

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region



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



Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success! (see page 20)



WHVACR 19th Conference at the Arizona Grand Resort in Phoenix AZ (see pages 16 & B4)



PBACCA 20th Annual Golf Tournament at Wellington National Golf Club (see pages B6,B7)



ASHRAE Miami Technical Meeting on Cooling Tower Terms and Design (see page 10)



SWACCA 2022 Golf Tournament at the Club at Westminster in Lehigh Acres (see page B2)

## HARDI v. EPA Update: Oral Arguments



Jeff Schlichenmeyer  
Publisher

Today the United States Court of Appeals for the DC Circuit heard oral arguments from HARDI, Worthington Industries, Choice Refrigerants, and the Department of Justice on behalf of EPA. This is the final step in HARDI's litigation before the court releases its judgment next year. HARDI began this process nearly a year ago:

HARDI's litigation is based on two main arguments asking the court to overturn the requirement to use refillable cylinders and a QR electronic tracking system for all cylinders containing HFCs. EPA instituted these requirements based on the words "shall ensure" in subsection (e)(2)(B), however, the full subsection in context is not a regulatory grant of authority (emphasis added):

(B) COMPLIANCE.—For each year listed on the table contained in subparagraph (C), the Administrator shall ensure that the annual quantity of all regulated substances produced or consumed in the United States does not exceed the product obtained by multiplying— (i) the production baseline or consumption baseline, as applicable; and (ii) the applicable percentage listed on the table contained in subparagraph (C).

Today's oral arguments gave the petitioners an opportunity to make their case directly with the judges that will be deciding the case. While the decision will not be released until 2023, questions and comments from the judges can help show their thinking on the case. A key quote from Judge Walker on HARDI's argument that EPA exceeded their authority under the AIM Act, "I look at (e)(2)(B), it looks like a math formula, it looks like it is telling the agency to use this math formula, no more no less."

Judge Pillard did push back on both HARDI and the government over the term "shall ensure" used by EPA to create these regulations. Judge Pillard disagreed with HARDI that the clause limits the power of EPA while also criticizing the government as to whether "shall ensure" would be a limitless grant of power: "What about the blank check argument? I mean we really have to be concerned when something is phrased as generally as it is, 'shall ensure.' I mean in some sense the entire act is explaining how the EPA 'shall ensure' that only the requisite phase-down quantities are manufactured and consumed. So, you have a problem there because there is a lot of specification in the rest of the act and you're saying 'no that doesn't exhaust what we do, we have other residual authority' what are the limits on that?" Judge Walker also followed up on this point by questioning the limits on the government's authority under their interpretation.

Article by Alex Ayers who is the Director of Government Affairs for HARDI.

## AHR EXPO Announces 2023 Education Program

WESTPORT, Conn., November 17, 2022 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the full schedule for the 2023 AHR Expo Education Program. This year's program will feature more than 200 free seminars, including a robust panel series, new product and technology presentations, professional certifications and continuing education courses. Additionally, in response to the industry's call for more training via shared knowledge and opportunities for open discussion, the program has been extended to include Wednesday sessions.

"The Education Program has grown tremendously in recent years," said Show Manager, Mark Stevens. "The HVACR industry is changing and growing quickly and in ways that are new to us all. We're talking about training a new workforce to replenish a wave of retirement while simultaneously taking on initiatives relating to environmental efficiency, indoor air quality, automation, cyber-

security, supply chain disruptions, new business practices, etc. – there is no shortage of necessary discussions."

The AHR Expo aims to complement the attendee experience on the show floor with application knowledge and technology found in manufacturers' booths. Education sessions provide an understanding of real-world application and practice in areas of niche discipline, as well as broader discussion topics relating to trends happening currently and on the horizon within the industry.

"Our manufacturers pack the hall with everything new," continued Stevens. "All the latest products and technologies - many that are being introduced to the public for the first time - can be seen in the exhibits on the show floor. Experts from every industry sector build on this experience in the Education Program through their shared knowledge aimed at supporting professional career development, training and updated industry information."

go to page 8



PRSRJ STD  
U.S. POSTAGE PAID  
WEST PALM BEACH, FL  
PERMIT NO. 4595

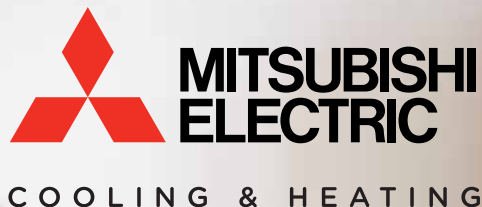
TODAY'S A/C NEWS  
PO BOX 451821  
Ft Lauderdale, FL 33345



**JOHNSTONE  
SUPPLY**

EQUIPMENT

**MINI-SPLIT GIFT CARD HOLIDAY**



**\$50 Gift Card**

with

**Each Complete System  
Purchase in November  
and December!\***

WHILE SUPPLIES LAST  
IN-STOCK ITEMS ONLY

MAKE  
COMFORT  
*Personal*<sup>®</sup>



\*Restrictions apply - See flyer for details.



**JOHNSTONE  
SUPPLY**

[www.JohnstoneWareGroup.com](http://www.JohnstoneWareGroup.com)



**Learning that Earns**  
The One Place for all your Training Needs

TECHNICAL • BUSINESS • CUSTOMER SERVICE  
SAFETY & COMPLIANCE • NATE CEH's

<https://go.bluevolt.com/johnstonecontractor/s/>

## Do You Know Why Your Customers Call You?

### 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](mailto:ruthking@hvacchannel.tv).

Hopefully you answered this title question with a great list of reasons. The corollary to the question:

Do your employees know why your customers call you? It's just as important for employees to know why your customers call you.

You have a problem if:

- You didn't have an immediate, gut reaction list to the question.
- Your sales people are not consistent in their presentations when a potential customer asks, "Why should we do business with your company?" In fact, they should never have to ask that question because your salespeople should differentiate your company from other competitors.
- Your employees can't explain why someone should do business with your company.
- Your answer was "we are the cheapest in town."

Price should not be the major reason your customers do business with you. We are not WalMart who gets huge economies of scale and can be the cheapest. If you are the cheapest you are probably losing money after you consider overhead in your pricing.

Many times when you lose a job and ask why, price is usually the answer they give. However, rarely is price the real answer...usually it is they didn't trust the salesperson which means they didn't like the salesperson.

Here are four reasons to always know why your customers are doing business with you:

1. It gives your business purpose. It's the reason you get up in the morning. It's the reason that your customers write your paychecks (without their revenue you have no money to write paychecks). It's the reason you remember when things are not going well.
2. It builds your business culture. This is the reason you are in business. Every employee should know why your customers are doing business with you. If you can't articulate it, then they haven't a clue. Remind them often. Make sure their actions (and your actions) support this reason.
3. Your entire company profitably takes care of your customers. Notice I said PROFITABLY. If a customer is not profitable for you, then you don't need that customer. It's insane to pay that customer to do business with you. And yes, I've seen many unprofitable jobs after overhead is job costed. You are NOT in business for practice. You have to earn a profit to survive and thrive.
4. You know what your marketing messages should be. "Here's what our customers say about us" or "Here's why our customers do business with us" can be themes of your marketing messages. Testimonials where customers say why they do business with your company are powerful.

Think about it. Ask your customers why they do business with you. Ask your employees why they think your customers are doing business with you. You might be shocked at the answers or lack thereof.

If you like and agree with the answers, continue along the same path of customer care. If you don't like the answers, change your culture and how you do business. The changes will help your long term profitability.

Next Topic: "I'm Afraid I'll Make a Mistake"

This is what one of my newer clients said to me. He was running his business on fear. And, the fear seeped into how he (until lately) managed his employees.

He let them get away with setting their own

schedule. He tried to implement a new software. Employees didn't like the change.

They complained and complained and wouldn't do it. As a result, he went back to the old software and the old way of doing things...even when the initial signs showed the new software was better.

Why would he do this? Why would you do something like this? Usually it's fear that they will quit. You can't run a profitable, productive business on fear.

If they quit, you will find replacements.

If you make a mistake, you fix it and keep going. As long as you don't make the same mistake twice, it really isn't a mistake. It's a learning process.

Contrast this with another client, who, within a year, replaced everyone except for one person. The joke used to be, "Ruth's coming, who's going?"

We put the plans and processes in place and when employees didn't want to abide by the new way of do-

ing things, they quit. And yes, the company found all of their replacements – field and office.

Was it easy? No. Is the company in a really good place now? Yes.

Is this harsh? No. However, the change in attitude has to start at the top, with you the leader or manager.

If you run your business on fear or your managers run their departments on fear, "the inmates are running the asylum."

This leads to frustration and eventually an unprofitable business. Decide that you are not going to be afraid of your employees. You implement the processes and procedures necessary to profitably and productively take care of your customers, your employees, and your company.

You will find a team who wants to take care of your customers and do the things that are in the best interest of the customer, the company, and yes, them.

Merry Christmas and Happy New Year

WE APPRECIATE YOUR CONTINUED SUPPORT

Wishing You the Best 2023

OFFERING YOU THE GOLD STANDARD SINCE 1982

THE METAL SHOP  
www.metalshop.org

## Air Pros USA Acquires Universal Air and Heat



Davie, FL (November 7, 2022) – Air Pros USA announced the acquisition of Universal Air and Heat, a local, highly certified air conditioning company serving South Florida. As

an Air Pros USA company, Universal Air and Heat will benefit from full operational and sales integration with the Air Pros USA platform to leverage expanded resources and continue building on nearly 25 years of service excellence.

“Since 1997, Universal Air and Heat has established itself as one of South Florida’s most experienced and dependable HVAC companies,” said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. “Together we are going to offer South Florida the best value, quality, and professionalism.”

“After our growth as one of the largest service providers in the area, we knew the next chapter for us would be working with another leading company to expand our reach,” said Mike Forgione, President of Universal Air and Heat. “We really resonated with Air Pros USA since we both started with one truck and a mission to be the most reliable provider in South Florida.”

This acquisition strengthens Air Pros USA as a leading HVAC service company in Broward County, Hillsborough County, and Palm Beach County, while introducing new service areas including Port St. Lucie, Martin, Pinellas & Pasco Counties.

“This is a big win for our customers. From maintenance service calls to any emergency repair needs, there will always be a professional available to help,” said Robert DiPietro, CEO of Air Pros USA.

Nationally, Air Pros USA has nearly 600 vehicles, 700 technicians and staff, and serves a customer base of nearly 450,000. Air Pros USA operates in eight states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane.

## DiversiTech® Acquires Artiplastic®, Castel Engineering® and Rodigas®

November 7, 2022 (Duluth, Ga.) – DiversiTech® Corp., North America’s leading manufacturer and supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R), announced today the formation of DiversiTech Europe, via a merger with Artiplastic® of Milan, Castel Engineering® of Belgium, and Rodigas® of Padua, Italy along with the existing DiversiTech/Pump House business in the United Kingdom. These four companies combined will be the leading European manufacturer and supplier of parts and accessories to the HVAC/R industry. The leaders of Artiplastic, Castel, Rodigas will continue to run the business.

“Having these three great companies join DiversiTech is significant not only for the launch of the DiversiTech platform in Europe, but also for the additional products and services they will provide to our customers in North America,” said Andy Bergdoll, CEO of DiversiTech. “We look forward to welcoming the Artiplastic, Castel and Rodigas teams to the DiversiTech family”.

Artiplastic, Castel, Rodigas and DiversiTech have been working together for over 15 years. The companies share a common heritage of being founded as family businesses with a strong long-term commitment to customers, employees, and local manufacturing. The combined company will have eight manufacturing plants in the US and Europe.

“This further step marks the definitive con-

solidation of our company and confirms that quality and innovation win”, said Davide Spinola, CEO of Artiplastic. “The commitment to this new challenge is total, and I count on the continuous support of our teams that made it happen”.

“Merging the European companies with DiversiTech to become the global leading manufacturer of HVAC installation materials is a dream come true. We are very excited to continue to grow together with DiversiTech and simplify the work of our customers all over the world. The family Castelein will remain on board and continue to operate with the same familial and passionate entrepreneurial spirit.” Jean Claude Castelein, CEO of Castel Engineering.

“This further step marks the final consolidation of our company and confirms how the values of quality and innovation are winning,” said Francesco Roverato, CEO of Rodigas. “The commitment in the face of this new challenge will be great, but I am confident that I can count on the support of the people whose work every day contributes to the growth of our company.”

DiversiTech, with existing presence in the United States, Canada, and the United Kingdom, looks forward to expanding its global product portfolio and application expertise with mini-split systems & heat pumps in commercial and residential markets, as well as providing a differentiated service model in Europe to better serve its customers and continued growth globally.

## Broan-NuTone Launches Premier Pro HVAC Contractor Program

HARTFORD, Wis. (November 16, 2022) – Broan-NuTone® has announced the country-wide launch of its Premier Pro program for certified, licensed HVAC contractors. The program, which opened to limited U.S. regions earlier this year, offers members a host of benefits including: 1. A dedicated business listing on the Broan-NuTone contractor directory. 2. Broan Fresh Air Systems training and certification, quarter-

ly new product and code training webinars and IAQ education. 3. Access to the company’s research-based residential HVAC customer insights. 4. Dedicated sales and product technical support services. 5. Early access to the newest and most advanced products and technologies. 6. An extended warranty on all installed Broan fresh air systems. please visit <https://www.broan-nutone.com/en-us>

# Merry Christmas

May your Holidays  
be Peaceful,  
your New Year  
Prosperous!

From The Bard Solution Experts!

**Bard**  
SINCE 1914

AccuAir Inc.

