

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Mitsubishi Tampa 2022 Contractor
Community Summit (see page 4&B8)



SFACA Annual Golf Tournament at
Deer Creek (see page B6-B7)



Tropic Supply CPS Products
Demo Days (see page 20)



ASHRAE Miami Technical Meeting
"First Meeting of the Year" (see page 22)

ASHRAE Supports Ratification of Kigali Amendment to Montreal Protocol



Jeff Schlichenmeyer
Publisher

ATLANTA/WASHINGTON, D.C. (September 22, 2022) –ASHRAE is pleased to support the U.S. Senate's bipartisan ratification of the Kigali Amendment to the Montreal Protocol, paving the way for a swift global phasedown of high global warming potential (GWP) hydrofluorocarbons (HFCs), a large driver of climate change, by 2050. The phasedown could prevent a half-degree Celsius of warming by the end of the century.

"The built environment community represents a major component of the Kigali Amendment and the implementation of successful worldwide climate action strategies," said 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member. "ASHRAE is pleased to support this important treaty and will continue to engage with global partners to support the adoption of climate-friendly technical solutions to improve building sustainability and reduce climate impacts for generations to come."

The amendment was ratified with a 69-27 vote.

The Biden Administration committed to ratify the Kigali Amendment in April 2021 and it was trans-

mitted to the Senate for ratification consideration on November 16, 2021 and advanced out of the Foreign Relations Committee early in the summer of 2022.

ASHRAE Standards 15 and 34 were designed to provide essential guidance to protect people and property, and provide a uniform system for assigning reference numbers, safety classifications and refrigerant concentration limits to refrigerants:

- ANSI/ASHRAE Standard 15-2019, Safety Standard for Refrigeration Systems establishes procedures for operating equipment and systems associated with refrigerants
- ANSI/ASHRAE Standard 34-2019, Safety Classification of Refrigerants provides short-hand nomenclature and assigned safety classes based on toxicity and flammability

For more updates on ASHRAE's global phasedown efforts and other advocacy initiatives, visit the Government Affairs webpage or contact govaffairs@ashrae.org.

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.

For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on Instagram, LinkedIn, Facebook, Twitter and YouTube.

Largest Residential Contracting Show Coming This Month

Residential Home Service Contractors have seen a boom in business because people were at home, working remotely, and took that opportunity to upgrade or work on home projects. HVAC, Plumbing, Electrical, and Remodeling contractors have been busier than ever. In addition to this boom in business, there have been new challenges in the industry.

A few of the major obstacles facing home service contractors include: 1) Labor shortages in the trades. 2) Supply chain disruptions in labor, raw materials, computer chips, triggering inventory shortages, equipment pricing increases, and uncertainty in manufacturing outputs. 3) New regulations in HVAC equipment efficiencies.

Contractors are looking for answers and guidance on how to navigate through these challenges.

Contractors are looking for supply chain partners and business solutions.

Contractors are looking for strategies on recruiting, retaining, and developing top talent.

In October, Service World Expo is be-

ing held to address some of these issues and to give tools to contractors in HVAC, Plumbing, Electrical, and Remodeling to overcome these new challenges. To help contractors continue to grow and become more profitable during this time, Service World Expo is bringing in 42 industry specific speakers, over 200 industry exhibitors, and three amazing keynote speakers including 2-time national champion and first round NFL draft pick Tim Tebow.

Service World Expo is the largest, must-attend conference, trade show, and networking event for residential contractors involved in Plumbing, HVAC, Electrical, or Remodeling service who want to ignite growth and performance in their companies. Being held on October 18th-21st, 2022, at the Tampa Convention Center in Tampa, FL, the event will encompass compelling content, cutting edge educational breakouts, a product showcase that is more tailgate party than tradeshow and out-of-this-world entertainment events. For more information on Service World Expo, visit www.ServiceWorldExpo.com, email jamie@ServiceWorldExpo.com, or call 844.742.3970.

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5 BIG EVENTS!

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**Wednesday
October 19th
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**Thursday
October 20th
Orlando FL**

1651 South Rio Grand
407-849-0573

**Tuesday
October 25th
Columbia SC Downtown**

850 Rosewood Drive
803-724-6223

**Thursday
October 27th
Tallahassee FL**

2929 Hartsfield Road
850-576-5922



Training Opportunity 10 - 11:30am

Take advantage of an outstanding training opportunity during each Open House event. You must register in advance online or with your local branch manager to attend. Visit JohnstoneWareGroup.com/OpenHouse to register or get additional information.

Over 25 Vendor Representatives

Visit with our many Vendor Reps as they highlight New Products, perform Demonstrations, discuss Industry Trends and provide resources.

Terrific Door Prizes & Give-aways

We'll greet you with a bag of goodies the minute you arrive. Many of our vendors will have samples, information and useful items. And remember to register to win one of our super door prizes, big screen TVs, Go-Pro or Fitbit!

Enjoy a Delicious BBQ Lunch

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.



Visit www.JohnstoneWareGroup.com/OpenHouse to pre-register & avoid delays!

2020 Ware Group

5 Things You Can Do to Increase Labor Productivity and Profitability

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

Several months ago I wrote that labor is like a hotel room – you have a certain number of productive, i.e. billable, hours each day. If you don't use them they vanish. You have the same opportunity to use another 8 productive hours tomorrow. If you don't, they vanish.

Labor is a precious commodity. Use your employees' talents profitably. People, i.e. your employees, provide your products and services to your customers. It's critical to ensure they are profitably and productively taking care of your customers.

Some of you may be thinking, "It's a job. Employees just need to do their jobs." Yes, they need to do their jobs. However, your employees must be HAPPY and contented performing their jobs. If they are not, they will start looking for a "job" elsewhere. Turnover is expensive. Not taking care of your customers profitably is expensive and leads to going out of business.

Here are five things you can do to increase employee satisfaction and company profitability.

1. Your employees must know: The purpose of their job – why they are important to the company. How they impact customer retention. How they impact the company's bottom line.

If they know these things and feel that what they are doing is important, then they are likely to perform better.

2. Catch them doing something right and complement them publicly. Everyone likes to be praised, even people who say they don't need it. Better yet, send a note home to their spouse or significant other. If a customer sent in a testimonial praising one of your employees, post it somewhere everyone can see it. And, send the testimonial home to the spouse or significant other with a note. This way the spouse sees that their loved one is appreciated. Then, when the employee comes home grumbling that he had a bad day, the spouse, who is more objective and less emotional, can point out all the good things that have happened too.

3. Know what makes them tick. Why do they come to work? What do they do outside of work? If they say what motivates them is time off or money. Your question should be time off for what? Or, money to do what? Time and money are the tools that give them what really motivates them. Once you know what motivates an employee you can plan incentives around that motivation.

4. Know how to communicate with your employees. Research has shown that humans exhibit four major personality styles and substyles within each major style. Managers need to communicate with their teams based on how their teams like to be communicated with. Sometimes you can be direct. Sometimes you have to be subtle. Sometimes you have to ask questions to get to the ultimate goal you want. The better you communicate, the less frustrated you will be with performance.

5. Have contests and other company wide activities. Contests bring everyone together – have a revenue or profit contest where every employee can contribute. The prize for winning could be cash or it could be a sporting event or another activity where employees and their families can participate.

Happy employees lead to long-term customers which leads to increased company profitability (as long as you've priced your products and services correctly).

Next Topic: What is Your Dinner Conversation? "How was your day?" This is a normal question asked at dinner. If your answer is everything that went wrong during the day, then that is the impression that your children get of what your business is like.

If they hear complaints and frustration at almost every meal, then a negative impression gets ingrained. No wonder they don't want to be involved in your

business!

What if you talked about the positive things that happened that day? Even if you were tired or frustrated there has to be something that went right during the day. Focus on that. You'll feel better and your children will too.

If you want to achieve your goals...

Get your children involved. Find out what they'd like (a trip to Disneyland/Disney World, go to the beach, a new bike, etc.). Tell them that if the business reaches a specific goal they get their trip.

Children are relentless. At the dinner table they will ask you how the progress towards the goal is coming. "Did you reach it yet?" is a common and frequent question. And, my bet is that you don't want to disappoint your children.

"You work too hard."

Children also get this impression if you are never present. Explain why you are working so hard. If you

involve them in achieving your goals, they get a benefit when you work hard. Unfortunately they grow up too fast! Try to spend meaningful time with them – goals that involve them is one way to accomplish this.

If you want your children to have a positive feeling about your business, make sure your conversations about your business are positive with them. Involve them in your goals. Then, they might be curious about what you do, and potentially want to work in and eventually take over your business.

Books that Could Help Your Business and You

This book gives you food for thought. David's philosophy is do well so you can help others. He lives by this rule - Morgan James, his publishing company, donates a small percentage to Habitat for Humanity for each book sold. (My books, *The Courage to be Profitable* and *Profit or Wealth?* were published by Morgan James). Do well and give back. Here's the Amazon Link to order: <https://amzn.to/3CX8GkH>

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TAMPA 2022 Contractor Community Summit at the Tampa Marriott Water Street

Mitsubishi Electric US, Inc. Heating and Cooling Division hosted the Tampa 2022 Contractor Community Summit at the Tampa Marriot Water Street. Approximately 250 attendees gathered for two days of presentations and workshops on business management, selling strategies, marketing programs and product updates. The Summit started with a Big “Thank You” from Doug King and staff to all the Mitsubishi con-

tractors who attended the event. Mitsubishi CEO Mark Kuntz gave a presentation on the Mega Trends taking place currently. A special highlight of the Contractor Summit was the Keynote Speaker, Sam Glenn in ”Finding the Masterpiece in the Mess” which Sam believes in the power of recognition, empowerment, and getting people excited about the work they do. Other speakers were Jason Rosenthal: METUS

as part of the Whole Home Eco System. Brinnon Williams: METUS and Contractor Strategic Planning. Alex Stephens and Mark Rogers: Augmented Reality & The DSG Program, and Austin Kelly and Charles Miltiades: The Future of Residential Products & Controls. Nine Diamond Contractor Elite HVAC firms were honored with Awards for top sales growth and volume.

