

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region



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



Arco Supply Hosts Annual Holiday Pig Roast (see page 4)



OLDACH Celebrates Tampa Grand Opening (see page 14)



RGF Environmental Group hosted their 2022 Christmas Party (see page 23)



Ferguson's 42nd Annual Christmas Party for Hope Childrens Home in Tampa. (see page 19)



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

The World's Largest HVACR Marketplace will be in Atlanta next Month



Jeff Schlichenmeyer
Publisher

Make plans now to attend the 2023 AHR Expo at the Georgia World Congress Center on February 6-8. Manufacturers and suppliers from around the world will unveil the latest additions to their product line-ups, demonstrate what is new and innovative about the technologies,

provide product details, and answer questions. It's no secret that both company and career success are built on personal relationships.

The AHR Expo will bring you face-to-face with the entire spectrum of HVACR industry professionals in order to maintain and grow existing relationships, and open doors to new networks and channels. AHR Expo Associations & experts from across a wide range of industry segments will keep you current on best practices, trends, and the latest ideas that are impacting HVACR. Sit in on rapid-fire, 20-minute product overviews from leading manufacturers.

Several free sessions will be offered as a component of the ASHRAE Winter Conference. In addition, the ASHRAE Learning Institute (ALI) will offer a full slate of instructor-led seminars and short-courses during the 2022 ASHRAE Winter Conference and the AHR Expo on topics related to the latest technology and trends affecting the HVAC&R industry. Professional Development Hours and Continuing Education credits are available.

The AHR Expo provides a unique forum where manufacturers of all sizes and specialties come together to share ideas and showcase the future of HVACR technology. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, technicians, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The event is



co-sponsored by ASHRAE and AHRI, endorsed by many industry leading organizations, and is held concurrently with ASHRAE's Winter Conference. Show Dates are: Monday, Feb 6, 10am – 6pm; Tuesday, Feb 7, 10am – 6pm; and Wednesday, Feb 8, 10am – 4pm.

Daikin Acquires Venstar, Leading Controls and Energy Management System Provider

WALLER, Texas, December 2, 2022 – Daikin Comfort Technologies North America, Inc. (Daikin) has acquired Venstar, Inc. (Venstar), a prominent controls and energy management systems provider whose technology and indoor comfort solutions are used in millions of residences and light commercial applications across the United States, Canada and Mexico.

The acquisition, announced today by Daikin – a subsidiary of Daikin Industries, Ltd. (DIL), the largest manufacturer of HVAC systems worldwide – complements the growing market for Daikin's environmentally friendly indoor comfort technologies, including its high-performing inverter and heat pump solutions, and products featuring R-32, an open-source refrigerant with one-third the Global Warming Potential (GWP) of the most commonly used refrigerants in the U.S. and Canada.

Venstar, founded in 1992 and based in Southern California, designs and builds a broad variety of innovative thermostats

with more than 10 million installed. The company's Surveyor® Energy Management System allows retailers, restaurant chains and other multi-location businesses to remotely monitor, manage and control energy consumption while reducing maintenance expenses. Currently, Surveyor is used to control more than 100,000 HVAC systems and building lighting in more than 30,000 retail locations throughout North America. Venstar's Skyport Cloud service provides businesses a secure and private powerful cloud service for command and control of HVAC systems from anywhere in the world.

Under the new ownership as a wholly owned business unit of Daikin Comfort Technologies North America, Inc., Venstar will continue to be led by Venstar's existing management team with Steve Dushane, founder, president and CEO, as well as all current employees of Venstar. Venstar's headquarters will remain in California and Daikin plans to maintain the strong recognition of the Venstar brand, along with maintaining all of Venstar's successfully branded products.



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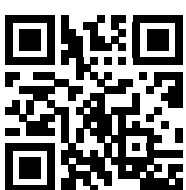
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Chemical Inhibitors



Everything to **TEST, TREAT & PREVENT** in one place.

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Do You Know Who Your Customers REALLY Are?

Ruth King's Contractors Cents



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

Reach her at ruthking@hvacchannel.tv.

Your 2023 marketing plan is actually two parts:
a: defining your true customer base
b: marketing to those customer segments.

Defining your customer base - Mike Ratchford, (mikeratchford50@gmail.com) one of the best marketing idea guys I know, and I came up with the "Bull's Eye" approach to marketing:

The Bull's Eye is your client base – these are people and companies who own a maintenance plan. They are loyal to you and you are loyal to them. They know and trust you. They will read your marketing messages in slow and busy times. Your clients are likely to buy as long as you give them a good reason to.

The next ring out is your customer base – these are people and companies who have purchased from you in the past; perhaps many times. There is NO loyalty. They may use you again. They may see a competitor's truck in their neighborhood and try that company the next time. They may read your marketing messages because they have familiarity with your company; especially when those messages are frequent (but not annoyingly constant). The goal is to turn customers into clients.

The third ring out is prospects – these are people who have communicated with in the past but have not purchased yet. They may have asked for a proposal, inquired about your pricing, seen a truck and called but not set an appointment, or received a marketing message from you in the past. They probably will not read marketing messages except in times of need.

The fourth ring out is suspects – these are people who may or may not know about your company but could be customers (age of home, income level, etc. are right). They have no trust, don't know you and won't read your marketing messages unless it is hot or cold and they have a need.

Last is the general population – these are the people who may or may not ever use your company. They haven't heard about you. They may live in apartments or could never be customers. This is an unfocused group scattered throughout your marketing area and beyond.

Your marketing activities should start with clients and if there is enough money in the budget, move to customers, then to prospects, and if there is money left, then to suspects. Marketing to the general population is almost always a waste of money because the results are tiny. Leave general marketing to the manufacturers who have "big bucks" and can afford the expense of general population marketing.

Look at your client, customer, and prospect bases – how many people are in each category? This is the basis for your 2023 marketing plan.

Marketing to those customer segments - Many of you "try marketing." You decide to send a postcard, place an ad in a newspaper, or buy radio or television advertising. You do it once and when you don't get great results, you decide that "it didn't work." You are targeting the general population rather than your clients and customers.

Or, you put together a Facebook Fan Page, Instagram, LinkedIn or Twitter profile, and don't invest the time in these social media tools, and as a result, "marketing doesn't work."

You're right - if you do it once to the wrong customer segment. You have wasted your money and time. Marketing does take planning, a monetary investment, and tracking results.

One of my clients "bit the bullet" three years ago and put together a real plan and executed the plan. The first year the results weren't great. But, he kept going. The second year the results were better. He was even more encouraged. The third year, this

year, his comment to me was, "It takes three years to really see results." New customers, retained customers, and profits have increased dramatically. He's finally seeing the results of three years of effort.

A few of you love marketing and have invested the time and are seeing the results like my clients have. You know about patience. You probably don't say much because you don't want your competitors to start investing more marketing dollars and giving your customers another company to check out.

By now some of you are probably thinking, "I don't have the time to do all of this."

The really good news is you don't have to do the marketing yourself! Hire someone who can do it for you. Or, hire several people who can do it for you. Sometimes that person is your 20 something daughter who has grown up with social media and lives on line. And, your daughter probably knows more about your business than you think because she has listened to you talk about business at the dinner table.

Decide what you want to do which is determined by finding out how your customers prefer to be contacted (younger generation usually email and texts; older generation usually direct mail and newspapers); NOT by what you see your competition doing.

Remember to have patience when results aren't stellar the very first time. You will see results. Invest in marketing. It does work.

Take a simple Excel spread sheet – put the activities you want to do on the Y axis, segmenting by customer type, and the weeks of the year on the X-axis. Then put an "x" in the box of the week you will execute a marketing activity. Post this sheet to remind you (and everyone who sees it) what the marketing plan is for 2023.

2023 PRODUCTS TO KNOW ABOUT

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- Adjustable Stands** - Get equipment off the ground.



Scan QR Code to go to an Installation video for the Coffin Box.

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Arco Supply Hosts Annual Holiday Pig Roast

December 15th, 2022



Arturo Alba Jr, Ana Rich, Cecilia Alba, Arturo Alba Sr, and Julia Junco greeted customers as they arrived to their annual holiday pig roast

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2022 Holiday Pig Roast, held on December 15th, from noon till 2pm at their location in Lake Worth.

The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice "Thank You" in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade for over forty years.



The Arco Supply Team came together wishing everyone a Merry Christmas!



Cecilia Alba, Mari, and Julia Alba serving Arco Supply customers



Phil Syx of Robert A McGill AC, Arturo Alba Jr. of Arco Supply, Freddie Glover of Glover's AC



Mike Santoro, Kurt Arseheide, and James Neal of DL Folsom Air Conditioning



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly with hungry contractors



Arturo Alba Jr. of Arco Supply with Michael Williams of Barksdale Sales Group



Kate Nix of Resideo, Arturo Alba Sr, of Arco Supply, Eric Johns of Resideo, and Andres Ponce of Target Sales



Andy Taylor of Leone Green & Associates, Chris Brown of Arco Supply, and Dave Schopp of Leone Green & Associates



Corey Mahoney, Frank Valle, Raymond Fernandez, Mark and Mary O'Donnell of Cool World AC, Scott O'Donnell of Air Ref Co.



Ray Strong of Arco Supply with Rick Farrow and Jonathan Freyre of Cain Sales Company



Arturo Alba Jr. with Luis and Kim Delgado of Arco Supply



Ray and Martha Strong, John Kier and Natalie LuChung of Arco Supply



Jorge Fernandez of Arco Supply carving the roasted pig



Fidel Martinez of Emerson, Scott Behanna of Behanna-McLaughlin & Associates, Carlos Bolivar of Johns Manville, Arturo Alba Sr, of Arco Supply, Jonathan Freyre of Cain Sales



Everyone from Atlantis Air Conditioning enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, and Potato Salad



Arturo Alba Sr, of Arco Supply with Jim Janka of Carrier Enterprise

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Ritchie Introduces The Combustion Analyzer CA502

BLOOMINGTON, MN (December 2, 2022) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the Combustion Analyzer CA502 and CA502P.

The Combustion Analyzer CA502 is a major entry for heating systems tools by YELLOW JACKET®. An essential tool, the Combustion Analyzer CA502 ensures the safety, efficiency, and proper operation of residential and light commercial heating appliances.

The CA502 Combustion Analyzer combines three key measurements into one analyzer: Ambient CO Monitor, Manometer and Combustion Analyzer. With six simultaneous readings displayed, the CA502 is among the best in the industry. Compact and lightweight, the analyzer with a magnetic protective holster fits in the palm of your hand. A wireless printer option (included in CA502P) and YJ Combustion App make the YELLOW JACKET® Combustion Analyzer the ultimate combustion analyzer on the market!

For more information, visit www.yellowjacket.com/product/combustion-analyzer. YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952) 943-1333 or visit our website at www.yellowjacket.com.