ENGINEERED HVAC PRODUCT SPECIALISTS AND DISTRIBUTORS



[www.accuaironline.com](http://www.accuaironline.com)

877.322.2824 - 2900 W. Orange Avenue, Suite 130 - Apopka, Florida 32703



Heating & Cooling Systems

# BRYANT 15 SEER CONDENSING UNITS NOW IN STOCK!



**AVAILABLE NOW!**

**14.3 SEER2**

Products not available in all branches



[www.refricenter.net](http://www.refricenter.net)

<b>Refricenter West Palm</b> 561-689-8075 wpb@refricenter.net	<b>Refricenter Hialeah</b> 305-633-1535 hialeah@refricenter.net	<b>Refricenter Broward</b> 954-968-1010 broward@refricenter.net	<b>Refricenter Port St. Lucie</b> 772-879-7800 portstlucie@refricenter.net
---	---	---	--

<b>Refri-Air</b> 305-266-7445 refriair@refricenter.net	<b>Refricenter West</b> 305-447-9675 west@refricenter.net	<b>Refricenter North</b> 305-652-3331 north@refricenter.net	<b>Refricenter South</b> 305-251-9675 south@refricenter.net	<b>Refricenter Tamiami</b> 786-360-0660 tamiami@refricenter.net
--	---	---	---	---

## RectorSeal® Releases Plenum-Rated Safe-T-Switch® Product Line



Houston, TX, November 1, 2022 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories and a wholly owned subsidiary of CSW Industrials, Inc., has introduced a trio of patented and UL® recognized SSP Series Safe-T-Switch® units rated for plenum installations.

A gray color unit body quickly identifies the SS1P, SS2P, and SS3P as plenum-rated products. Installed using a six-foot-long, plenum-rated, 18 gauge wire, all units quickly connect to the thermostat wiring on the indoor HVAC unit.

RectorSeal's Safe-T-Switch product series features the industry's only patented, code-compliant condensate overflow switches with a built-in, easy-access, external, hand-ratcheting float that adjusts without uninstalling or cap removal. The corrosion-resistant ratchet's adjustability also helps prevent the lightweight, rigid foam polypropylene float's contact with the base bottom or drain pan, where bio-growth build-ups can affect buoyancy and reliability.

Designed for primary drain lines, the SS1P has a float assembly sensitivity that can be adjusted without removing the top cover and allows installation on a slope up to 45 degrees. The top cover removes easily using the tapered cam locks, enabling inspection of the float switch and access to use the included clean-out tool to clear drain lines. It's compatible with RectorSeal's Mighty Pump™, LineShot™, and the A/C Drain Foot Pump™.

The plenum-rated SS2P float switch is installed as a primary drain pan auxiliary outlet. It can detect clogged condensate drains and safely shut off the HVAC system to avoid potential water damage. As an additional feature, the top cover does not need to be removed to adjust the float sensitivity.

Plenum-rated and designed for primary and auxiliary drain pans, the SS3P float switch detects clogged condensate drains and shuts off the HVAC system avoiding potential water damage. The unit's slim profile allows for installation on primary or auxiliary drain pans. Bracket mounts offer secure over-the-edge installation on most drain pans ranging between 1" to 2" in size. Thumbscrews make installation both fast and secure. Please visit [www.rectorseal.com](http://www.rectorseal.com)

## New Air Handlers by Johnson Controls Improve Homeowner Efficiency and IAQ



MILWAUKEE – (October 20, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has announced the launch of a new, redesigned line of high-efficiency air handlers that will improve comfort, increase energy savings and provide lasting performance. The new air handlers feature high-efficiency blowers that use up to 10 percent less energy and feature a modular architecture ideal for space-constrained applications.

In addition, these new air handlers – when matched with new outdoor condensers by Johnson Controls – meet the upcoming Department of Energy (DOE) 2023 efficiency standards that go into effect January 1, 2023. The new product line is available for YORK®, Luxaire®, Coleman®, Champion®, Fraser-Johnston®, Guardian® and Evcon™ brands.

Air handlers help consumers condition and circulate air throughout the home, working in tandem with heating and cooling equipment, such as an air conditioner, furnace or heat pump. The new line features an A-shaped coil design, which provides more balanced refrigerant flow and results in long-lasting performance and lower energy usage. The new portfolio of air handlers features two models: a fixed-speed model with a two-stage motor that can operate in a low/med/high fashion; and a variable-speed model, which matches operation to the exact speed needed,

consuming less energy and reducing noise levels. Furthermore, the systems also reduce allergens with filters and indoor air quality options.

“Our completely redesigned air handlers offer exceptional performance and flexibility, featuring next-generation high-efficiency blowers with multiple air-flow settings that support Johnson Controls’ commitments to sustainability,” said Charles Hurd, director of residential product management, Global Ducted Systems, Johnson Controls. “The systems can be matched to a homeowner’s specific comfort and efficiency needs. Additionally, the systems were designed with rigid cabinet construction for lasting performance and features that simplify installation and maintenance.”

The new streamlined air handlers feature multi-position designs for up-flow, down-flow and horizontal applications, along with a compact, 21-inch casing depth providing flexibility and ease of access in space-constricted areas like attics and basements. The air handler is factory-installed with non-braze, bolt-on connectors, and toolless filter access streamlines installation and maintenance. Additionally, Air Conditioning, Heating, and Refrigeration Institute (AHRI) certified performance matches — which are a group of products that when used as a combined system meet the DOE 2023 efficiency standards — have also been provided for existing and new 2023-compliant outdoor systems to increase flexibility for distributors and contractors. This will help to ensure a smooth product transition when the DOE 2023 efficiency standards go into effect.

## Mechanical One to Award Two Employees with Free Homes

ORLANDO, Fla., November 9, 2022 – Mechanical One, a leading HVAC, gas and plumbing services provider, will change lives when it awards mortgage-free homes to two employees this holiday season. The winners will be picked in a lottery during an event on December 3 at the Hard Rock Live at Universal Orlando Resort. More than a thousand people are expected at the event, which will include a speech from Orange County Mayor Jerry Demings.

At the time of the home giveaway announcement in December 2021, there were 65 employees working at the company. That number has grown more than 500% in just the past nine months. With demand for HVAC, gas and plumbing services growing to meet housing needs in Central Florida, Mechanical One is meeting builders’ needs with its expanding workforce. Mechanical One first opened its doors in July 2021. The company serves top homebuilders, such as Pulte, Lennar and Taylor Morrison



## The Most Complete Line of HVAC/R Service Tools.

With an emphasis on quality and service, Ritchie Engineering Company, Inc. has been engineering, manufacturing and continuously improving the **YELLOW JACKET®** portfolio of products since 1949. From charging systems, diagnostic tools, recovery machines, vacuum pumps, gauges, hoses, wireless and electronic instruments to system tools, the **YELLOW JACKET®** HVAC/R products are sold worldwide through a network of authorized wholesalers.

To learn more, connect at:  
[yellowjacket.com](http://yellowjacket.com)



**MADE TO WORK** SINCE 1949

ASK US ABOUT OUR  
**FREE 5 YEAR  
 LABOR  
 WARRANTY\***

\*Must be a CCE Program Dealer to qualify



**Membership has its benefits.**

Become a Certified Comfort Expert Program Dealer with YORK and enjoy the exclusive benefits like a FREE 5 Year Labor Warranty, Dispatch Services, Dealer Loyalty Savings, and so much more.....

**DORAL**

8941 NW 23rd Street  
 Doral, FL 33172  
 786-437-9603

**LARGO**

12161 62nd Street North; Ste 300  
 Largo, FL 33773  
 727-431-1444

**TALLAHASSEE**

5215 West Tharpe Street  
 Tallahassee, FL 32303  
 850-241-0191

**FORT MYERS**

9353 Laredo Avenue  
 Fort Myers, FL 33905  
 239-694-0291

**MELBOURNE**

605 Distribution Drive; Ste 2  
 Melbourne, FL 32904  
 321-775-6277

**TAMPA**

3409 Craigmont Drive  
 Tampa, FL 33619  
 813-663-9332

**FORT PIERCE**

801 S Kings Highway  
 Fort Pierce, FL 34945  
 727-742-7138

**ORLANDO (HUB)**

4127 Seaboard Road; Bldg 902  
 Orlando, FL 32808  
 407-362-9750

**SARASOTA**

7910 25th Court East; Ste 109  
 Sarasota, FL 34243  
 941-536-9828

**JACKSONVILLE**

6631 Executive Park Court N.  
 Suite 210  
 Jacksonville, FL 32216  
 904-440-7620

**POMPANO**

1280 NW 22nd Street  
 Pompano Beach, FL 33069  
 954-545-9500

**WEST PALM BEACH**

1719 Old Okeechobee Road  
 West Palm Beach, FL 33409  
 561-618-3830

*Restrictions apply, see York for details. Available in Florida only through York Factory Direct.*

**WWW.SOURCE1HVACSUPPLY.COM**



## NAVAC Wins AHR Expo Innovation Award for Industry's Lightest Power Flaring Tool



NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and industry-specific items, has been recognized with a 2023 AHR Expo Innovation Award for its NEF6LM BreakFree® Power Flaring Tool. The industry's lightest cordless flaring tool, the product took top honors in the Tools & Instruments category.

The award was bestowed by AHR Expo's co-sponsors, the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) and the Air-Conditioning, Heating & Refrigeration Institute (AHRI).

Weighing less than three pounds, NAVAC's NEF6LM BreakFree® Power Flaring Tool produces precise, automatic flares in a fraction of the time compared to traditional flaring methods. It can create flares in five sizes, ranging from 1/4" to 3/4". Designed to perform reliably in harsh environments, the NEF6LM Power Flaring Tool also offers quick-connect functionality.

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

Since its introduction, NAVAC's BreakFree® Series of power tools have quickly become one of the company's most popular product lines. NAVAC plans to introduce a brand new BreakFree® Series tool at AHR Expo this February, at Booth #C6364.

"We are honored and flattered to be recognized by one of the industry's most respected organizations," said Zhuk Zhang, Director of Product for NAVAC. "With both the Breakfree® Power Flaring Tool and the recently introduced BreakFree® Power Tubing Expander, we empower contractors with automatic tubing processes that save time, energy, bottom line."

## AHR EXPO Announces 2023 Education Program

(continued from cover story)

In 2022, AHR Expo debuted a panel series to tackle some of the industry's larger discussions with the goal of providing open conversation among professionals across multiple job roles. This year, the panel series will return with an even more robust line-up of topics aimed to open the communication pipeline to many of HVAC's current pain points and opportunities, as well as forecast what is coming down the line.

The 2023 show will feature more than 85 free sessions led by industry experts put forth by industry organizations. Sessions will range from one to two hours and will aim to deliver solutions to some of the industry's most pressing challenges and exciting opportunities. Attendees are invited to attend general HVAC-related sessions, as well as those specific to professional practice areas.

"HVACR is changing and the communication flow is changing with it," said Kimberly Pires, AHR Expo Education Program Coordinator. "In working with our associations to put forth a program that is both educational and practical for every job role, we have discovered that while the disciplines may be different, the overarching opportunities and issues ahead for the industry are the same. Our sessions aim to provide diverse perspectives from all the voices that work and serve HVACR. This kind of insight supports cooperation within the

community and progress in an individual's professional growth, proving itself immensely valuable for the advancement of the industry as a whole."

AHR Expo attendees have the opportunity to participate in professional development courses through ASHRAE Learning Institute (ALI) and short courses/professional development seminars approved for Continuing Education Units (CEUs) that can apply toward maintaining P.E. licensure. Attendees are required to register and pay tuition fees in advance of the show and can do so by visiting the ASHRAE registration website. Full-day courses account for six earned Professional Development Hours (PDHs)/Learning Units (LUs) or 0.6 CEUs. All half-day courses are awarded three accredited PDHs/AIA LUs. Topics cover a wide range of industry

subjects, including the fundamentals of the commissioning process, complying with the requirements of ASHRAE standards, laboratory design basics and beyond, optimizing indoor environments and more.

Attendees are also encouraged to sit in on exhibitor presentations in the New Product & Technology Theater. More than 145 presentations lasting approximately 20 minutes each are planned across all three days of the show. These free seminars are meant to provide attendees with brief overviews of new product announcements and technologies that can be found in exhibitor booths on the show floor. Attendees are invited to follow up presentations with a visit to the booth for a more in-depth explanation and 1:1 interaction with products and representatives. These sessions are set to take place in special theaters right on the exhibit floor. No fee or registration is required.

Attendees can view the complete schedule, including free and New Product and Technology Theaters, on AHR Expo website. The MyShowPlanner tool is available to assist attendees in building a personalized schedule by bookmarking sessions that pique interests.

Additionally, attendees are encouraged to download the MyShowPlanner App for iOS and Android to sync and manage their show and Education Program schedule. Details and instructions for downloading the 2023 AHR Expo App will be released closer to the show and available on the AHR Expo website.

The AHR Expo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The show provides a unique forum where manufacturers of all sizes and specialties, whether a major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof.

The 2023 AHR Expo will be held Feb. 6 - Feb. 8 at the Georgia World Congress Center in Atlanta, GA. To register for the event, please visit the AHR Expo registration page.

For more information, visit [ahrexpo.com](http://ahrexpo.com) and follow @ahrexpo on Twitter, Instagram, LinkedIn and Facebook.

Serving South Florida for Over 40 Years

# Arco Supply, Inc.

Refrigeration and Air Conditioning Equipment and Supplies

715 Barnett Dr. Lake Worth, FL 33461 [www.arcosupply.com](http://www.arcosupply.com)

Phone: 561.586.3331 Fax: 561.586.2330

## Merry Christmas!

Thank you for a great 2022!

