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November 2022





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



Arturo Alba Sr. 80th Birthday Celebration at Arco Supply (see page B6)



Tropic Supply Hosts Ruud Endeavor Platform Introduction Demo Days (see page 20)



Service World Expo 2022 at the Tampa Convention Center (see page B1)



Johnstone Supply Ware Group Open House 2022 (see pages 4, 8, 22)

The Passage of the Kigali Amendment Will Directly Affect YOU!



On September 21, 2022, the United States Senate gave advice and consent to the ratification of the Kigali Amendment by a vote of 69 Yes and 27 No. The amendment required a vote of at least 67 Senators for passage. The United States joined 137 other countries that already have

Publisher

ratified the agreement. The bill is awaiting the signature of President Biden, who is expected to sign it.

The amendment is an international agreement to gradually reduce the consumption and production of hydrofluorocarbons. (HFC's) It is a legally binding agreement designed to create rights and obligations of international law. The amendment was agreed to by the United States at the twenty-eighth meeting of partners in Kigali, Rwanda on October 15, 2016, by Secretary of State John Kerry of the Obama Administration.

One of the refrigerants affected by this reduction includes R-410a which is needed to run most air conditioners, and refrigeration systems used by restaurants and supermarkets. In 2021 the EPA provided legislation capping HFC usage in the United States. It includes a timeline of the ramping down of those refrigerants over the next 15 years, in parallel with the Kigali Amendment.

While an agreement was first announced in October of 2016, actual passage has taken until now to be approved. Here is why. After the treaty was agreed to by the Obama administration, three things had to happen. First it had to be funded by congress. Second it requires a 2/3rd senate approval. Third it must be signed by the President.

When first announced by Secretary Kerry in October of 2016, its passage was not guaranteed. The United States had a Democratic President, but the congress and senate were controlled by Republicans. In November of 2016 a Republican president was elected, with no party change in the congress and senate. The treaty did not have federal political support at that time. When President Trump took office in 2017, he chose to have his administration review its merits before making an approval decision. His action upset those in favor of its quick passage, as a result CARB and the US Climate Alliance was formed.

CARB is the California Air Resource Board. The US Climate Alliance is a group of 26 bi-partisan states, including California, who chose to immediately proceed with the Kigali Amendment reduction of HFC refrigerants for their states. Their goal was to keep moving forward on climate change issues and not wait for congress to fund it, the senate to pass It, and the Trump administration to sign it. As time passed Republicans lost control of the congress in 2018, then the senate and presidency in 2020. More and more politicians got on board with the treaty and the funding for the treaty was included in the first pandemic relief package, (AIM Act) signed by President Trump in December 2020.

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RGF Environmental Is Manufacturing UV Bulbs to Improve Product Availability

RGF® Environmental Group, Inc., a leading manufacturer of Indoor Air Quality (IAQ) devices, is pleased to announce the launch of their new Lucidium Class 1+ Clean Room Bulb Manufacturing Facility. The new 6,200 sq. ft. Class 1+ Clean Room Manufacturing Facility was built to meet any new supply and demand issues. The sealed glass room features an RGF HEPA filter system, as well as REME air treatment, and their RGF

none with the highest standard of manu-

facturing and quality control.

In addition, as a result of the 2020 pandemic when sales increased over 500% resulting in some delivery delays, they have established a new inventory protocol that requires them to maintain an inventory to satisfy another 500% sales increase.

This combined with



Ferguson HVAC Celebrates Ft Lauderdale Grand Opening (see page 19)

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Ft Lauderdale, FL 33345 PO BOX 451821 Ft Lauderdale, FL 33345 Clean Room Entry System. RGF's Lucidium bulb line will be second to



tory of providing effective solutions that improve air, water, and food quality without the use of any chemicals.



This combined with their new bulb manufacturing facility and their total vertical manufacturing capability, they should never see another worldwide UV bulb shortage!

RGF® currently manufactures over 500 environmental products and has a 37+ year his-

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NOVEMBER 2022

TODAY'S AC & REFRIGERATION NEWS

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You Want to Hire a Tech... Ask these Questions First

Ruth King's Contractors Cents

Technicians and other field employees can be hard to find. Getting a reputation as a great place to work helps you attract great candidates.

There are contractors I know who, yes, have a waiting list for technicians who want to work at their companies.

Why? Great culture, great management, great processes/procedures, fair discipline, they know what is expected, owners share the profits, and much more).

Here are 12 questions you might want to ask a prospective field employee (in addition to the technical questions).

1. What is the role of a technician? Why do you say that? (The right answer is to take care of the customer profitably by educating her, giving her options, and fixing the problem right the first time.)

2. Tell me about a time when you had an angry customer. How did you handle it and what was the result?

3. Tell me about a time when you couldn't figure out what the problem was. How did you handle it and what was the result?

4. How do you feel about maintenance plans? Do you have one on your home? Do you think maintenance plans are valuable for equipment that is one year old? Why or why not?

5. Pretend that I am your customer. Explain the value of maintenance plans to me and ask me to invest in your maintenance plan.

6. What are your hobbies?

7. How many hours/days would you ideally like to work? Why?

8. This position requires that you are on call FRE-QUENCY (i.e. once a month, every other weekend, etc.) Do you have any issues with this on-call schedule?

9. What would a company have to provide for you to spend the rest of your career at that company?

10. If someone handed you a check for \$5,000, with no requirements to receive the cash, what would you do with it? Why?

11. Why do you want to work with our company?

12. What compensation are you looking for?

Remember, it does not matter what compensation that person is looking for. Just equate that hourly rate with the truck revenues that the candidate needs to generate.

If the candidate says that he wants \$40 an hour, then determine the truck revenues required for that pay based on your overhead cost per hour and net profit per hour you want to earn.

Your response would be: "We can pay you \$40 an hour as long as your truck generates \$X. Can you do that? How do you know?"

Hiring employees (field and office) is part of the

moted them, where do you send them to get the training they need?

Option 1: Leadership Skills for Smart Managers -Here's a quote from a field employee who took this

on-line 7-month course and became a good manager: I have grown a lot. I am no longer brand new. This class helped me thicken my skin exponentially. I am finally seeing the forest through the trees...at least a little. I am definitely more confident than I was seven months ago. Mike Shelly - Fandicorp.com

If you have field personnel who want to attend I suggest that owners/managers, who will be their bosses, also watch the webinars (no additional charge). This way everyone is on the same page.

Option 2: Service/Installation Manager Survival School - This is one of many quotes from existing and new managers who attended this 2-day school (It's February 20-21, 2023 in Dallas, Texas):

"I can appreciate the school because it offers realis-





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

> Reach her at ruthking@hvacchannel.tv.

tic issues and problems that are faced by today's HVAC managers. By role playing and the homework and daily class assignments it left me with a sense of confidence that I can improve my department both in profitability and in morale."

By going through either or both of these classes your great field person will know whether management is a path they want to take. Your managers can become better managers operating more profitable departments.

The difference between the two classes:

The on-line course comes with individual coaching between sessions. It does not have role play or concentration on the financial skills necessary to run a profitable department.

The in-person class is two intensive days – with roleplay and a lot of math.

If you want your manager to take both classes, there is a discount of \$500 per class or \$1,000 total.



management skills covered in the Leadership Skills for Smart Managers 7-month course which starts November 7th.

Next Topic: The Most Important Question to ask a Tech/Installer who wants to be a manager. Unfortunately more than 95% of the service technicians or other field people who want to become managers fail.

Why? The skills to be a great tech or installer are not the skills needed to be a great manager. Yet, many want to do it.

They are promoted and they fail miserably. Then they leave your company, go to work back in the field (usually) for a competitor, and you've lost a great, revenue producing employee.

How do you prevent this? By explaining the management role and asking one, very simple question: Are you willing to answer your cell phone 24/7 instead of only when you are on call?

If they hesitate or say no, they probably won't be a good manager. That's the first step in realizing that management is a totally different job than a field job.

What if they say yes? Or, if you've already pro-

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OPEN HOUSE20220

October 18-19 - Dania Beach - Brandon

Johnstone Supply Ware Group held five 2022 Florida Open Houses starting on October 18th, at their Dania Beach location. Other Open House locations in Florida included Brandon, Orlando, and Tallahassee. Also there was an Open House in Columbia SC.

The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken and all the fixins right on site. Their reputation still stands ...It's delicious!

More than 25 Manufacturers Representatives were on-hand highlighting all of the newest prod-

ucts, performing demonstrations, and discussing industry trends. Many of the vendors had samples, information, and some nice giveaways.

Upon registration, open house attendees each received a bag of goodies. There were terrific door prizes like Big Screen HDTV's, Airpods or Google Alexa Devices!

A valuable training opportunity was available to open house attendees. The Open House training featured Trey Weeks of Johnstone and Will Rust from Goodman between 10-11:30am, who spoke about 2023 Regulations and Nomenclature Review. Attendees registered in advance online or with their local branch manager to attend.

The Ware Group Saving You Time. Making You Money.

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain.