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John Johnson and Mirelo Marzo of Rocket Cooling with John Alexander and Jim Kitchen of DiversiTech



Brad Niehaus of Mitsubishi Electric Trane HVAC, Keith Martin of Badger Bobs Services, Troy Roberson of Mitsubishi Electric Trane HVAC



Brigido Natera of Gemaire Distributors, Daniel Robinson of Mitsubishi Electric Trane HVAC, Rafael Castillo of Gemaire Distributors



Doug King gave the opening remarks which included a big “Thank You” to all the Mitsubishi contractors attending



Mitsubishi CEO Mark Kuntz spoke about Mega Trends and the High-Efficiency Electric Home Rebate Act which everyone should take advantage of



Sam Glenn was the Keynote Speaker who stated “If you want to improve your organization, it starts by improving your people.”



Robert Smith discussed the future of the Global Supply Chain with the methods to keep products available and in stock



Jim and Cheryl Jones of Tropic Aire with Rob Rickman of Mitsubishi Electric Trane HVAC



Adam Winchenbach of Sun Cool, Aaron Friedman of Total Air, Justin Seppi, Trey Weeks, and Jason Siroky of Johnstone Supply Ware Group



Fourat Matloub of Synchrony, Patrica LaMantia of and Mark Pruskaur of Cool Air, and Justin Stocker of Synchrony



Leah Montgomery, Jeff Bloomstrom, and Lacey Dietz, of Mitsubishi Electric Trane HVAC



Justin Cook, Kris Reeves, and Doug King of Mitsubishi Electric Trane HVAC



Steve Owens of SO A/C, Dennis Haggerty and Lance Mullins of Trane, Troy Roberson of Mitsubishi Electric Trane HVAC, Chase Fowler of Fowlers A/C



David Macdonald, Kyle Macdonald, and John Mitchell of M&S Air Conditioning



Scott Simmons, Mitchell Gladstone, and Eric Watts of Mitsubishi Electric Trane HVAC



Everyone enjoyed the Awards Ceremony buffet which included delicious BBQ Ribs, Filet Mignon, and Cornish Hens with great side dishes



Dominating Ductless with Mike Cappuccio



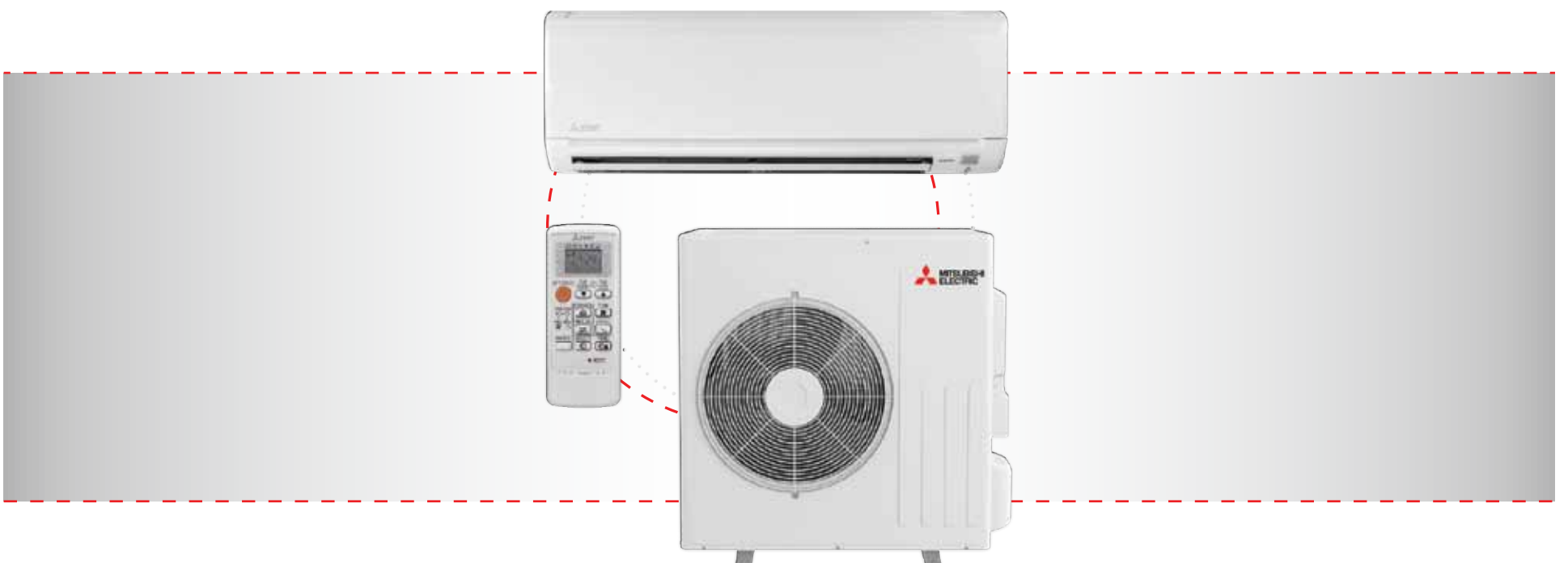
National and Regional Marketing breakout session with Michelle Robb and Leah Montgomery

Be Prepared!

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Johnson Controls Helps Contractors Navigate the Inflation Reduction Act

- **Johnson Controls is helping channel partners navigate an historic opportunity for homeowners to invest in higher-efficiency equipment at reduced costs**
- **Training programs and tools aim to educate homeowners of savings opportunities and increase sales of high-efficiency home comfort systems**
- **New resource program helps contractors best serve their customers while increasing their premium equipment sales opportunities**

MILWAUKEE – (September 22, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, announces a new resource program to help residential HVAC distributors and contractors navigate savings incentives available to residential customers from clean energy programs, including the recently passed Inflation Reduction Act.

With a record \$370 billion reserved spending on climate and energy initiatives and a carbon reduction goal of 40% by 2030, the Inflation Reduction Act places a strong focus on providing the American homeowner with a more affordable path to higher-efficiency home comfort. However, maximizing these incentives in conjunction with other federal tax credits, rebates and low-cost financing options can be a challenge, making HVAC professionals' education and participation vital to the initiative's success.

"The Inflation Reduction Act incentives present an immediate opportunity to begin a conversation about increasing sustainability in a more affordable way. But it doesn't stop there," said Charles Hurd, director of residential product management, Global Ducted Systems, Johnson Controls. "Improved system operation, reduced operational costs and affordable financing are all important components to increasing long-term energy efficiency and reducing customers' carbon footprint. Johnson Controls is and will continue to serve as a trusted advocate to our distributor and dealer partners to ensure they are poised to best serve homeowners – while increasing their premium equipment sales opportunities."

Programs to Maximize Savings on Energy-Efficient HVAC Systems:

- **Energy-Efficient Home Improvement Credit:** The 25C tax credits, which expired on Decem-

ber 31, 2021, have been extended through December 31, 2022, at the previous credit levels and requirements. Beginning with products installed on January 1, 2023, and extending through the end of 2032, new energy tax credits will be available for qualifying equipment, including tax credits up to 30% of eligible expenses or up to \$600 per appliance and \$1,200 per year (up from 10% and \$500 lifetime) and up to \$2,000 per year for heat pumps.

- **High-Efficiency Electric Home Rebate Program:** \$4.3B will be available for grants to states to provide rebates for qualified home electrification projects. The grants will provide up to 100% of eligible expenses or up to \$8,000 in rebates for eligible households to install heat pumps. Funds will be administered through state energy offices and will run through September 30, 2031.
- **State and Local Rebate Programs:** Rebates offered through state legislation, local municipalities and utility companies can vary. It's best for homeowners to speak to their local HVAC professional about these rebates or use a zip code-based HVAC savings database as a point of reference.
- **Manufacturer Rebates and Financing Options:** With high-efficiency equipment rebates from Johnson Controls, more than 30 consumer financing options through Synchrony® Financial, factory-backed warranties and new Inflation Reduction Act incentives, there has never been a better time to upgrade to a new home comfort system.

As part of a long-standing commitment to sustainability, Johnson Controls will manage resource programs for channel partners. Efforts are focused on homeowner education and contractor sales sup-

port, including training opportunities to increase knowledge of incentive programs, higher-efficiency equipment and system installation, as well as strategies for bundling federal, state, local, utility and manufacturer incentives to maximize savings. In addition, information on high-efficiency equipment rebates from Johnson Controls, more than 30 consumer financing options through Synchrony® Financial and factory-backed warranties will be made available along with homeowner-focused communications to increase awareness and drive traffic to YORK®, Luxaire®, Coleman®, Champion®, Fraser-Johnston®, Guardian® and Evcon™ dealers. Additional resources will be evaluated and made available as the Inflation Reduction Act evolves and new programs emerge.

Since 1885, sustainability has been at the heart of the company's business and is fundamental to all facets of Johnson Controls. In 2021, Johnson Controls announced a commitment to reduce absolute Scope 3 emissions by 16% and Scope 1 and 2 by 55% before 2030. The company has also committed to invest approximately 75% of new product R&D in climate-related innovation to develop sustainable products and services, such as transitioning to low-GWP refrigerants and innovations in electric heat pump technology, to achieve efficient performance even during harsh winter months. In addition to helping customers achieve their net zero goals, Johnson Controls is continuing to take significant steps to further improve its environmental impacts through ambitious sustainability commitments, including a net zero carbon pledge by 2040.

If you have questions or want to learn more about growing your high-efficiency equipment business, distributors can contact their regional sales manager, and contractors should contact their distributor partner.