Come and join us for our Annual Holiday Pig Roast December 15th, 2022 from Noon - 2pm



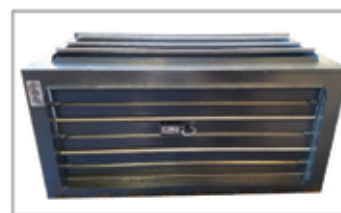
Right for you.

## Let the Fresh Air Flow Indoors & Save Money Too!

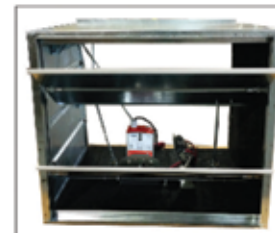
A steady flow of fresh air is important to a healthy home or office, but you also want to save on costly energy bills. You can enjoy both with our split system economizers. Controlled by the Honeywell Jade® system, it offers "free cooling" when outdoor conditions are right and provides a steady flow of minimum outside air. Call us to learn more about how to keep your customers breathing easier (and saving on energy bills.)

### McDaniel Metals

Houston • Dallas • Phoenix  
281-987-8400 • [mcdanielmetals.com](http://mcdanielmetals.com)



Horizontal or Upflow 5 - 15 ton unit for commercial applications.



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



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





# The Daikin *Fit* System — Revolutionizing the Future of Condensing Units for Residential Applications



1.5-5 Ton  
Up to 18 SEER | Up to 10 HSPF | Up to 97% AFUE

**AVAILABLE FOR AIR CONDITIONER, HEAT PUMP, AND DUAL FUEL APPLICATIONS!**

To find a Daikin Comfort Technologies branch near you, visit [www.daikinac.com/content/where-to-buy](http://www.daikinac.com/content/where-to-buy)



Our continuing commitment to quality products may mean a change in specifications without notice.  
© 2022 **DAIKIN COMFORT TECHNOLOGIES NORTH AMERICA, INC.**  
Houston, Texas · USA · [www.northamerica-daikin.com](http://www.northamerica-daikin.com)

For more info visit [daikinfit.com](http://daikinfit.com)



# ASHRAE Miami Technical Meeting

## Understanding Cooling Tower Terms and Design

### November 8th, 2022

ASHRAE Miami Chapter held their Technical Meeting on Tuesday, November 8th, 2022 at 12:00 pm. The technical topic for this meeting was Cooling Towers Jump Start - Understanding Tower Terms & Design by David Longacre.

Cooling towers are a key component in the energy efficient operation of the HVAC system with impacts on building water use and the health of oc-

cupants and surrounding population. Attendants learned some key design factors for systems with cooling towers, their components, key terms, construction material types, designing with maintenance in mind, motors, drives, structural design considerations for high wind velocities, and some of the latest hybrid technologies (i.e., hybrid coolers, adiabatic fluid coolers, modular and flexible tower,

etc.). The audience also had the chance to learn multiple ways in which makeup water (i.e., water usage) can be reduced and helpful tips on tower maintenance. This meeting was in-person at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126.

Purchase your ticket for the Annual Holiday Social and Donor Recognition Night on December 14th, 7pm, at the No. 3 Social Rooftop in Wynwood.



Mike Montan of Jascko with Kristin Noriega of Northrich Florida and Alan Clayton of Jascko



Alejandro Rivas of Rivas Engineering, David Longacre of BAC, and Sam Martin ASHRAE Miami President



Alfredo Sotolongo and Cristian Guzman of Protec, Inc.



Maria Acosta MP Chair of ASHRAE Miami and Sonia Aranaga of ASHRAE Miami and Daikin Appliance



Javier Noriega, Gus Gomez, and Taylor Smith of Jascko Corp.



Eric Shea, Elizabeth Fernandez, and Lester Dopico of Shamrock Engineering



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



There was a great turnout for the ASHRAE technical meeting at the 94th Aero Squadron



The technical meeting on Understanding Cooling Tower Terms and Design was presented by David Longacre

# 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.

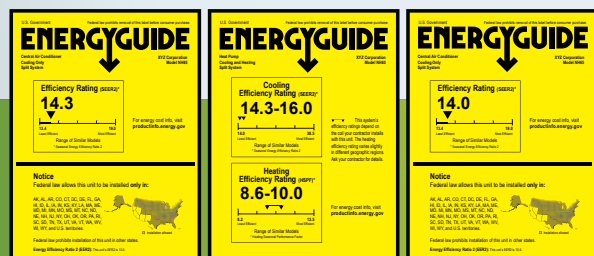
Scale down current inventory now to prepare for the new regulations and product launches.

[www.bakerdist.com](http://www.bakerdist.com)



Comfortmaker

TEMPSTA<sup>3</sup>  
Heating and Cooling Products



Split System Air Conditioner Sample Label

Split System Heat Pump Sample Label

Small Packaged Product Sample Label



Stay in the know at

[Bakerdist.com/doe-regulations](http://Bakerdist.com/doe-regulations)

### STOP BY YOUR LOCAL BAKER OR FLORIDA COOLING TODAY!

Boynton Beach  
(561) 806-7075

Clearwater  
(727) 572-0181

Clearwater  
(727) 449-1230

Daytona  
(386) 255-5023

Daytona Beach  
(386) 274-5345

Doral  
(305) 592-3514

Fort Myers  
(239) 939-1649

Fort Walton Beach  
(850) 344-1761

Gainesville  
(352) 336-8778

Gainesville  
(352) 376-3212

Jacksonville  
(904) 519-5550

Jacksonville  
(904) 407-4477

Jacksonville  
(904) 354-6685

Jacksonville  
(904) 998-9478

Jacksonville  
(904) 479-7593

Kissimmee  
(407) 933-8008

Lake City  
(386) 755-2009

Lakeland  
(863) 668-8186

Lecanto  
(352) 344-5300

Leesburg  
(352) 728-6222

Melbourne  
(321) 768-0220

Merritt Island  
(321) 452-5010

Naples  
(239) 597-7172

Ocala  
(352) 732-5271

Orange City  
(386) 878-4444

Orange Park  
(904) 272-7700

Orlando  
(407) 296-7727

Orlando  
(407) 849-6090

Palatka  
(386) 866-7013

Panama City  
(850) 215-4200

Pensacola  
(850) 434-7581

Plant City  
(863) 687-8178

Pompano  
(954) 691-0210

Port Richey  
(772) 847-0445

Sarasota  
(941) 366-5804

Sebring  
(863) 314-4494

St. Augustine  
(904) 824-1001

St. Petersburg  
(727) 525-6926

Stuart  
(772) 220-3093

Tallahassee  
(850) 576-8102

Tampa  
(813) 885-7641

Tampa  
(813) 740-8704

Tampa  
(813) 217-5913

Vero Beach  
(772) 562-7141

West Palm Bch  
(561) 848-1416



GROW YOUR BUSINESS IN 2022:

ASK US ABOUT OUR ONCALL AIR SALES PLATFORM CREDIT FOR COMFORT CONSUMER FINANCING.

# Different options, same efficiency



 **GREE**  
Air comfort for all



**HVAC School**  
For Techs by Techs

## What You Need to Know About Microchannel

By Bryan Orr



Bryan Orr

Microchannel is a coil type used in many evaporator and condenser coils. You can easily identify it by its flat tubes, and its fins look like waves between the tubes. The technology was developed for use in the automotive industry and is used for radiators and automotive A/C condens-

er coils.

These coils are made of all aluminum, and people use them because of their superior heat transfer; these coils have greater surface contact between the refrigerant and the metal. They also have a lighter weight and smaller refrigerant charge.

These coils have come under a lot of criticism from technicians due to an undisputed high failure/leak rate of the condenser coils in some systems. Some have felt these failures occur due to inherent issues with the design, while others have stated that the leaks were due to specific manufacturing issues on a few coils and that these issues are largely in the past. No matter how you feel, it's likely that microchannel coils are here to stay due to the increased heat transfer efficiency and decreased weight. Here are a few things you need to know when installing and servicing microchannel coils.

Microchannel condensing units are not sent with the full system charge; HVAC professionals must add the charge according to the manufacturer's specs, even with a short line set (say, 15'). Of course, if you have long lines, you'll have to add more charge carefully.

You cannot and must not attempt to pump down a system with a microchannel condenser. Otherwise, you risk causing a catastrophic failure of the coil.

Instead, you must recover the charge when making a refrigerant circuit repair and then carefully weigh in the proper charge after the repair is made.

It's right in the name: "micro" channel. The flat tubes have tiny refrigerant channels in them, and they are susceptible to blockage by any solid contaminants in the system.

To prevent contaminants from getting into the

system, make sure to flow nitrogen while brazing, install a new liquid line drier after making a refrigerant circuit repair, and pull a proper vacuum (as always). You also need to take extra care to keep shavings out of the system when cutting and reaming.

Also, keep tubing ends and hoses away from dirt and debris. For example, if you replace a compressor, anything allowed to get in your pipework will hit the condenser coil before it ever reaches the liquid filter/drier and has the opportunity to clog part of the microchannel coil.

Most manufacturers advise against using any cleaner on microchannel coils to avoid damage. Either use a garden hose or low-pressure "fan" pattern pressure washer less than 100 PSI. If you must use a cleaner, be sure to use one approved for use on microchannel. In any case, work carefully. The refrigerant channels go all the way to the edge of the coil and can be easily damaged if impacted.

When charging microchannel, you will want to follow manufacturers' specs and weigh in the charge whenever possible. If you see low suction, don't start dumping in charge until you are certain it is a charge issue and not an airflow issue or a restriction. Subcooling on microchannel systems tends to be more erratic due to the lower volume of the condenser coil.

Many manufacturers will swear that microchannel coils are just as resilient as tube and fin coils. Based on my personal experience, I would suggest taking greater care to protect microchannel coils. It may make sense to keep microchannel coils away from areas of the lawn that will have equipment going near the unit and possibly shooting debris into the surface.

When a microchannel condenser leaks, it is often fairly evident by the oil stain that appears on the surface. These leaks can be quite small because of the channels, so if you see a telltale oil spot, it is best to investigate.

So, take extra care when installing and servicing microchannel systems when cleaning, charging, and repairing.

—Bryan

## Fujitsu Adds Ductless Design Tools to Sales Builder Pro

PineBrook, NJ – Fujitsu General America has announced a partnership with Intelligent Mobile Support, Inc. (IMS) creators of Sales Builder Pro, the leader in HVAC proposal software, to increase contractor win rates, boost productivity and provide greater customer satisfaction.

This new partnership adds state-of-the-art design tools to the Sales Builder Pro software for proper configuration, quotation, pricing, and financing of Fujitsu mini-split and unitary products. Beginning in Q1, 2023, the program allows contractors to close deals in a single trip. "We designed Sales Builder Pro to be the best sales tool a residential HVAC contractor can use," said John Steidley, CEO and founder of IMS. "The new solution makes it easy to quote equipment in a way that gets homeowners excited to move forward immediately."

Sales Builder Pro allows contractors to display Fujitsu brochures, images and videos to help customers understand features and benefits. Based on a proposed layout, the design tools calculate operational capability based on local climate and altitude to ensure the right equipment is being offered. Working in real time, even without an internet connection, these design considerations help contractors better serve homeowners quickly, accurately, and professionally.

"We're pleased to be in partnership with IMS," said Dennis Stinson, VP of Sales, Fujitsu General America. "This exciting tool increases sales call effectiveness while raising overall efficiency. It's yet another tool Fujitsu introduces in support of our distribution-to-contractor market channel."

Sales Builder Pro software also helps contractors choose the right accessories, options, and installation materials. It even captures pictures and drawings to document the inside and outside location of equipment.

"Simply put, our goal is to create the best possible buying experience," said Steidley, "We also want the sales process to fully inform the install team, eliminating communication issues so installs are on-time and on-budget." Learn more at [www.imobilesupport.com](http://www.imobilesupport.com) or [www.fujitsugeneral.com](http://www.fujitsugeneral.com).

# PIPE PROP®

The Professional's Choice

**Adjustable Rooftop Pipe Support System**



**NEW Rubber Base**      **Just Drop & Go**

- > Low Profile →
- > 2.5 lbs →
- > No Adhesive Needed →

**PipeProp.com | 1-888-590-0120**








[www.smartsnakes.com](http://www.smartsnakes.com)

**Want to reduce your clogged A/C drain callbacks?**



20' Stainless Shaft

Passes Through 3/4" PVC 90° Fittings

Reduced Call Backs  
Eliminates Nuisance Clogs

Ideal for Clearing Multi Story Common Drain Risers





See the videos at [www.smartsnakes.com](http://www.smartsnakes.com)

[sales@smartsnakes.com](mailto:sales@smartsnakes.com)

407 502 8527



# Happy Holidays!

Wishing You and Your Loved Ones  
a Very Safe and Happy  
Holiday Season & Happy New Year!

Let The Holiday Traditions Continue...  
Join Us & Enter Economic Electric Motors  
Annual Holiday TV Raffle!