Across 30 branches in Florida and South Carolina, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



The Johnstone Supply Ware Group Dania Beach: Bobby Lewis, Mike Weber, Christian Whea, Bill Jones, and Tim Muir



Trey Weeks of Johnstone Supply Ware Group and Will Rust of Goodman conducted training on 2023 Regulations and Nomenclature Review



Cynthia Saavedra of SMC Air Conditioning, Tyler Campbell of McAllister & Associates, Anthony Marcoantonio of SMC Air Conditioning



Gerson Padilla of Johnstone Supply Ware Group with Adam Jameson and Angela Garcia of Shupe Carboni & Associates





Everyone enjoyed the tasty BBQ chicken and ribs from Hills BBQ



The Johnstone Supply Ware Group Open House Team!





Lance Oppy of American HVAC Services, Scott Behanna of Behanna and Associates, Aron Brundza of American HVAC Services





Greg Dahlke of Safety Check Property Inspection Group with Brad Carson of Target Sales



Roger Cubas of SSI Services, Lindsey Tomredle, Rick Howard, and Kaitlyn Hutchison of Johnstone Supply Ware Group

Johnstone Supply Ware Group Brandon: Cindy Prats, Eric Sotolongo, Jason Provost, Naaman Rawlins

Chris Ware and Shaughnessy Harms of Johnstone Supply Ware Group



Marty Pray of Johnstone Supply Ware Group, Jim Nichols of J. Nichols & Associates, Leon Grainger of Testo, Nick MacFee of J. Nichols & Associates



Craig Schulze of Johnstone Supply Ware Group with Chad Walters and Craig Morrow of Aire Serv



Energy Air enjoying some delicious BBQ together!

Three Advantages of a Water Switch/Sensor

Water damage in a home is nearly always a disaster, especially when the water originates from an HVAC system. HVAC contractors can avoid potential water damage with the simple installation of a wet switch or water sensor either during a new installation or retrofit.

A wet switch or sensor uses a wetted probe to sense the presence of condensate. When the device senses that condensation has begun to form, it will shut off the HVAC system, to help avoid any water damage or injuries. Wet switches and sensors are well regarded for their flexibility since they don't have to be mounted in line or on the edge of a pan. Both switches and sensors help protect the reputation of seasoned HVAC professionals and are part of a professional, high-quality HVAC system appearance.

When choosing a water switch or water sensor there are several features and benefits that will help contractors to determine the best fit for their next HVAC installation, repair, or maintenance call.

1) Select water sensors use an advanced detection system that can accurately discover the presence of water. Instead of relying on a felt pad, the water sensor detects water by using an electronic circuit. The proprietary sensors can detect as little as a 1/16-inch level of permanent water and automatically cut off the water flow by shutting down the HVAC system. This ensures that even the smallest leaks are quickly detected and prevented from causing further damage. With its quick and accurate detection, the water sensor can automatically reset after the water has cleared. No need to wait on drying or manual resetting, so you can be sure that the HVAC system is always protected.

2) Water switches and sensors are designed for quick installation by a qualified technician. Devices with no moving parts to break or become clogged makes for a reliable and low-maintenance option that can be placed directly into a metal or plastic secondary drain pan or on the floor.

The installation of unique, puck-style water switches and sensors is convenient. The designed weight of the unit offsets the need for tedious mounting and will hold its position. Moreover, almost every device comes complete with all wiring required for installation.

3) Many switches and sensors use an LED to indicate that the device has been activated. This makes it easy to tell if the system is working properly, even in hard-to-reach places. When water is detected, the switch or sensor will trigger the LED to illuminate. This will indicate to the user that water has been detected. Select units will reset automatically after the water is cleared. There is no need to press any button to reset it.

Water switches and sensors provide an extra layer of protection against condensate damage for homes or business buildings. They also help protect the reputation of an HVAC contractor while ensuring enhanced customer satisfaction.

RectorSeal® Expands HVAC Market Leadership by Acquiring Two New Product Lines

Houston, TX, October 5, 2022 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories, and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], has announced the acquisition of two product lines that support the company's HVAC market leadership. Cover Guard lineset covers and AC GUARD HVAC condenser protection cages are trusted and proven product lines now offered within the RectorSeal family of brands. Both product lines will be covered by RectorSeal's industry-leading 3-Year Limited Warranty with no registration required.

Designed for residential and commercial HVAC installations of ductless and ducted systems, Cover Guard lineset covers provide adjustable support from two to four inches with quick snap-on covers to accommodate multiple linesets and condensate drains. Cover Guard lineset covers do not release under pressure. Due to the exceptional design, as the internal pressure exerted by the linesets and condensate line increases, the locking strength of the guard increases. When properly installed, Cover Guard lineset and condensate covers exceed many HVAC code requirements. Convenient pre-installed sliding zip-tie clips provide ease of mounting. Cover Guard lineset covers are constructed of durable material that is UV protected, paintable, and protected with a factory-provided peel-off film. Steve Coon, inventor of Cover Guard lineset covers, will collaborate with the RectorSeal team to continue to design, manufacture, and distribute lineset covers for the HVAC industry. Further, Ken Lyons, Cover Guard's sales leader, will support the sale of lineset covers company-wide for RectorSeal. Team members at RectorSeal will collaborate with both entrepreneurs to fully serve the HVAC industry. AC GUARD cages are adjustable and provide a physical and visual deterrent for residential and commercial condensing units. Constructed of 16 gauge steel, the powder-coated AC GUARD cages are built for long-term performance. AC GUARD cages are attractive, easy to install, and easy to remove for condensing unit service and maintenance. AC GUARD cages adjust to a variety of sizes from 34" H x 30" W x 30" D to 59" H x 51" W x 51" D. For larger units, two cages can be placed back-to-back. Expanded metal kits are available for installation to provide additional condensing unit protection. Please visit www.rectorseal.com for info.

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Jessica Taipalus Joins RGF Environmental as National Sales Manager



Jessica Taipalus

RGF Environmental Group is pleased to announce their new National Sales Manager, Jessica Taipalus.

Accomplished and motivated, Jessica's background as a sales leader shows a proven ability to grow territories and markets in various industries.

Jessica works to build client relationships, growing solid dependable partnerships. Please congratulate Jessica in her new position.

RGF is a leading manufacturer of over 500 environmental products. RGF was incorporated in 1985 for the purpose of designing, engineering, manufacturing and distributing environmental solutions for industry and consumer.

New Product: Yellow Jacket ManCover for Manifold Protection



Service technicians use their manifold several times a day; it is an important tool for their everyday tasks.

Manifold gauges are vulnerable to damage during storage and transport. The Yellow Jacket® ManCoverTM49095

provides protection for their most trusted test instruments. Durable rubber material provides 'bounce' protection in the van and on the jobsite. The hook slot makes it easy to slip the cover over most manifolds.

Rubber boots don't protect the gauge lens and a bulky carrying case makes it harder to carry. Man-CoverTM protects Yellow Jacket® Titan®, Brute®, Brute II®, Series 41 manifolds and many other manifolds.

HVAC Contractors Can Now Offer Johnson Controls Emergency Rebates to Homeowners Affected by Hurricane Ian

Rebates up to \$425 are available for YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brands. Eligible units must be installed between October 1 and December 31, 2022

MILWAUKEE - (October 11, 2022) - Johnson Controls, the global leader for smart, healthy and sustainable buildings, announces new emergency relief rebates that HVAC contractors can offer eligible homeowners who live in and work in areas affected by Hurricane Ian. Contractors can provide rebates on qualifying YORK®, Luxaire®, Coleman®, Champion® and Fraser-Johnston® brand equipment installed between October 1 and December 31, 2022, to those who live and work in Florida, South Carolina and North Carolina counties within the defined Federal Emergency Management Agency (FEMA) Disaster Area (DR-4673-FL, DR-4675, EM-3584-FL, EM-3585-SC and EM-3586-NC).

"The level of destruction Hurricane Ian has caused is unparalleled, and our thoughts are with everyone touched by this disaster," said Doug Schuster, vice president and general manager of Global Ducted Systems at Johnson Controls. "Through new emergency relief rebates offered by Johnson Controls, contractors can begin to help homeowners rebuild."

Contractors can apply for rebates online at https://ductedsystemsincentives.com using the Personal Use Rebate Program. The program assigns rebates according to equipment efficiency, with more efficient products earning larger rebates.

Air Conditioners/Heat Pumps 20 SEER: \$275 19 SEER: \$250 17 SEER: \$225 16 SEER: \$225 14 SEER: \$100 Furnaces 90% AFUE models: \$150 80% AFUE models: \$75 Air Handlers: \$50 **Residential packaged units: \$125 Ductless mini-splits and Mini-VRF**

Premium and Mini-VRF: \$60 Standard: \$50

Rebates may not be combined with other Johnson Controls homeowner rebate offers. Claims must be submitted online within 60 calendar days of installation. Contractors can call (833) 242-7869 (option 3 followed by option 1) for rebate filing assistance.

After storms and flooding pass, it's important for HVAC contractors to contact homeowners for a system inspection and thorough duct system replacement or cleaning. Trusted contractors can help determine the extent of the damage and what a system requires, as well as help homeowners understand their warranty.

If they have questions or want to learn more about Johnson Controls, distributors can contact their regional sales manager, and contractors can contact their distributor partner.

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

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Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry.

Visit www.johnsoncontrols.com for more information and follow @JohnsonControls on social platforms.