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Goodman SEER2 Product Nomenclature Training



On Tuesday, September 6th, from 1 - 2 pm, Trey Weeks, Product Manager for Johnstone Supply Ware Group and Will Rust from Goodman, facilitated a Goodman SEER2 Product Nomenclature Training Webinar. This webinar covered

the products affected by the SEER2 Regulations: Condensing Units, Heat Pumps, Single Packaged Units, Evaporator Coils, and Gas Furnaces. Trey and Will revealed the new model names and numbers that are manufactured to comply with the new standard.

The regulations indicate that a minimum SEER2 rating of 14.3 must be obtained for all residential central air systems below 45,000 BTU. The same 14.3 rating is also required of all heat pumps. Systems that do not meet or exceed these requirements cannot be manufactured, sold, or installed beginning on January 1, 2023.

At Johnstone Supply - The Ware Group, customers are considered valued partners. And as partners,

Johnstone works to ensure their customers have the knowledge, tools, and resources to be successful and grow their business.

Something to be considered for the future is the Phase down of 410A. In accordance with the AIMs act and the Paris Accord, changes for refrigerants are on the horizon as well. In 2025, 410a is being discontinued in new equipment.

The HVAC industry will begin a process of transition to new refrigerant blends, such as R454B & R32, beginning next year leading up to the 2025 discontinuation.

Johnstone Supply -

The Ware Group has made a commitment to their customers to be a source of information and has a team dedicated to working diligently with contractors, manufacturers other organizations in the industry to ensure they provide the smoothest possible experience during this transition. Maintain great communication with your Johnstone Supply Representative to ensure that all units being ordered and shipped are in compliance with the new regulations and pick up a "Preparing for 2023" Brochure from your local Johnstone.



Trey Weeks



Will Rust

Florida Gators and Air Pros USA Surprise Veteran with New A/C Unit

Florida-Based Air Pros USA Teams up with Florida Gators Football and Alachua County Veteran Services Division to Provide Local Veteran with a Free A/C Unit

Gainesville, Florida (August 11, 2022) – The Florida Gators Sports Properties and Air Pros USA, a leading residential and commercial air conditioning services company and the official Air Conditioning partner for Gators football, came together for the annual "Saluting Those Who Serve" initiative with the Alachua County Veteran Services Division. They awarded Vietnam Army Veteran, Melvin Campbell, with a brand-new air conditioning unit and installation, free of charge.

Melvin is currently living in a 34-year-old mobile home with air conditioning that is not much newer. He lives with his wife who cares for him as his health is failing due to the sicknesses from herbicide exposure in Vietnam. Thomas served two tours in the United States Army during the Vietnam War.

"We are thrilled that our Vietnam Veteran, Melvin Campbell was selected for this amazing opportunity," says Kim Davis, Executive Director for Alachua County Veteran Services Division. "Our Veteran Services Team is committed to the Veteran Community in South Florida. We thank Air Pros USA for providing this gift to such a deserving Veteran, that will certainly improve the quality of life for him and his family."

Melvin and his wife raised their family to be people who serve. His daughter plays an integral role in the community as a small business owner. She is married to a first responder who works as both a firefighter and paramedic.

"We are grateful for this partnership as both Air Pros USA and the Florida Gators are passionate about giving back to the communities they serve," said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. "We work hard to honor those who have served our country with donations and giveaways. We also make an effort to hire Veterans as well."

"We are thrilled to continue our partnership with Air Pros USA for our annual Saluting Those Who Serve initiative," said Scott Stricklin, Athletics Director at the University of Florida. "They join other prestigious companies in supporting the Florida Gators and are truly exemplary not only as one of the fastest growing heating and air conditioning companies in the state, but also in their commitment to Veterans and giving back."

Air Pros USA is continuously finding ways to give back to the community, including Veterans and military service members, to thank them for their service. For more information visit www.airprosusa.com.

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 700 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.



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Exposed Duct High Temperature Limit

By Bryan Orr



Bryan Orr

I bought a crappy old house built in the 1920s a few years into my marriage. There were so many things wrong with it. Water intrusion, leaking pipes, roots in the sewer line... on and on. But it was our house,

and we loved it.

One issue was that the water heater was tiny, and it was in the attic with no room to make it larger. I couldn't even make it through a shower without running out of hot water. So, what did I do? I jacked up the thermostat!

My wife washed dishes the next day and was not amused at the blazing hot water that came gushing over her hands. I'm glad I listened to her and set it back down. Not only was it a safety hazard, but it was also a waste of energy.

So much of what we do is about controlling the temperature of air, fluids, and objects. We also try to control the heat transfer rate from one thing to the other. We can impact this transfer rate by changing the distance between the objects, changing their temperature differential, or changing the resistance to energy flow or R-value.

In the case of the water heater, increasing the temperature of the water in the tank and pipes increases the rate of energy loss through the tank and pipe walls. It's also a safety hazard. That is why the Department of Energy suggests setting your water heater thermostat to 120°F, which is 20° lower than many manufacturers even set it.

What does this have to do with ducts?

- In addition to changing temperature differential, we can insulate to reduce energy transfer. Duct insulation is just one example of that. We insulate things for three primary reasons:
- To reduce the rate of heat transfer from hot to cold (efficiency or comfort)
- To keep the temperature of a surface above dew point (to prevent condensation and water damage)
- To protect ourselves from scalding or frost-bite (safety)

The IMC (International Mechanical Code) 2015 edition 604.2 surface temperature states that ducts that contain air over 120°F must have enough insulation so that the external surface doesn't exceed 120°.



That serves as a high limit for duct temperatures for safety reasons, but it also has practical energy-saving applications.

While locally adopted mechanical and energy conservation codes will generally require a certain

insulation R-value for ducts, you can use this 120° surface temperature as a litmus test. On the other end of the spectrum, a duct surface temperature should never be allowed to fall below the dew point temperature of the air surrounding it. That can be quite tricky in humid climates, especially where ducts are installed in unconditioned spaces, but it should nevertheless be considered.

So, be safe and efficient, and stay dry by keeping your ducts and water heater piping properly insulated.

—Bryan

HARDI Distributors Report 16.8% Revenue Increase in July

COLUMBUS, Ohio, September 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 16.8% percent during July 2022. The average annual sales growth for the 12 months through July 2022 is 24.3% percent.

“July 2022 had one less billing day and a difficult weather comp for most regions but continues to benefit from the aggressive price increases that have been passed through,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “What goes up must slow down and this cycle has clearly peaked. The average annual sales growth by participants has been in the 24% to 25% range since January.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days at the end of June 2022. “The June 2022 DSO is comparable to June 2020 and 2021. The pre-COVID DSO for June was closer to 45 days,” said Loftus.

The job market is strong but other leading indicators for our industry like Consumer Sentiment, housing permits and existing home sales are not as encouraging. “Inflation has been in the news and in our industry also,” said Loftus. “The annual increase for the HVACR primary products price index has been near 25% since April and helping to support distributor's sales growth.”

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

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

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.

What you need to know

Are you ready for the new Department of Energy Changes?

Dealers and contractors who install non-compliant equipment will be required to replace the equipment and face fines of up to \$503 per unit, per day.

Train your technicians now on the new compliance standards.

Scale down current inventory now to prepare for the new regulations and product launches.



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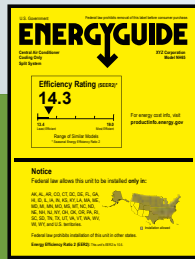
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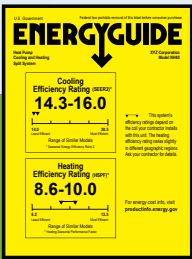


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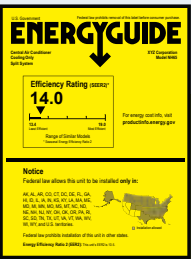
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Calci-flush™ Extends Tanked Water Heater Performance



Houston, TX, September 1, 2022– RectorSeal®, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, and a wholly owned subsidiary of CSW Industries, Inc. [NASDAQ: CSWI], introduces Calci-flush™ standard tank water heater flush.

Calcium and scale build-up is a leading cause of premature tanked water heater failure. Unless the tank is adequately flushed on a regular schedule, its heating ability will be hindered by the formation of calcium deposits that are released through normal operation or when chemicals enter an unmonitored breakdown product at elevated temperatures. Eventually, these built-up compounds can lead to a call for a replacement or result in unsafe operating conditions.

When used properly, Calci-flush helps eliminate calcium and scale buildup and restore circulation and water pressure in about 60 minutes. Using Calci-flush as part of a water tank maintenance program helps extend the life and performance of a standard water heater.

Available in a gallon jug, Calci-flush is easy to use. After the water to the tank is turned off and the tank is drained, simply connect the Calci-Flush container to the tank's drain valve with the included hose adapter. Calci-Flush enters the water tank via gravity flow and starts to work immediately. In approximately 30-60 minutes, the water tank can be flushed, refilled, refreshed, and ready to deliver optimized performance. Calci-Flush is NSF certified.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face.

Visit rectorseal.com, [instagram.com/rectorseal](https://www.instagram.com/rectorseal), and [youtube.com/rectorsealcorp](https://www.youtube.com/rectorsealcorp) for additional details and support materials.

GREE Flexx Install and Tech Training Class at the Hilton Miami Airport Blue Lagoon

Gemaire Distributors hosted the GREE Flexx Install and Tech Training Class which took place on September 27, from 9:00-11:00 AM. at the Hilton Miami Airport Blue Lagoon in Miami, FL The facilitator was Joe Sadurni, Gemaire Tech Support Representative.

The GREE Flexx product is an excellent choice for many reasons. From unique application benefits to the simple installation points... but like any high efficiency system there are a few things you should know about.

With GREE's inverter technology and horizontal (side) discharge design, the FLEXX delivers up to 20

SEER efficiency with 24 VAC flexibility. The FLEXX is ideal for add-on replacement and new construction with ULTRA heating & cooling capabilities, a quiet operation and small outdoor footprint.