**Seven 55" Samsung Smart HDTV's  
will be given away!**

Sponsored by



- Entry forms are available at all locations, or you can email your info to [info@eemotors.com](mailto:info@eemotors.com)
- No purchase necessary and No need to be present to WIN
- Drawing on Dec-23, 2022 at each branch location

Your HVAC Replacement Specialist - [www.economicmotor.com](http://www.economicmotor.com)



Corporate Office: 828 SW 12th Avenue - Pompano, FL 33069 Phone 305-471-0196 Fax 954-545-9100

**South Miami**  
19200 SW 106 Avenue  
Miami, FL 33157  
305-235-0311

**Doral**  
4075 NW 79th Avenue  
Miami, FL 33166  
305-471-9610

**North Miami**  
18620 NE 2nd Avenue  
Miami, FL 33179  
305-651-0311

**Pompano Beach**  
870 SW 12 Avenue  
Pompano Beach, FL 33069  
954-786-9090

**Davie**  
12980 S. Road 84  
Davie, FL 33325  
954-916-0999

**West Palm Beach**  
2611 Old Okeechobee Road  
WPB, FL 33049  
561-683-6262

**Myles' Electric**  
3101 SE Carnivale Court  
Stuart, FL 34994  
772-283-1633

**Boynton Beach -New**  
4020 Thor Drive  
Boynton Beach, FL 33426  
561-737-1551

## ASHRAE and Building Industry Organizations Assume Leadership Role in Global Decarbonization Efforts

ATLANTA (November 8, 2022) –ASHRAE, along with 24 of the world's leading building industry organizations issued a statement to government representatives attending the United Nations Climate Change Conference of the Parties (COP 27) pledging to assume a leadership role in decarbonization efforts in the built environment. The organizations are signatories of the Building Industry Steps Up to Address Climate Change – a statement to government representatives that are parties of the United Nations Framework Convention on Climate Changes (UNFCCC), expressing a collective commitment to meeting 1.5°C Paris Agreement targets.

In a video presentation, 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member ASHRAE, presented a roadmap for addressing climate change, reading directly from the statement.

“The buildings that we live and work in are responsible for approximately 40% of total global direct and indirect greenhouse gas emissions,” said Mehboob. “The built environment is therefore one of the leading drivers of climate change. Simultaneously, making changes to how and what we build is one of our most effective tools for mitigating and adapting to climate change and places a great responsibility on the built environment industry. This

is a responsibility we earnestly accept.”

Signatories demonstrated their support of the statement. “Collaboration across the buildings industry is critical to enable and accelerate progress on climate goals. This shared statement communicates to engineers around the globe that their work matters; and our collective commitment to leadership in decarbonizing the built environment engages them in the global effort to address the devastating impacts of climate change. USGBC is pleased to work with ASHRAE and other partner organizations to support the many engineers and building professionals on the front lines, making the case to their clients to push their designs to go further to decarbonize.”

- Peter Templeton, President and CEO, U.S. Green Building Council

Government leaders from around the world are convening for climate negotiations at COP27, November 6-18 in Sharm el-Sheikh, Egypt. ASHRAE leadership will participate in a COP 27 Official Side Event on November 16 titled “Planning, Design and Development in the Global South: The ‘How To’ for People + Planet.” The event organizers are Architecture 2030, ASHRAE and the International Network of Women Engineers and Scientists (INWES).

## Carrier Prepares Dealers for Significant 2023 Department of Energy Regulatory Changes at Dealer Conventions

INDIANAPOLIS, Nov. 8, 2022 — In an effort to ensure seamless transition into 2023 regulatory compliance, Carrier and Bryant hosted two, four-day National Dealer Conventions at The Venetian in Las Vegas in September and October. The back-to-back conventions provided an immersive experience with customized educational presentations, a hands-on trade show and networking opportunities

that brought thousands of HVAC professionals together for the first time in over 16 years. The conventions provided 46 education-packed presentations, access to 47 interactive trade show exhibitors and eight networking events with the goal of getting dealers #2023READY in advance of the Department of Energy (DOE) industry-wide changes coming Jan. 1, 2023.

## \$60,000 Raised in Minutes for Joseph Groh Foundation at Service World Expo

Coppell, TX – October 25, 2022 - Contractors from North America recently descended on Tampa, Florida, to attend Service World Expo making it the largest contractor-attended show in North America.

At the Expo, Ken Goodrich, CEO of Goettl Home Services, conducted a real-time demonstration of how to establish a goal, describe the actions necessary to accomplish, and implement.

Ken, speaking before a full-house of HVAC, plumbing and electrical contractors, set a challenge and goal. If the group attending the show, would donate \$50,000 to the Joseph Groh Foundation, he would personally match it. The Joseph Groh Foundation is a 501c3 charity and provides grants exclusively to individuals in the contracting and construction trades who are living with a life-altering disability. The grants fund accessible bathroom remodels, ramps, accessible wheelchair vans, vehicle retrofits, assistive and rehabilitative technology, and more.

According to Vicki LaPlant, President Emeritus, of the Joseph Groh Foundation, “When Ken was standing on stage and set this goal, I really wasn't sure we could do it. At that point, attendees had generously given \$24,000, but that meant we had \$26,000 to go in a few hours. But Ken's demonstration of execution coupled with his heart and the generosity of so many people in the industry made it happen.”

After the final count was tabulated, the kind-hearted attendees not only met the goal, but exceeded it with over \$60,000 in donations matched by the benevolence of Ken Goodrich. The combination made this the single largest fund-raising event in the 12-year history of the Joseph Groh Foundation.

Ken Goodrich in response to achieving the goal said, “Bravo to Service Nation and Vicki and John LaPlant for their efforts in supporting such an important industry foundation. My industry fellows who make their living through this dynamic trade have a duty to support all efforts in pursuit of the betterment of our people.”

# Merry Christmas!

Thank you to all our Distributors and Manufacturers  
for your continued Support and Partnership!  
Wishing you a Happy Holiday Season from everyone at:

## Ron McLaughlin & Associates, Inc.

Ron McLaughlin    Celia McLaughlin    Bing Berringer    Scott Behanna  
April Charles    Roland Hedstrom    MaryAnn Colarusso




















# Airdach

Heating & Air Conditioning

Energy savings through affordable comfort



## Inverter Heat Pump Split System

24K, 36K, 48K & 60K BTU



Airdach inventory available now  
Scan for complete product line up



Up to **17.5 SEER**

**9.5 HSPF**



**OLDACH**  
REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER  
[www.oldachusa.com](http://www.oldachusa.com)

**Orlando Store**  
3004 Silver Star Rd.  
Orlando, FL 32808  
☎ (407) 270-9670

**Kissimmee Store**  
1001 Armstrong Blvd. Suite 13  
Kissimmee FL 34741  
☎ (407) 530-5599

**Tampa Store**  
5110 W Knox St. 33634  
Tampa FL 33634  
☎ (813) 559-7300

# WHVACR 19th Annual Conference

November 2nd - 4th | Phoenix Az

Conference Photos by Lance Lackey AC Today



Cheryl Kennedy, Jeanene Miller, and Cindy Williams



Leslie Titcomb, Laurelyn Arriaga, Patti Ellingson, Marissa Granados, Marjorie McAllister, Lori Smith



Renee Tomlinson and Eugene Silberstein



Donna DeCoster and Jillian Gaskins



Tiffany Cascone, Matt Michel, Colleen Keyworth, Janeen Norquist



Kristin Gallup, Becky Hoelscher and Lori Tschohl



Donna DeCoster, Madeline Hughes, Erica Mosteller, and Sammy Petersen



Thaddeous Tondou, Tersh Blissett, Sarah Ghirardo, Joshua Crouch, Julie Blissett



Janet Englehart, Becky Hoelscher, Keri Cupp, Kristin Gallup, Andrea Halpin, Mary Weaver



Tonia Crevier and Miranda VanderPutten



Patti Ellingson, Angie Snow, and Marjorie McAllister



Maria Taylor, Hannah Belloli, Carrie Halbrook, and Sarah Harding



Valerie Neugebauer, Rachel Sanders, and Patty Wilson



WHVACR meetings regularly include a Networking Session



Gurminder Sidhu, and Allison Maginot at the NATE booth



Women in HVACR Ignite Gala celebrating 20 years!



Ruth King received the Crystal Flame Award for 20 years of leadership



Colleen Keyworth, president WHVACR speaks to the members on future events



2022 Top Women in HVAC Awards



2022 Women In HVACR Board of Directors group picture



This year's 2022 WHVACR scholarship winners



*Thanks to everyone for  
another wonderful year!  
Have a Merry Christmas  
and a happy, healthy  
and prosperous 2023!  
May The Spirit of God  
bring you closer to Jesus*



Miami Main  
8290 N.W. 25th Street  
Miami, FL 33122  
Tel: 305-592-2330  
Fax: 305-477-0709

Hialeah Branch  
9615 N.W. 80th Avenue  
Hialeah Gardens, FL 33016  
Tel: 305-821-4766  
Fax: 305-821-4936

Broward Branch  
5610 N.W. 12 Avenue  
Ft Lauderdale, FL 33309  
Tel: 954-358-1315  
Fax: 954-358-1312

# Performance Pointers

## By James Ball



## Is There More to System Performance Than Equipment Efficiency?

Many HVAC contractors confuse the cooling equipment seasonal energy efficiency ratio (SEER) with system performance. High-Performance HVAC professionals know the SEER rating is only a small part of performance. They know you need to measure the equipment's actual field performance.

SEER, by the way, is an efficiency designation based on how a unit performs in a lab. Unfortunately, it has little to do with how well the equipment works as part of a total HVAC system. The key performance measurement is the amount of heat, or the amount of British Thermal Units per Hour (BTU/h) a system moves.

### Manufacturer Performance

Each HVAC equipment manufacturer publishes

how many cooling BTU/h their units will remove in different conditions. This publication is a requirement so each manufacturer can prove equipment efficiency in a lab with controlled conditions. The equipment doesn't have a duct system connected to it like it does in the field. Plus, in lab tests the equipment is clean.

While this testing is a grade of the equipment's energy efficiency for the customer, it is only useful to system designers. The designer compares the unit's performance to the heat load requirements for equipment sizing, but then adjust for operating conditions. Think of this performance rating like the miles per gallon on the window sticker of a new vehicle.

### Actual Equipment Performance

High-Performance HVAC contractors go through a process where they measure-evaluate-change-measure. Measuring the equipment's Btuh capacity is often overlooked once equipment is installed. While we are good at assuring an accurate refrigerant charge, we often assume the air-handling equipment moves the correct airflow. Unfortunately, the equipment rarely does. You must measure and adjust the airflow. A simple way to check fan airflow is to measure total external static pressure (TESP) of the air handling equipment and use the manufacturer's airflow chart. You can also pair the airflow with the dry and wet bulb temperature split to find the BTU/h.

Once you have the measured Btuh, you can compare them to the manufacturer's rating. This comparison allows you to evaluate installed performance. If the equipment's installed performance doesn't align closely with the manufacturer's lab performance, you have a problem and the equipment will fail prematurely. This type of performance rating is much like taking the miles driven on a tank of gas and dividing it by the number of gallons used. It is the performance of the equipment as measured in the field.

### Actual System Performance

Once the equipment performs, then the duct system attached to it also needs to perform. Home comfort is only satisfied by the correct amount of Btuh making it into the conditioned space. You can measure airflow with a balancing hood. Pair the airflow with the dry and wet bulb temperatures and you have the measurements needed to calculate the delivered Btuh. Compare system performance to equipment performance to diagnose the duct system.

System performance is also influenced by the temperature of the space in which the duct system operates. A small amount of loss on a mild day will compound when attic temperatures are harsh. Compare system performance to the equipment performance to reveal the Btuh loss of the system. Often you'll find half of the performance is lost through the system on a hot summer day.

This type of performance rating is like measuring a vehicle's miles per gallon when the vehicle is towing a heavy trailer. It's the worst the equipment can experience and remains hidden unless you measure.

Proper measurement and analysis of the system or equipment performance requires particular training. National Comfort Institute offers training on the proper techniques to determine airflow, as well as the proper procedures for measuring wet and dry bulb temperatures.

*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](mailto:jimb@ncihvac.com) or call him at 800-633-7058. NCI's website [www.national-comfortinstitute.com](http://www.national-comfortinstitute.com) is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.*



## OFFER CLEAN AIR WITH AIR SCRUBBER BY AERUS

AVAILABLE AT FLORIDA FERGUSON HVAC LOCATIONS

**FERGUSON**  
HVAC

Air Scrubber by Aerus offers a variety of products that substantially reduce odors, visible smoke in the air and microbial populations on surfaces, utilizing the patent-pending ActivePure® Technology.

### Air Scrubber products include:

- In-Duct Systems
- Portable Units
- Mobile Air Purifiers

#### DORAL

8303 N.W. 27th St., Ste. 21  
Doral, FL 33122  
(305) 534-1463

#### FORT MYERS

4200 Ford St. Extension  
Fort Myers, FL 33916  
(239) 936-4732

#### FT. LAUDERDALE

3901 SW 30th Ave.  
Fort Lauderdale, FL 33312  
(954) 308-0666

#### HUDSON

16555 U.S. Hwy. 19  
Hudson, FL 34667  
(727) 819-1840

#### JACKSONVILLE

7380 Phillips Hwy., Ste. 201  
Jacksonville, FL 32256  
(904) 296-4853

#### MELBOURNE

7715 Progress Cir.  
Melbourne, FL 32904  
(321) 608-9400

#### ORLANDO

3401 WD Judge Dr.  
Ste. 150  
Orlando, FL 32808  
(407) 768-6000

#### SARASOTA

7425 16th St. E., Ste. 114  
Sarasota, FL 34243  
(941) 355-2796

#### ST. PETERSBURG

12055 34th St. N., Bldg. F  
St. Petersburg, FL 33716  
(727) 571-4173

#### TAMPA

10639 Crossroads  
Commerce Blvd.  
Tampa, FL 33610  
(813) 626-5111

#### WEST PALM BEACH

1851 Old Okeechobee Rd.  
West Palm Beach, FL 33409  
(561) 446-9915

**Air Scrubber**  
BY AERUS  
WITH CERTIFIED SPACE TECHNOLOGY™

[FERGUSONHVAC.COM](http://FERGUSONHVAC.COM)



# 2023 ANDREW ASK BUILDING SCIENCE SYMPOSIUM

JAN 24th & 25th WORLD CLASS BUILDING SCIENCE FOR FLORIDA

*There are better places for HVAC contractors to learn building science than inside a courtroom.....*

**We recommend Naples Florida!**

### ENGAGING SPEAKERS - TRENDING TOPICS



Bryan Orr



Joyce Owens



Kimberly Llewellyn

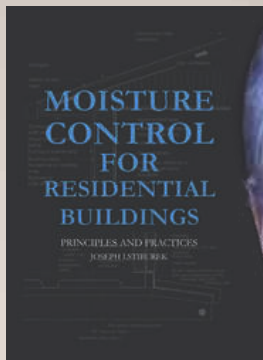


John Tooley

## Special Event

### PIONEERS OF BUILDING SCIENCE

The AABSS 2023 stage will host a very special reunion of groundbreaking scientists Joseph Lstiburek, Gary Nelson, Neil Moyer and John Tooley.