Johnson Controls Proudly Recognizes 10th Year Supporting the American Red Cross Annual Disaster Giving Program

MILWAUKEE — (November 30, 2022) — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, announced today the Johnson Controls Foundation's \$500,000 donation to the American Red Cross Annual Disaster Giving Program (ADGP) to support future disaster responses across the U.S.

Since 2012, the Johnson Controls Foundation's support of the Red Cross ADGP has helped the Red Cross pre-emptively prepare to meet the rapid needs of those impacted by disasters. Annual ADGP donations help to improve the organization's strong infrastructure and support its efforts to acquire trained volunteers, innovative technologies and critical resources required to provide relief and support in times of crisis.

"The Johnson Controls Foundation is proud to celebrate our tenth year as a member of the American Red Cross Annual Disaster Giving program," said Katie McGinty, president, Johnson Controls Foundation, and vice president and chief sustainability and external relations officer. "Protecting the communities

where Johnson Controls employees and our customers live, work, learn and play is of the utmost importance – and thanks to the Red Cross, these communities have the support they need when disaster strikes."

Every year, the Red Cross responds to more than 60,000 disasters large and small across the U.S., providing comfort and hope to people during times of uncertainty and distress.

Donations to the ADGP are more important than ever before to power Red Cross readiness and strengthen response efforts with large disasters like hurricanes, floods and wildfires increasing in frequency and intensity.

"Partners like the Johnson Controls Foundation are truly extraordinary because they understand the importance of having vital resources in place before a disaster strikes," said Anne McKeough, chief development officer at the American Red Cross. "We are extremely grateful for these forward-thinking donors who ensure we stand ready to help people in their darkest hours, whenever and wherever we're needed most."

iGAS USA Opens New Refrigerant Production Facility In Abu Dhabi

Abu Dhabi - (December 6, 2022) - iGas USA, one of the world's largest refrigerant gas suppliers, announces the opening of their newly constructed, 2 million sq. ft. state-of-the-art production facility which is located on 40-acres of land in Abu Dhabi. Currently, iGas is in process of fulfilling their first production run with initial deliveries to arrive in the US in early Q1-2023.

"We are very excited to have the opportunity to work directly in Abu Dhabi as we aim to manufacture 40,000 MTs of R32 annually," says Ben Meng, CEO & Founder of iGas USA. "Our team is working diligently to make sure we're staying on track throughout the detailed production process."

At the forefront, iGas promotes the production,

efficiency, and quality of refrigerant gas that has set the market standard. iGas remains committed to the growth and success of the HVAC industry and offers sales and support to customers and competitors alike. iGas USA services airports, hospitals, office buildings, restaurants, manufacturing, shopping malls, train stations, cold storage, groceries, apartment complexes, and resorts.

Since 2022, iGas has been one of the world's largest refrigerant gas suppliers in the U.S. through their Tampa, Florida operation headquarters. The company's mission continues to develop innovative solutions that will have a positive effect on the company's work, business and the environment. Visit the iGas USA website to learn more about their products.

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RectorSeal's® New Coil-Cure™ Liquid Provides One-Step Disinfection of HVAC Coils and More



Houston, TX, December 13, 2022 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories and a wholly-owned subsidiary of

CSW Industrials, Inc. [NASDAQ: CSWI], has announced the availability of Coil-Cure Liquid, a powerful disinfectant that kills up to 99.9% of bacteria and viruses including coronavirus.

Coil-Cure Liquid protects HVAC coils, drain pans, and non-porous surfaces when properly applied. Coil-Cure has been added to the EPA list N as an EPA-registered disinfectant with emerging viral pathogens and human coronavirus claims for use against Covid 19 (SARS-CoV-2). As a mild foaming disinfectant, Coil-Cure Liquid is ready for use right from the bottle. Available in quart spray size and gallon-size refill jugs, Coil-Cure Liquid is backed by RectorSeal's exclusive 3-Year Limited Warranty without registration. Coil-Cure will continue to be available as an aerosol, as well.

Joining RectorSeal's full line of superior coil cleaners, Coil-Cure Liquid is a powerful, self-rinsing, non-abrasive disinfectant cleaner that functions as a cleaner, fungicide, mildew inhibitor, virucide, and deodorizer. In short, Coil-Cure Liquid is an all-around safe and effective way to clean HVAC coils.

"Coil-Cure Liquid is a great product. It's a perfect complement to our extensive line of HVAC coil cleaners," stated Stephanie Welda, Director of Product Marketing at RectorSeal. "Regular use of Coil-Cure Liquid can help maintain the efficiency and performance of HVAC coils while providing added protection against bacteria and viruses. Additionally, it can be used following a hurricane or flood where coils can be contaminated by environmental conditions."

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 for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

Daikin Acquires Venstar, Leading Controls and Energy Management System Provider

(Continued from Cover Story)

"Venstar's advanced smart thermostats, controls technology and outstanding energy management systems will help support Daikin's leadership role in connected solutions, ensuring safe, environmentally friendly, peak performance operations of HVAC systems through cloud-connected monitoring and control," said Takayuki Inoue, Executive Vice President and Chief Sales and Marketing Officer for Daikin. "We are committed to facilitating North America wide adoption of energy-efficient inverter, heat pump and R-32-based systems. These Daikin systems provide superior environmental benefits, energy savings and indoor comfort performance over traditional HVAC systems that currently cool and heat most North American homes and businesses."

Steve Dushane, founder, president and CEO of Venstar, said "We are excited to join a company with a strong commitment to innovating indoor comfort and cultivating environmental sustainability. Daikin products are known for their technology leadership, energy efficiency, robust quality and high performance, all hallmarks of Venstar's products and services that will further enhance our brand portfolio."

"Venstar's energy management expertise and smart, communicating controllers will help contractors, homeowners and businesses optimize the energy-saving and performance benefits of inverter-driven HVAC systems," explained Dennis Thoren, Vice President of Controls and Solutions at Daikin.

"Smart thermostat and cloud service solutions represent the future of indoor comfort beyond controlling temperature and ventilation," said Thoren. "Monitoring and controlling performance, indoor air quality, predictive maintenance, and optimizing service truck logistics are just a few of the benefits that innovative thermostats and cloud-based services can provide contractors and customers. It's an effective, easy way to manage energy consumption remotely, even eventually collaborating with electric utilities to improve demand response. These are powerful benefits that provide value to utilities, contractors and customers."

"For example, Venstar's Surveyor typically saves small-box retailers 20 to 35 percent of their controlled energy costs," said Dushane. "This translates to tens of millions of dollars in savings each year and dramatic reductions in CO2 emissions," he explained.

The acquisition is one of several Daikin has completed during the past few years as it works to transform the North American HVAC industry. The \$500 million Daikin Texas Technology Park (DTTP), located just northwest of Houston, now employs more than 7,000 people. At over 4 million square feet, DTTP is one of the largest manufacturing facilities in the world; 74 football fields can fit under its roof.

For more about Daikin Comfort Technologies, visit northamerica-daikin.com. Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 84,870 employees worldwide and is the world's #1 indoor comfort solutions provider company. Daikin Comfort Technologies North America (DNA), Inc is a subsidiary of DIL, providing Daikin, Goodman, Amana® and Quietflex brands products.

Venstar Inc. is a leading thermostat and energy management system (EMS) manufacturer, known for providing value to its customers via ease of use and installation, proven cost savings, improved energy efficiency, quality and reliability. Founded in 1992, Venstar is one of the largest thermostat suppliers in the world and designs and produces Venstar-branded products, as well as OEM thermostat products for the biggest names in HVAC.

Malco Products Safety Manager Appointed to OSHA Review Board



Chris Strand

ANNANDALE, MINN. (Dec. 14, 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 its safety and environmental manager, Chris Strand, has been appointed to the Minnesota Department of Labor and Industry's Occupational

Safety and Health Review Board (OSHRB).

OSHRB acts as the final arbiter in contested occupational safety and health administration (OSHA) citations that have gone through the full appeal process without resolution. A person wearing glasses

Description automatically generated with low confidence Strand, who has more than three decades of experience in safety management, will serve as the management representative on the three-member board. Strand was appointed to the board by Governor Tim Walz and will serve a three-year term.

"I am excited and honored to serve on the Occupational Safety and Health Review Board for the state of Minnesota," said Chris Strand, safety and environmental manager at Malco Products. "I look forward to working with my fellow board members to ensure Minnesota's work environments are equitable, healthy and safe."

"Chris' expertise creating safe work environments for employees and improving workplace safety culture makes him an excellent choice for this appointment," said Rich Benninghoff, Malco president and CEO. "His team's commitment to best practices is a model for worksite safety, and his leadership and attention to detail are major reasons why Malco has been able to maintain our strong safety track record for many decades."

The OSHA Safety and Health Achievement Recognition Program (SHARP) recognizes small business employers who have used OSHA On-Site Consultation Program services and who operate exemplary safety and health programs. Malco first earned recognition as a SHARP participant in March 2004 and has continuously maintained this status. In addition, the company is a past recipient of the Minnesota Safety Council's Governor's Safety Award.

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

ASHRAE Commits to Developing an IAQ Pathogen Mitigation Standard

ATLANTA (December 7, 2022) – ASHRAE's board of directors today announced its commitment to support the expedited development of a national indoor air quality (IAQ) pathogen mitigation standard. The goal is to finalize the consensus-based, code enforceable standard within six months.

"The health and well-being of building occupants are crucial factors that must be considered during the design, construction and operation phases of the building process," said 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member ASHRAE. "ASHRAE's long history of leadership in IAQ science and technology, will provide broad-reaching guidance through this standard to help ensure the use of best practices for pathogen mitigation, which will assist in creating safer indoor spaces for us all."

ASHRAE will set up a balanced team of internationally recognized experts to work on an acceler-

ated timeline to develop the standard. Delivery of the standard will include: 1) Both design and operation. 2) Alternative paths (prescriptive or performance), in which equivalent clean air would be the goal. 3) Testing, verification, documentation (commissioning) and periodic re-commissioning.

The increased focus on IAQ by governments and the public, along with the convergence of the flu, respiratory syncytial (RSV) and SARS-CoV-2 (COVID-19) threatening public health, makes ASHRAE's development of the pathogen mitigation standard of even greater importance, as jurisdictions and building owners look to a reputable and non-biased source for guidance and science-based building standards.

Airborne transmission of pathogens is of concern to the public writ-large and governments are responding. For more information and to stay up-to-date on ASHRAE, visit ashrae.org



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To find a Daikin Comfort Technologies branch near you, visit www.daikinac.com/content/where-to-buy



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For more info visit daikinfit.com



Maria Acosta of Rheem Manufacturing, Sam Martin ASHRAE Chapter President and Victoria Garcia Massimo of Airzone North America

ASHRAE Miami Chapter Holiday Social and Donor Recognition Night!

The 2022 ASHRAE Holiday Social was held on Wednesday, December 14th, from 7:00pm-9:30pm at The No. 3 Social Rooftop Bar.

This event has been a complementary evening for the past nine years and we thank our great sponsors who make this event happen every year. It was a fun evening of Hors d'oeuvres, drinks and music to celebrate another ASHRAE Miami Chapter successful year!