One segment of the training class was devoted to installation tips and tricks, with some key technical and service details.

Joe finished the training class with the most common start up and service mistakes that their tech support team has seen.

Look for more GREE Flexx Install and Tech Training Classes coming up in October, at the end of this section inside the Gemaire GREE Flexx ad.



The facilitator for the GREE Flexx Install and Tech Training Class was Joe Sadurni, Gemaire Technical Support Representative.



It was a full house for the GREE Flexx Training Class in Miami

FRACCA At Sea 2023 on the MSC Meraviglia ~ MSC Cruises

Join your fellow FRACCA Members and HVACR Contractors from the State of Florida for a Fun Cruise to the MSC Cruise Lines Private Island. You will spend two glorious days at Ocean Cay Marine Reserve, one of the few Cruises that spends an overnight at their island. Ocean Cay was revitalized and turned into an Island reserve that is not to be missed.

Your food and drink packages extend on to the Island. So, invite your teams, families, friends and

spend time building relationships with other Air Conditioning Contractors in a relaxed atmosphere.

2 CEU Credits will be available as well! Please visit the FRACCA At Sea 2023 Cruise Website. Please View Each Tab: Home, Sponsors & Venue to learn more about joining us for a FRACCA Fun Event! The Actual Cruise Registration Link is within the Website. December 1st is the deadline for booking our block of rooms. .

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Emerson Announces New HVACR Blog Platform to Address Industry's Top Challenges

SIDNEY, OHIO, September 6, 2022 – Emerson (NYSE: EMR) announced the launch of its new E360 Blog, a thought leadership platform that extends its previous Climate Conversations blog to include a broader range of industry topics, expanding its reach to refrigeration, air conditioning and other HVACR stakeholders. The platform is intended to support overcoming industry challenges such as refrigerant regulations, technician shortage/trade skills gap, sustainability initiatives, industry trends, technology advancements, and improved efficiencies.

The blog provides improved navigation and content accessibility with featured posts and categorization by specific topics such as cold chain, refrigeration, heating and air conditioning, regulations, industry and technician tips and solutions spotlights. Further filtering is available to narrow in on markets, regulatory types and technical focus.

"We are excited about the launch of our new E360 Blog that will encompass content around Emerson's many industry initiatives," said John Schneider, president, HVACR Technologies, Americas for Emerson "This site is truly an extension of our research and testing efforts to help original equipment manufacturers, contractors, end users and industry leaders as they continue to navigate new regulations, sustainability initiatives and other industry challenges."

The blog will provide easy access to other Emerson industry support platforms, including their E360 Content Hub, HVAC On Air podcast series and AC & Heating Connect blog site.

Emerson continues to extend its focus on rigorous product testing and extensive research to offer reliable, high-efficiency and lower-GWP refrigerant solutions to meet efficiency and refrigerant regulations. The blog and other platforms will highlight how those efforts are working to benefit the HVACR industry.



Message from FRACCA President Will Barnes



Hello Contractors!
FRACCA is known for its Educational Conferences, and for 2023, we will be doing something a little different. Since it is a non renewal year, we will be "Taking FRACCA to the Chapters", so we can get to know Members in your own Chapter. The Format will be offering 3 - 4 CEU Classes, along with either Breakfast or Lunch depending on what the Chapter selects. Please be on the lookout for notices from your Chapter Executive Director for what Month we will be visiting. Thank you for participating in these Chapter Events.

In addition to those visits, we are offering our FRACCA At Sea - Cruise! March 2 - 5, 2023 - We will be leaving from Port Canaveral - Join your fellow FRACCA Members and HVACR Contractors from the State of Florida for a Fun Cruise to the MSC Cruise Lines Private Island. You will spend two glorious days at Ocean Cay Marine Reserve, from one of the few Cruises that spends an overnight at their

island. Ocean Cay was revitalized and turned into an Island reserve that is not to be missed.

Your food and drink packages extend on to the Island. So, invite your teams, families, friends and spend time building relationships with other Air Conditioning Contractors in a relaxed atmosphere.

2 CEU Credits will be available OnBoard as well! Please Visit www.FRACCAAir.com and view each tab: Home, Sponsors & Venue to learn more about joining us for a FRACCA Fun Event! The Actual Cruise Registration Link is within the Website.

December 1st is the deadline for booking our block of rooms. Please reach out to us with any ideas, suggestions or questions. We want to hear from you! Office Phone (407) 676-0031 or Email us at Membership@FRACCAAir.com

Your FRACCA President,
William Barnes, Ellsworth Air

Introducing the New Fieldpiece Wireless Refrigerant Scale, SR47: Tough, Accurate and Portable!



The new Fieldpiece Wireless Refrigerant Scale, SR47 is built with you in mind. It's tough enough to handle any job site and large enough for bigger refrigerant tanks. It wirelessly connects to the Job Link® System App, giving you easy access to customer documentation. You'll be able to work faster and smarter, seeing progress on your mobile device. Industry-leading battery life, wireless range and accuracy offer unmatched reliability and convenience. MORE reasons you will love the SR47:

- 1) 13" platform to fit larger tanks and integrated bumpers for increased durability.
- 2) Strong enough to hold a maximum load of 252 lbs.
- 3) Wireless remote control with LED backlight can be stored inside the scale, and makes viewing data easy.
- 4) Industry-leading accuracy: $\pm 0.03\%$ rdg + 0.25 oz.
- 5) Lightweight. Total weight of scale, case and remote is ~7 lbs.
- 6) Water resistance can handle any job site.
- 7) Quickly connects to the Job Link® System App & SMAN® Refrigerant Manifold (SM380v, SM480v) with 1000' wireless range.
- 8) Platform battery lasts 200+ hours – it can literally work all week if needed.
- 9) Easy-to-use raised power button now located at base of scale.

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2022 NFACCA Fall Golf Tournament at the Blue Sky Golf Club in Jacksonville

September 23, 2022

The 2022 NFACCA Fall Golf Tournament took place at the stunning Blue Sky Golf Club on Friday, September 23rd with an 8:30am Shotgun Start with over 40 golfers.

Thank you to our Amazing Sponsors!

Johnstone Supply, AIG, Nimmicht, Duval Ford, Enterprise, Tropic Supply, Trane, Fresh Aire UV, Seacoast Bank, Healthway.

Air Angels Putting Contest Winner: Lorey Kash.
Longest Drive #1: Alex Puente, Closest to the Pin: #11 Jason Thomas.

1st Place Gross: Amy Herlihy, Scott Herlihy, John Higgins, Ryan Hudgens
2nd Place Gross: Jason Thomas, David Luck, Dave Milligan, Jason Griffin
3rd Place Gross: Korey Kasch, Jon Jacobs, Matt Dove, Dave Robinson, Peter Poulin

1st Place Net: Tim Crouch, Shaughnessy Harms, Alex Puente, Dave Scott
2nd Place Net: Chris McGill, Gregg Schroeer, Stephen Elliot, Chris Winkle
3rd Place Net: Jim Money, Bodie Dwyer, Brian Gooch, Jody Long

Everyone had a great time relaxing out on the course seeing old friends, and playing some golf! Many great prizes were awarded!



1st Place Gross: Scott Herlihy, Ryan Hudgens, Amy Herlihy, NFACCA president Lek Gjoka from Cool R Us



2nd Place Gross: David Luck, Jason Griffin, Dave Milligan, Jason Thomas



3rd Place Gross: Dave Robinson, Peter Poulin, Korey Kasch, Matt Dove, NFACCA president Lek Gjoka from Cool R Us



1st Place Net: Alex Puente, Shaughnessy Harms, NFACCA president Lek Gjoka from Cool R Us, Tim Crouch



2nd Place Net: Chris McGill, Gregg Schroeer, Chris Winkle, NFACCA president Lek Gjoka from Cool R Us



3rd Place Net: Brian Gooch, Bodie Dwyer, Jim Money, Jody Long



Air Angels Putting Contest Winner: Korey Kasch with NFACCA president Lek Gjoka from Cool R Us



Lisa Lynch, Brittney Turner, and Amy O'Grady of NFACCA



NFACCA president Lek Gjoka from Cool R Us with Longest Drive winner #1 Alex Puente

2 New AHUs for '22

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



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

Standard Specifications

- 120 Volt DX only (LGM Series)
- 230 Volt 0-25kW Electric Heat (LEM Series)
- <2% Low Leakage Cabinet
- Pre-programmed ECM motors
- High-efficiency rifled aluminum tubes and enhanced aluminum fins
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AHRI Releases July 2022 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 900,209 units in July 2022, down 5.5 percent from 952,323 units shipped in July 2021. U.S. shipments of air conditioners decreased 12.6 percent, to 538,146 units, down from 615,860 units shipped in July 2021. U.S. shipments of air-source heat pumps increased 7.6 percent, to 362,063 units, up from 336,463 units shipped in July 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.5 percent, to 6,442,769 units, up from 6,282,749 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 0.4 percent, to 3,876,462 units, down from 3,892,236 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 7.4 percent, to 2,566,307, up from 2,390,513 units shipped during the same period in 2021.

JB Warranties and Sera Systems Announce First Of Its Kind Integration For HVAC and Plumbing Industry

ARGYLE, TEXAS (PRWEB) SEPTEMBER 21, 2022 JB Warranties, the HVAC industry's leading provider of extended labor warranties, is proud to announce its strategic partnership with Sera Systems, Inc., creator of Sera[®], the new era in field service management software (FSM). This cutting-edge initiative is designed to disrupt the US HVAC market.

The new partnership will integrate JB Warranties with Sera to provide a host of benefits to HVAC dealers, including:

- Workflow improvements ending the daily challenges contractors face
- Frictionless processes that improve efficiencies
- Recurring revenue stream without additional

overhead expenses

- Peace of mind for homeowners

Both companies offer dealer incentives as part of this initiative.