**Dr. JOSEPH LSTIBUREK**



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

<https://www.buildingscience.com>

In Florida, the combined performance of HVAC and building systems are inseparable. Neither can overcome all deficiencies of the other.

**BUILDING SCIENCE IS WHERE WE SORT IT ALL OUT!**

AABSS 23 features two whole days of living legends at a uniquely Florida event.

### Meet our speakers

AABSS2023 registration includes food and drinks at a cocktail party with our speakers

Presented by

NAPLES HILTON



CALL PETE CONSIGLI

5111 TAMiami TRAIL NORTH

**( 239 ) 276-4842**



FOOD  
DRINKS  
FUN



# www.climatezoneone.com

# Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success!



T-14 Sarasota Resource Center features "Tropic Corral" to round up food donations!

Tropic Supply is so excited to announce the great contractor participation in their annual November Food Drive! There were some amazing supplier prizes given away too! Tropic Supply's 22 Resource Centers throughout the state of Florida collected 2879 food items. Donations were delivered to 19 different organizations throughout the state.

It's great to see how creative the Tropic Supply Resource Centers can get when they work together on such a great cause!

Special thanks to all the Tropic Supply customers who donated food to make the food drive a great success! For each donation, customers were given a chance to win one of 23 prizes valued at \$200 or more.



T-9 Delray Beach Del Vecchio Food Drive Delivery Truck full of goodies!



Toys For Tots display at T12 Port Charlotte



Eric from Advanced Cooling and Heating (right) dropping off their food donation



Mickey stopped by to check out the generous contributions at T-15 East Tampa



Mike from At Last Air Conditioning leaving his food contribution



WANTED - food items to be held in the Tropic County Jail at T-22 - Ocala Resource Center



T21 Tropic Supply Tallahassee in the true spirit of Thanksgiving!



"The Great Pumpkin" contribution box for the November Food Drive at T-10 Naples



T20 Sunrise Resource Center inquiring to help someone who lost more than their air conditioner



James and Kimberlee Micolo of Sailfish Mechanical joining the fight against local hunger!

Fieldpiece  
 Michael Hollis - Mike Winkel - Rick Farrow - Tim Roberts - Jonathan Freyre - Christy Kerlin  
 Ace CHEM PRO  
 INTERMATIC  
 PAMLIQO AIR  
 OWENS CORNING  
 Berry  
 beckett  
 LucasMilhaupt  
 PIPE PROP The Professional's Choice  
 CAIN SALES COMPANY  
 cainsaleshvacr.com  
 Zebra Instruments  
 TOSOT

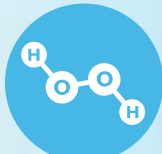
Happy Holidays!  
 Thank You for a great 2022!

**REME-HALO<sup>®zero</sup>**  
 With aGHP-Cell™ Technology

# THE NEXT GENERATION



**ZERO OZONE**



**aGHP  
H<sub>2</sub>O<sub>2</sub>**



**IONIZATION**



**WHOLE HOME**



**UV-C LIGHT**



**QUICK RELEASE**

# Clean Air is Life™

LET US HELP PROTECT YOURS

**RGF<sup>®</sup>**  
 ENVIRONMENTAL GROUP, INC.

TO LEARN MORE: VISIT [RGF.COM](http://RGF.COM)





**VERIFIED ZERO OZONE**

MEETS UL 2998  
DOES NOT EMIT MORE THAN  
0.005 PPM AS TESTED  
PER UL 867



## Message from FRACCA President Will Barnes



Hello Contractors,

Air Conditioning Contractors Association of Central Florida is a contractor-driven association that has been serving air conditioning contractors for more than 40 years. This association serves Orange, Seminole, Osceola, and part of Lake Counties. ACCA/CF was founded by contractors and associate members to both promote and serve the air conditioning industry. Education is the cornerstone of this group, and it is the part that keeps contractors renewing their memberships year after year.

ACCA/CF has one of the premier apprentice programs in the state and has served as a model for other associations around the state of Florida. The apprentice program is open to all contractor members in the area they serve. This is an indentured program, meaning the apprentices must be employed by a contractor member to attend. Besides

the apprentice program, ACCA/CF offers ongoing training for other employees that need to learn about ongoing changes in the air conditioning industry.

The members also are a group that likes to fellowship and have fun together. Through the years they have hosted events like golf tournaments, casino nights, trade shows, and BBQs. They are getting ready for their 1st annual clay shot with a neighboring chapter. It's not always just about the fun, they have also held a number of meetings with the local mechanical inspectors and helped to better understand changes to the codes. I have been blessed to be a part of this group for most of my 30-plus years in business and have always found it to a value to my business and to me personally.

Your ACCA/CF President,  
Pat Ambrose, Ambrose Air

## RectorSeal® Adds to Safe-T-Switch® Line-Up With Multi-Purpose Water Sensor



Houston, TX, November 1, 2022 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is pleased to introduce another innovative product to its Safe-T-Switch product line: The patent-pending SSW Multi-purpose Water Sensor.

With no moving parts to break or become clogged, the SSW Water Sensor is placed directly into a metal or plastic secondary drain pan or on a floor. The SSW's logic circuit continuously samples the sensor probes for the accumulation of water and determines if its presence is transient or permanent. When proprietary sensors detect as little as 1/16-inch

of permanent water, the SSW Water Sensor automatically shuts off the HVAC system. A red LED on the unit's top cover indicates that the SSW has been activated. The SSW Water Sensor is designed to automatically reset after the water has cleared.

Installation of the unique, puck-style SSW Water Sensor is easy, and the weight of the unit offsets the need for mounting. The unit is UL 508 recognized and comes complete with all wiring required for installation.

"Since the introduction of the Safe-T-Switch product line over 15 years ago, we now have millions in service around the world," said Allen Chiang, Product Manager at RectorSeal. "These numbers demonstrate that contractors place their trust in our products to help ensure quality installations. With a strong endorsement from our professional contractor customers, we are excited to introduce the SSW Water Sensor to the Safe-T-Switch legacy product line."

Founded in 1937, RectorSeal has centered around a simple growth mission: To provide innovative solutions to the professional trades. RectorSeal supports the heating and cooling, plumbing, electrical, and construction industries with a wide variety of products, services, and support programs.

Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

A Special Thank You to all of  
our vendors, distributors, and  
contractors that made it possible  
for another wonderful year.  
Have a Merry Christmas  
and a Prosperous New Year

LEONE  
GREEN  
& Associates Inc



LEONE GREEN & Associates, Inc.  
ph: 770-977-1993 | [www.leonegreen.com](http://www.leonegreen.com)

## Modine Partners with Target Sales to Increase Offerings in the Caribbean and Florida

Racine, Wis. – Nov. 29, 2022 – Modine Coatings, a division of Modine Manufacturing Company (NYSE: MOD) and a leader in corrosion-resistant coatings technology for the HVAC industry, is partnering with Target Sales to expand access to the GulfCoat® Contractor Series product line and the Insitu® Spray Applied Coating Services.

As part of the partnership, Target Sales, a RecorSeal manufacturing representative, will market Insitu® Spray Applied Coating Services and the complete line of GulfCoat® Contractor Series products from Florida to the Caribbean. The partnership will bring a dedicated focus to Modine Coating products and services for HVACR contractors to help maximize solutions in their respective markets.

“Addressing and solving the needs of our customers has always been a number one priority at Modine,” said Daniel Fisher, Sales Director for Modine Coatings Aftermarket. “By partnering with Target Sales, we can expand our product reach and depth across Florida and the Caribbean. These areas contain high levels of corrosive agents, and the availability of proper coil and surface coatings will help extend the life of HVAC units and refrigeration equipment.”

Modine Coatings specializes in providing coating products that are uniquely formulated. With a focus on providing HVAC contractors with products that offer superior protection and application flexibility, Modine offers solutions ranging from the Insitu® Spray Applied Coating Services to the GulfCoat® Contractor Series product line.

Target Sales is a manufacturing representative company that has extensive HVACR experience. Target Sales has an experienced sales team that provides hands-on training, product expertise and industry knowledge for customers across Florida and the Caribbean.

For more information about Modine Coatings products, please visit <https://www.modinecoatings.com/>.

For more information about Target Sales, please visit <https://www.targetsales.com/>.

Target Sales is a manufacturer representative agency providing professional sales and marketing for quality manufacturers to HVAC/R wholesalers and exporters in Florida, the Caribbean.



Join us at Kalos HQ in Sunny Clermont, FL on January 19-21, 2023 for the 4th Annual HVAC/R Training Symposium. Some of the best educator’s in the industry here to train on many applicable topics!

This will be a structured conference with classes and demos going on throughout each day from 8:00am – 5:00pm with opportunities to hang out along the way. You will come away with new relationships with the best in the trade as well as some excellent training. This is a limited capacity event with only 200 attendees, due to space.

Parking will be offsite only a few blocks away in an empty parking lot just below the Citrus Tower Professional Center between Citrus Tower Blvd and Hunt. You can enter this address to get very close to the parking lot: 255 Citrus Tower Blvd, Clermont, Florida 34711. Shuttles will run throughout the day

for transportation to/from parking to the event.

Tickets can be purchased at <https://www.eventbrite.com/e/4th-annual-hvacr-training-symposium-tickets-360531287787>.

It is both virtual and in-person, there are unlimited virtual tickets but the in-person event is capped at 200 attendees. Content will be available immediately after livestream and will be hosted online for 60 days. In-person attendees will also have access to virtual content for 60 days after the event.

We will be following all local requirements for Lake County, Florida. We will remind attendees of CDC guidelines; we will also provide N-95 masks for those who want them. There will be sanitizing after each session and sanitizing stations throughout the event. The event is being held at the Kalos Services office, the majority of the event is outside under tents or in open warehouses.



# GEMAIRE

DISTRIBUTORS

*Happy Holidays*  
from GEMAIRE



## The Next-Gen Central Air is here!

VISIT YOUR LOCAL FLORIDA GEMAIRE AND LEARN MORE

**Boynton Beach** ..... (561) 738-5609  
3422 Quantum Boulevard  
Boynton Beach, FL 33426

**Cape Coral** ..... (239) 800-7001  
925 East Industrial Cr, Unit 5  
Cape Coral, FL 33909

**Clearwater** ..... (727) 446-5067  
1750 N Belcher Road  
Clearwater, FL 33765

**Daytona Beach** ..... (386) 274-1113  
475 Fentress Blvd. Suites M & K  
Daytona Beach, FL 32114

**Fort Myers** *New Location* (239) 337-1310  
11803 Metro Parkway  
Fort Myers, FL 33907

**Ft. Walton Bch** ..... (850) 862-2100  
821 B Navy Street  
Ft. Walton Bch, FL 32548

**Gratigny** *New Store* ..... (786) 235-8648  
2420 NW 116th St  
Miami, FL 33167

**Hollywood** ..... (954) 963-1883  
3201 SW 22nd Street # 3265  
Hollywood, FL 33023

**Jacksonville** ..... (904) 733-2415  
2899 Powers Avenue, #2  
Jacksonville, FL 32207

**Kendall** ..... (305) 254-3959  
13840 SW 119th Avenue  
Miami, FL 33186

**Kissimmee** ..... (407) 738-4700  
1901 S. Poinciana Blvd #121  
Kissimmee, FL 34758

**Lakeland** ..... (863) 666-8507  
2950 Maine Avenue  
Lakeland, FL 33801

**Melbourne** ..... (321) 722-1200  
465 Distribution Drive  
Melbourne, FL 32904

**Miami** ..... (305) 592-2915  
2031 NW 79th Avenue  
Doral, FL 33122

**Mobile** ..... (251) 660-1460  
4720 Rangeline Road  
Mobile, AL 36619

**Murdock** ..... (941) 255-1788  
18230 Paulson Drive  
Murdock, FL 33954

**Naples** ..... (239) 594-7433  
6134 Taylor Road  
Naples, FL 34109

**New Port Richey** ..... (727) 849-9181  
6514 Orchid Lake Road  
New Port Richey, FL 34653

**Ocala** ..... (352) 629-7117  
1600 NE 8th Rd.  
Ocala, FL 34470

**Orlando** ..... (407) 648-0888  
4141 N John Young Parkway  
Orlando, FL 32804

**Panama City** ..... (850) 769-1130  
3825A West Hwy 390  
Panama City, FL 32405

**Pensacola** ..... (850) 477-8075  
202 East Stumpfield Road  
Pensacola, FL 32503

**Pompano** ..... (954) 917-4160  
1708 Park Central Blvd. North  
Pompano Beach, FL 33064

**Port St. Lucie** ..... (772) 340-5505  
659 N.W Enterprise Drive  
Port St. Lucie, FL 34986

**Riviera Beach** ..... (561) 842-6311  
3735 Prospect Ave  
Riviera Beach, FL 33404

**Sarasota** ..... (941) 312-2366  
7245 16 Street East, Suite 101  
Sarasota, FL 34243

**St. Petersburg** ..... (727) 522-3133  
3250 44th Avenue North  
St. Petersburg, FL 33714

**Tamarac** ..... (754) 222-5093  
6001 Hiatus Road, Suite 1  
Tamarac, FL 33321

**Tampa East** ..... (813) 621-0891  
6610 E Adamo Dr  
Tampa, FL 33619

**Tampa West** ..... (813) 887-3737  
5101 Tampa West Blvd.  
Tampa, FL 33634

**Valdosta** ..... (229) 241-9184  
4530 Val North Drive  
Valdosta, GA 31602



Scan to learn More

[GEMAIRE.COM](http://GEMAIRE.COM)