Jose Manuel Gonzales of Rivas Engineering, Antonio Bravo of Corsair, Alejandro Rivas and Arianna Rivas of Rivas Engineering



Stephanie Homes of Envelop Group, Emiliano Quiroga of Dunham Bush, Juan Carlos Suarez and Ross Gimenez of Smart Building Solutions



This was a great way to bring in the holiday season and reflect on another successful ASHRAE year!



Stephanie and Kenyon Holmes of Envelop Group with Odette Ponce from Trane, and Jose Ponce from Poole & Kent



Rafael Briceno of Armacell, Ignacio Ludert of Belimo, and Andrian Sanchez of Tom Barrow Company



Jorge Megias and Vicky Megias of Viega



David Dias Perez, Galia Leandro, and Alberto Juarez of Cool Automation



Carolyn Arote and Elton Iturralde of CAVH HVAC



Justin Hogan of Dunham Bush, Roger Cole of ICS, and Luis Prats is from ICTB



Christian Guzman and Andrew Abinader of Protec, Inc

ARE YOU #2023READY?

Here's What's Changing

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

What you need to know

Are you ready for the new Department of Energy Changes?

- Dealers and contractors who install non-compliant equipment will be required to replace the equipment and face fines of up to \$503 per unit, per day.
- Train your technicians now on the new compliance standards.
- Scale down current inventory now to prepare for the new regulations and product launches.

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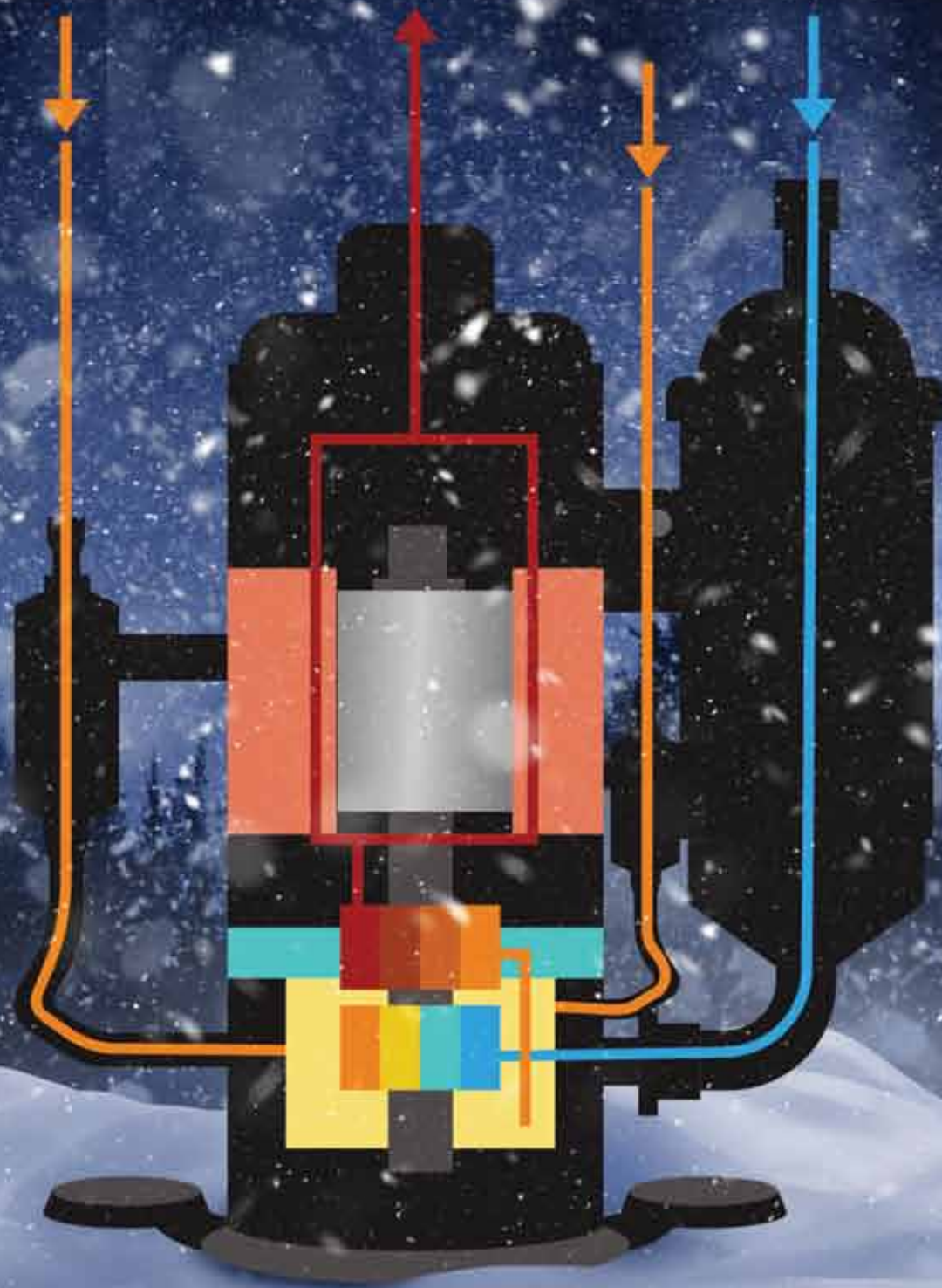
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A REALLY Loud Compressor

By Bryan Orr



Bryan Orr

A while ago, I walked up on one of our managers who was talking to a junior tech diagnosing an intermittent controls issue on a pool heat pump.

In the background, you could hear an EXTREMELY loud compressor.

The junior tech had just been moving some wires around, and the next thing he knew, there was a clack and then the noisy compressor and equalized pressures.

Do you know what happened yet? I instructed him to shut it off and asked if it was a scroll compressor. Sure enough, it was.

What happened was an instantaneous short cycle caused by the loose connector being moved. In that split second, the high-pressure gas in the scroll forced the scroll plate in the opposite direction ever so slightly. Once the power came right back on, it was running backward.

Now, this really shouldn't happen, but when it does happen, it's because of one of a few reasons.

Three-phase miswiring

When a new three-phase building is constructed or a new unit or compressor is installed, it is possible to miswire the phases, resulting in a compressor running backward. This is not a good thing, but it can

be corrected by switching any two legs of incoming power.

Instantaneous short cycling

This is what happened in the case of my junior tech. In most cases, the time delay in a board, thermostat, or controller will prevent this from occurring. Sometimes, the cause is internal to the system due to loose connections, etc.

Mis-wiring or Failed Capacitors

In single-phase applications, the run capacitor applies a phase-shifted potential that helps get the motor running and keeps it running. If the capacitor has failed or the compressor is miswired, it can occasionally (rarely) result in it running backward.

Failed Discharge Check Valve

Most scroll compressors have either an internal or external check valve that prevents the discharge gas from forcing back through the compressor, causing it to spin backward.

Occasionally, you may find a scroll compressor that makes a loud whirring once it cycles off. That can usually be corrected by installing a discharge check valve or by replacing the compressor if you choose.

Finally, be aware that anytime a scroll runs backward, it can do significant damage. If you find one that's running backward, shut it off immediately and correct the cause.

—Bryan

HARDI Submits Comments to EPA on 2024 HFC Allocation Rule

HARDI submitted comments to the Environmental Protection Agency on their proposed rule: Phasedown of Hydrofluorocarbons: Allowance Allocation Methodology for 2024 and Later Years. This proposed rule serves as the framework for allocating allowances to producers and importers of HFCs for 2024-2028. HARDI's comments were focused on five areas:

Supporting the phase-down of HFCs through the AIM Act

Supporting the continued framework and time period (2011-2019) used for the 2024-2028 allowance allocations as the 2022-2023 allowance allocations and encouraging more work on reclaim/recovery of refrigerants

Encourage the use of an alternative method for determining heels in cylinders imported into the United States

Disagree with EPA's reliance on subsection (e)(2)(B) of the AIM Act, which does not explicitly grant authority to the agency to create complementary measures in implementing the legislation

Support continued efforts for HARDI and the HVACR industry to work with EPA on future rule-makings, including technology transitions and management of refrigerants

HARDI government affairs have heard from multiple distributors contacted by refrigerant producers or importers and were encouraged to submit comments on the years used for determining allocation allowances. HARDI supported using the three highest years (can be non-contiguous) of production or import from 2011-2019 to determine a company's share of the 2022-2023 allowance allocations. HARDI agreed with EPA's position that this methodology should be used for 2024-2028 because the data was well known and would reduce the risk of entities using excessive imports in 2020-2021 to game the allocation system.

Alex Ayers is the Director of Government Affairs for HARDI the Heating, Air-conditioning, & Refrigeration Distributors International. Alex serves as HARDI's primary lobbyist and policy expert.

Milwaukee Tool Releases Addition to Their Workwear Category



MILWAUKEE, WI—Milwaukee® expands its lineup of trade-dedicated workwear solutions with the introduction of the WORKSKIN™ Warm Weather Hardhat Liner.

The custom-built fabric is engineered to be breathable and wick moisture away from the body.

This unique solution dries quickly and keeps users cool while working in warmer conditions. Constructed with flatlock seams and a 4-way stretch fabric, the new hardhat liner is designed for next-to-skin comfort. To prevent odor-causing bacteria, the liner features an anti-microbial technology and moisture-wicking layers. The WORKSKIN™ Warm Weather Hardhat Liner is optimized for use with Hard Hats and Safety Helmets.

Cheers!
HAPPY
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Thanks Everyone For Your Support In 2022!

TODAY'S A/C & REFRIGERATION NEWS
2023

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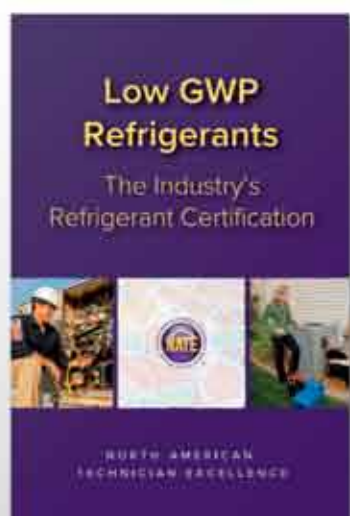


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OLDACH

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OLDACH Celebrates Tampa Grand Opening December 7th, 2022

On Wednesday, December 7th, 2022, Oldach HVAC USA Corp. celebrated their grand opening of their third store in Central Florida, located at 5110 W. Knox St., TAMPA FL. The celebration was held at the Oldach Tampa new store from 7am to 5pm, welcoming customers and suppliers.

The activities during the day included product presentations, raffles, special prices for technicians, a delicious lunch, and pastries, with a ribbon cutting ceremony in the afternoon.

Oldach Tampa store manager William Laureano along with store employees, were joined by Oldach

Central Florida Regional Sales Manager, Jose Ramos; Oldach Group Human Resources Manager, Andrea Dominguez; Oldach Group Administrative Manager, Marielle Rodriguez; Oldach Group Marketing & Business Development Director, Sergio Sanjenis, and Marketing Coordinator Lynnette Alvarez, who welcomed all guests to commemorate the special occasion.