MILWAUKEE® **Introduces New Neck Light to their REDLITHIUM™ USB** Line-Up



Milwaukee, WI- Milwaukee Tool continues to demonstrate innovation by expanding its REDLITHIUMTM USB Lighting Solutions with the most advanced LED technology and optical designs for more efficiency on the jobsite. Providing 45% brighter light with a longer run time when compared to the competition, the REDLITHIUMTM USB Neck Light is the best-in-class Neck Light for delivering premium lighting for inspection work and general tasks, providing durability and adaptability with complete light head adjustability. With the ability to aim the light in different directions, the REDLITHIUMTM USB Neck Light provides unmatched lighting for those hard-to-see places. The Neck Light adapts to users' lighting needs with 90 degrees of vertical rotation for complete lighting head adjustment. Featuring a press and hold power button, the Neck Light features three output modes delivering up to 400 Lumens of TRUEVIEW™ High-Definition Output and two and half hours of run-time on high. With a sweat-resistant band for increased comfort, the Neck Light is IP54 rated, designed to survive most chemicals found in automotive body shops, and impact resistant for drops up to six feet.

Daikin Comfort Technologies in Tampa Hosts NCI Duct System Optimization and Air Balancing





James Ball of NCI taught how to deliver high quality, profitable duct system renovations that really work, and set you apart from your competitors

NCI Duct System Optimization and Air Balancing Training was held on October 25-27 at Daikin Comfort Technologies, located at 8921 Sligh Avenue in Tampa, FL. The instructor for the class was James Ball of NCI (National Comfort Institute). This three day certification starts with Day 1-Introduction to Air Distribution Upgrade. Day 2-Optimize the Duct System. Day 3-Testing & Balancing Residential Systems

It's a known fact that typical air distribution systems across North America lose, on average, 43% of an HVAC system's efficiency. Attendees learned how to deliver high quality, profitable duct system renovations that really work and set themselves apart from competitors, by knowing how to optimize a duct sys-

The final day concluded with NCI's exclusive Residential Air Balancing certification exam which you will earn the Duct System Optimization Specialist

tem so it delivers the heating and cooling the equipment was designed to provide.

The process begins with a comprehensive evaluation of the existing duct system design, equipment sizing, followed by verification of real-time performance - not simulations. Then you have learned how to uncover air distribution upgrade opportunities to deliver the highest quality, comfort, and performance your customers want and are willing to pay for.

For the first time, the HVAC Industry has a certification that addresses the vital importance of ductwork in the overall performance of a mechanical system. Upon completion you will have earned the Duct System Optimization Specialist certification.



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TODAY'S AC& REFRIGERATION NEWS

NOVEMBER 2022





Mike Salas of Thermal Concepts with Ryan Reynolds of EV Dunbar Company





John Galloway, Gil Ledoux, and Earl Miller of PED Associates with Troy Woods of Johnstone Supply Ware Group



The Ware Group

Maury Vasquez of Del-Air with **Tim Roberts of Cain Sales**



Chris Novak of Pro-Dev (RGF) with John Ortiz of CMS NexTech



Bayne Davis and Adam Jameson of Shupe Carboni & Associates with Travis Duvall of Carrier Services



Cameron Perkins of Johnstone Supply Ware Group with Adam Washburn and Natasha Pizarro of Ahoy Heating & Cooling



Fernando Ramirez of Google Nest Pro, Brad Niehaus of Mitsubishi, Trey Weeks of Johnstone Ware Group, Will Rust of Goodman



Neil Crawford of Johnstone Supply Ware Group with Jeff Cherif of JB Industries



Brad Adcox of Supco, Frank Tipton of Leone Green & Associates, Mark Smith of Phoenix Heating & Cooling



Davis Holland, Heather Nichols, Ayla Aidck, and Dianna Aidck of Johnstone Supply Ware Group at the registration table



Johnstone Supply Ware Group Orlando: Ozzie Havens, Recardo Martin, Rena Villegas, Joan Gonzalez





Todd Lennon, Tim Knight, Hunter Rinaldi, and Angel Marcano with Rinaldi's Air Conditioning with Ken Darin with Gentec (in back w/motor)





Rob Rickman of Mitsubishi, **Travis Marques and Cameron Perkins** of Johnstone Supply Ware Group

Justin Seppi of Johnstone Supply Ware Group serving customers with some tasty Hills BBQ Chicken and Ribs



of Barksdale Sales Group

Mike Winkel and Cristy Kerlin (ctr) of Cain Sales, Rich Rutherford of Rich's Cooling & Heating, and Luigi Ferraro of Air Tech



The Warehouse Team at Johnstone **Supply Ware Group Orlando**



Robert Scott, Tim Smith, Jose Lopez, Mitchel Rucker, Karl Walker with Orange County Public Schools with Leon Essex of Manufacturers Marketing - Bard

Gregory Polanco and Wilson Polanco of Gap Mechanical with Michael Williams





<image>

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For more info visit daikinfit.com



ASHRAE Miami Technical Meeting "Second Meeting of the Year" **October 11th, 2022**

ASHRAE Miami Chapter held their second meeting of the year on Tuesday, October 11th, 2022 at 12:00 pm. The technical topics for the meeting were two-presentations on VFDs this month.

The first presentation is on an award-winning paper co-written by Li Ding and Professor Gang Wang of our very own Miami Chapter. The presentation was titled "Power Factor and Efficiency of AC



Antonio Bravo, Keith Miller, Gary Schumacher, Jason Ayala, and Derek Roberts of Cors Air

Christopher Ramos of South Florida Controls. Tulia Rios of Cors Air, and Gustavo Corbolan of South Florida Controls



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

Drives". Afterwords, a more practical, design-based presentation was given by Gary Schumacher titled "VFDs - Practical Design and Applications".

Induction Motors Powered by Variable Frequency

Variable frequency drives (VFDs) are widely applied on induction motors to reduce the fan and pump power under partial flow rate in HVAC sys-



Ross Gimenez, JC Suarez, and Joan de Viton of Smart Building Solutions

tems. In fact, VFDs provide pulse width modulation (PWM) power at variable frequency and voltage through different voltage controls to induction motors and consequently impact motor power factor and efficiency

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.



Dustin Branting of Albireo Energy with Ignacio Vega of Belimo Air Controls



Maria Acosta of Rheem Manufacturing with Renan Novoa of Meplinks



Juan Carlos Gonzalez from Dunham Bush Americas. Luis Prats of ICTB, and Alejandro Rivas of Rivas Engineering



Li Ding of University of Miami spoke on the Power Factor and Efficiency of AC Induction Motors Powered by Variable Frequency Drives

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.

Gary Schumacher of Stan Weaver & Company spoke to the members about VFDs **Practical Design and Applications**

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Bryan Orr

A refrigerant is anything we use to move heat from one place to another using the compression refrigeration circuit. However, the history of refrigerants and the different kinds is guite diverse and interesting.

Have you ever noticed how your skin feels cool after

you apply some rubbing alcohol to it? For a long time, scientists and inventors experimented with substances that evaporated easily at atmospheric pressure, like ether and alcohol. They noticed that these substances cooled the surface they left when they evaporated away. It was understood that substances remove heat as they boil (change from liquid to vapor) because that is one way our bodies reject heat while sweating. As the sweat evaporates, it removes heat from our skin, leaving us cooler.

This is an "open" process; the alcohol, ether, or sweat leaves as it cools, so you always need more to keep the process going. The trick was to create a process that could be done repeatedly without losing the "refrigerant" to the atmosphere.

A physician named John Gorrie built one of the first compression refrigeration machines, and it used air as the refrigerant. By compressing the air, it would increase in temperature, and heat could be rejected from it. He would then "rarify" or depressurize the air, dropping the temperature and allowing heat to be absorbed into the air from the water. The machine could then-eventually-produce ice.

There were several issues with Dr. Gorrie's design. One big issue was that while he was using compression and expansion, he wasn't using the power of evaporation to increase the amount of heat that could be moved.

It wasn't long before others began using refrigerants like ammonia, CO2, sulfur dioxide, and methyl chloride using the same compressing and expanding that Dr. Gorrie used but with the added benefit of boiling (evaporating) the refrigerant in the evaporator to absorb a maximum amount of heat as well as the

By Bryan Orr

Refrigerant Basics

Learn About

change back to liquid (condensing) in the condenser. (There were also some forms of refrigeration that did NOT rely on compression but still used refrigerants like ammonia.)

As times have progressed, refrigerants have changed to make them safer for humans and the environment. Nowadays, refrigerants and refrigerant handling in the USA are regulated by EPA Section 608. In order to handle and service air conditioning and refrigeration in the USA legally, you need to pass the EPA 608 exam and carry the certification card.

A Good Refrigerant: 1) Has high latent heat of vaporization (it moves a lot of heat per lb when it boils). 2) Boils and condenses at temperatures we can easily manipulate with compression (the pressures work). 3) Mixes with the oil appropriately so that the oil can do the job of lubricating the compressor and return. 4) Doesn't blow stuff up or catch on fire. 5) Doesn't poison people. 6) Doesn't hurt the environment. That pretty much sums it up.