# 9 DEALS, 10 DAYS\*

## December 12-23, 2022



**DEAL 1**  
**Klein - 32767**  
 3-in-1 Impact Flip Socket-  
 1/4", 5/16", 5"



**DEAL 2**  
**Klein - 32766**  
 3-in-1 Impact Flip Socket-  
 1/4", 5/16", 3"



**DEAL 3**  
**Klein - 32304**  
 14-in-1 HVAC Adj-Length  
 Impact Screwdriver



**DEAL 4**  
**Klein - 65200**  
 Slim-Profile Mini Ratchet  
 Set, 5-piece



**DEAL 5**  
**Uniweld - MEPK14**  
 Maxevac Pro Kit



**DEAL 6**  
**CPS - VG200**  
 Vacuum Gauge



**DEAL 7**  
**Yellow Jacket - 95780**  
 TurboRecover



**DEAL 8**  
**Yellow Jacket - 93600**  
 Bullet Vacuum  
 Pump



**DEAL 9**  
**Appion - MGABAS**  
 MegaFlow Basics 1/2"  
 Hose Evacuation Kit  
 with 1/4" Valve Core Tool



\*Prices are valid from December 12th to December 23rd, 2022 at all 22 Tropic Supply Resource Centers. While supplies last.

### Contact your local Tropic Supply Resource Center for Pricing!

Cape Coral (T-11): (239) 989.0088  
 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 N. / Export (T-1): (305) 652.7717  
 Miami S. (T-3): (305) 255.0438  
 Mid Miami (T-7): (305) 638.9673  
 Naples (T-10): (239) 643.7118  
 Ocala (T-22): (352) 512.6980  
 Orlando (T-17): (407) 219.3255  
 Port Charlotte (T-12): (941) 255.8330  
 Sarasota (T-14): (941) 378.0910

St. Petersburg (T-23): (727) 373.4003  
 Sunrise (T-20): (954) 835.6020  
 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

# Let's Clear the Air.



## Introducing Explorer-IAQ Thermostats with a Built-in Air Quality Sensor.

Clean, healthy indoor air has never been more important. Our new line of Explorer-IAQ thermostats now includes an exclusive Air Patrol® feature to continuously monitor and control indoor air quality. When needed, they automatically circulate polluted air through the HVAC's filtration system, so you and your customers can breathe easy.

- Built-in Wi-Fi, Bluetooth, and Sub-GHz radios
- Displays IAQ levels on free mobile app and website
- Compatible with easy pairing VenNet wireless sensors



Residential



Commercial



School



www.venstar.com



**We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!**



HVAC/R EQUIPMENT • PARTS • SUPPLIES  
www.bakerdist.com

**We are your One-Stop-Shop for HVACR Equipment, Parts, and Supplies**  
Sales and Support • Technical Services • Training Events  
Ask our dedicated in-house commercial specialists for quotes, submittals, and special requests



www.flcoolingsupply.com

<b>Alabama</b>	
Auburn	(334) 826-2250
Birmingham	(205) 591-1100
Dothan	(334) 794-4139
Huntsville	(256) 830-0998
Mobile	(251) 476-2263
Montgomery	(334) 263-3863
<b>Florida</b>	
Boyton Beach	(561) 227-9001
Clearwater	(727) 572-0181
Clearwater	(727) 449-1230
Clearwater	(727) 362-6533
Daytona	(386) 274-5345
Daytona	(386) 255-5023
Doral	(305) 592-3510
Fort Myers	(239) 204-3636
Fort Myers	(239) 939-1649
Gainesville	(352) 376-3212
Gainesville	(352) 336-8778
Jacksonville	(904) 407-4477
Jacksonville	(904) 354-6685

Jacksonville	(904) 988-9478
Jacksonville	(904) 355-5651
Kissimmee	(407) 933-8008
Lake City	(386) 755-2009
Lakeland	(863) 687-8178
Lakeland	(863) 668-8186
Lecanto	(352) 344-5300
Leesburg	(352) 728-6222
Melbourne	(321) 768-0220
Merritt Island	(321) 452-5010
Naples	(239) 597-7172
New Port Richey	(727) 847-0445
Ocala	(352) 732-5271
Ocala	(352) 351-2481
Orange City	(386) 878-4444
Orange Park	(904) 272-7700
Orlando	(407) 849-6090
Orlando	(407) 296-7727
Palatka	(904) 407-4500
Panama City	(850) 215-4200
Pensacola	(850) 434-7581
Pompano Beach	(954) 691-0210

Sarasota	(941) 366-5804
Sarasota	(941) 782-0982
Sebring	(863) 314-4494
St. Augustine	(904) 824-1001
St. Petersburg	(727) 525-6926
Stuart	(772) 220-3093
Tallahassee	(850) 576-8102
Tallahassee	(850) 504-9080
Tampa	(813) 217-5913
Tampa	(813) 885-7641
Tampa	(813) 740-8704
Vero Beach	(772) 562-7141
West Palm Beach	(561) 848-1416
<b>Georgia</b>	
Albany	(229) 436-0361
Athens	(706) 546-6411
Augusta	(706) 722-0292
Brunswick	(912) 265-5553
Byron	(478) 956-6700
Columbus	(706) 327-1239
Covington	(678) 625-4277

Doraville	(770) 441-1120
Douglas	(912) 384-5809
Forest Park	(404) 608-8820
Gainesville	(770) 532-7374
Lawrenceville	(770) 339-8770
Macon	(478) 742-0737
Marietta	(770) 919-0051
Martinez	(706) 860-3545
McDonough	(678) 432-2191
Milledgeville	(478) 452-2208
Savannah	(912) 234-5164
Savannah	(912) 233-9621
Statesboro	(912) 764-5162
Thomasville	(229) 226-8675
Tifton	(229) 386-0505
Valdosta	(229) 244-1313
Vidalia	(912) 537-3199
Waycross	(912) 283-1838
<b>North Carolina</b>	
Charlotte	(704) 332-4900
Charlotte	(704) 588-5050

Gastonia	(704) 864-1110
Hendersonville	(828) 692-7863
High Point	(336) 889-5850
Morrisville	(919) 415-1665
Raleigh	(919) 821-9690
Salisbury	(704) 638-9978
Shelby	(980) 404-6006
Wilkesboro	(336) 844-7029
Wilmington	(910) 452-3313
<b>South Carolina</b>	
Charleston Heights	(843) 554-8010
Columbia	(803) 779-8520
Greenville	(864) 233-1300
Myrtle Beach	(843) 626-2288
Spartanburg	(864) 583-5498
<b>Tennessee</b>	
Jackson	(731) 424-6054
Jackson	(731) 423-2100
Kingsport	(423) 247-1111
Knoxville	(865) 673-8500
Nashville	(615) 883-1156

## NAVAC Appoints Bryan Schwartz to National Training Manager



**Bryan Schwartz**

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units and industry-specific items, has appointed Bryan Schwartz to the newly created position of National Training Manager. Mr. Schwartz will assume responsibility for training development

programs, in-person and remote instruction, organizing education-relation projects and opportunities, and managing other NAVAC training personnel.

To excel in his new role, Mr. Schwartz will leverage his established NAVAC product expertise, his extensive HVAC/R field background, and his previous experience as a training manager. His appointment comes as NAVAC continues to expand its North American market share and overall industry footprint, highlighting the importance of comprehensive, cohesive product training for partners and technicians.

Mr. Schwartz, who initially joined NAVAC in 2020, has nearly 25 years of sales and service management experience. Prior to his time with NAVAC, he was Senior National Training Manager for LG Electronics, where he was named the company's Global Trainer of the Year for 2019. Before that, he held a senior sales and training role with DMG North Inc.

"Bryan's blend of training experience and deep NAVAC product knowledge make him an ideal choice to step into and shape this new, nationwide position," said Andrew Greaves, Director of Customer Experience for NAVAC. "His award-winning accomplishments show he's an above-and-beyond professional, one who will play a significant role as we continue to expand. Crucially, Bryan will be instrumental in helping us grow our footprint without sacrificing quality of service."

Mr. Schwartz graduated from the HVAC/R Technology Program at the College of The Abermarle in North Carolina, and earned a Drafting Certification from Spotsylvania Vocational School in Virginia. He is also a certified Vulkan Lokring Instructor. Mr. Schwartz resides in Roseville, CA.

## Record Participation At SWACCA 2022 Golf Tournament



**1st Place Winner  
Romeo Air Conditioning**



**2nd Place Winner  
Lennox Industries**

Overcoming the recent challenges from Hurricane Ian, nearly 100 players participated in the Southwest Florida Air Conditioning Contractors Association (SWACCA) 2022 Golf Tournament on November 12, 2022 at The Club at Westminster in Lehigh Acres. It was a welcome day of relaxation, comradery and friendly competition. Romeo Air Conditioning walked away with 1st Place. Lennox and Pro-Tec Plumbing and Heating tied for 2nd with Lennox winning the tiebreaking score on 18.

All players were winners with a beautiful afternoon on the links but those that received special recognition were First Place Team, Romeo Air Conditioning (From left to right Bob Romeo (founder), Don Romeo (Comfort Consultant), and Ryan Romeo (Owner); Second Place Team, Lennox Industries (From Left to Right in the picture: Chris Enourato, Ed Westlove, Justin Zanella, & Brandon Murphy); Longest Drive Front and Back Nine players Mike Miller and Brandon Murphy (winning a putter and

\$50 respectively); Closest to Pin Front and Back Nine players Jerry Thigpen and Ryan Best (Winning a Wedge and \$50, respectively).

Thanks to WinSupply of Port Charlotte/Champion Heating and Cooling as the Title Sponsor, along with a record number of sponsors whose commitment and generosity helped make it all possible.

An independent, affiliated chapter of the Florida Refrigeration Air Conditioning Contractors Association, member engagement and industry generosity supports SWACCA's mission, which includes fostering and advancing the industry as a whole, protecting the interests of its members and promoting sound practices of the contractors in Charlotte, Lee, and Collier counties. For information on SWACCA's monthly programs, workshops and the popular 2023 Clays Tournament, go to their website at <http://sw-acca.org/> or contact the association's Executive Director, Cheryl Harris, at [charris@sw-acca.org](mailto:charris@sw-acca.org) or 727-209-0890.



**Closest to Pin Front and Back Nine players  
Jerry Thigpen and Ryan Best**



**Longest Drive Front and Back Nine players  
Mike Miller and Brandon Murphy**

Wishing our valued customers, distributors, and manufacturers a very

# Merry Christmas

and a Healthy, Happy New Year!

**Hamilton & Associates**  
REPRESENTING QUALITY HVAC MANUFACTURERS

for more information visit [www.hvacreps.net](http://www.hvacreps.net) - or email: [rob@hamiltonassociatesinc.com](mailto:rob@hamiltonassociatesinc.com)

Logos on ornaments include: CFM Environmental Fan, Quality Flex Gray Flex Systems, Inc., APC, Refrigeration Research, Inc., Ventamatic Ltd., iC HVAC Controls, AMCRAFT INC., Islandaire The perfect fit., Snap-Rite Manufacturing, Inc., cps, Reflectix, Inc., Cain Manufacturing Company, Inc., BLUE DIAMOND CONDENSATE REMOVAL PUMPS, and EFCO.



This year's Women in HVACR 19th Annual Conference took place in Phoenix, AZ at the Arizona Grand Resort. This was their largest event to date. The conference broke attendance records with 405 registered attendees and 45 exhibiting sponsors. Women in HVACR also celebrated an important milestone, its 20th year anniversary as an organization.

This year Women in HVACR's conference sold out a month before the event. One of the most surprising and exciting things that immediately stuck out to everyone was the complete shift in age demographic in the majority of the attendees. Not only did they see the return of their long time members in attendance but there was an entire new group of women under 30. It was incredibly encouraging to see this wave of young women and even more encouraging to know that their companies made it a point to support them through sending them to this event.

To celebrate its 20th year anniversary WHVACR held their Ignite Gala on Thursday evening. The theme was fire with all attendees dressed to impress in their fire colors. At the Gala, Women in HVACR recognized its 2022 scholarship winners which included: Nicole Boyette, Nicole Brown, Syreeta Greer,

Glenda Lane, Becki Maitland, and Rebecca Thorstad. They also recognized the Top Women in HVAC 2022 recipients sponsored by the ACHR News.

Also recognized was Service Nation's Women of the Year, Lori Tschohl and their founder Ruth King. Ruth was recognized as the spark that ignited the blaze of Women in HVACR and presented her with a crystal flame award for her visionary guidance and exceptional leadership over the last two decades.

Women in HVACR had a very special guest, Mr. Stephen Gill from their partner organization INWIC (The International Network of Women in Cooling). Stephen took the gala stage and reminded attendees of just how much Women in HVACR has accomplished in comparison to other countries women's initiatives in this industry.