In addition to the new Tampa store, Oldach HVAC USA Corp. is established in Orlando and Kissimmee, with plans of further expansion.

Oldach HVAC USA Corp. is part of Oldach

Associates LLC, a company founded in Puerto Rico in 1955, dedicated to the distribution of air conditioning, refrigeration, and ventilation equipment, along with parts and materials in the HVAC industry.

Oldach is positioned in Puerto Rico as one of the leading distributors, in both residential and commercial market segments.

Oldach has expanded to USA, Central America, Colombia, and the Caribbean, representing exclusive and nonexclusive brands such as Ducane, Allied, Armstrong, Midea, Fujitsu, Russell, Danfoss, Air-dach, Loren Cook, VTS, and many others



The New Oldach Tampa location is close to I-275, SR60, SR580, SR589



Juan Santos of Santos AC, Felix Martinez of Oldach, and Carlos Enrique of Santos AC



Jesus Quiles of Oldach, Dewell Arroyo of Always Cool AC, William Laureano and Lynnette Alvarez of Oldach



Awilda Cruz, Marielle Rodriguez, Lynnette Alvarez, Andrea Dominguez, and Yelitza Rodriguez of Oldach



The showroom was fully stocked for Oldach customers to take advantage of special grand opening prices!



Jorge Valencia of Aquayo's Sheet Metal, William Laureano and Carlos Valencia of Oldach



Nelson Connaco of Morsa AC, Jose Ramos of Oldach, and Tom Gibbons of PED Associates



Javier Perez of Florida Polytechnic University with Felix Martinez of Oldach



Lynnette Alvarez of Oldach, Tim Roberts of Cain Sales, Williams Ballardus of Florida Polytechnic University



Everyone enjoyed the delicious lunch of roasted pork, yucca, potato salad, and rice and beans



Rydel Vilan and Marcelino Lugo, Felix Martinez and Moses Martinez of Oldach



Marlon Hernandez of Iguara AC, April Charles of Ron McLaughlin & Associates, Felix Martinez of Oldach



Oldach branch manager William Laureano and Oldach regional manager Jose Ramos made it official with the ribbon cutting ceremony

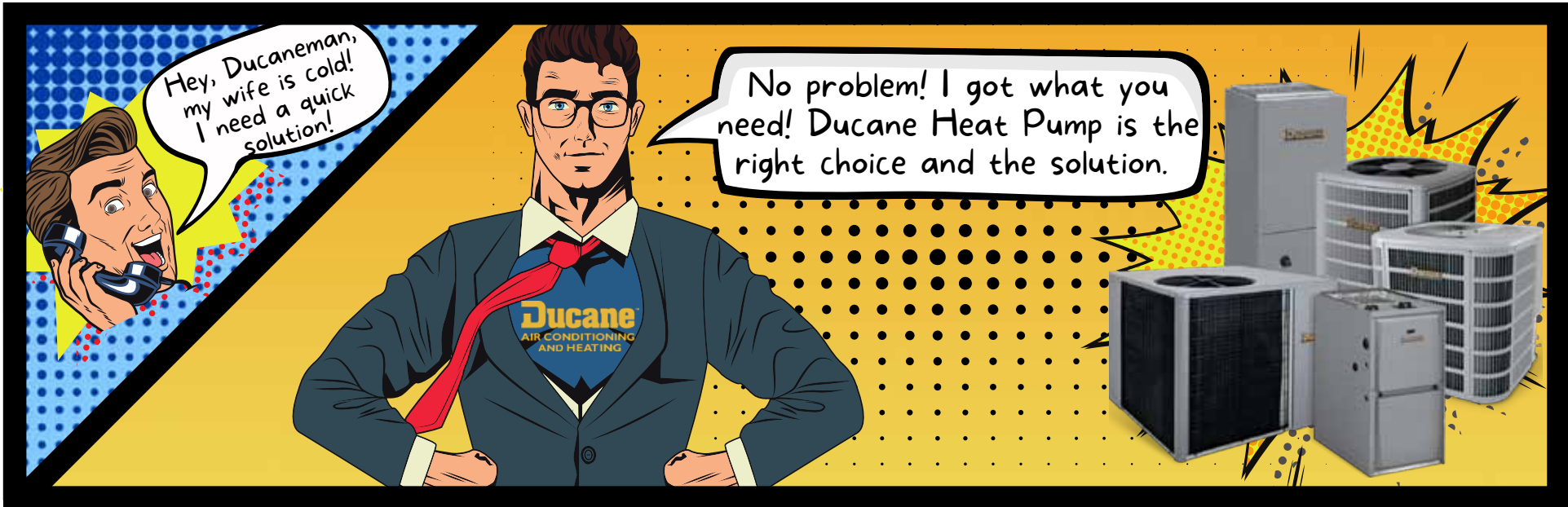
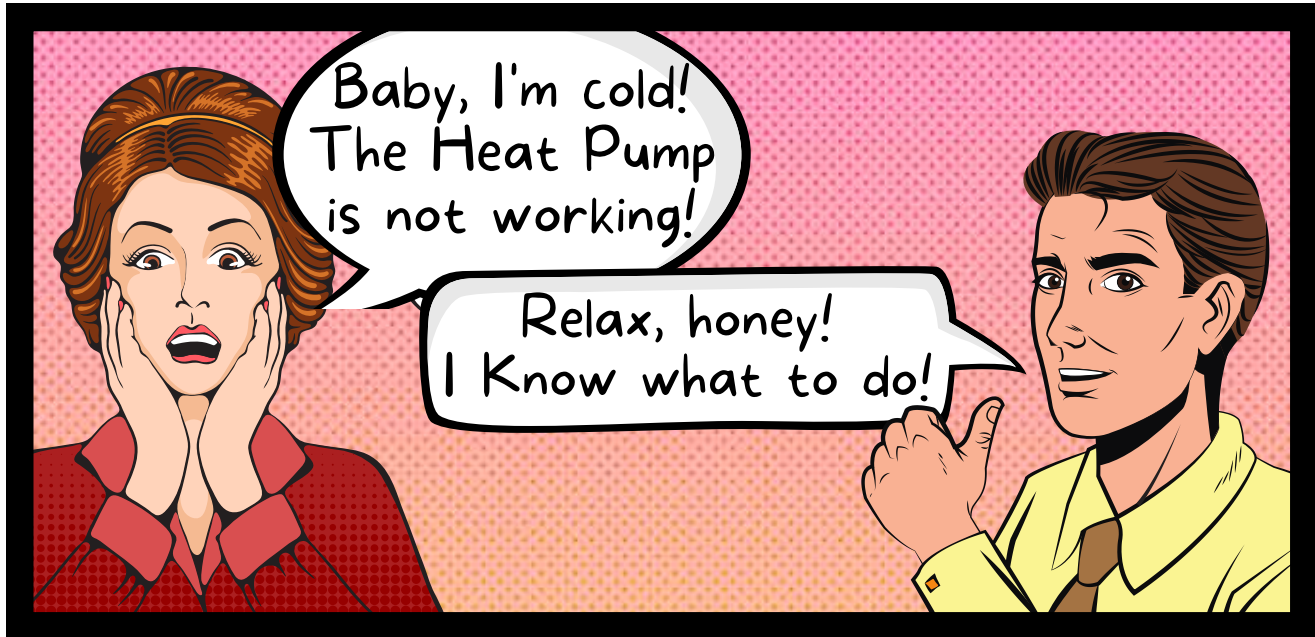


Sergio Sanjens of Oldach thanked everyone for coming and spoke about future plans for expansion



Oldach staff, Manufacturers Representatives, customers, and friends came together for a group photo

The
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 No. 1



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The 2022 HARDI Ignite Annual Conference in Houston had the largest turnout so far... over 1800 people!



Photos by Lance Lackey

HARDI held their Annual Conference on December 3-6 at the Marriott Marquee in Houston, Texas. The HVACR industry has been through major transitions in the last couple of years. It was a perfect time to come together, share collective experiences and engage with speakers and sessions that IGNITED new strategic visions for 2023.

This year's Conference had four distinct tracks: Personal Advancement, Organizational Development, Business Impact, and External Factors. IGNITE offered over 25 speakers from diverse areas of expertise that revealed how to IGNITE your business.

HARDI Annual Conference is the one place you will learn about all the latest on regulatory and political landscape and discuss it in real-time with your peers.



HARDI CEO Talbot Gee welcomed everyone to the IGNITE Annual Conference



Rachel, Colleen, and Erica of Women In HVACR



Global HVAC having awesome representation at HARDI



Bobby Cupp, Tim Caldwell, Jeff Edgar, Steve Mykytyn, and Donovan Simpson of Pro1 IAQ Thermostats



Jeffery Bottiger and Earl Miller of Uniweld Products, Inc.



Robin Broderick of RGF, Mat Charles and Sean Wahl of Pro-Dev



HARDI CEO Talbot Gee with Brandin Bursa, HARDI Supplier Account Manager



David Say of Smart Electric



The Yellow Jacket Team in full force!



Matthew Cowley and Brian Green of Spectroline



Sean Moseley and Marissa Granados of DiversiTech (Fresh-Aire UV)



Brian Nichols of Fantech



Scott Stout, John Neri, and Sean Foster of LG Electronics



Robin Armijo and Joey McDaniel of McDaniel Metals



Craig LaFontaine and Robert DeMoela of SANTA-FE



Eric Watts and Daniel Robinson of Mitsubishi Electric Trane



Bob Howey and Victoria Garcia Massimo of Airzone North America



David Eidson and Kerri Cupp of DiversiTech

Air Pros USA Continues Rapid Growth in South Florida with ECM - East Coast Mechanical Acquisition

DAVIE, Fla., Dec. 6, 2022 /PRNews-wire/ -- Air Pros USA announced the acquisition of East Coast Mechanical (ECM Air Conditioning), one of the largest family-owned air conditioning, plumbing and electric companies in South Florida. This acquisition strengthens Air Pros USA as a leading Home Services business in the Florida Market.

"This is a special milestone for our company. It is our largest acquisition to happen in our South Florida home and continues our growth as the leading service company in the area," said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. "The ECM Air Conditioning team are dedicated experts to serving the community 1.6 million families of Broward and Palm Beach Counties. Our unrivaled leadership is going to open new opportunities for our teams and customers."

As an Air Pros USA company, ECM Air Conditioning will benefit from full operational and sales integration with the Air Pros USA platform to leverage expanded resources and continue building on nearly 40 years of service excellence. ECM will remain the flagship brand in the market.

"I started ECM Air Conditioning with the focus on customer satisfaction and loyalty," said Jose Ramirez, President, and CEO of ECM Air Conditioning. "In joining Air Pros USA, our team can continue building upon the quality service, high standards, and values that we started with in 1985."

