy up to six months of economical protection. They adhere to the drain pan and will not float or move. Dissolves completely, leaving no residue. Safe for metal and plastic drain pans.

AC Drain Sucker® 61038



A/C condensate drain pan overflow is caused by slime and sludge that builds up and clogs the drain line. The A/C Drain Sucker quickly removes the clog and the excess water, resolving the overflow problem. The kit includes a PurCool® Green 3 ton tablet to provide months of preventive treatment and free flowing drains, as well as all fittings and hoses for suction or pressure applications.



The Gallo Gun is a heavy duty CO2 powered tool that quickly and easily clears condensate drain lines with 800psi of oil free air! The Gallo Gun has a strong and rugged design, built with ergonomic finger grips, and comes equipped with a flexible hose assembly and tapered fitting to fit up to a 1" drain opening. The Gallo Gun utilizes a revolutionary dual fit cartridge base that can quickly and easily fit either a 16g or larger 20g cartridge for 25% more clearing power.



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A no-rinse product formulated for cleaning evaporator coils. Metal-safe and cleans and emulsifies even the most stubborn soils and deposits. Biodegradable. USDA approved. Great for microchannel coils.



The most effective coil cleaner available today. It foams, brightens, and cleans more effectively than acids, particularly in removing grease. Biodegradable. The liquid versions are USDA approved and NSF registered.



Cartridges



Evap Foam® No Rinse 4171-75

A high-performing, heavy-duty detergent. It is formulated with special surfactants and alkaline cleaners that have been developed into a foaming, no-rinse product. Ideal for use on most coils, but it is particularly suited for use on cooling or evaporator coils. The aerosol can be sprayed either right side up or upside down. NSF registered.

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