20 years and WHVACR hit 900 memberships this year. This is no small feat for their women's industry group. As membership continues to grow, Women in HVACR announced their new Endowment Fund initiative. Through the Endowment Fund, Women in HVACR awards scholarships to deserving women each year. The organization is building the Endowment Fund to be able to award multiple scholarships each year. Currently the organization

awards six \$5,000 scholarships. WHVACR hopes to increase that offering and ensure the organization's legacy with the installment of its endowment fund. You can learn more about the Women in HVACR Endowment Fund here: <https://www.womeninhvacr.org/endowment>.

During this year's conference they also started a new form of partnerships with some very special podcasters. Service Business Mastery Podcast, The HVAC Jerks, From the Yellow Chair, Blue Collar CEO, Rival Digital, HVAC Tactical, Evan Hoffman and Thaddeus Tondou. During the conference, podcasters collected interviews from some of the incredible women in our industry.

This event would not have been possible without the help from many different volunteers, sponsors and the Women in HVACR Board of Directors. The sacrifice of time and resources did not go unnoticed.

Women in HVACR would like to thank everyone who took the time to attend the conference and hope to see current and new members at future events. Great and incredible things are happening with Women in HVACR. For more event photos and the anniversary slideshow that played at the gala visit: <https://www.womeninhvacr.org/enjoytheride#conferencephotos>.

**Jackie Tutko**  
An owner at The Metal Shop  
Proud sponsor of Women in HVACR 2022  
Contact Jackie by email: [Jackie@metalshop.org](mailto:Jackie@metalshop.org)

[www.metalshop.org](http://www.metalshop.org)

# WHEN YOU WANT TO **FLEXX**

- **HORIZONTAL DISCHARGE AIR**  
ON OUTDOOR UNIT
- **ULTRA HEATING & COOLING**  
CAPABILITIES
- **CONVENTIONAL 24 VAC**  
**THERMOSTAT CONTROL**
- **HIGH EFFICIENCY,**  
UP 20 SEER / 10.5 HSPV





# 20th Annual Golf Tournament at Wellington National Golf Club November 18th, 2022



On November 18th, PBACCA held their 20th Annual Golf Tournament at the Wellington National Golf Club, with around 82 Golfers who tee off at 1pm. A boxed lunch sponsored by Trane HVAC Supply was provided before tee time. The awards dinner followed the tournament.

Over \$2,000 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund. PBACCA would like to thank all of the sponsors, participants, volunteers and Wellington National Golf Club for helping make this tournament

possible! Beneficiaries of the Education & Scholarship Fund were The Royal Palm Beach High School Air Conditioning Program and The Maury Jacobson Scholarship Fund.

The Par 3 Poker Winner was Ian Lowrey. The Grand Prize Winner was Dave Stewart who won the 65" Flat Screen T.V. which was sponsored by Arco Supply. Unifirst sponsored the hats. The Grand Prize sponsor was Johnstone Supply, and the Raffle Prizes were donated by Federated Insurance,

1st Place Tournament Winner was Unifirst: Da-

vid Graham, Herb Ackerman, Mark Deloach, and Alex Dukeshire, 2nd Place was Lindstrom Air: Doug Lindstrom, Brad Lindstrom, Dave Murphy, and Matt Charles. 3rd Place was Arco Supply: Art Alba, Javier Isasi, Jonny Matute, and Rhanddy Hernandez.

Longest Drive Winner, sponsored by Baker, was Tim Walker of Fresh Aire UV. Straightest Drive Winner sponsored by Edward Jones, was David Diaz of Robert R McGill. Closest to the Pin Winner, sponsored by Federated, was Brad Lindstrom of Lindstrom Air Conditioning. Hope to see you again next year!



The registration process included a tournament hat and goodie bag



Getting in a few practice putts before the tournament



Everyone was getting ready for the start of the tournament



Keith Archibald, Tim Evens, Ben Bickham and Tom Jones of Johnstone Supply Ware Group



Chris Thurman, RJ Burris, Bill Aho and Glenn Aho of Arco Supply



Brad Lindstrom, Matt Charles of RGF, Doug Lindstrom, and Dave Murphey of Lindstrom Air



Dan Navarrete and Jeff Brooks of Air Care



Scott Kuschel, Howard Montgomery, Dave Mens and Rick Whitehead of Miami Tech Inc



David Stewart, Ken Hilgendorf, Steve Grotowski and Jim Mentzer of Service Experts



Will Enriquez, Fred Wharton, Brian Fullerton and David Diaz of Robert R. McGill



Andy Taylor of Leone Green with Mike Pienkowski, Tony Sanchez and Travis Depanicis of Trane



Steve McDaniel, Max Podell, and Matt Rounds of Johnstone Supply Ware Group



Drew Garland, Mike Lloyd of Fresh-Aire UV with Jake Mack of Unifirst



Tyler Rush, Kasey Walker, Tim Walker and Miguel Cruzado of Fresh-Aire UV



Justin Phillipbaum, Daryl Shearer, Dave Elbers and Roberto Siewert of Farmer & Irwin



Tony Kiser, Dave Welch, Sean Caplin and Ken Ottowny of EDS Air Conditioning



David Alpeter with Doug Marty of Air Guide and owner of Wellington National Golf Course



Dennis Hardesty, Chris Erickson, Viviana Maguire, Caleb Burchard of Baker Distributing, with Craig Cantrell of Amtek



## 20th Annual Golf Tournament at Wellington National Golf Club November 18th, 2022



Arturo Alba, Anthony Entenza, Johnny Matute and Rhanddy Hernandez of Arco Supply



Sean Whalen, Mike Burke, Jay Michaels and Mason Moses of Whale'n Air



David Graham, Herb Ackerman, Mark Deloach and Alex Dukeshire of Unifirst



Rob Mayhew, Marcus Pflun, Ed Bossie and Carla Bossie of Tropic Supply



Matt Phillips, Zach Phillips, Chuck Phillips and Eric Acmour of Daikin Comfort



Jim Pickard, Dave Hutchinson, Marty Davenport and Rich Petrocine of CMI Air Conditioning



3rd Place Winner was Arco Supply:  
Arturo Alba, Anthony Entenza,  
Johnny Matute, Rhanddy Hernandez



2nd Place Winner was Lindstrom Air:  
Doug Lindstrom, Brad Lindstrom,  
Dave Murphy, and Matt Charles



1st Place Winner was Unifirst:  
David Graham, Herb Ackerman,  
Mark Deloach, and Alex Dukeshire

# Happy Holidays

FROM **AR SUPPLY** **ComfortStar®**

SINGLE ZONE	LIGHT COMMERCIAL	MULTI-ZONE	SPLIT SYSTEMS
<p><b>CLA Series SINGLE ZONE</b></p> <p>FEATURES: • Gold fin protection • Auto - Swing • Auto - Restart • Remote or wired control optional</p> <p>LCD display Dehumidification function High - efficiency filter Sleep mode function</p> <p><b>18 SEER</b></p>	<p><b>ALEGRIA PLATINUM</b></p> <p><b>CZP Series</b></p> <p><b>SINGLE-ZONE LIGHT COMMERCIAL SERIES</b></p> <ul style="list-style-type: none"> <li>• Up to 25.5 SEER</li> <li>• Single Zone Heat Pump</li> <li>• -13°F Low Ambient Temperature</li> </ul>	<p><b>ALEGRIA PLATINUM</b></p> <p><b>CMZ Series</b></p> <p><b>FLEX-MOUNT MULTI-ZONE</b></p> <ul style="list-style-type: none"> <li>• Up to 23.8 SEER</li> <li>• Single Zone Heat Pump</li> <li>• -13°F Low Ambient Temperature</li> </ul> <p>Mix and match evaporator units depending on capacity, with individual zoning for up to 5 zones.</p>	<p><b>CPR Series</b></p> <p><b>19.5 SEER   Universal</b></p> <p>Heat Pump Horizontal Side Discharge Condensing Unit</p>
<p><b>CIP Series SINGLE ZONE</b></p> <p>FEATURES: • High Efficiency up to 21 SEER • Auto Swing • Auto-Restart • GOLD FIN Protection • Refrigerant Leak Detection • Error Code • Follow me remote</p> <p>Optional control: Part No. AWC-2 Simple Wired Non-Programmable Control Standard for CPA. • Transmission Indicator • Temp. °C/F and timer display • Fan Speed display • Silence/Sleep display</p> <p><b>21 SEER</b></p>	<p><b>INVERTER</b></p>	<p><b>2 DUAL ZONE</b> CMZ-19-32 Mix &amp; Match 8,000-12,000 BTU/h</p> <p><b>3 TRI ZONE</b> CMZ-27-32 Mix &amp; Match 9,000-18,000 BTU/h</p> <p><b>4 QUAD ZONE</b> CMZ-48-42 Mix &amp; Match 9,000-24,000 BTU/h</p> <p><b>5 FIVE ZONE</b> CMZ-54-52 Mix &amp; Match 9,000-24,000 BTU/h</p>	<p><b>INVERTER</b></p> <p>+ Air Handler Unit</p> <p>+ Cased and Uncased Coil</p>
<p><b>CWI Series SINGLE ZONE</b></p> <p>FEATURES: • High Efficiency up to 21 SEER • Auto Swing • Auto-Restart • GOLD FIN Protection • Refrigerant Leak Detection • Error Code</p> <p>WiFi 24 Hour Timer Follow me remote</p> <p><b>21 SEER</b></p>	<p><b>INVERTER</b></p>	<p><b>INVERTER</b></p>	<p><b>INVERTER</b></p>

Distributed by **AR SUPPLY**  
Air Conditioning & Refrigeration Wholesaler

KENDALL: 13405 SW 131st Street, Miami, FL 33186 • 305-506-1980  
Fax: 305-506-1987  
• Monday -Friday: 7:30am-5pm, Saturday: 8am-Noon  
E-mail: SalesKendall@ar-supply.com

POMPANO: 2528 North Andrews Avenue Extension, Pompano Beach, FL 33064 • 1-954-971-8804  
• Monday -Friday: 7am-5pm, Saturday: 8am-Noon  
E-mail: SalesPompano@ar-supply.com

DORAL: 2650 NW 89th Court, Doral, FL 33172  
• 305-471-4788 Fax: 305-471-4780  
• Monday -Friday: 7am-5pm, Saturday: 8am-Noon  
E-mail: SalesDoral@ar-supply.com

[www.ar-supply.com](http://www.ar-supply.com) | [www.comfortstarusa.com](http://www.comfortstarusa.com)

**Thank you to our customers, employees, and their families!**

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 911,528 units in September 2022, up 1.3 percent from 899,545 units shipped in September 2021. U.S. shipments of air conditioners decreased 12.9 percent, to 504,064 units, down from 578,553 units shipped in September 2021. U.S. shipments of air-source heat pumps increased 26.9 percent, to 407,464 units, up from 320,992 units shipped in September 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.5 percent, to 8,314,671 units, up from 8,111,854 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 2.4 percent, to 4,939,663 units, down from 5,059,384 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 10.6 percent, to 3,375,008, up from 3,052,470 units shipped during the same period in 2021.



**Attic Tent**

**Distributor Benefits:**

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays  
Needs only 27" x 19" Floor Space

**Contractor Benefits:**

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make \$100.00 profit per install

*Always get the best!*

**Sold at your local distributor!**  
If not, call:  
**(704) 892-5399 or**  
**www.attictent.com**

## The Easy Way to Take Advantage of Inflation Reduction Act Heating & Air Conditioning Incentives

SUWANEE, Ga. – November 28, 2022 – The Energy Information Administration (EIA) estimates, on average, space heating and air conditioning account for over half of an American household's annual energy consumption as of 2015. Household-level decisions, including home and vehicle energy use, drive 40% of energy-related carbon emissions.

Many Americans can help reduce greenhouse gas (GHG) emissions while saving on operation costs and enjoying greater comfort control when they choose to use an all-electric, all-climate heat pump, like those from Mitsubishi Electric Trane HVAC US LLC (METUS), instead of an existing air conditioner or fuel-burning furnace. By doing so, U.S. households can contribute to a cleaner environment while keeping utility bills low.

The Inflation Reduction Act of 2022 (IRA), a new federal law, offers eligible Americans unprecedented opportunities to potentially save money on qualified heat pumps and home energy improvement projects with tax credits and rebates.

What should U.S. consumers know?

- 98% of U.S. households could cut their carbon emissions by installing an efficient, all-electric heat pump.

- If all single-family homes in the U.S. adopted heat pumps, the total annual emissions reduction would be at least 160 million metric tons by 2032, the equivalent of taking 32 million cars off the road.

- Modern variable-capacity, all-climate heat pumps are designed to help conserve energy all year, reduce GHG emissions and lower operating costs.

- Homes in all climate zones can appreciate heating performance from a variable-capacity heat pump

with hyper-heating capabilities.

- Hyper-heating, variable-capacity heat pumps are designed to provide reliable heating at temperatures as low as -13° F and are now used in some of the coldest regions of the U.S.

- Efficient homes can help the community by drawing less electricity from the power grids they share.

Mitsubishi Electric's INVERTER-driven compressor technology was introduced 20 years ago, revolutionizing the heat pump. Now, these variable-capacity, all-climate heat pumps deliver reliable cold-climate performance, efficiency, and precise comfort control using a smartphone app. Mitsubishi Electric has continuously improved this technology, while METUS has educated utilities, local governments, public officials, non-profits, homeowners, and private sector collaborators on the environmental and economic advantages of all-climate heat pumps.

"The IRA's passage is a landmark moment for American homeowners," says Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US LLC. "The law vastly expands the opportunities for many more American homeowners to experience the comfort, environmental and efficiency benefits of all-climate heat pumps."