"Being a 'one stop shop' for our customers is our mission. Through our joint efforts, we can continue to offer comfort and convenience," said Robert DiPietro, CEO of Air Pros USA.

Nationally, Air Pros USA has nearly 600 vehicles, over 1000 technicians and staff, and has grown a customer base to nearly 700,000. Air Pros USA operates in eight states and more than a dozen metro areas including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Seattle

For more information, visit AirProsUSA.com and ECMService.com.

Air Pros USA was founded in South Flor-



Air Pros USA Announced the Acquisition of ECM Air Conditioning. Pictured is Jose Ramirez, President and CEO of ECM Air Conditioning in front of one of ECM's vehicles.

ida on the promise of integrity, reliability, and putting our customers first. The company has quickly expanded to many metro areas within Florida, Alabama, Mississippi, Colorado, Georgia, Texas, and Washington, with more locations expected to be introduced soon. Air Pros USA currently employs more than 900 experienced professionals in more than a dozen metro Service locations including Miami, Orlando, Dallas, Atlanta, Colorado Springs, Mobile and Spokane. For more information visit www.airprosusa.com. For media inquiries please contact: Joanne Sgro-Killworth 10 to 1 public relations 480.363.0403



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Fax: 305-821-4936

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Fax: 954-358-1312

Performance Pointers

By James Ball



Become a High-Performer in 2023

A 2018 poll of New Year Resolutions reveals over 12 % of the population make a resolution to go to the gym and improve their health. A study of gym attendance confirms the poll's statistics. However, attendance also shows the second Saturday in February is officially the "fall-off-the-wagon" day.

When reviewing your job, I can imagine you look for ways to improve and make yourself more successful. You have probably made a work resolution as well only to find that you failed to fulfill the resolution, much like the gym attendance. Let's see how you can become more successful in your job and continually improve your performance.

Define Success

Define success for yourself. This is the first step. Next, poll your family and coworkers. Ask your spouse or those close to you for help in defining success. Ask

your manager or someone you consider a mentor to define success for the position they fulfill. Have them imagine the results of being successful. Consider how your relationships would change and how much stress relief you'd feel if you attained success. Take this input and draft a success statement for yourself. Write that statement out and share it with your spouse and your staff. This statement is your success destination . If you are a service technician, your professional success statement may look like this: I want to be a High-Performing Service Technician who provides each customer with accurate and ethical repairs.

The Map

Once you have a success destination, you need a map to get there. Make a list of goals that you need to achieve success on your road map. Next, logically organize your goals and assign a deadline so you can

achieve each goal. Be realistic with your expectations. Your list could look like this:

To be a High-Performance Service Tech, I must:

- Be honest and ethical; complete this immediately and ongoing
- Keep my service truck clean and organized; complete this immediately and ongoing
- Be professional with my personal appearance; this complete immediately and ongoing
- Arrive 15 minutes early for my shift; complete this immediately and ongoing
- Fill out every invoice and record each diagnostic measurement; complete by Jan 30th
- My call back ratio will be less than 1%; monthly evaluation the end of each month
- Aim for no customer complaints; monthly evaluation the end of each month
- I will learn to measure static pressure; complete by March 15th
- I will master superheat and subcooling diagnostics; complete by April 15th

Start your journey with a goal you know you can attain in a relative short period of time and assign a deadline. Aim for small successes to gain momentum. If your goal is to completely fill out each service invoice, ask your manager for an example of an invoice that is properly filled out. Post that invoice where you can refer to it and evaluate every invoice you put together against that standard. This process helps you attain the goal. Attaining this goal will motivate you to continue to properly fill out invoices and to take on the next goal.

High-Performers need to Measure-Evaluate-Change-Remeasure. For instance, you may have a goal to reduce your call back rate. So, one of your measurements would be your current call back rate. But to properly evaluate, ask to see every invoice related to previous call backs. Find the root issue you couldn't diagnose. Look for ways to correctly diagnose and resolve that issue. Request additional training or ask a manager to

join you on the next call with the same type of issue. Then it's your job to implement the training and change your diagnostic procedures. Keep measuring your call back rate and for future call backs, request to have a call back visit with your manager or senior technician. Use this opportunity to improve and change. Keep watching your call back rate and see if your changes improve the measurement. If not, evaluate and look for what isn't working and then try another change. Don't give up if you don't succeed. Instead, treat each change as a game.

Keep Improving

Change is never easy, but the only way to improve is to embrace it. You can't keep doing the same thing and expect more success (or better pay). Since change is so hard, you want to have a specific purpose for changing. You also want your change to have positive results.

There is a tendency to battle yourself and others when you try to improve. Therefore, it is important to keep measurements – they hold you accountable. Post them to your manager or have them post the results in the break room. Set a date in the future as a deadline for you to obtain the measurement you want to achieve. You may even discuss with your manager a bonus or pay increase when you can consistently maintain the goals. Be responsible for your success. No one will do it for you.

Every manager or business owner wants you to succeed. Your success means you will have better results for the company as well. Having success defined and goals written out proves to your manager that you are serious and want to improve. That's a rare quality these days. Sharing your goalswill hold you accountable and will encourage your manager to help you any way they can.



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42nd Annual Christmas Party Supporting the Hope Children's Home December 16, 2022

Ferguson hosted their 42nd Annual Christmas Party supporting The Hope Children's Home in Tampa. The festivities were held on December 16th from 11am-2pm at the Crossroads Commerce Blvd location in Tampa. Matt Hancock of Hancock's BBQ prepared a delicious BBQ lunch with all the favorite side dishes for all to enjoy. There were many great donated raffle prizes awarded to lucky winners with the help of the children of Hope Children's Home!

What started as a small event 42 years ago at Gulf Refrigeration (which was acquired by Ferguson

in 2006), has grown into a large Customer Appreciation Party where over two hundred contractors, vendors, and friends now attend. Everyone came together and raised over \$11,000 for the Hope Children's Home, which was a new record for the Ferguson team.

Jeremy Barnes, Florida General Manager for Ferguson HVAC said, "This event really touches me, and we are pleased to continue this event year after year, even during difficult times. There is such a great need for everyone to help support this great cause. I would like to especially thank Susan Cardinal for her contri-

bution and leadership."

Founded in 1968, Hope Children's Home has rescued nearly 5,000 children between the ages of infant to 18 years of age. Most of these children have been discarded, abused, unwanted, or orphaned. Hope Children's Home receives no State or Federal funding and is entirely supported by churches, private individuals, clubs, and organizations. Their school program begins in the Nursery and continues through the 12th grade. Over 90% of the students who graduate from Hope Christian School will continue to college.



Children from the Hope Children's Home coming together for a group photo at the Ferguson's Annual Christmas Party



James Ryan of Dwaine's AC, with David Miville of the Metal Shop and Robert Garcia of Dwaine's AC



Susan Cardinal, Wayne Guy, Taylor Williams, Corey Jones, Corey Erario, Amy McPherson, Juan Diaz, Misael Lebron, Bret Pelletier of Ferguson



Jenna Dinella and Shannon Spicer of Ferguson



Frank Tipton from Leone Greene & Associates with Vince Chiaramonte of Air Rescue AC



Several contractors, vendors, and friends attended the event, making it a big success for Hope Children's Home!



Hancock's BBQ & Catering prepared a tasty BBQ lunch with all the side dishes



Eddie Gay of Wallace Air Conditioning, Michael Tarris of RACCA, and Wanda Gay of Wallace Air Conditioning



One of the children from the Hope Children's Home assisting Susan Cardinal of Ferguson with one of the winning raffle tickets



Carson Pit of Gulfcoast Air Services, Jeremy Mann of Johns Manville, and Jason Hoffman of Gulfcoast Air Services



Isaac Foster of the Hope Children's Home leads the children in singing Christmas Carols to everyone at Fergusons Christmas Party



Jeffrey Cheriff of JB Industries with Ace Air Conditioning technician



Kate O'Keeffe of Residio, Jeff Hunter, Kelly Hunter and Johnathan Hunter of Simply Air



Derek Erb of Uplifting Air with David Waugh of Target Sales



The 43" Roku HDTV Grand Prize was sponsored by Ferguson



Tropic Supply Ruud Endeavor Platform Introduction Demo Days

Learn about Ruud's new Endeavor Platform!

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

Tropic Supply customers learned about the fea-

tures and benefits of the new Ruud Endeavor Platform like: 1) Expanded EcoNet capability. 2) New Bluetooth connectivity. 3) 7mm tubing in outdoor coils. 4) New Ruud Contractor App functionality. 4) Introduction of brushless DC fan motors. 5) 2-stage compressors on base-tier heat pumps and 6) Invert-

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

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



The showroom was busy during the Ruud Endeavor platform introduction at T-21 Tropic Supply in Tallahassee



Tod Sutherland of Tropic Supply discussed the expanded EcoNet capability at the T-17 Orlando Resource Center



Anthony Zingalas of Ruud showing some of the new Endeavor features at T-23 St Petersburg Resource Center



Wade Hadaway of Ruud shared the functionality of the new Ruud Contractor App at T-15 Tropic Supply East Tampa



Central Heating and Consultants attending Ruud Endeavor Platform Introduction Demo Days at T-21 Tropic Supply in Tallahassee



Brad Evans of Tropic Supply reveals that 2-stage compressors are installed on base-tier heat pumps on the new Ruud Endeavor



Wade Hadaway of Ruud talks about how the Endeavor is engineered with integrated sound-dampening features at T-17 in Orlando



Bobby Burnett of Tropic Supply reveals the bluetooth connectivity on the new Ruud Endeavor Platform at the T-19 Daytona Beach Resource Center



Wade Hadaway of Ruud gave a presentation on the new Endeavor platform to contractors at T-18 Tropic Supply in Jacksonville



Tim Murphy (right) of Tropic Supply answers technical questions at the T-23 St Petersburg location



Bobby Burnett and Tim Murphy of Tropic Supply speak with technicians from Air Bros Air Conditioning in St Petersburg



Bobby Burnett and Tim Murphy speak with contractors at the T-17 Orlando Resource Center



The Tropic Supply Ruud Endeavor Platform Introduction was a full house at the T-21 Tallahassee Resource Center



Anthony Zingalas of Ruud elaborated on the introduction of brushless DC fan motors on the Ruud Endeavor Platform



Tod Sutherland of Tropic Supply speaks with contractors about how the 7mm condenser coil reduces refrigerant requirements up to 15%



Tim Murphy of Tropic Supply goes over the new manufacturing designs in the Ruud Endeavor systems!



The Tropic Supply Ruud Endeavor Platform Introduction Demo Days at T-19 Daytona Beach was well attended



Tod Sutherland (left) shared how higher SEER2 and EER2 ratings are, the higher the efficiency of your air conditioner—allowing for energy savings



Message from FRACCA President Will Barnes



FRACCA Members - Congratulations for another year well done! Many thanks to the HVAC Partners in our Chapters that continue to support the Industry and make the challenges with Seer & Refrigerant Changes, Equipment Availability and just everyday running our businesses more manageable!