- Sera will offer special pricing on Sera subscriptions and services to registered JB Warranties dealers.
- JB Warranties will fund a co-op program for dealers that purchase warranties within the Sera platform. Dealers will be eligible to receive co-op funds equal to up to 5% of their purchases. Dealers can utilize their accrued co-op funds to buy down the costs of their Sera subscriptions.

Jeff Bohannon, CEO & President, JB Warranties shares, "JB Warranties is dedicated to providing value to our growing dealer base. Integrating our extended labor warranty processes within Sera will help our dealers save time and automate workflows. The new co-op program will also help dealers buy down their Sera subscriptions, reducing their total cost of ownership."

Billy Stevens, CEO, Sera Systems, adds, "Sera is excited to partner with JB Warranties. We designed Sera to bring simplicity to the businesses in our industry. Through this integration with JB Warranties, dealers can increase efficiencies by automating the selling, purchase and claims processing of extended labor warranties."

HVAC dealers in the US that would like to register with JB Warranties can do so at <http://www.jbwarranties.com>. Dealers can schedule a Sera demo at sales.sera.tech@jbw.com.

JB Warranties is the premier warranty provider in the Heating Ventilation Air Conditioning [3] (HVAC) and plumbing industries. Our warranties ensure that homeowners are protected from unexpected repair costs when they make the decision to purchase a new heating or air conditioning system for their home. We take care of HVAC contractors and plumbers, as well as homeowners from coast to coast, in all 50 states. Our exceptional customer service and reputation in the industry have allowed us to grow steadily since our founding in 2008, and we are proud to be the Nation's Leader in extended warranty as a result of our teamwork and dedication to our craft.



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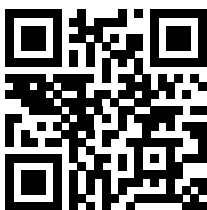
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Performance Pointers

By James Ball



What Is Your System's Grade?

The installed efficiency of the average residential HVAC system is only 57% of the equipment rating. So, a condensing unit rated at 20 SEER is really only operating at 11.4 SEER. Our industry is costing customers utility dollars at the expense of comfort. I don't know about you, but a grade of 57% embarrasses me. Here are two quick tests which will help you improve the systems you service or install.

Temperature Measurement

We are all familiar with taking the temperature difference across indoor equipment. We use this measurement often. For the most part we are good at making sure equipment is charged properly and the temperature change is appropriate.

However, we don't often look at the entire system. System temperatures help determine how efficiently the system gets conditioned air to each room. With just a few readings you can arm yourself with the truth.

Start at the return grilles and measure the temperature of air as it leaves the occupied space and enters

the return duct. If you have several return grilles, measure each and then average the readings. Now go to the equipment where return air enters. Most likely, you already have a test port here from when you took the equipment temperature. Is there any difference between the return grille temperature and the equipment entering temperature? Make sure and record the readings and the difference. Be aware of any outside air duct that connects to the return and measure where it makes sense to find if the duct is losing or gaining temperature.

Then do the same process for the supply side. Go to three supply registers and read the temperature of air as it enters the room. Keep in mind you are trying to get a clear picture of the system's performance, so pick three registers that are in the center of the duct system. The temperature loss will be worse at the furthest register just like it will be best at the nearest register.

Average these readings to *get the delivered air temperature*. Next, take a temperature measurement

at the supply plenum. Remember we want air temperature, so make sure your test port isn't in an area that will pick up radiant heat from the strip heater or the coil. Make sure to get a 'shaded' temperature.

Again, is there any difference between the air temperature at the equipment and the average delivered air temperature? Record the readings and the average as well as the difference.

When you present this information to homeowners, you need a way to help them understand. I like to take the return difference and add the supply difference then divide by the equipment's temperature difference. So if I have a difference of one degree in the return and three degrees in the supply with the equipment temperature difference of 18 degrees, I share that with the homeowner as a 22% (4÷18) temperature loss.

A three-ton system moving 1150 cfm would lose over 4900 sensible BTUH with a four-degree temperature loss. Those of you familiar with heat loads can see how important this temperature loss is. One other thing, if you take these measurements when the attic temperature is mild, you can see how this loss would compound on days when the attic temperature is extreme.

Also, those contractors who run duct in basements aren't excluded from this process. Take your readings to see. Once identified, you can offer your customer duct modifications to eliminate temperature loss.

Air Flow Measurement

The most prevalent issue we need to address is airflow. We all assume airflow is correct, after all the manufacturer tests it for us. While the manufacturers do test equipment, that test is in a lab, under perfect conditions, at one performance point without a duct system attached.

I don't know about anyone else, but I have never installed a system in a perfect area. Now more than ever the duct systems you attach to equipment must be sized and built properly to allow for the correct amount of airflow. To produce higher efficiencies, manufacturers build equipment with closer tolerances. When was the last time you saw a ¾ horsepower motor in residential equipment? HVAC equipment isn't as 'strong' as it used to be so undersized duct systems influence system performance and durability.

You can no longer assume that equipment can move the correct amount of air. Instead, you must measure. Airflow measurement does require some additional tools and knowledge. At my business I measured static pressure and used fan tables to find the equipment airflow. Some contractors do that using a balancing hood or grid to find the cubic feet of airflow (cfm) through the equipment.

In the field you don't know anything about the equipment's performance without knowing if it is moving the correct amount of air. When you do start measuring and changing systems to move more air, you will see that you need to adjust refrigerant charge. Systems that move the correct amount of air perform better and can maintain indoor comfort much more efficiently.

Do your systems make the grade?

Jim Ball has been involved in the HVAC industry all his life. He is a long-time National Comfort Institute shining star and an effective implementer of High Performance HVAC in his company. Jim recently sold his family HVAC service company and wants to give back to the industry by contributing his knowledge and experience. He hopes to help HVAC professionals move forward with the implementation of high-performance processes.

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



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(727) 571-4173

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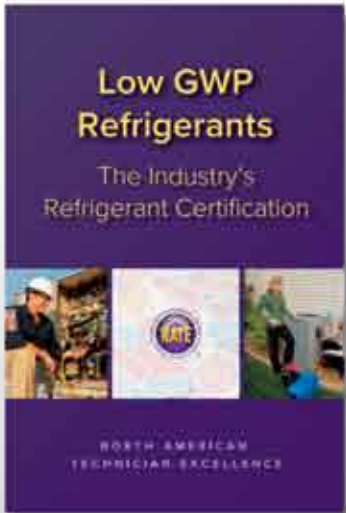


Now Available

Low-GWP Refrigerants Certification Exam

NATE is proud to introduce a new refrigerant exam and certification, designed to validate a technician's knowledge of low-global warming potential (GWP) refrigerants.

The NATE low-GWP Refrigerant Certification ensures that HVACR engineers and technicians have the necessary skills and job knowledge to handle refrigerants of all types.



Study Guide Available in
the NATE Online Store

WWW.NATEX.ORG



Tropic Supply Hosts CPS Products Demo Days in September

Featuring: IAQPRO, VP6D 6 CFM Pump, VG200 Digital Vacuum Gauge

During the month of August, Rob Hamilton and Norm Sorel of Hamilton & Associates conducted several Demo Days at Tropic Supply Resource Centers across the state of Florida.

Tropic Supply customers learned: 1) How the IAQ PRO Smart Air indoor air quality meter works

and the benefits to a technician. 2) The ins and outs of the VP6D Pro-Set 6 CFM Vacuum Pump, the MT2H7P5 Pro-Set Working Manifold Gauge Set and the VG200 Digital Vacuum Gauge. Also revealed were Vacuum pump tips and tricks and the benefits of using the LS2 Leak-Detector.

Any contractor who purchased a CPS VP6D and/or a VG200 during the month of September saved 10% instantly.

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



Tropic Supply North Miami Team with Norm Sorel (center) of Hamilton & Associates for CPS Demo Day!



Dylan Benner of Tropic Supply with Rob Hamilton of Hamilton Associates at CPS Demo Day in Tallahassee



John Jeffers (left) and David Jackson (right) of CPS Products with Anderson Comos and Leo Restrepo of MSC Solutions



John Jeffers of CPS Products, Matthew Moreno of CoolSys and David Jackson of CPS Products



John Jeffers of CPS Products, Ken Gibbs of BlueMax Air, David Jackson of CPS Products



Al Bisoto of Engineered Air, Joe Homan of Tropic Supply, and Norm Sorel of Hamilton & Associates



Norm Sorel of Hamilton & Associates with Mike Diaz of Associated Air Conditioning



Jason Godwin and Lathin Rahmann at Tropic Supply CPS Demo Day in Tallahassee



The CPS Demo Day Team at Tropic Supply in Sunrise

Tropic Supply Driver & Warehouse Appreciation!



T03 Tropic Supply Miami South Drivers and Warehouse Team

During the month of September, Tropic Supply assembled several appreciation packs full of goodies to show their appreciation to both their drivers and warehouse team members



T19 Tropic Supply Daytona Beach Drivers and Warehouse Team



T17 Tropic Supply Orlando Drivers and Warehouse Team



T9 Tropic Supply Delray Beach Drivers and Warehouse Team



T11 Tropic Supply Cape Coral Drivers and Warehouse Team



T15 Tropic Supply East Tampa Drivers and Warehouse Team



T21 Tropic Supply Tallahassee Drivers and Warehouse Team



T12 Tropic Supply Port Charlotte Drivers and Warehouse Team



ENDEAVOR™

Ruud Endeavor Platform Introduction

Join the technical service team from both Ruud and Tropic Supply to learn about Ruud’s new Endeavor Platform!