Because we have seen increased environmental regulations over the last 25 years, there has been a push to find "good" refrigerants that meet the above criteria, even if it means going into the flammable and toxic spectrum. Thankfully, refrigerants are well-marked. So long as we pay attention and follow best practices, there shouldn't be any issues. The markings are pretty simple: Class A refrigerants have low toxicity. Class B refrigerants have high toxicity. Class 1 refrigerants have low flammability. Class 2L refrigerants are only "mildly" flammable. Class 2 refrigerants are low flammability but higher than 2L. Class 3 refrigerants are highly flammable.

The most common toxic refrigerant is ammonia, and you would generally only find it in old appliances or large industrial applications.

Propane (R290) is a flammable refrigerant and is becoming quite popular in small self-contained refrigeration units like vending machines and reach-in coolers. These propane units will be very clearly marked and should be handled with extreme caution, especially when electrical sparks or open flames are or could be present.

—Bryan

A-Gas Expands Operations Across Florida

BOWLING GREEN, OHIO, October 27, 2022 | A-Gas, a world leader in environmentally responsible refrigerant management announced their expansion across the state of Florida, with a focus on service in Orlando, Tampa, Clearwater, Bradenton, Sarasota, Ft. Myers, Punta Gorda, Naples, Ft. Lauderdale, and Miami.

"Being able to offer our Rapid Exchange® program across the Sunshine State is critical for the HVACR industry to meet the needs of the massive influx of Florida residents," said Phillip Ulibarri, Director of Gas Acquisition. "Through our Rapid Exchange and Rapid Recovery® services, we facilitate the safe recovery and reclamation of refrigerant gases. By reclaiming and recertifying gases, we contribute to the circular economy and make a positive impact on the environment."

"The negative environmental effects of HFCs are widely recognized, and we're here to give Florida HVACR contractors an easy path to green their businesses while simplifying their operations," noted Chris Webb, Business Development Sales, based in Southwest Florida. "With Florida's 'endless summer,' our HVACR contractors do more than keep people comfortable-they keep people safe. We want to do all we can to help them help our fellow Floridians."

A-Gas' Rapid Exchange service is a quick oneto-one cylinder swap where EPA-certified technicians visit our customers' locations and exchange their full refrigerant cylinders with clean, empty, vacuumed, and in-date cylinders, so they can service more of their customers.

The program also provides HVACR contractors with a clear way to monetize environmentally friendly practices. When cylinders are picked up, the refrigerant is tested; A-Gas pays 100% of the gross refrigerant weight and provides industry-leading EPA documentation.

As a modern refrigerant reclaimer, A-Gas is focused on environmental stewardship through the lifecycle management of refrigerant gases and contributing to the circular economy. A-Gas manages the full life cycle of refrigerants for its partners around the world and safely reclaims millions of pounds of material each year.











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UPC



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Glasfloss and Tropic Supply In Support of Breast Cancer Awareness Month

Glasfloss and Tropic Supply 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.



During the month of October, many Tropic cus-

shirt while installing a Glasfloss filter. Then they emailed their selfie to Marketing@tropicsupply. com. Contestants were required to like Tropic Supply's Facebook page, and then they were entered for that weeks drawing.

One winner was selected randomly each week. Drawings were held on Oct. 10th, 17th, 24th and 31st. See some of the the winners below!



1st week winner for the Selfie Contest was Sam from Samteck. He received a FREE branded Coleman Party Pail Grill



Tropic Supply Sunrise Corporate Office coming together in unity to support the cause!



Airstron in Ft Lauderdale displaying their "BACK THE PINK" for buying Glasfloss filters



Tropic Supply Naples team coming together in support of Breast Cancer Awareness!



"BACK THE PINK" at the Tropic Supply East Tampa Resource Center



2nd week winner for the Selfie Contest was Austin Bryant from Thermal Engineers Inc. He received a FREE branded Coleman Party Pail Grill



Zack from Air Dynamics in Tampa received his free "BACK THE PINK" T-shirt for his Glasfloss purchase





Got Filters? Tropic Supply Tallahassee is stocked and ready to serve



Eugene of Sanwa International with his free "BACK THE PINK" T-shirt





3rd week winner for the Selfie Contest was Rance Lewis from Airology Inc. He received a FREE branded Coleman Party Pail Grill

The Tropic Supply Sunrise Warehouse Team wearing their "BACK THE PINK" T-shirts

Doug and Rico of T&W Air Conditioning "BACK THE PINK" serving the Tampa Bay Area



Quality Air Services wearing his "BACK THE PINK" T-shirt for buying Glasfloss filters



The Tropic Supply North Miami Team ready to fill your Glasfloss filter order!



4th week winner for the Selfie Contest was Ryan Odle of FMM. He received a FREE branded Coleman Party Pail Grill

NOVEMBER 2022

The Passage of the Kigali Amendment Will Directly Affect YOU!

Continued from Cover Story

When President Biden took office in January of 2021, he made passage of the treaty by the senate a priority. It took until September of 2022 to get the necessary 2/3rd votes of senators to insure its passage. At that time, it had strong bi-partisan support passing with 21 Republican senators joining the Democrats for a final vote of 69 Yay and 21 No.

The AIM Act, passed under the Trump Administration, along with the Consolidated Appropriations Act of 2021, passed under the Biden Administration, directed the EPA to phase-down production and consumption of HFC's in the United States. The directive is an 85% reduction over the next 15 years with an initial reduction of 10% starting in 2022.

How will you be affected by this action?

1) R-410a is a HFC and will be phased down by 85% by 2036. 2) R-410a was cut 10% in 2022. 3) New R-410a equipment will be discontinued very soon, possibly by 2025. (This will force contractors to use NEW equipment with refrigerant that has a flammability rating.) 4) You will also have to use refillable cylinders. (No longer throw away refrigerant containers. All refrigerants will come in refillable containers.) 5) Building Codes will have to be modified.

Speaking of building codes. To date only nontoxic, non-flammable refrigerants have been permitted in high probability, direct expansion systems for both residential and commercial use. Product safety and applicable standards have been developed for the safe use of these new mildly flammable refrigerants under consideration. Those two refrigerants are: R-454b an R-32. Model and building codes, in some states, still need to be modified to permit their use. Most of the US Climate Alliance members have already modified their building codes to accept the new refrigerants. Your state will be doing it very soon, if not already done.

In July of 2022, the EPA released a proposed SNAP Rule 23 which expanded the list of acceptable refrigerants for air conditioning and refrigera-

RAPID EXCHANGE®

tion. The Significant New Alternative Policy (SNAP) Program is a Clean Air Act system used to list acceptable substitutes for certain end-uses to replace ozone-depleting substances and include many low -GWP refrigerants.

Rule 23 included these changes which were legally required: List R-454b and R-32 as acceptable, subject to use conditions, for use in residential and light commercial air conditioning (AC) and heat pumps for new equipment. (Note: R-32 was previously listed as acceptable, subject to use conditions, in self-contained room air conditioners. (April 10, 2015.) This official publication by the EPA cleared the way for the new flammable refrigerants to be used in residential homes.

What does this mean for you? If your large customers plan on buying capital equipment in the next few years, they will see a profound change and significant price differences from today. Within a few years, the manufacturers of equipment will stop making R-410a equipment. This will certainly create a need shortage. The prices on all NEW equipment will go up, no matter which refrigerant is installed in them. That means repairs on existing equipment will also increase.

What can you do?

It is important to have an action plan for the replacement for new air conditioners systems. If your customer intends to use R-410a, in all probability, he will need to buy it by the end of 2024. It is up to you to prepare him for the expense to stockpile the equipment he will need for replacements. This would include apartment complex owners, commercial replacements, school boards etc. You must remind them NEW R-410a equipment will not be available much longer.

If you want more information on training on the new refrigerants, you can contact me at: Bruce Heberle with HVAC Training Consultants. My email is: bhheberle@gmail.com or phone at: 850-499-1430.

RectorSeal® Introduces Quiet, Convenient Aspen® Mini White Silent+ Condensate Pump



Houston, TX, October 20,2022 – RectorSeal LLC., a leading manufacturer of quality HVAC/R

and plumbing accessories, and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], has introduced the Aspen Mini White Silent+ condensate pump, a flexible, convenient option that complements the high-wall ductless units of all leading residential and commercial manufacturers.

This new-generation mini pump fits easily beneath such units, and the slim, stylish profile design offers installation options and quick access for routine maintenance. In addition:

• The Aspen Mini White Silent+ incorporates new ultra-quiet technology that limits any vibration caused by water pulses, thus reducing sound transfer, while a resilient mounting further minimizes fluctuation and noise.

• The soft-start capacitance technology driven by a fully variable speed motor optimizes the pump speed in response to the unit's flow rate.

• The pump's advanced design with fully potted electronics provides resistance to shock and vibration and prevention of moisture and corrosion.

A core benefit of the Aspen Mini White Silent+ condensate pump is its flexible installation. The unit is designed to fit beneath a high-wall indoor ductless cassette positioned within the ductless unit's shadow line. The pump has a reversible inlet that allows for both left and right installations, and the unit's easy-access panels mean there is no need to disturb the evaporator when cleaning the unit's filter.