A HUGE thank you to our Lobbyist, Edward Briggs from RSA Consultants for pushing through our NOC Bill update in 2022! That new number is \$15,000 now. This year we are working on a bill on exposed mechanical equipment, inquiring about the Transfer of Warranties, and keeping an eye on another construction defects bill. If you have any questions or suggestions of what you want to see us address from our Lobbyist, please send that along to the email address below.

Don't forget our FRACCA At Sea - Cruise! March 2 - 5, 2023 - Leaving from Port Canaveral. You can still book at the same rates if the rooms are available. Join your fellow FRACCA Members and HVACR Contractors from the State of Florida for a Fun Cruise to the MSC Cruise Lines Private Island. You will spend two glorious days at Ocean Cay Marine Reserve, one of the few Cruises that spends an overnight at their island. Ocean Cay was revitalized and turned into an Island reserve that is not to be missed. Your food and drink packages extend on to

the Island. So, invite your teams, families, friends and spend time building relationships with other Air Conditioning Contractors in a relaxed atmosphere. 2 CEU Credits will be available OnBoard! Please Visit www.FRACCAAir.com and View Each Tab: Home, Sponsors & Venue to learn more about joining us for a FRACCA Fun Event! The Actual Cruise Registration Link is within the Website.

FRACCA will be visiting each Chapter throughout 2023 and will be conducting 1/2 day workshops with CEU classes; therefore, there will not be a Full Educational Conference in 2023. Looking forward to 2024, FRACCA will be teaming up with ACCA National to provide both our normal Educational CEU Conference, and the ACCA National Conference right here in Central Florida. This will be an opportunity to receive your CE credits, but also experience so much more by attending sessions and events with ACCA National as well. With over 140 Trade Show Partners, you will not be disappointed! More details to be shared at our FRACCA Chapter Days in 2023.

Please reach out to us with any ideas, suggestions or questions. Paula.Huband@FRACCAAir.com

Your FRACCA President,
William Barnes, Ellsworth Air

Performance Pointers

By James Ball
(continued from page 18)

My success destination for this year is to help HVAC professionals implement High-Performance maintenance programs. One goal is to put together a model maintenance program which uses National Comfort Institute procedures to measure equipment performance. The next three articles will focus on maintenance performance using the principles of Measure-Evaluate-Change-Remeasure. In April, at the NCI Summit conference, we will discuss with each other how to add High-Performance to a maintenance program. See our web page for more information on Summit 2023, NCI's High-Performance HVAC Summit 2023 - GoToSummit.com.

I hope you will work to be successful in 2023, now back to the gym.

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

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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 760,038 units in October 2022, down 4.0 percent from 791,321 units shipped in October 2021. U.S. shipments of air conditioners decreased 18.6 percent, to 396,208 units, down from 486,751 units shipped in October 2021. U.S. shipments of air-source heat pumps increased 19.5 percent, to 363,830 units, up from 304,570 units shipped in October 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.9 percent, to 9,074,709 units, up from 8,903,175 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 3.8 percent, to 5,335,871 units, down from 5,546,135 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 11.4 percent, to 3,738,838, up from 3,357,040 units shipped during the same period in 2021.

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February 18, 2023

OK Corral 9449 NE 48th Street Okeechobee, FL 34972





SCHEDULE

Registration - 8:45 am
Tournament Warm-Up - 8:45-9:45am
Shotgun Start - 10:00 am
BBQ Lunch, Raffles and Awards Celebration - 12:30 pm

This is a family friendly event for all skill levels. Please feel free to bring your own gun or rent a range gun at \$10.

PLAYER OPTIONS

- **Single Player - Early Bird \$175 | Regular \$200**
Includes tournament fees, golf cart, team ammo, ticket for lunch buffet at awards celebration
- **Foursome - Early Bird \$700 | Regular \$800**
Includes tournament fees, golf cart, team ammo, four tickets for lunch buffet at awards celebration.
- **Tournament Warm-Up - \$20**
Includes 10 rounds of ammo and 10 targets. Gun available at stand or use your own gun.

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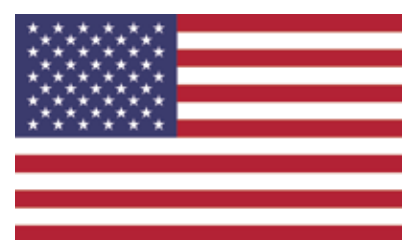
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2022 Christmas Party

Giving back is what the Holiday Season is all about and RGF Environmental Group, based in Riviera Beach, hosted a fabulous Christmas party on December 15th, for several hundred people, which included their employees, families, and friends.

Several food stations were available with a large selection of delicious foods and drinks. There was live entertainment, and festive decor everywhere

which looked like a winter wonderland!

Santa and his Elf made a grand entrance with their sleigh, and gave a gift to each child who attended! They had a big snowball competition with over 10,000 cottony snowballs that dropped down from above. The Grinch showed up and started the light-hearted battle between the adults and the children.

Guests enjoyed a horse drawn carriage ride through the enchanting Jungle Trail. The kids played in a gingerbread bounce house and participated in arts and crafts along with having their faces painted.

RGF employees, family, and friends had a great time starting off the Christmas season together! RGF Environmental Group wishes everyone a Happy and Prosperous New Year!



The kids played in a gingerbread bounce house, participated in arts and crafts, and had their faces painted too!



The guests enjoyed a horse drawn carriage ride through the enchanting Jungle Trail



Tony Julian, Sharon Rinehimer, Bill and Debbie Svec of RGF Environmental Group



Ron Fink RGF President/CEO, with Ronnie and Ryan Hritz



Dave and Patti Sansone with their nieces Maya and Zeiana



Sean Wahi, Christopher Novak, Natalie Dee, and Justin Bailey of Pro-Dev



The Grinch showed up at the party and tried to start a commotion



Brad Cox, Viviana MaGuire, John Brescia, Angela Solland of RGF, Shon Lees, and Doug Lindstrom



Walter and Kathy Ellis, with George Waite of RGF Environmental Group



The buffet lines were full with hungry RGF employees, their families and friends



Belkas family of RGF coming together in front of the Christmas tree with



Such a great variety of delicious foods to select from!



RGF employees, family, and friends had a great time starting off the Christmas season together!



Barbara Mosaue, Deleanes Reyes, and Rolando Aelabaso



Tony Julian, Ashley Gibb, Trieu, Vickie, and Andrew Huhon of RGF Environmental Group



The kids of RGF were not shy showing Santa their excitement and appreciation. Santas Elf called the children up one by one to receive their gift



Snowballs were released from above which started a big indoor snowball fight between the children and adults



Everyone had a blast throwing snowballs at one another!

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Evergreen EM X-13 Replacement Motors

PART NUMBER

1/3hp 230v X13 Evergreen	6203E
1/2hp 230v X13 Evergreen	6205E
3/4hp 230v X13 Evergreen	6207E
1hp 230v X13 Evergreen	6210E

Evergreen Variable Speed Replacement Motors

PART NUMBER

1/3hp 1050RPM Var. Speed 48 frame Evergreen	6503V
1/2hp 1050RPM Var. Speed 48 frame Evergreen	6505V
3/4hp 1050RPM Var. Speed 48 frame Evergreen	6507V
1 hp 1050RPM Var. Speed 48 frame Evergreen	6510V

Evergreen OM Condenser Motors

PART NUMBER

1/5hp 208-230 1100/850	6301
1/3hp 208-230 1100/850	6303
1/3hp 208-230 1100/850 split	6303R

Refrigeration Motors

PART NUMBER

4-12 Watt ECM Motor 115v CW	00650
1/12, 1/15, 1/20hp 115/230v 1550	EM1127/D1127
Rescue ECM 4-25 Watt CW 115/230v	EC5411E
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Contractors Benefit 6 Ways by Offering High-Quality HVAC Products

by Sean Holloway, Competitive Intelligence and Voice-of-Contractor Manager, RectorSeal.

It should be no surprise to anyone that an HVAC service company's reputation is its lifeline. This is true for contractors in all trades, whether they specialize in HVAC, plumbing, electrical or any other part of the industry.

With every installation, repair, or maintenance job an HVAC contractor actively makes a decision regarding the quality of the products, components, and systems that are selected. For tight or low-budget jobs, do you select lower quality and less expensive items? Just getting by quality is not typically the expectation of your customers. So how do you balance between offering a top-quality job when using top-quality components?

If you aren't using the best materials on your jobs, you risk your work being judged negatively by the products you are installing. When it comes to customer satisfaction and getting great reviews, don't leave anything to chance. You want to provide good value for your customers, but it doesn't matter how affordable you make your services if your customers become dissatisfied due to the low-quality products you use.

At RectorSeal, we strongly advocate for a model that favors working with contractors who offer and install energy-efficient equipment and top-of-the-line ancillary parts and accessories that meet or exceed your and your customer's needs. These are parts and components that you can be proud to install and that your customers know are of high value.

Join us as we explain below just why this model works!

1. Customers Talk

We live in an incredibly connected world. Practically everyone owns a smartphone, tablet, laptop, or desktop with internet access. This means that they can quickly contact friends, look at reviews and share their own voice with the wider world as they so desire.

This can be very beneficial for business owners who do a phenomenal job of ensuring they take great care of their customers! This is also why many HVAC service companies have blogs and show customer reviews on their websites. However, it also means bad news can spread too. Unfortunately, bad news spreads even more quickly, and unhappy customers are often much more motivated to write negative reviews than satisfied (or happy) customers.

Further, some customers unfairly condemn a

contracting business through guilt-by-association with cheaply made products installed on a job by an otherwise good HVAC contractor.

If you become known for using less-than-superb products, your service company might become associated with those same bad products. Don't let this be you!

Customers talk, so safeguard your reputation by using only high-quality products from manufacturers who have proven brands, great product limited warranties, and are easy to do business with. These are brands whose companies stand behind their products and have a lot to lose if they ever let their quality slip, sell cheaply made products, or bring untested, poorly designed models to market.

2. Basic HVAC Work Can Be Ugly

While nobody denies how essential HVAC systems are to residential and commercial buildings, many customers consider a typical HVAC installation unattractive.

However, there are ways to make an installation look top-notch. But it requires a professional and careful installation and the use of high-quality parts. At RectorSeal, we've built our business on helping installing contractors make HVAC installations look better and more professional by offering the very best-designed parts and accessories with the highest quality. This partnership is something we're very proud of; it seems to work!

Customers care about how their house (or building) looks after you complete your work, so you should care, too - - because your good name is at stake. You know from experience that high-quality parts often look nicer and are less likely to wear out prematurely during their useful life. Aesthetics matter, even in the HVAC industry, which is commonly viewed by many as a "function-over-form" utility by most customers (that is, until they get a bad looking installation)!