Highlights of consumer incentives in the IRA include:

- \$4.5 billion High Efficiency Electric Home Rebate Program (HEEHRP) administered by state energy offices and Indian Tribes for qualified electrification projects.

- o This national rebate program is intended to support low and moderate-income homeowners.

- o Qualified households can receive a rebate of up to \$14,000 with a rebate for specific equipment up to:

- \$8,000 to offset qualified heat pump (for space heating or cooling) costs.
- \$4,000 to offset the cost of electric panel upgrades.
- \$2,500 for electrical wiring upgrades.

- o HEEHRP provides up to a \$500 rebate per project for heat pump installers.

- Significant extension and expansion of the Energy-Efficient Home Improvement Credit (25C), starting in January 2023, allows qualified households to deduct 30% of the costs for buying and installing a qualified heat pump, up to \$2,000 annually through 2032.

- HOME Energy Performance-Based, Whole-House Rebates

- o Allocates \$4.3 billion in rebates for home energy efficiency improvements based on Department of Energy-approved modeling tools.

- o Rebate levels:

- Homes with energy reduction of 20% to 35% are eligible for maximum rebate of \$2,000, or half the cost of the retrofit project (whichever is less).
- Homes with energy reduction of at least 35% are eligible for maximum rebate of \$4,000 or half the cost of the retrofit project (whichever is less).
- Rebates are higher for lower-income homes.

Now, under the provisions of the IRA, qualified homeowners across America have the opportunity to reduce their carbon footprint, achieve better comfort, and realize lower operating costs thanks to Mitsubishi Electric's variable-capacity, all-climate heat pumps. Visit MitsubishiComfort.com/IRA to learn more.

## HARDI Distributors Report 18.0% Percent Revenue Increase in September

COLUMBUS, Ohio, November 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 18.0% percent during September 2022. The average annual sales growth for the 12 months through September 2022 is 23.5% percent.

"That annual growth rate chart is looking tired," said HARDI Market Research & Benchmarking Analyst Brian Loftus. "The annual growth has been flat-to-down since the beginning of the year. It has been supported by the pass-through of aggressive price in-

creases and the industry PPI is now losing altitude."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, is 42 days as of September 2022. "The September DSO pre-COVID was 46.5 days. The year-to-year DSO has increased for three consecutive months," said Loftus. "The last time that happened was late 2019 when the economy was slowing."

September is the last month of cooling season, and more than 40% of HARDI distributor annual sales with occur from May through August. "Cooling season was mixed this year," said Loftus. "A strong season requires warm weather at the beginning, and we

were off to a good start during April and May. Then Cooling Degree Days were below normal and the prior year during June, and then generally soft during July, August, and September. That means a modest year-to-year weather comp during 2023 cooling season when we expect the macro conditions to be less accommodating."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.



# Malco Products, SBC, Announces New Director of Business Intelligence



Michael Hemmesch

ANNANDALE, MINN. (Nov. 29, 2022) — Malco Products, SBC, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the building trades, announced that Michael Hemmesch has joined the company as its director of business intelligence. In this role, Hemmesch will lead and partner on several strategic projects across the business, focusing on enhancing Malco's analytical capabilities to evaluate key strategic growth decisions.

Hemmesch comes to Malco as a proactive leader in finance and accounting with a successful track record of improving financial profitability and increased efficiency for various global leaders in manufacturing including DeZURIK and Xerox. He brings a decade of managerial experience within financial planning and analysis and reporting.

Hemmesch's background includes aptitudes in variance analysis, forecasting, auditing and more. He holds a Bachelor of Science degree in both accounting and finance from St. Cloud University, and was previously licensed as a Certified Public Accountant.

"Mike's proven track record of evaluating and executing key company strategic projects is the perfect combination for our company as we push ahead into our growth plans. We are glad to welcome him to our team," said Rich Benninghoff, Malco president and CEO. For more information about Malco Products, SBC, visit [www.malcoproducts.com](http://www.malcoproducts.com).

# National Comfort Institute Partners with TruTech Tools



Dominick Guarino

National Comfort Institute (NCI) and TruTech Tools, Ltd. are partnering to provide tools and instruments to the HVAC and building performance industries. As a result, TruTech joins the ranks of partners in the NCI Member Rewards Program and will join the NCI team in Branson, MO, as part of the High-Performance HVAC Summit 2023.

As part of this partnership, effective immediately, NCI will no longer directly sell tools and instruments through its own website. Instead, they will link to an NCI-branded page on the TruTech website at [nclink.com/trutech](http://nclink.com/trutech). Through this NCI-branded store, NCI members can purchase NCI specialty products, tools, and instrument packages at a special member discount.

NCI will continue selling resale products and proprietary support materials, including CO Monitors, Duct Saddles, clipboards, labels and tags, and brochures, through its website. They will also continue to sell hats, shirts, mugs, and other NCI branded products through their Swag Store.

This partnership will also benefit students attending NCI training classes. Students will receive special discount codes for their TruTech purchases. In addition, TruTech, which recognizes NCI as an industry leader in advanced high-performance training, will promote its advanced technical training on the TruTech website. TruTech will be featured on NCI's website as an industry partner.

"We look forward to a long-term relationship with the team at TruTech as we work together to help industry professionals become advanced craftsmen in their trade," says NCI CEO Dominick. "TruTech is a strong supporter of our training, and they see it as instrumental to raising the bar in the HVAC industry. We both see the High-Performance approach as a tremendous value to the industry and want to support its advancement."

Bill Spohn, president, CEO, and co-owner of TruTech Tools, says, "Since I first met Dominick Guarino and Rob Falke in the mid-1990s, I've been impressed with their technical approach to training. I believe that NCI has a terrific mission to help HVAC contractors and their technicians and installers become professional craftsmen. TruTech has a parallel mission to help provide the tools, access to education, and training to help contractors do better work. What a perfect harmonization for TruTech to focus on the tools while NCI focuses on education and training."

"Our mission and purpose is to help technicians create better environments for people by using our niche to provide HVAC and building performance tools and best practices. We look forward to this relationship blossoming as we move forward." high-performance training, will promote its advanced technical training on the TruTech website. TruTech will be featured on NCI's website as an industry partner.

National Comfort Institute is the nation's premier High-Performance HVAC training, certification, and membership organization focused on helping heating, air conditioning, building performance, and plumbing contractors to grow their businesses and become more profitable.

TruTech Tools Ltd is a leading distributor of energy auditing, HVAC, combustion, and emissions testing equipment, gas detectors, moisture meters, thermal imaging cameras, and more

# Elite Software

## Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigerant Line Sizing and free links to **EnergyGauge**, **EnergyPro**, **ResCheck**, and **REM/Rate** software.



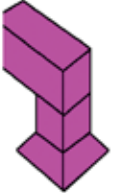
**New!**

**Rhvac Online \$49/up** ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**

**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



- Unlimited Free Phone & Email Support
- Manual & Graphic Data Entry Options
- Displays Psychrometric Chart
- Unlimited Cloud Project Storage
- Equipment Data - All Manufacturers



**800-648-9523**

Download free demos

[www.elitesoft.com](http://www.elitesoft.com)



Bill Spoon

Keep Up-to-Date with

Track certifications, CE hours, C3 listings, or update your information anytime at the [MyNATE](http://MyNATE) portal.

Toll Free: 877-420-6283 (NATE)    [asknate@natex.org](mailto:asknate@natex.org)


And being found in human form, he humbled himself by becoming obedient to the point of death, even death on a cross. Therefore God has highly exalted him and bestowed on him the name that is above every name, so that at the name of Jesus every knee should bow, in heaven and on earth and under the earth,

PHILIPPIANS 2:8-10

# UPCOMING EVENTS




Register Now  
Avoid FOMO later

2023 AHR EXPO

Register now at [ahrexpo.com](http://ahrexpo.com)



## CLASSIFIEDS



POSITIONS AVAILABLE

Target Sales currently has 2 open full-time positions.

Sales Rep covering the Florida panhandle.  
Inside Support for our Tampa office.

We believe in integrity, professionalism and a positive work environment. If you are interested, submit your resume to below email or job listing details are on our website at [targetsales.com/careers](http://targetsales.com/careers)

[careers@targetsales.com](mailto:careers@targetsales.com)



POSITIONS AVAILABLE

Tropic Supply is hiring for Counter Sales, Drivers (CDL and Non-CDL), Warehouse Associates, and Management roles throughout our 22 locations all over Florida! We are committed to helping you realize your goals and we provide a positive, rewarding, and engaging work environment that fosters a culture based on trust, respect, and long-lasting relationships. We are offering full-time positions with guaranteed overtime, benefits, and compensation commensurate with experience.

Please email your resume to [careers@tropicsupply.com](mailto:careers@tropicsupply.com).

BLACKS SUPPLY

POSITIONS AVAILABLE

Central Florida HVAC Distributor accepting applications for several positions that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: [tracy@blackssupply.com](mailto:tracy@blackssupply.com)

### Advertisers in this Issue

AABSS Building Science	19
Accu-Aire / Bard	4
AHR EXPO Atlanta	23
A&R Supply	B7
Arco Supply	8
ATTIC TENT	B8
Baker FCS	10
Blacks Supply	B11
Cain Sales Company	20
Daikin Comfort Technologies	9
Economic Electric Motors	13
Elite Software	B9
Ferguson HVAC	18
Gemair	24
GREE Tradewinds	11&B5
Hamilton & Associates	B3
Johnstone Supply / Florida	B12
Johnstone Supply / Ware Group	2
Leone Green & Associates	22
McDaniel Metals	8
Oldach USA	15
Pipe Prop	12
Refricenter	5
RGF Environmental	21
Rom McLaughlin & Associates	14
Saez Distributors	17
SmartSnakes	12
Source 1 / York	7
The Metal Shop	3&B4
Tropic Supply	B1
Venstar Thermostats	B2
Yellow Jacket	6

## TODAY'S A/C NEWS

December 2022  
Volume 34 / Number 5  
Today's A/C & Refrigeration News  
is published monthly,  
(12 times a year)  
by Today's A/C & Refrigeration News  
P.O. BOX 451821,  
Ft Lauderdale, FL 32170  
Ph: 954-674-1580 / FAX 866-320-2773  
E-mail: [jeff@todays-ac.com](mailto: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  
P.O. Box 451821,  
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher  
Copyright © 1988-2022 in series  
Today's A/C & Refrigeration News

Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

The publisher of Today's A/C & Refrigeration News does not assume responsibility of statements made by advertisers, or press releases, and reports opinions expressed by suppliers, wholesalers, manufacturers and contractors as quoted. This newspaper may contain forward-looking statements by manufacturers, advertisers and public relations firms. They are believed to be within the meaning of Section 27a of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Although the Today's AC News believes that the expectations reflected in such forward-looking statements are reasonable, it can provide no assurance results will meet or exceed such expectations due to factors that include, but are not limited to, risks associated with market conditions, new products, and risks associated with rapid technological change. All brand names mentioned are trademarks of their respective owners. Reprinting or other duplication of any material or articles within the publication or on our Web site is not permitted without written permission of the publisher.

For advertising sales contact:  
Jeff Schlichenmeyer 954-674-1580  
[jeff@todays-ac.com](mailto:jeff@todays-ac.com)



*Wishing all our valued  
Customers, Suppliers,  
and Friends a very  
Happy Holiday Season  
and a  
Prosperous New Year!*

*Delivering Your Expectations!*

**BLACKS  SUPPLY**

**Blacks Supply**  
1206 W. Pine Street  
Orlando  
407-422-0181

**Blacks Supply**  
310 W. Badger Ave.  
Eustis  
352-589-8884

**Blacks Supply**  
1015 Thomas Ave.  
Leesburg  
352-360-0050

**Blacks Supply**  
2231 Forsyth Rd.  
East Orlando  
407-678-0377

# COUNTER INTELLIGENCE.



**Johnstone Supply Ware Group Ocala**  
Ready to Save you Time and Make you Money!



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



**Johnstone Supply Ft Myers**  
Don Rolfsen, Marcus Sample,  
Chris Hernandez, Dean Whitesell



**Johnstone Supply Ware Group Stuart**  
Justin Berger, Roger Luna, Carlos Masjuan



## Counter Intelligence to Meet Your Needs!

- **You need products** – we have over 50,000 at our fingertips
- **You have questions** – our knowledgeable staff have the answers
- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

**We make it easy for you! Visit [www.johnstonesupply.com](http://www.johnstonesupply.com) or give us a call for information or to receive our 2,000 page catalog**



Jacksonville South [904] 641-2282  
Gainesville [352] 378 2430  
Ocala [352] 873-4443  
Melbourne [321] 676-4177  
Naples [239] 643-3446  
Boynton Beach [561] 572-2507  
Orlando [407] 849-0573  
Port Richey [727]-817-0248  
Ft. Lauderdale [954] 971-9350  
West Palm Beach [561] 689-3366

Fort Myers [239] 275-3533  
Sarasota (941) 753-8491  
Port St Lucie [772] 468-0211  
Tallahassee [850] 576-5922  
Clearwater [727] 561-9309  
Panama City Beach (850) 235-8050  
Deerfield Beach (754) 218-9667  
Sanford (407) 324-8003  
Lakeland (863) 665-4045

Cape Coral (239) 242-8796  
Kendall (786) 249-4828  
Miami Lakes (786) 476-7340  
Stuart (772) 781-0102  
Jacksonville [904] 354-0282  
Dania Beach [954] 921-8070  
Daytona Beach (386) 265-6400  
Pensacola (850) 436-2008  
Ft Walton Beach (850) 362-6880  
Brandon (813) 424-3180