Reservoir clips are positioned for easy removal and replacement, and the Aspen Mini White Silent+ accepts a standard five-eighths inch drain hose from the ductless unit.An optional easy-fit installation insert hides power cables and pipework when routed through the knock-out points of the ductless cassette mounts. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements.

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NOVEMBER 2022

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

U.S. shipments of central air conditioners and airsource heat pumps totaled 960,374 units in August 2022, up 3.3 percent from 929,560 units shipped in August 2021. U.S. shipments of air conditioners decreased 5.0 percent, to 559,137 units, down from 588,595 units shipped in August 2021. U.S. shipments of air-source heat pumps increased 17.7 percent, to 401,237 units, up from 340,965 units shipped in August 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.6 percent, to 7,403,143 units, up from 7,212,309 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 1.0 percent, to 4,435,599 units, down from 4,480,831 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 8.6 percent, to 2,967,544, up from 2,731,478 units shipped during the same period in 2021.

Saez Distributors Host NAVAC Counter Day in Ft Lauderdale



Luis Chinea of Saez (2nd left) with two customers, Keith Keller of NAVAC, Andres Ponce of Target Sales



Keith Keller from NAVAC (right) giving a product demonstration



There was a great turnout for the NAVAC counter day at Saez Distributors in Ft Lauderdale



Andres Ponce of Target Sales demonstrating the NAVAC tube expander

On October 6th from 10am - 2pm, Saez Distributors in Ft Lauderdal hosted a NAVAC Counter Day. Representatives were on site to answer any technical questions and see product demonstrations with their own hands-on experience.

Comprising a full lineup of tools, gauges, detectors, vacuum pumps and recovery units, among other solutions, NAVAC's product portfolio is designed with one overarching concept in mind: userfriendliness. The company seeks to meet a need for simpler, lighter, faster solutions that expedite service without sacrificing accuracy.

Saez believes that the South Florida market is the greatest opportunity for technicians to grow their business, but you'll need support that allows you to gain recognition within your community. Saez Distributors want to be a part of your success. Saez knows its hard to make time to find parts, shop for the best prices, and hope that its from a

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Anyone who's been in the business long enough will tell you Saez not only a business, but operate like a large family that grows everyday. This family owned company has been a key player in the development of the South Florida Market supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties. The company also has risen to become one of the leading distributors to Central and South America as well as the Caribbean.





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.



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WWW.NATEX.ORG

Performance Pointers By James Ball



Does Your Company Strive for Perfection?

Several years ago, National Comfort Institute business coach, David Holt, asked me if I had a picture of what a perfect comfort system from Ball Heating and Air Conditioning looked like. His question made me remember years back when you could climb into an attic and just by the way the duct was installed you could tell which company installed it. Each company had a signature way of installing a system.

Unfortunately, this craftmanship has given way to generic low-cost installations. How many of you have defined your perfect comfort system and shared that image with your co-workers and customers?

Why Have Such a Picture?

High-Performance HVAC contractors use a specific method for solving problems: Measure-Evaluate-Change-Measure. When your technician approaches a system, there must be a proper way to measure, evaluate, and change that system. Your company's perfect comfort system is defined by the methods and components that perform together well, operate efficiently, keep the occupants safe, and prove reliable over time.

When you define your perfect comfort system, your techs have a standard to measure and evaluate all systems against. Every co-worker should understand each component of the perfect comfort system and why you include that component. This system can be used by every co-worker in their job functions – service, maintenance, and installations.

Manufacturers have done a good job teaching us how to measure a perfect refrigerant charge for the equipment or find the perfect location to install the outdoor unit, but High-Performance HVAC contractors go further. They show and prove their true craftmanship and quality.

How To Become Craftsmen

I always believed that my company installed



JOHNS MANVILLE DUCT BOARD

AVAILABLE AT FLORIDA FERGUSON HVAC LOCATIONS



Johns Manville duct board offers a quicker installation with less air leakage than metal ducts. This high performance duct board is ideal for heating, cooling and ventilation on new commercial or residential construction, as well as replacing older sheet metal ductwork. higher quality systems than our competition. The only measurement I had to confirm my belief was how my competitors valued their installations. Their measurement was price and it was cheap.

When we started using the Measure-Evaluate-Change-Measure model, I realized that I had to start actually measuring. I talked to friends in nearby towns about the comfort systems in their homes. I asked them what issues they were experiencing. I got permission to visit some of their homes and evaluated their comfort systems. Through this research, some common issues included the homeowners had poor access to the air filter and most return air systems were undersized. Our perfect comfort system would avoid causing these common customer complaints. We made sure the filter could be accessed by the homeowner and used a return grille that had higher quality latches. We included oversized return grille with properly sized duct connection to the equipment.

Plus, I reached out to several manufacturer tech support teams to find out what were average warranty return rates and warranty issues were. Manufacturers pointed out issues and some procedures we could use to avoid those issues. One component added to our perfect comfort system was surge protection at the power supply to the units.

Basically, I tried to approach the local HVAC industry from a third-party quality review. Of course, by this review I picked up some great pointers. Things that I had never thought about that solved some common issues.

The next step is to do an honest review of your company's existing installations. Look back over warranty issues and group those by type of failure. Recheck customer reviews and group those by complaint type. Ask yourself what you can change about how your team does installations to resolve those issues before they become issues.

Are your techs installing systems the way you want them installed? At Ball Heating, we found several issues related to how our technicians were adapting new equipment to the existing ductwork. Also, our customers sometimes did not understand how to work the thermostat well enough to get the best performance from the equipment. Again, these discoveries came about because we began to review our own installations from a third-party quality standpoint.

Once you have gathered this knowledge, take it to your team. Ask them to define for you the components/procedures used to create a perfect system. Point out common problems specific to your team's installations. Guide them and reinforce to them the quality you expect.

Make sure to cover things like static pressure and delivered temperatures as a check of the systems actual performance. You want your team to have pride in their work and feel like they have signed their name on each system they install. When you are happy with the perfect comfort system you created, find a way to communicate the benefits to your customers. Take pictures of systems you install that reflect a perfect comfort system. Hang a drawing of a perfect comfort system in your training room, add that drawing to the cover page of your price book. Make sure your team and your customers know the level of quality your company delivers.

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Keep Going

With your perfect comfort system in place and your installers using it as their standard, you can start moving the concept into your service and your maintenance departments. Use your perfect comfort system as a training process for new technicians. At Ball Heating, we provided two years of maintenance with every system replacement. Maintenance techs evaluated our new system installations against the perfect comfort system model.

go to page B4

FERGUSON[®] HVAC

Ferguson HVAC Celebrates Ft Lauderdale Grand Opening October 20th, 2022



The Ferguson Ft. Lauderdale location has 38,000 sqft of space and is close to I-595, I-95, and the Fla turnpike with easy pick-up access



Robert Otero of Sunny Isle Beach AC, Carlos Bolivar of Johns Manville, and Alfonzo Herrero of Ferguson



Bradley Sims of East Coast Mechanical, Rick Farrow and Jonathan Freyre of Cain Sales

On October 20th from 11 a.m. untill 2 p.m., Ferguson HVAC Ft Lauderdale celebrated their Grand Opening! Several product vendors were on site showing their new products and answering questions, plus there was plenty of food, drinks, prizes, giveaways, and several other promotional activities!

Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment, parts and supplies. Ferguson HVAC branches are supported by an advanced network of 10 distribution centers strategically located around the country.



Brian Saltzman of Ferguson with Jackie Tutko of The Metal Shop



Brian Saltzman, Sam Mazzei, Alfonso Herrero, Ricardo Valderrama, Amy McPherson, Michael Swartz, Madison Taylor, Derrick Harmon, Courtney Whitaker, Matt Daniele, Nick Johnson, Willy Simonet



Dave Schopp of Leone Greene with Gabriella Genao and Lina Ishmael of Advanced Roofing Systems



Stan Bowen of Just-Air, Tyler Campbell and Kevin Beatty of The McAllister Group, Bill Allgair of Just-Air



Johanne Bueno of J Nichols and Associates, with Donny Figueroa of Ferguson



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If you are not familiar with the resources made available to you by Dr. Joe we recommend visiting:

https://www.buildingscience.com

AABSS brings world class building science to Florida. Renowned scientist, author and Florida favorite Dr. Joseph Lstiburek will be featured in sessions for both days of AABSS 2023.

FOR MORE INFORMATION





MAD-A/R 2023 Mechanical Air Distribution and Interacting Relationships

BUILDING SCIENCE FOR FLORIDA

Identifying built-in hidden problems that can be elusive. I wrote about it in 1986 in a paper titled MAD-AIR. Our code has changed airtightness and insulation levels with better installation. These changes may have exposed us to a much madder MAD-AIR. We will compare 1986 to today in this must-see presentation.

Special Event PIONEERS OF BUILDING SCIENCE



John Tooley

The AABSS 2023 stage will host a very special reunion of groundbreaking scientists Joseph Lstiburek, Gary Nelson, Neil Moyer and John Tooley. Join us as they will share their experiences, discoveries and adventures together as they solved building science issues across the USA and developed methods and standards we still use today.

ENGAGING SPEAKERS - TRENDING TOPICS





ryan Orr To

DeMonte Kimberly Llewe

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Tropic Supply Ruud Endeavor Platform Introduction Demo Days Learn about Ruud's new Endeavor Platform!