3. You May Be Overestimating Already

Since at least the 80s, we have known that customers often view products and services in a much harsher light than those who manufacture, install or service those same products. It has become a part of popular culture in each generation to assume that "quality just isn't what it used to be." In some cases, this is true. But often, it isn't the case that quality is low. However, since customers' perceptions are our reality and all that we must work with, we must approach our work with this in mind.

go to page B8

JB Warranties and Nexstar Network Announce Strategic Partnership

JB Warranties, the HVAC industry's leading provider of extended labor warranties, is proud to announce its strategic partnership with Nexstar Network, a member-owned professional training and coaching group for plumbing, electrical, and HVAC businesses.

In addition to member rebates through Nexstar Network, members can transition the long-term risk of in-house warranties, along with the legal compliance and administration associated with in-house warranties, to JB Warranties. Additionally, members can choose from the widest range of labor rates and highest payouts in the industry. Labor rates from \$85 per hour to \$300 per hour offer contractors an additional profit center while delivering excellent customer service and support.

JB Warranties has long been the industry gold standard when it comes to labor warranties in the HVAC and plumbing industries, serving tens of thousands of contractors across the US and Canada.

"We are excited about our new partnership with JB Warranties. Our members will have the opportunity to increase their revenue stream because the added warranty on installs will create ongoing work for our network with their customers. It's a win-win for all involved," said Trent Lowenstein, Director of

"By offering a JB Warranty to customers on every install, Nexstar Network members can guarantee their customers' peace of mind and eliminate any out-of-pocket repairs when homeowners are in the market to purchase a new system. We're excited to offer this opportunity that will allow Nexstar Network members a new, significant revenue stream that adds 'stickiness' to their maintenance programs," said JB Warranties President and CEO Jeff Bohannon. JB Warranties is the premier warranty provider in the Heating Ventilation Air Conditioning [3] (HVAC) and plumbing industries. Our warranties ensure that homeowners are protected from unexpected repair costs when they make the decision to purchase a new heating or air conditioning system for their home. We take care of HVAC contractors and plumbers, as well as homeowners from coast to coast, in all 50 states and Canada. Our exceptional customer service and reputation in the industry have allowed us to grow steadily since our founding in 2008, and we are proud to be the Nation's Leader in extended warranty as a result of our teamwork and dedication to our craft.

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2023 Officer Installation, 9th Annual Toy Drive and Casino Night at The Beach Club in Lake Worth December 1st, 2022

PBACCA hosted their 2023 Officer Installation, 9th Annual Toy Drive, and 3rd Annual Casino Night on Thursday, December 1, at The Beach Club, 17th Ave N, in Lake Worth. We welcomed our incoming slate of 2023 officers, and to thank those who have served during 2022. Members and guests enjoyed a delicious dinner, music by DJ Tango and several chances to win many great raffle prizes.

2023 Board and directors installation included Arturo Alba, Jim Carr, Kelly McCann, Tony Kiser, Rob Mayhew, Robin Worrell, Steve Sparks, John Riley, and Steven Castillo. Missing on the Board was; Carissa Duemig, Tom OConnor, Sean Caplan, and Daryl Sholar.

After the board installation, dinner was served, then it was on to Casino Night! Everyone had a great

time both winning and sometimes not!

On February 18th, 2023 there will be a Sport Clays Shoot at the OK Corral, 9449 NE 48th Street, in Okeechobee, FL. Registration - 8:45 am, Tournament Warm-Up - 8:45-9:45am, and Shotgun Start - 10:00 am. There will be a BBQ Lunch, Raffles and Awards Celebration at 12:30 pm. This is a family friendly event for all skill levels.



PBACCA current president Tony Kiser with Arturo Alba of Arco Supply who received the member of the year award (2021)



2023 PBACCA Board and Directors: Arturo Alba, Jim Carr, Kelly McCann, Tony Kiser, Rob Mayhew, Robin Worrell, Steve Spacks, John Riley and Steven Castillo



Tony Kiser giving the gavel to the newly elected PBACCA president Robin Worrell



Robin Worrell acceptance speech as incoming PBACCA president



2022 Member of the Year Kelly McCann receives plaque from Robin Worrell, new PBACCA president



Everyone had fun playing the many casino games that were available!



Everyone who participated received double chips for their sponsorship



Ariel Martinez, Debra Alba, and Ernesto Estevez of Arco Supply



Entertainment was by DJ Tango

Happy New SEER!

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Joe Shukys, Shelly Shukys, Abby Datsko, Bailey-James Schommer, Sam Dornbusch



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Johnson Controls to Reveal Advanced Solutions that Support Customer Energy-Efficiency Goals at the 2023 AHR EXPO

MILWAUKEE – (December 7, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, will showcase innovative, new technologies and capabilities that address decarbonization and occupant health, safety and comfort along with Johnson Controls-Hitachi at the upcoming 2023 AHR Expo (booth B1617), Feb. 6-8 in Atlanta, Georgia.

At the show, Johnson Controls will demonstrate its products and solutions that improve sustainability and optimize building performance aligned with pending U.S. government regulations and other building priorities. According to the Johnson Controls annual Energy Efficiency Indicator Survey, nearly three-quarters of U.S. respondents said that they plan to increase their investment in energy efficiency, renewable energy and smart building technology. This commitment is especially meaningful as building owners and homeowners alike scrutinize the efficiency of the tools and devices on which they depend and evaluate compliance with evolving energy-conscious regulations like the Department of Energy's (DOE) 2023 energy efficiency requirements.

"The urgency to decarbonize and create spaces that prioritize the well-being and health of our planet and its people has never been greater – and our advanced, innovative technologies answer the call," said David Budzinski, president, Global Residential & Light Commercial, Johnson Controls. "Johnson Controls is well prepared and deeply committed to helping homeowners and large corporations reduce their environmental impact, improve the health, safety and comfort of their spaces, and achieve tremendous savings."

The need for energy reduction continues to evolve at an astounding rate, and the latest innovations from Johnson Controls that will be on display at AHR operate more efficiently to meet new government standards.

Choice Ultra-High Efficiency Rooftop Units (RTUs) provide value to owners from start to finish. Designed for simple installation and service, Choice RTUs can use existing curb fits and ductwork and offer single-side access to connections, coils and compressors. With the addition of variable-speed technologies, this platform now delivers among the highest part-load efficiency in its class. The

12.5-23-ton Choice Ultra-High Efficiency Rooftop Units have up to 12.7 EER/20.3 IEER and exceed Department of Energy (DOE) 2023 part-load standards by 45%, greatly reducing energy consumption and operating costs over the lifetime of the unit.

With a 40% smaller footprint than standard heat pump units, the YORK® HMC2 Side-Discharge AC is a compact and efficient cooling option that is ideal for higher-density areas with less installation space, such as multifamily apartments and zero-lot-line neighborhoods. Available in a range of 2-5-ton models, HMC2 air conditioners can reach efficiency levels up to 18.5 SEER2. Their modulating compressor maintains consistent home comfort, and their streamlined fan design keeps sound as low as 56 decibels, which is similar to the sound level of a residential dishwasher.

Johnson Controls will also showcase a capacity expansion of the YORK CYK Compound Cen-

trifugal Water-to-Water Heat Pump, which utilizes a two-compressor design to operate beyond the temperature range of typical centrifugal chillers. Designed specifically for high-temperature heating applications, the CYK heat pump can deliver water temperatures up to 170 F, making it ideal for electrification of existing building heating systems. In facilities where simultaneous heating and cooling loads exist, the CYK heat pump is up to five times more efficient than the traditional chiller and boiler combination.

Johnson Controls will also display its award-winning air-to-water heat pump for the North American market. Using the low-GWP R-454B refrigerant, the heat pump delivers efficiency-optimized heating and cooling for commercial building applications. The heat pump will be available in a 130-kilowatt model with modular capabilities, allowing multiple unit pairing to expand cooling and heating capacity.

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SFACA Annual Party & Casino Night

Annual Call For Nominations & Association Election

The SFACA December Meeting was held on December 7th at 5:30 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACA celebrated their Annual Holiday Party and Casino Night!

Attendees were excited to roll the dice during this festive evening and take a chance on winning some fun prizes! There were plenty of casino games, raffles, heavy appetizer stations, drinks, and desserts.

Also was the annual call for nominations and association election 2023. Contractor members in good standing were eligible to be nominated to the Board of Directors. Board member perks include assisting with decisions on programming and speakers, the annual board luncheon, choosing leadership training and workshops, complimentary table top at annual Job Fair, assisting with committees and events, promotion

of your business as an association leader and being an advocate for the industry.

The election results will be announced as SFACA celebrates the new year with SFACA to recognize their Board of Directors & Officers for 2023. It will be held on January 11th, 2023, from 6:00PM - 8:00PM at the Funky Buddha Brewery, 1201 NE 38th Street, Oakland Park FL. Registration in-advance is required.



Luis Chinaea, Carlos Borja, and Jaime Bernat of Saez Distributors



Kelly Dexter of Air Quality Control and president SFACA, Mark Zarzezcmy of Air Quality Control, and Stacey Miller, SFACA executive director



Andres Ponce and Ryan Charles of Target Sales with Lyle Hoffman of IOA



Maria D'Attili, Rachel Page, Cassidy Sack, Matt D'Attili, Chris D'Attili, and Greg D'Attili of Art Plumbing, HVAC, & Electric



There was a large turnout for the SFACA December Annual Party and Casino Night



Elias Barreto and Ramon Delgado of Johnstone Supply Ware Group with Andre and Deisy Saez of Saez Distributors



Blackjack is by far the most requested and preferred game of any Casino party



Eric Lex of Complete Commercial Repair, Viviana Maguire of Baker, Bob Volin of Air Design Concepts, and Kevin Maggs with Marcone



Attendees experienced the thrill of winning just like in Las Vegas!

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Embraco's New Inverter Delivers Up To 50% Energy Savings In Domestic Refrigerators

December 2022. Embraco, a global provider of refrigeration technology for the complete residential and commercial cold chain and part of Nidec Global Appliance's portfolio of brands, has recently started mass production of the VESH variable speed compressor, a new generation of the VES series. It is an upgrade of Embraco's premium portfolio of highly energy efficient products for residential applications, from refrigerators to freezers. The VESH can achieve up to 50% energy savings if compared to a traditional standard fixed speed compressor, and around 30% if compared with already more energy efficient fixed speed models.

The level of energy efficiency achieved allows Embraco's customers, the residential refrigerators manufacturers, to reach the highest classification, level A, in the energy labels systems with the most stringent regulations in the world, such as Europe and Japan.

"VESH pushes the limits of energy savings in response to a market context in which this topic has become one of the main priorities for refrigeration appliances manufacturers and homeowners due to high energy prices, especially in Europe, where they are skyrocketing", explains the Vice-President for the Home Appliances Business Segment at Nidec Global Appliance, Ricardo Bristotti.

Efficient, silent and small

The VES compressors family is the premium platform of Embraco's portfolio, so besides efficiency it also has the higher standards for acoustics. One example is its capability of running at 950 rpm (rotations per minute) in low demand, which makes it as silent as the ambient noise of a library, a relevant added value to the final consumer. Because variable speed technology allows the VESH to adjust its running speed according to the demanded temperature, it also helps to improve food preservation, another feature valued by homeowners.