FEATURES/BENEFITS OF THE NEW RUUD ENDEAVOR PLATFORM:

- Expanded EcoNet capability
- New Bluetooth connectivity
- 7mm tubing in outdoor coils
- New Ruud Contractor App functionality
- Introduction of brushless DC fan motors
- 2-stage compressors on base-tier heat pumps
- Inverted reversing valves

Refreshments and raffle prizes will be provided.

Pro Partner Education Credit:
Earn one (1) hour of continuing education credit by attending this event.



LOCATION

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

DATE

Tues., Oct. 18
Tues., Oct. 18
Wed., Oct. 19
Wed., Oct. 19
Thurs., Oct. 20
Thurs., Oct. 20
Fri., Oct. 21
Fri., Oct. 21
Tues., Oct. 25
Tues., Nov. 1
Tues., Nov. 1
Wed., Nov. 2
Wed., Nov. 2
Tues., Dec. 6
Tues., Dec. 6
Wed., Dec. 7
Wed., Dec. 7
Thurs., Dec. 8
Thurs., Dec. 8
Fri., Dec 9
Tues., Dec. 13

TIME

7:30 am - 11:00 am
1:30 pm - 5:00 pm
7:30 am - 11:00 am
1:30 pm - 5:00 pm
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Call or visit your local Tropic Supply Resource Center today!



ASHRAE Miami Technical Meeting "First Meeting of the Year" September 13th, 2022

ASHRAE Miami Chapter held their first meeting of the year on Tuesday, Sept. 13th, 2022 at 12:00 pm. The technical topic for the meeting was two-fold: One part covered the FMC 2020 ventilation requirements (residential outside air: mechanical vs. natural) and the other was Updates to the Energy Conservation Standards (New vs old efficiency procedure and current vs 2023 Efficiencies for Split-system and sin-

gle-packaged Air Conditioners). This meeting was in-person at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. There was a Virtual Presentation option as well (listening only).
Questions covered: What about previously permitted work? Can I install a SEER1 system after January 1, 2023? What are the differences between the new SEER2 and the Old SEER1 efficiency ratings? What

are the new testing procedures for Split-systems and Single-packaged Air Conditioners? What about mini-split units? Can I get fined?
ASHRAE Miami Chapter meets the second Tuesday of each month. The meeting location is announced in their monthly newsletter. Most of their meetings have technical presentations which provide PDH points towards the PE license.



Jim Dipietro and Ana Barbosa of Broward County Board of Rules and Appeals



Cesar Gomez of Miami-Dade County Public Schools, Joshua Corredor and Rafael Vicens of Integrated Cooling Solutions



Brenda Martinez of AtmosAir, Tony Arriaga, Christian Guzman, Alfredo Sotolongo, Andrew Abinader, Alfredo Sotolongo Sr. of Protec, Igor Gonzalez of ESI



Arthur Maranhao de Souza of Klima Mechanical Contractors, Jorge Mejias of Viega, Louis Prats of Integrity Control, and Abe Alonzo of Espiel



Elizabeth Fernandez, Lester Doppco, and Dayana Castillo of Shamrock Engineering



ASHRAE Guest Speakers Timothy de Carion and Rolando Soto of Broward County Board of Rules and Appeals



Sam Martin, current ASHRAE Miami president, welcomes the members to the ASHRAE Technical Meeting



Rolando Soto reviewed the FBC-Mechanical 2020 ventilation requirements (outside air), mechanical vs. natural, and how it is implemented



Timothy De Carion, Chief Energy Code Compliance Officer spoke about information for the upcoming 2023 Federal Energy Efficiency Requirements.

California Air Resources Board Starts Process to Ban Gas Furnaces and Water Heaters

Last week the California Air Resources Board approved the 2022 State Strategy for the State Implementation Plan. This strategy document is a road map for California regulators to reduce ground-level ozone also known as smog. One component that was recently added to the strategy is a plan to create a Zero Emission Standard for Space and Water Heaters. This zero-emission standard would ban the sale of gas furnaces and water heaters with a proposed effective date of 2030.

The plan directs staff to begin a rule-making process, including accepting public comment, in 2025 to go into effect in 2030. While the State Implementation Plan is focused on ozone, including NOx released by gas furnaces, the Board is directing staff to use their greenhouse gas regulatory authority to institute the sales ban. Staff will be required to seek industry input as they work through the rule-making process.

Until we see how the state proposes to ban the sale of gas furnaces and water heaters it is difficult to determine what if anything HARDI can do to stop this process, however, one potential issue will be how the appliance standard works in conjunction with federal efficiency standards and DOE's preemption of state standards.

If you have questions about this effort, feel free to reach out to Alex Ayers with HARDI's government affairs team.

Now Available from JB Industries



The new ATLAS DS-5000 is perfect for critically charged systems using R290 and R600a. Charge in either the upright or inverted position with confidence. The industry exclusive pass-through refrigerant charging feature eliminates outside influences, like hose movement, from affecting the scale's readings.

- Measures up to 176 oz in 0.1 oz increments
- Pass-through refrigerant charging - hose movement won't affect readings
- 2 charging positions - upright or inverted
- Small diameter hoses, Secure Seal low loss fitting, Schrader valves and adapters included
- Designed for R600a and R290

Compact, lightweight, and sturdy, the new ATLAS DS-5000 is a must have for refrigeration technicians.

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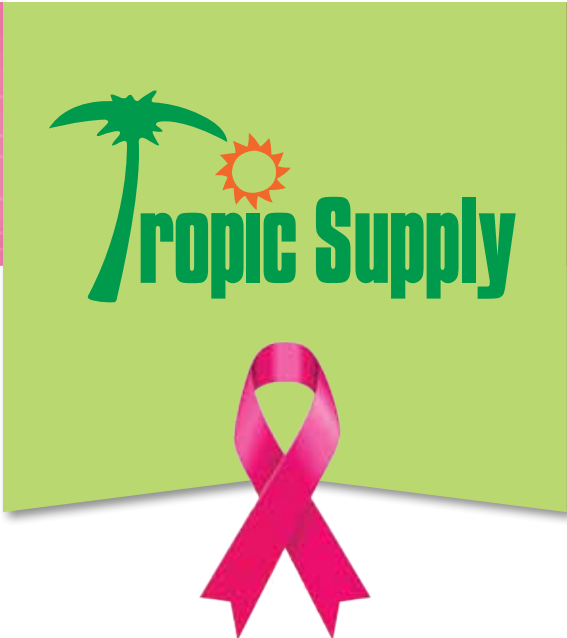
Anyone who registers and attends the Gree Flexx Install and Tech Training Class will receive TWO tools that are critical for Gree Flexx installations, tools will be sent out to attendees after the class has been completed. **Valued at \$200.**

- ➔ **Klein ET180 Manometer** – to measure static pressure which they need to correctly set the dipswitches
- ➔ **Navac NTF66 Flaring tool** – need to make the connections during installation



Scan here to view all classes

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JOIN GLASFLOSS, RUUD AND TROPIC SUPPLY IN SUPPORTING BREAST CANCER AWARENESS MONTH!

Glasfloss and Tropic Supply have made a \$6,000 donation to Susan G. Komen to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment. Help us raise awareness of this devastating disease by participating in our annual Breast Cancer Awareness SELFIE Contest.

ENTER TO WIN 1 OF 4 RUUD BRANDED COLEMAN PARTY PAIL GRILLS

HOW TO ENTER

- Purchase any two cases of Glasfloss filters on a single invoice and receive a FREE “BACK THE PINK” t-shirt (available at all 22 Tropic Supply resource centers starting October 1st, while supplies last)
- Take a SELFIE wearing your t-shirt while installing a Glasfloss filter
- Like the Tropic Supply FACEBOOK PAGE
- Email your SELFIE to Marketing@tropicsupply.com Include your name, company name and phone number.



One winner will be selected randomly from all entries received during each week. Drawings will be held on October 10, 17, 24 and 31. Winners will be contacted via phone the same day and the prizes will be mailed immediately. Submission of your selfie gives Tropic Supply consent to post your picture to the Company's social media sites.

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
Daytona Beach (T-19):	(386) 258.8337	Miami S. (T-3):	(305) 255.0438	Sunrise (T-20):	(954) 835.6020
Delray Beach (T-9):	(561) 279.2710	Mid Miami (T-7):	(305) 638.9673	Tallahassee (T-21):	(850) 300.6595
Ft. Lauderdale N. (T-2):	(954) 565.4803	Naples (T-10):	(239) 643.7118	Tampa E. (T-15):	(813) 514.1198
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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Clearwater (727) 362-6533
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Pompano Beach (954) 691-0210

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The Future of the HVACR Industry is Here



Technology in the HVACR industry is in the beginning of a great Renaissance. Decarbonization and electrification of buildings, the transition from fossil fuels, new M1 regulations and how this affects system testing by manufacturers I.E. SEER2, flammable refrigerants, incentives from the Inflation Reduction Act and utilities are a few examples of the transition HVACR professionals must prepare for.

The United States Department of Energy along with their international counterparts are putting forth initiatives for decarbonization and electrification. Subsequently, utilities are seeking ways to improve the efficacy of their grids, encourage more efficient use of consumed power, integrate renewable energy resources, all while reducing greenhouse gas emissions. As the HVACR industry moves away from fossil fuels, HVACR professionals will need to be educated on the technologies that spearheading the electrification of our industry to stay relevant and participate in utility incentives.

Similarly, the signing of the American Innovation and Manufacturing (AIM) Act, in December of 2020 began the phasedown of HFC refrigerants. Consequently, HVACR professionals must prepare for the safe handling, storage, and transportation of Low GWP Refrigerants, many of which are flammable.

The future is here! To keep apprised of these changes, we have two-great opportunities for you to get first-hand information from leading manufacturers, and matter experts. Join us each Thursday at 4:30 eastern for our live webcast. Then join us at the South Point Hotel, March 20-22, 2023, to meet in person with these leaders during the National HVACR Education Conference. We hope that you will join us March 20-22, 2023, at the South Point Hotel in Las Vegas, Nevada. Learn more about these opportunities at escogroup.org.