During the month of October, the technical service team from both Ruud and Tropic Supply came together to introduce Ruud's new Endeavor Platform at Tropic Supply Resource Centers across the state of Florida.

Tropic Supply customers learned about the fea-



Jasper Harp of Rome Aire with Ryan McClellan of Tropic Supply and John Vanbinu of Rome Aire



Mark Urdaneta Local Union 725 Aaron Romig and Tim Murphy of Tropic Supply, Jose Tryano Local Union 725



tures and benefits of the new Ruud Endeavor Plat-

form like: 1) Expanded EcoNet capability. 2) New

Bluetooth connectivity. 3) 7mm tubing in outdoor

coils. 4) New Ruud Contractor App functionality. 4)

Introduction of brushless DC fan motors. 5) 2-stage

compressors on base-tier heat pumps and 6) Invert-

Aaron Cole of Cole's Cooling & Heating, Brad Evans, Aaron Romigh, Wade Hadaway, Anthony Zingalas of Tropic Supply and Omar Fuentes of Flash Air Care



Heather Anusbigian and Dawson Zook of Tropic Supply

ed reversing valves. Refreshments and raffle prizes were distributed to Tropic Supply customers during the Ruud Endeavor Demo Days.

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



Terry Preece of Florida Air Services with Jennifer Concepcion & Brianna Davis of Tropic Supply and Brian McDuffie of Condensation Solutions



Wade Hadaway of Ruud with Olman Vasquez of CSR Air Conditioning



Dawson Zook of Tropic Supply, Abraham Amedor of AC Doctors, and Juan Pavetti of Tropic Supply



The Tropic Supply - Ruud Endeavor Platform Introduction Demo Days Team!



Raul Fonach of Southeast Grocers, Freddy Aguila of Eagle Mech, Winston Johnson of Choice AC, Raphael Ramerez of Tropic Supply, Stephanie Novas of Novas

AABSS 2023 In Naples: We're Still Here After Ian!



think skilled trades are the most under-engaged key stakeholder in the transition to a more resilient built environment. The main source of HVAC problems is a pervasive disconnect from reality.

The crown jewel of AABSS 2023 will feature four legends (Pioneers?) in a historic reunion: John Tooley, Neil Moyer, Gary Nelson, and of course Dr. Joe. John Tooley and Neil Moyer discovered why duct and building enclosure air leakage was causing condensation in the 1980's. They called it MAD-AIR and showed us how to seal ducts and measure how much air (and moisture) was leaking into our homes. They trained a generation of technicians to fix these problems that we like to refer to as the "Mastic Militia" (thank you Rick Sims). Gary Nelson founded The Energy Conservatory who manufactures the Blower Door used today to evaluate all new construction in Florida, not to mention the DG series of manometers and TrueFlow Airflow meter. And most of you know Joe Lstiburek, the undisputed father of Building Science in North America. Are you familiar with the Florida Building Code? Do you follow ASHRAE standards? Did you ever wonder where this stuff comes from? Well, it didn't just drip off of the sweaty ducts. Our pioneers studied building and HVAC systems leakage and moisture problems. They came up with solutions that guide our codes and standards today. They will share their discoveries and adventures with our crowd at this unique event. Then meet them and talk to them one-on-one at

a cocktail reception immediately following.

HVAC contractors don't insulate attics or flash valleys. Building Science is a "by others"; right? You spend a lifetime learning how to install equipment, ductwork, and controls exactly according to code and following manufacturer's recommendations. You do everything by the book and then you get blamed for sweaty ducts and damages they caused. Equipment

Sinn Colon

The 2023 Andrew Äsk Building Science Symposium will not be one of hurricane Ian's casualties, we are still alive! The Naples Hilton where AABSS 2023 is held is located a mile from the beach and on high ground. It was reopened as soon as power was restored.

AABSS features Building Science for "Hot-Humid Climates" (Florida) directly from the leading experts and headlined by none other than the guru himself, Joe Lstiburek who will be presenting both days. Joe has recently published his newest book "Moisture Control in Residential Buildings". Joe explains attic moisture issues (yes, spray foam attics can have moisture problems too) that lead to sweating ducts. He will be dispelling duct and building insulation myths.

Joe won't be our only myth buster. We will be getting another dose of reality from Mitsubishi's Kimberly Llewellyn and Brian Orr from Kalos Services with their incredible presentation, "Chasing HVAC Unicorns—the Hunt for Mythical Systems, Fantastical Designs, and Legendary Tradespeople." They manufacturers can't tell you (or won't say) why?

The "why" is that someone doesn't understand Building Science. When they do not, the only way you can defend your reputation, not to mention your pocketbook, is to have a sound understanding of moisture and buildings yourself. That was our mission in 1998 when we started these seminars. That's what you will learn at the AABSS Winter Break. It's defensive building science for HVAC.

We are bringing in a unique group of renowned experts that you won't see or hear anywhere else. So come on down to climate zone one and join me January 24 and 25, 2023, at the Hilton in Naples. Find registration information and all the other details at www. climatezoneone.com. So until I see you at the AABSS Winter Break in Naples in January,...

The Duct Stops Here. Andy Ask, P.E., ASHRAE Fellow Life Member and one of the hosts of AABSS. Want to come for more than two days? Southwest Florida has golf, fishing, beaches, and best of all: some of the nicest weather on the North American continent in January.



Register Now Avoid FOMO later







PAGE 22

TODAY'S AC&REFRIGERATION NEWS

NOVEMBER 2022





The Johnstone Supply Ware Group Orlando food tent was filled with hungry contractors



Mark Middleton Johnstone Ware Group, Chris Koontz of Koontz AC, Kevin Ruttenbur of Johnstone Ware Group, and Hector Parada of Global The Source



Nick Godwin and Jose Ardorno of Ferran Services with Chris Craft of Target Sales, and Davis Cyrus of Rectorseal



Daniel Taiclet (left) of Osceola Technical College with his HVAC students and Randy Castricone of Google Nest Pro (right)



The Johnstone Supply Ware Group Orlando Open House Team ready to serve you!



Matthew Cowley of Spectroline (back)

conducting a leak detection demonstration

Don Livingston and Shaughnessy Harms (left&right) of Johnstone Supply Ware Group. Harvey Ogden, Bill Gantt, Mike Chill, of Johnstone Supply Corp (ctr)



Justin Seppi and Dan Fisher of Johnstone Supply Ware Group, conducted the training at the Columbia SC Open House





April Charles of Ron McLaughlin & Associates, Neil Crawford of Johnstone Supply Ware Group. Bing Berringer of Ron McLaughlin & Associates



The Johnstone Supply Ware Group in Columbia SC location had several vendors on site displaying all the latest HVAC products





Michael and Raymond Ferpherai of Cooling Systems Inc., with Allie Daugherty and Gene Moses of Residio



Hills BBQ has been a Open House favorite for many years!



John Galloway of PED Associates (center) giving a welding demonstration of Uniweld's Aluma-Braze to Johnstone Ware Group Tallahassee contractors

Evan Hugall of Pelican Wire Systems (right) giving a product overview at the Johnstone Supply Ware Group Tallahassee Open House



Nathan Adams and Ryan Czir of The McAllister Group with Neil Crawford of Johnstone Supply Ware Group



Everyone enjoyed the Hills BBQ at the Johnstone Supply Ware Group Tallahassee Open House



Martin Young of Heatcraft with Monte Sommerfeldt dicussing new evaporator features



Gary Prine of Leone Green & Associates, Brad Adcox of Supco, and William Dudley of Johnstone Supply Ware Group

RGF Environmental Is Manufacturing UV Bulbs to Improve Product Availability



RGF's Clean Room Entry System provides the right evironment which is necessary to manufacture UV bulbs



This is the Teflon Filament Wire Stripping and Cutting Station hard at work



An RGF manufacturing employee performing a preliminary UV bulb quality control proceedure in the test chamber

Continued from Cover Story

The images provided below shows the sealed glass clean room which features an RGF HEPA filter system, as well as REME air treatment, and their RGF Clean Room Entry System. RGF's Lucidium bulb line is second to none with the highest standard of manufacturing and quality control.

RGF Environmental manufacturers and distributes the latest and most innovative solutions for commercial indoor air quality. Lucidium® CUV by RGF offers an efficient, reliable HVAC coil disinfection solution for commercial and residential buildings. Lucidium® CUV systems utilize proven germicidal UV-C technology with customized site-specific designs incorporating flexible, high quality and installation friendly components, clearly positioning RGF as the leader in HVAC coil maintenance and air disinfection.

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. 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.



The Filament Press operator is skilled to provide the percise length to assist in production of the finished UV bulbs



RGF proudly displays their logo on the newly manufactured UV bulbs



UV bulb employees are trained in the highest standard of manufacturing and quality control



RGF's Clean Room Bulb Manufacturing Team who make it all possible!

ACCA/CF 2022 4TH Annual Golf Tournament was a HUGE Success!!!



It was a beautiful day, on a incredible golf course, with a great group of golfers! The ACCA/CF Forth Annual Golf Tourna-



Hello Contractors!

Message from FRACCA President Will Barnes



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.

ment was held on Friday October 14th at Twin Rivers Golf Club in Oviedo FL.