Malco Products, SBC, Announces 2022 HVAC Trade-Pro of the Year Winners

ANNANDALE, MINN. (Sept. 22, 2022) — Malco Products, SBC, one of the nation's leading manufacturers of high-quality tools for the HVAC trade (Heating, Ventilation and Air Conditioning), today announced the winners of its annual HVAC Trade-Pro of the Year Award program. The 2022 HVAC Trade-Pro of the Year Award recognizes and celebrates outstanding, experienced HVAC professionals who are dedicated to the industry and on-the-job safety, as well as giving back to their communities.

The program recognized five top HVAC contractors and technicians from across the U.S.:

- Tammie Nixon, Sheet Metal Journeyman, GEM Inc., Berkey, Ohio
- Ricardo Lopez, HVAC Trade Pro, Hoffman Brothers, Moscow Mills, Missouri
- Kenneth Hudson, CEO, HawkEye Services, Fort Washington, Maryland
- Robert Hartman, HVAC Installer & Servicer, Philadelphia, Pennsylvania
- Chris Sanders, Owner & Installer Service Technician, Sanders A/C & Heating, Inc., Cub Run, Kentucky

"Malco is proud to honor this year's diverse group of HVAC Trade-Pro of the Year winners for

service and commitment to their customers and communities," said Malco president and CEO Rich Benninghoff. "These HVAC professionals are representative of the excellence in the industry and are dedicated to working safely and efficiently in the field."

Each of the winners will receive a Malco tool kit valued at \$1,000, awarded by their local distributor. Nominations for Malco's 2023 HVAC Trade-Pro of the Year program will open in February 2023.

As a strong supporter and advocate of careers in the trades, Malco donates significant quantities of in-kind products and apparel annually to a variety of skilled trade education programs, competitions and events across the country, including high school, post-secondary technical and apprenticeship programs, regional apprenticeship contests and SkillsUSA state and national conferences. Malco also coordinates the "Head of the Class" Student Recognition Program that partners with education programs across the country to recognize high-achieving students and entire graduating classes in the HVAC/sheet metal, building construction and autobody repair fields.

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

PBACCA 20th Annual Golf Tournament

Palm Beach Air Conditioning Contractors Association is excited to announce that their Twentieth Annual Golf Tournament will be held at the Beautiful Wellington National Golf Club, Wellington, Florida On Friday November 18, 2022 1:00 p.m.

The 4-man scramble will start the day with a complimentary Box lunch during check-in, SHOT-GUN START at 1:00 p.m., drinks will be provided on the course, a Barbeque Dinner and award ceremony will immediately following the tournament. In addition, there will be trophies for 1st, 2nd, & 3rd place

and prizes for the longest drive, straightest drive, closest to the pin, and more!

PBACCA Board would also like to offer Contractor and Associate "NEW" Membership 50% off on 2023 Membership Dues with a golf 4-someAnnual Associate Dues Normally \$350.00 and Contractors Dues Normally \$300* special rate for new members only. Sign your team up now! Treat your friends, business associates, or your employees to a day of fun! Contact Pam with any questions at 561-585-3880 or pripple@pbacca.org

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SFACA September Program Meeting The Inflation Reduction Act of 2022

The SFACA September Program Meeting was held on September 7th at 6 p.m. at the Tropical Acres Steakhouse in Fort Lauderdale. The topic for the evening was about the Inflation Reduction Act. The Inflation Reduction Act of 2022 (IRA) is a landmark United States law which aims to curb inflation by reducing the deficit, lowering prescription drug prices, and investing into domestic en-

ergy production while promoting clean energy. On August 16, 2022 The Inflation Deduction Act was passed by Congress and signed into law by President Biden. Tray Batcher of Adams & Reese gave a informative discussion on what does the Inflation Deduction Act actually mean for you and your business. The SFACA October Program Meeting will be

held on October 5th at 6:00 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. For more than 35 years, the South Florida Air Conditioning Contractors Association (SFACA) has been helping HVAC/R suppliers and contractors of every size, type and description, to build their businesses into more productive, profitable enterprises. Don't miss the upcoming meeting!



Samuel Amigo and Viviana McGwire of Baker Distributing with Zachary Fraley and Chat Aitkin of Green Tree Air Conditioning



Santiago Yepes and Mariana Yepes of Air Zone Mechanical with Jeff Campen of Pyke Mechanical and SFACA board member



Providson Avril, Jonathan Okoro, Parthenia Sterling, Larkin Brown and Matthew Antoine of Florida Career College



Parthenia Sterling, career services specialist of Florida Career College speaks to the SFACA members



Travis Davis, Bob Suffoletta, and Joe Canosa of Lindstrom Air Conditioning



Stacy Miller, Executive Director of SFACA gave an update for the upcoming events



SFACA members enjoyed the buffet prepared by Tropical Acres



Guest speaker Tray Batcher spoke about the INFLATION REDUCTION ACT and what it could mean for your business

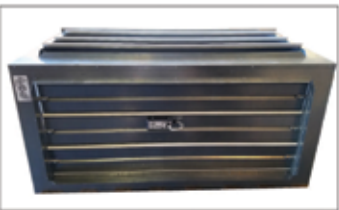


There was a good turnout for the SFACA monthly program meeting

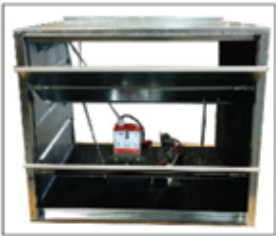
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Upflow (1.5 - 5 ton unit for residential/commercial uses.

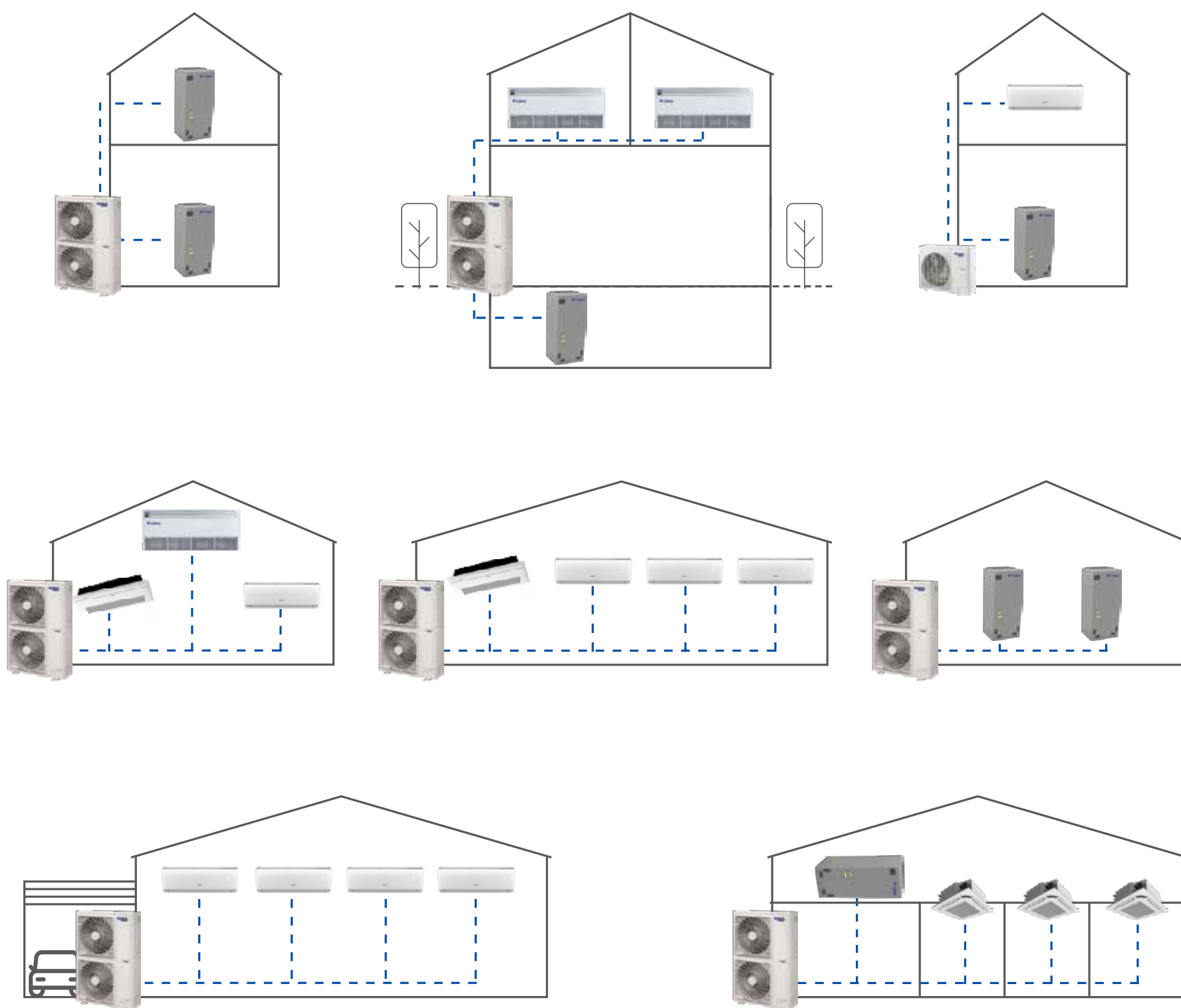
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SFACA 2022 Annual Golf Tournament at Deer Creek Country Club September 22nd, 2022

This year's golf tournament was on Thursday September 22nd at The Deer Creek Country Club in Deerfield Beach. Designed by world-renowned architect Arthur Hills, the golf course was in tip top shape.

More than 90 golfers participated in the tournament. RGF Environmental was the Title Sponsor for the SFACA golf event. Registration began at 7:15 AM with tee off at 8am. Goody bags were presented to each golfer. The weather was warm and sunny.