The 6600 yard Par 72 championship golf course was in tip top shape. More than 80 golfers (23 teams) participated in the tournament. Registration began at 7:30AM with a Shotgun start at 8:30an.

Congrats to the First Place Winnners: York Second Place: SunBelt. Third Place: Duct Detectives. The Longest Drive \sim Men: Nick Diehl \sim Women: Yolanda Pizarro. Closest to the Pin \sim Men: Jesse Crawford \sim Women: Yolanda Pizarro.

sistance.

The Holidays are approaching and we have great meetings and Holiday Parties in each chapter, so please attend and support your local chapters.

FRACCA members have experienced some

very challenging times in the past couple of months.

Our heartfelt condolences to all for their current

situations, and please reach out if we can be of as-

Don't forget our FRACCA At Sea - Cruise! March 2 - 5, 2023 - Leaving from Port Canaveral. December 1st is the deadline for booking our block of rooms. 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 Also 2 CEU Credits will be available OnBoard!

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

FRACCA

Office Phone (407) 676-0031

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Your FRACCA President, William Barnes, Ellsworth Air





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Iropic Supply DRIVE

JOIN US IN THE FIGHT **AGAINST LOCAL HUNGER!**



RAFFLE PRIZES

Bring any of the following food items to any Tropic Supply Resource Center across the state of Florida during the month of November.

Turkey Gravy (Can or Jar) Canned Vegetables Bottled Water or Juice Stuffing or Rice **Instant Potatoes** Peanut Butter

Pasta or Mac-n-Cheese Cereal Beans Canned Soup Ketchup/Mustard Pancake Mix **Canned Meat**

Each donation will earn you one entry into our raffle for a chance to win one (1) of the twenty-three (23) prizes listed below.*

*Minimum of one winner per Tropic Supply Resource Center

- (1) One cordless drill from Allied
- (1) One SoundLink Revolve II bluetooth speaker from Armacell
- (1) One \$200 gift card courtesy of Bard
- (1) One cooler courtesy of Chamberlain
- (1) One \$200 gift card courtesy of ClimateMaster
- (1) One portable A/C from Cooper & Hunter
- (1) One 12" DF Active Air Purifier unit from Dustfree
- (1) One SC440 meter from Fieldpiece
- (1) One Blue-Tube UV system from Fresh-Aire UV
- (1) One Rechargeable Thermal Imager by Klein Tools
- (2) Two \$200 Rewards Genius/TangoCard gift cards
- courtesy of NuCalgon
- (1) One M18 18V Lithium-Ion Brushless Cordless Compact Drill/Impact Combo Kit (2-Tool), charger & bag from Precision Aluminum Products
- (1) One \$200 Home Depot gift card courtesy of HTPG
- (1) One Yeti 45 cooler courtesy of Rectorseal
- (1) One Viper Brightener Cleaner Venom Pack, (2) Two Venom Pack Evaporator Cleaners, (2) Two Viper Maximum Strength Venom Pack Condenser Cleaners, (1) One Viper Coil Cleaning Foam Gun, (1) One Viper Foam Sprayer 2-in-1 Hand Pressure Sprayer, (1) One Nylog Blue Gasket & Thread Sealant, (1) One Viper Wetrag Heat Blocking Putty Jar, (1) One Viper Wipes, (1) One Viper Pan and Drain Treatment, (1) One Viper Coil Cleaner from Refrigeration Technologies
- (1) One \$200 gift card courtesy of Regal Rexnord
- (1) One \$200 Publix gift certificate courtesy of Ron McLaughlin
- (2) Two \$200 Tango gift cards courtesy of Ruud
- (1) One 70 Quart Pelican cooler courtesy of Samsung HVAC
 - (1) One "Big Boy" Service Truck Tank Rack from The Metal Shop
 - (1) One digital torque wrench from Yellow Jacket



Tabernacle of Praise Smyrna Arlington Community Services Jacobson Family Food Pantry Community Outreach Center



Call or visit your local Tropic Supply Resource Center today!

(239) 989.0088 Cape Coral (T-11): Daytona Beach (T-19): (386) 258.8337 Delray Beach (T-9): (561) 279.2710 Ft. Lauderdale N. (T-2): (954) 565.4803 Ft. Lauderdale S. (T-4): (954) 522.2874 Ft. Myers (T-8): (239) 278.1117 Ft. Pierce (T-6): (772) 465.4707 Jacksonville (T-18): (904) 332.0990

Miami S. (T-3): Mid Miami (T-7): Naples (T-10): Ocala (T-22): Orlando (T-17): Port Charlotte (T-12): Sarasota (T-14):

Miami N. / Export (T-1): (305) 652.7717 (305) 255.0438 (305) 638.9673 (239) 643.7118 (352) 512.6980 (407) 219.3255 (941) 255.8330 (941) 378.0910 St. Petersburg (T-23): (727) 373.4003 (954) 835.6020 Sunrise (T-20): Tallahassee (T-21): (850) 300.6595 Tampa E. (T-15): (813) 514.1198 Tampa W. (T-16): (813) 514.9939 West Palm Beach (T-5): (561) 684.3997

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Hurricane Ian did not hamper Service World Expo which was held on October 18th-21st, 2022, at the Tampa Convention Center in Tampa, FL. 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.

This event encompassed compelling content, cutting edge educational breakouts, a product showcase



Bill Milbourn of Air Control, Sam Gwin and Jamie Ramsey of Service World, George Blitch of Air Control

that is more tailgate party than tradeshow and out-ofthis-world entertainment events.

The focal points this year included: 1) Labor shortages in the trades. 2) Supply chain disruptions in labor, raw materials, computer chips, triggering inventory shortages. 3) Equipment pricing increases, and uncertainty in manufacturing outputs. 4) New regulations in HVAC equipment efficiencies.

Service World Expo addressed these issues and gave tools to contractors to overcome these new chal-



There were three amazing keynote speakers including 2-time national champion and first round NFL draft pick Tim Tebow

lenges. Service World Expo brought 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.

The social activities were non-stop: Dinner and Drinks at Sail Plaza, Starship Yacht Cruise, Happy Hour at the Expo Hall, Party at American Social, and Bowling at Splitsville! What a great conference! Next Service World Expo will be in Phoenix, AZ.



Service World Expo brought in 42 industry specific speakers with cutting edge breakouts and sponsored workshops



There was a evening Cruise Party on the Yacht Starship 1 sponsored by Daikin Comfort Technologies



Sail Plaza was packed with contractors enjoying a delicious buffet and refreshments before the Yacht Starship 1 left the dock



Darryl Robinson of Robinson Air, Liz Patrick, May Hinshaw and Jim Hinshaw of Service Nation enjoying the Starship Cruise!



Alison Repp and Doug Wyatt of Synergy Learning Systems spoke about effective communication strategies





The Daikin Comfort Technologies booth came together for a group photo during "happy hour" in the Expo Hall





Keith Keller and Thomas Boelens of NAVAC displaying two of their latest vacuum pumps



Ryan Charles of Target Sales with Davy Moyers of Rectorseal

Colleen Keyworth, Kristin Gallup, Tanya Steindl, Michelle LaFrance, and Marcia Christiansen, of Women In HVACR

Ron Sanders, Dale Harrison, Neal Reeves, Taylor Salisbury, Mellisa Granados, Bryan Venegas, Drew Garland



Joe Leto of Independent Air Conditioning, Daniel Gomez, and Mick Richardson of Gemaire



Mat Charles, Jessica Taipalus, Natalie Dee, Robin Broderick, and Romulo Laureano of RGF Envirnmental Group



Melissa Hyatt and Stacy T. of Johnstone Supply Ware Group

GREE Flexx Install and Tech Training Class at the Sheraton Suites in Fort Lauderdale FL



The facillitators for the GREE Flex Install and Tech Training Class were Glenn Wilson and Brandon Schinabeck of Gemaire

Gemaire Distributors hosted several GREE Flexx Install and Tech Training Classes in Florida. On October 13th, this class was from 9:00-11:00 AM. at the Sheraton Suites in Ft. Lauderdale FL. The facillitator were Glenn Wilson and Brandon Schinabeck.

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



There was a great turnout for the GREE Flex Training Class in Ft Lauderdale

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 and 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.



(knocked down flat). Ships, stores, and assembles easily. Save warehouse space and always have what your customers need,

Performance Pointers By James Ball (continued from page 18)

Also, any maintenance our team performed on systems we did not install provided techs opportunities to offer system upgrades. Upgrades help homeowners get as close to a perfect comfort system as possible.

On service calls techs could offer improvements as well to help customers reduce failures and have a system that is more efficient. If you are really on your game, you will provide repair combination options that not only solve the current service issue, but also tomorrow's problems. Your customer already has you at their home, why not do everything possible to avoid future issues?

You will want to continually evaluate your own perfect comfort system. Changes to the perfect system need to be vetted and proven. I recommend you avoid changing the perfect system more than once per year.

For me this exercise helped our team install higher quality systems and become a High-Performance HVAC contracting business. I hope you too will decide to strive for perfection!

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

2022 Buildings XV Conference to Focus on Thermal Performance

ATLANTA (October 25, 2022) – The 2022 Buildings XV Conference will bring attention to the thermal performance of the exterior envelopes of whole buildings.