Beverages were available on the course thanks to SFACA. A delicious lunch was enjoyed by all the hungry golfers after the tournament. The awards ceremony took place at the clubhouse at the finish of the tournament.



Registration was quick and everyone received a goody bag!



Golfers getting ready to start the tournament after instructions from the golf pro



The most popular hole was the RGF ladies and their "Best Shot Tent"



Natalie Dee, Justin Bailey, Gabriel Vecin, and Brigido Natera for RGF Environmental Group



Rodney Becker, Patrick McNiff, Rob McNeely, and Tony Julian for WSVN



Fred Perfetto, John Brescia, Ed Lawton, and Joe Bowden for Cousins Air Conditioning



David Hutchison, Richard Petrocine, Sean Banks, and Rob Mayhew for Tropic Supply



Daphne Lastre, Roger Thomas, Michael Aguirre, and Raymet Martinez for AWD



Eddie Abreu, Rafael Castillo, Mike Lloyd, and Anthony Maturo for Gemaire Distributors



Rick Urdaneta and Tom Delgado for Nissan



Jeff Foster, Drew Garlan, Taylor Salisbury, and Nick Vosburg for Fresh-Aire UV



Gil Crespo, Paul Bradley, and Max Podell for Johnstone Supply Ware Group



Johnstone Supply Ware Group booth giving away some refreshments



Rich Carlson, Ryan Sledge, Anthony Marini, and Damien McGhraw for Carrier Enterprise



Brian Saltzman, Jeff Snead, and Nick Johnson for Ferguson HVAC



Manny Benavides, Mike Blanco, and Trevor Tunkovich for Carrier Enterprise



Marcus Williams, Johnathan Freyre, Kaysy Walker, and Tim Walker for Owens Corning



Doug Lindstrom, Brad Lindstrom, Jeff Lindstrom, and David Hughes for Lindstrom Air Conditioning



Geoff Salomon, Fred Weissman, Derek Hurwitch, and Craig Schwamm for WPTD



Kelly Dexter, Mark Zarzeczny, Rick Johnson, and Mike Dexter for Air Quality Control Environmental



Claudio Rivera, Andy Saez, Javier Cepero, and Robert Socarras for Brown & Brown



Lenny Cipolla, Madison Napurano, and Tyler Campbell for Fresh-Aire UV



Christian Hernandez, Roberto Montes, Neal Arteaga, and Dave Murphy for Refricenter



Scott Miller, Greg Chassey, Aaron Gardner, and John Avogado for Carrier Enterprise



Jose Minalla, Robert Cappadona, Kevin Mitchell, and Jim Bohn for ECT



Scott Kuschel, Chris Erickson, Eric Lex, and Tyler Rush for Baker Distributing



Frank Pulcini, Chad Aitken, Lyle Hoffman, and Mike Balan for IOA



3rd place tournament winners, Mike Dexter Kelly Dexter, Mark Zarzeczny, and Rick Johnson (not in photo), for Air Quality Environmental



2nd place tournament winners, Greg Chassey, Aaron Gardner, John Avogado, and Scott Miller, for Carrier Enterprise



1st place tournament winners, Craig Schwamm, Geoff Salomon, Derek Hurwitch, and Fred Weissman (not in photo) for WPTD



presents

20th Annual GOLF TOURNAMENT

Wellington National Golf Club
400 Binks Drive Wellington, FL 33414
November 18, 2022
1:00 p.m. Shotgun Start Scramble

- Box Lunch at check in (11:30 p.m. check in)
- Drinks provided on the course
- Prizes for longest drive, straightest drive, closest to pin and more!
- Raffle prizes for everyone!
- **FREE** Barbecue Dinner included with green fees to be held at Wellington National Golf Club Ballroom.
- Early Registration Fee \$200 per person by Nov. 1st after \$225.00 per person

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MILWAUKEE, WI – Milwaukee continues to drive innovation with-in the laser layout space with the launch of their new M12™ Green Cross Line & 4-Points Laser. It is engineered to offer users the brightest green

beams, all-day run-time, and easier set-up, for improved jobsite efficiency.

The M12™ Green Cross Line & 4-Points Laser provides all-day run-time and best visibility* in its class. When paired with an M12™ REDLITHIUM™ CP 3.0 Battery, users get at least nine hours of continuous run-time for ultimate productivity. The high-intensity green laser offers users superior visibility for long-range applications up to 125'. The vertical and horizontal lines allow for easier alignment and leveling applications, while the plumb points help with floor to ceiling point transfer, and the horizontal dots squaring points give users the option for quick and accurate squaring alignment. The M12™ Green Cross Line & 4-Points Laser is fitted with amplified rare earth magnets, providing a secure hold and ensuring it won't slide on steel studs. It is impact rated for drops up to one meter and the IP54 rating helps protect it from harsh jobsite conditions.

The new M12™ Green Cross Line & 4-Points Laser joins the M12™ Cordless System, the largest sub-compact system on the market, focused on delivering industry-leading durability and power in the tightest spaces. Currently, the M12™ System is made up of more than 100 solutions.



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SBU Contractor Community Summit
Tampa Marriott Water Street / September 19th - 21st
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Awards Ceremony



Top Sales Volume Award goes to M&S Air Conditioning in Deerfield Beach Florida



Top Sales Volume Award goes to M&S Air Conditioning in Central Florida



Top Sales Volume Award goes to Munn's A/C & Heating Sales & Service, Inc. in Fruitland Park, Florida



Top Sales Volume Award goes to Mountain Valley Home Comfort in New Market Virginia



Lead Master Award goes to Cool Runnings Air in Hialeah Florida



Top Sales Growth Award goes to We Care Heating & Air in Warner Robbins Georgia



Lead Master Award goes to M&S Air Conditioning in Deerfield Beach Florida



Lead Master Award goes to Home Services Heroes in Tampa Florida



Lead Master Award goes to Pro-Tech Air Conditioning & Plumbing in Orlando Florida



Lead Master Award goes to M&S Air Conditioning in Central Florida

ASHRAE, IBPSA-USA Wrap Up Successful Building Performance Analysis Conference

ATLANTA (September 21, 2022) – Building better buildings while pursuing low carbon strategies was the focus of the 2022 Building Performance Analysis Conference and SimBuild, co-organized by ASHRAE and IBPSA-USA.

The two-and-a-half-day conference, held from September 14-16 at the Palmer House Hilton in Chicago included keynotes, paper sessions, seminars, vendor demonstrations, panel discussions and debates from more than 100 presenters. The conference drew 265 building industry professionals in addition to a strong virtual audience.

“The transition to low-carbon building solutions is presenting our industry with a significant opportunity to share practical outcomes of modeling and simulation strategies that come out of the Building Performance Analysis Conference on a wider scale,” said 2022-23 ASHRAE Treasurer Dennis Knight, P.E., Fellow ASHRAE. “We all benefited from the collective expertise of this year’s conference presenters and the focus on ‘better buildings, less carbon’ is at the core of how to proactively tackle the challenges of achieving sustainability and establish climate-friendly, integrated building systems to serves all people.”

Keynote sessions featured presentation from Luke Leung, P.E. and Amber Mahone on whole life carbon and integrated energy systems.

- Top In-Person Sessions
- Seminar 2: Modeling Existing Buildings
- Panel 2: Fishbowl Session
- Paper Session 9: Lifecycle Carbon Assessment
- Top Livestreamed Sessions
- Seminar 16: Advances in Modeling Tools, Approaches and Workflows III
- Seminar 10: Approaches to Modeling Future Weather, Climate and Extreme Events II
- Paper Session 9: Lifecycle Carbon Assessment

For the first time, three interactive programs were offered to encourage attendee participation. Participants discussed modeling-related issues such as carbon, renewables, weather data and risk assessment/uncertainty.

In conjunction with the conference, the LowDown Showdown modeling team competition was held. The competition is designed to engage architects, engineers, designers and energy modelers by working on integrated teams in the creation of outstanding designs that solve in real-world building efficiency challenges.

This year’s competition asked teams to design a K-5 school in Albuquerque, NM to serve 450 students in an educational setting that provides appropriate spaces for elementary education as well as community uses—and can be adapted to future challenges and changes.

First place was awarded to team “Zero Heroes.” See the team’s complete project overview on the 2022 ASHRAE LowDown Showdown Modeling Challenge webpage.

All sessions will be recorded and posted for on-demand viewing within 72 hours of the originally scheduled session. Presentations will remain available online for approximately 12 months after the conference has taken place.

ASHRAE remained committed to the health and safety of conference attendees. In addition to strongly recommending mask wearing while indoors, ASHRAE provided complimentary COVID-19 testing to international travelers requiring a negative test to return to their countries of origin. ASHRAE’s Commitment to Care document explains health and safety measures the Society implemented for attendees before, during and after the conference.

The 2023 Building Performance Analysis Conference will take place in Fall 2023. Visit ASHRAE’s Topical Conferences page for updates.

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MATTHEW 5:7





ACCA/CF Fourth Annual Golf Tournament



2022

The Fourth Annual ACCA/CF Golf Tournament

To Benefit the Apprenticeship Program
October 14th, 2022 • Shotgun Start at 8:30am
Twin Rivers Golf Club • 2100 Ekana Dr, Oviedo, FL 32765

All pricing includes green fees, cart fees, meals/snacks & range balls.

If multiple teams are entered at the time of entry each team will receive a **\$25 discount!!**

Foursome \$450 • Individual \$150

\$25 HOLE IN ONE PACKAGE
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TODAY'S A/C NEWS

October 2022
Volume 34 / Number 3
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580 / FAX 866-320-2773
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

POSTMASTER:
Send address changes to
Today's A/C & Refrigeration News
P0. Box 451821,
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher
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Today's A/C & Refrigeration News

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