Co-organized by ASHRAE and Oak Ridge National Laboratory, the Buildings XV conference will be held December 5-8 in Clearwater Beach, Florida. The conference takes place every three years allowing time to develop new research and technology applications and to document the findings. "The Buildings XV Conference draws heavily on the advanced technical knowledge of all our global experts," said Andre Desjarlais "This year's conference will highlight strategies for increasing climate resilience and energy performance as it relates to building envelops." The conference includes tracks focused on Principles (research and development), Practices (practical applications and case studies) and Residential (single and multifamily buildings). Twenty-nine conference paper sessions will take place, along with three plenary presentations, a networking reception and sponsor information tables. The registration cost to attend the conference is \$715 for ASHRAE members (\$730 for non-members). For additional pricing for the 2022 Buildings XV Conference, as well as the complete technical program, please visit ashrae.org/BuildingsXV. 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.

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

Celebrating Arturo's 80th Birthday!

On September 30th Arco Supply hosted an 80th birthday celebration for owner Arturo Alba. Customers and friends were invited to the festivities which included a Cuban coffee truck from Miami and pastelitos.

Born in 1942 in Guantanamo, Cuba, Arturo came to the US when he was nineteen. He attended the University of Southwest Louisiana and graduated with a degree in engineering. In 1979 Arturo had the opportunity to open Arco Supply, Inc. Arco



Arturo Alba Jr., Cecilia Alba, Ani Alba, Arturo Alba Sr., Julia Junco of Arco Supply



Dan Olsen of Dan Olsen's A/C, Julia Junco with Arturo Alba Sr. of Arco Supply

has proudly served the community for 43 years and is known for their old school service and reliability.

Arturo can be found at the office daily along with his son, two daughters and a fantastic team of 25 employees.



Steve Smyth of Smyth A/C, Chris Ryan of Air-Ref Co, Arturo Alba Sr. of Arco Supply



Brad Woolever of A/C Service, Tony Scott of Dan Olsen's A/C, John Fernandez of La Cafetera, Danny Irizarry of Saucier A/C



Julia Junco, Lydia Diaz, Cecilia Alba, Maria Elena Goitia, and Ani Alba



Brad Woolever of A/C Service, Dennis Estrada of M&R A/C, Arturo Alba Sr. of Arco Supply, Enzo Melchionna of M&R A/C



Ray Strong and Arturo Alba Sr. of Arco Supply with Derrick Andres of Robert R. McGill A/C



Tim Travers of Travers Air, Arturo Alba Sr. of Arco Supply, Brett Lang and Preston Lang of Smyth A/C



Miguel Rosario and Luis Veras of AMC A/C, Arturo Alba Sr. of Arco Supply, Luis Moran of AMC A/C, Arturo Alba Jr. of Arco Supply



Ernesto Estevez of Arco Supply, Phil Viruso of Lowen A/C, and Chris Brown of Arco Supply



Arturo Alba Jr. of Arco Supply with Ed Sasso of EDS Air Conditioning



Everyone had a great time celebrating Arturo's 80th Birthday!



Heatcraft Refrigeration Products Expands In-person Customer Training Opportunities

STONE MOUNTAIN, Ga. – October 20, 2022 – Heatcraft Refrigeration Products, a manufacturer of commercial refrigeration equipment and systems as part of Lennox International, has expanded its industry-leading training capabilities and is offering a variety of classes this fall.

With eight additional technical trainers in place throughout North America, Heatcraft provides more access than ever to industry-leading product and refrigeration training, including certification, to increase proficiency in specifying, installing and maintaining Heatcraft equipment and system solutions.

Through Heatcraft training, contractors, technicians and distributors can increase their knowledge of refrigeration fundamentals, strengthen practical skills used in the field and reduce product performance issues on the job.

In-class courses offered this fall at the Heatcraft Training Center in Stone Mountain include:

- Refrigeration and Installation Basics. Oct. 27 and Dec. 15. Designed for individuals new to the technical aspects of the refrigeration process and the components that make heat transfer possible. This class can be helpful for HVAC technicians seeking to branch out into refrigeration installation and service.
- HCCP intelliGen[™] Certification (Two-Day Certified Program). Nov. 15-16. As part of the Heatcraft Certified Contractor Program, this is a deep dive into the sequence of operation, installation, setup, service and troubleshooting of the intelliGen[™] refrigeration controller.
- Hot Gas Defrost MohaveTM 101. Dec. 13. Designed for the seasoned refrigeration pro-

fessional interested in Heatcraft's proprietary hot gas defrost refrigeration system.

• CO2 Transcritical Technology 101. Dec. 14. For the seasoned refrigeration professional interested in improving their understanding of the basic science connected to medium and low temperature CO2 transcritical technology. Basic components of this type of system will be discussed as they relate to cold storage.

In addition, Heatcraft is offering a free webinar on Nov. 29, from 1 to 2 p.m. EST:

Sporlan EEV Control Considerations. A discussion of the Sporlan electric expansion valve application and operation, valve construction and troubleshooting basics. For additional information about Heatcraft training opportunities, visit www. heatcraftrpd.com/training.

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Lennox Donates 210 HVAC Units Across U.S. and Canada

RICHARDSON, Texas, Oct. 17, 2022 /PRNewswire/ -- As part of its 13th annual Feel The Love program, Lennox Industries proudly partnered with 180 HVAC dealers across 37 U.S. states and Canadian provinces to award deserving community heroes with new heating or cooling equipment and installation at no charge. The 210 equipment installations took place October 8 – 15, 2022 during the Lennox Installation Week event.

Feel The Love was born from people doing great things for the right reasons with a passion to serve others. Selected Feel The Love recipients were nominated by family members, friends, neighbors, co-workers and local organizations for their transformative impact on their community and those around them, coupled with their need for a new HVAC unit to breathe cleaner, safer air and feel ultimate comfort in their home. The new high-efficiency heating and cooling equipment donated through Feel The Love reduces recipients' energy usage by approximately 30% to 40%.

"Feel The Love is about thanking and giving hope to people who give to their community and, as homeowners' continue to prioritize indoor air quality, Lennox is proud to provide deserving homeowners with consistently clean, perfect air throughout their home," said Quan Nguyen, VP & General Manager at Lennox Industries. "The Feel The Love program is a collaborative labor of love, and one that is made possible through ongoing partnership with and the generosity of our dealer partners across North America."

Through Feel The Love, Lennox continues to advocate for the importance of indoor air quality and the accessibility of clean, comfortable air for all. Since the inaugural Feel The Love program in 2009, Lennox and its dealers have completed over 1,800 installations at no charge, with 210 installations occurring in 2022 alone. To ensure recipients' peace of mind, all donated units come complete with an extended warranty of their choice: either a fiveyear parts only extension or a three-year labor and two-year parts extension via the industry-leading labor coverage, Warranty Your Way TM, which is exclusive to Lennox.



Winsupply Acquires Hydrologic Distribution Company

Dayton, OH (October 3, 2022) - Winsupply's strategic growth continues with the company's largest year of acquisition investments. Hydrologic Distribution Company joins the Winsupply Family of Companies with 12 locations servicing plumbing contractors throughout the state of Florida. Collectively, the locations have a quarter billion dollars in annual revenue.

"To find a company whose culture aligns so perfectly with Winsupply is a once-in-a-lifetime opportunity," said John McKenzie, President, Winsupply Inc. "I can't wait for customers and contractors in the Florida market to see what we will be able to accomplish together."

Supported by six regional distribution centers around the country, Winsupply has the unique ability to provide each newly acquired location with timelyproduct availability, not previously attainable.

"We couldn't be more excited to join forces with such an incredible company," said Christopher Lynch, President, Hydrologic Distribution Company. "From the moment I first met the Winsupply leadership team, I found a group of hungry yet humble entrepreneurs that believed in honest, good old-fashioned hard work. Winsupply's one-of-akind structure positions Hydrologic's current companies to be even more successful going forward."

"Every now and then I meet people and think to myself." that's a Winsupply person but they just don't know it yet. A Winsupply person is entrepreneurial, full of energy, caring and driven to help others succeed," said Monte Salsman, President, Winsupply Acquisition Group.



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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! This event is also listed on the FRACCA Website .



Nidec Motor Corporation Adds Marketing Communications Manager



Flavia Bader

ST. LOUIS, MO – Sept. 22, 2022 – Nidec Motor Corporation has expanded the marketing staff at its St. Louis headquarters with the addition of Flavia Bader as Marketing Communications Manager. She is part of Nidec's commercial and industrial motors division for the Americas, serving industries that rely on high-efficiency motors including HVAC, pumping and wastewater.

Bader has more than 20 years of experience in the industry, having worked at Emerson Electric in marketing and product management roles. She has a BA in communications and an MBA, both from

the University of Louisville. With headquarters in St. Louis, Mo., Nidec Motor Corporation (NMC) is the leading manufacturer of commercial, industrial, and appliance motors and controls. Nidec Motor Corporation's U.S. MOTORS brand encompasses a complete line of general and special purpose commercial and industrial motors from 1/30 horsepower through 4000 horsepower for a wide variety of applications.



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