The Embraco VESH arrives on the market as the smallest variable speed compressors on this efficiency range: it weighs an average of 6.8 kg and is only 144 mm high. "Miniaturization of products is among the main drivers of our innovation process, for its many benefits", Bristotti says. "A smaller compressor allows more internal space inside the refrigerator cabinet, enables reduction of processes and materials used in the production flows and optimizes the transportation, contributing to environmental sustainability", he adds.

The compressor achieves a maximum displacement of 11 cc and 270 W of cooling capacity, and is dual voltage (110V and 220V). In addition to residential applications, the VESH will also be suitable for some types of commercial refrigeration equipment.

It works with the natural refrigerant R600a, which has GWP (Global Warming Potential) close to zero and no impact on the ozone layer. "The energy efficiency combined with the use of R600a is a significant contribution in terms of CO2 equivalent emissions reduction, therefore, resulting in a more environmentally sustainable appli-

ance to the final consumer."

Local-to-local: reducing environmental footprints and logistic disruption

VESH is strategically produced in Nidec Global Appliance's plants in Austria and China. "Our concern is to offer a better set of services to our local customers while reducing environmental footprints on transportation and avoiding disruptions caused by long logistics chains", Bristotti explains. "The main target markets for this product are Japan and Europe, where the regulations regarding energy efficiency and noise are very strict", he adds. "The market acceptance and understanding of the VESH features and benefits has surpassed our expectations so far, showing that the world is on a path toward sustainability that has no coming back", he concludes.

Since 1971, Embraco has been a global provider of refrigeration technology for the complete residential and commercial cold chain, counting on a broad, efficient and competitive portfolio for household, food service, food retail, merchandisers and medical applications.



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Contractors Benefit 6 Ways by Offering High-Quality HVAC Products

(continued from page B3)

You probably have a high view of the quality of work you do in your business, and if you don't believe in your work, you won't last long. But protecting your company's reputation not only requires you to do good work continuously, but it also requires the use of good products that you use in your work.

Be careful not to cut corners in the quality of products you use in your work because it may cost you more than you save. Your reputation and your customer's perception of you and your work are hard to regain if they are ever compromised because of the use of bad products. You don't want to come off as "cheap" in the eyes of your customer. You don't want people ever to feel like they're not getting a fair deal when working with you.

4. Cheap Work Can Fail

While it can taint a contractor's reputation when the products they install look cheap or don't perform optimally, the total failure of those installed products causes an even worse outcome for the customer's perception of the contractor.

Imagine how you would feel if the HVAC system you recently paid for started to look rusted, bent, dinged, or damaged. Even worse, imagine how you would feel if it stopped working altogether! These are the kinds of situations that prompt bad reviews, cycling all the way back to our point # 1 (customers talk).

Some people might tolerate mediocrity. But outright product failure makes most people angry enough that they try and do something about it.

5. HVAC Products & Value-Added Features

Cheap products can usually "get the job done" at installation. But, even if these products work on a basic level, cheap products don't often have great features. For example, RectorSeal's lineset covers are UV resistant, readily paintable, and more. While our products are affordable, we also have avoided any cost-cutting measures which would negatively impact our product design and their value-added features, which appeal to homeowners and installing contractors.

The reality is that contractors who install low-quality products are usually not able to provide the benefits that feature-rich products offer their customers. If there is a feature that can make something more attractive, convenient, or longer-lasting, it often cost more for the manufacturer to make - - and it is usually worth at least a marginal price increase.

6. The Paradox of Going Cheap

Finally, there is an odd paradox to installing low-quality parts: It can be more expensive!

If you lose sales due to a bad reputation, have callbacks, or must replace something more often due to a high failure rate, costs can add up quickly. This is a costly way to operate, which causes many newer companies to learn painful business lessons the hard way.

Saving on costs only works if you're actually saving when all is said and done. You cannot just look at the cost of the materials used on a job. Suppose the features and quality of the products you install attract more profitable future sales and produce fewer product failures. In that case, a marginally higher material cost is usually worth paying for.

This idea does go both ways, however. Some products are overpriced for what they offer. If you're smart about it and research the products available for your installations, you can make the best decisions for your business and your customers.

Quality Matters

Consumers care about quality. HVAC systems and their installations are substantial purchases for consumers. A slightly higher cost for a much better installation is a great deal in most people's eyes. After a beautiful installation with high-quality equipment and accessories, they feel good about their decision, their new system, and you, their installing contractor.

At RectorSeal, we have a long history of carefully researched product development and maintaining industry-leading quality standards. Continuously advancing, designing, and testing innovative, reliable, quality products for professional tradesmen has helped us build a highly trusted and revered name in the industry. Visit rectorseal.com today for more information on how we can help you with all your HVAC needs.




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NCI and Sauermann Group Announce New Partnership

National Comfort Institute (NCI) and Sauermann Group are pleased to announce a new Partnership to provide tools and instruments to the HVAC and building performance industries. As a result, Sauermann 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.

According to Dominick Guarino, President and CEO of NCI, Sauermann has developed a unique family of combustion analyzer kits explicitly designed to match NCI's combustion and carbon monoxide safety training. He says the analyzer included in these kits can independently measure draft and CO in one spot while also measuring draft in a second spot using a second probe.

The NCI Si-CA 030 and 130 combustion analyzer kits are custom kits used by trainers of NCI's Combustion Performance and CO Safety classes. They will be sold exclusively through an NCI-branded page on the TruTech website at ncilink.com/Sauermann. NCI members and students can purchase NCI specialty products, tools, and instrument packages at a special member discount.

As part of this partnership, effective immediately, NCI will no longer directly sell tools and instruments through its own website. However, 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.

"We look forward to a long-term relationship with the team at Sauermann as we work together to help industry professionals become advanced craftsmen in their trade," Guarino adds. "Sauermann supports NCI's efforts by understanding what our students need and continuing to develop products that match what students learn in NCI training."

Tyler Nelson, Instrumentation & Industrial Sales Manager, Sauermann Group, says, "We are very flattered to be able to provide our analyzers to NCI. We realize they can choose anyone's tools. They heavily researched and thoroughly tested different instruments and ultimately chose Sauermann.

"This is one of the greatest endorsements anybody in the combustion instrumentation business can get. This is like being on American Idol, winning it, and then getting a record deal! We are very excited

about this relationship and look forward to evolving it, improving our products, and providing even greater value to the HVAC Industry."

"Tyler, a former HVAC contractor, knows the value of high-end technical training. "I sent my technicians to NCI training over the years and found they weren't the same tech when they got home. After taking NCI training, they often came back with a vested interest in the success of our company. They no longer considered themselves employees. They saw themselves as stakeholders."



NCI Si-CA 030 Two Gas Residential Combustion Analyzer Kit with O₂, CO, Flue Probe, Draft Probe and Soft Case

SWACCA Sporting Clays in February: Ready ... Aim Fun!



Register a team for a fun day of sport clay shooting and friendly competition at SWACCA's Sporting Clay's Tournament on February 25, 2023. Held at the beautiful Sarasota Trap-Skeet and Sporting Clays club in Nokomis, this popular, family friendly, outing is made possible by the generous support of sponsors: Tournament Sponsor (Champion Heating & Cooling / WinSupply of Port Charlotte), Lunch (AIG), Ammo (Conditioned Air of Naples), Trophy (Tropic Supply) and several Gun

Sponsors (Air 360, Complete Air Repair, Endurance Aire and Kobie Kooling)

Space is limited, so secure your spot by registering a team before the Early Bird Rate ends on January 25. In addition to competing to be the 1st Place Team or receiving an individual Top Shot award, enter for a chance to win great prizes in the afternoon raffle, including one of four guns, a Yeti Cooler, a large screen TV, and more. To register, go to the SWACCA website at <http://sw-acca.org/> or contact the association's Executive Director, Cheryl Harris, at charris@sw-acca.org or 727-209-0890. Ask about additional sponsorship opportunities, too.

Allied Air Introduces New Pro Series™ Heat Pumps and Air Conditioners Under Armstrong Air® and AirEase™ Brands



West Columbia, SC -- Allied Air Enterprises introduces a new Pro Series™ offering that features two new heat pumps and an air conditioner available exclusively through the Armstrong Air® and AirEase™ brands. The new 4SHP22LX and 4SHP18LX heat pumps offer up to 22 SEER (20.9 SEER2) and 20 SEER (19 SEER2) respectively, and the new 4SCU23LX air conditioner features up to 23 SEER (21.5 SEER2) efficiency ratings. Allied Air's new Pro Series products work with existing indoor components to simplify the 2023 regulatory

transition for their distributors and dealers.

"These additions to the Pro Series product offering are driven by the upcoming increases in efficiency levels to help ensure our distributors and dealers continue to have a best-better-good offering," said Kim McGill, VP – Marketing for Allied Air. "These new products will meet the needs of consumers who want high efficiency HVAC solutions for their home. They'll also allow qualifying consumers to take advantage of new federal incentives available through the Inflation Reduction Act, as well as any existing and future local utility incentives," she said.*

The new Pro Series 4SHP22LX and 4SCU23LX line up brings four-SKUs each, representing Allied Air's premium solutions for Heat Pumps and Air Conditioners. The 22LX/23LX products allow dealers to fine-tune the capacity to the application and give consumers the widest range of compressor modulation for the best dehumidification and comfort when compared to the rest of the product line. CEE recently established the efficiency criteria for 2023, and the new 22LX and 23LX are well positioned to offer consumers qualifying system matches for the 25C tax credit program.*

The 4SHP18LX true variable speed heat pump replaces the current 2-stage 4SHP16LS and provides an entry point to inverter technology with only two-SKUs to support the full 2- to -5-ton capacity range. The 4SHP18LX capitalizes on trends in the mid-efficiency range so dealers can deliver a premium, communicating-enabled solution while the built-in proprietary algorithms and five comfort mode settings allow broad application flexibility.

Pro Series Special Features:

- Comfort Sync® A3 Ultra-Smart Thermostat compatible, but can also be installed with a traditional 24V thermostat
- In 24V applications, 5 comfort mode settings on-board control the variable operation
- Service valves at a 45° angle for simplified access.
- Up to 39% more efficient than older systems when compared to a single stage 14 SEER equipment
- Omniguard® all-aluminum coil design
- Maximum heat exchange (MHT™) technology utilizes lanced coil fins and rifled tubing to help improve heat transfer while a fan venturi helps control airflow to maximize the use of the coil surface area.
- Qualifies for up to 10 years of unit replacement coverage†
- Less than half the operating sound of traditional 14 SEER single stage equipment. Sound levels measured for 4SHP22LX and 4SCU23LX are tested and rated in accordance with AHRI Standard 270.

To learn more about the Pro Series™ from Allied Air, visit www.alliedair.com.

RACCA is Deeply Saddened to Inform You of the Death of Our Colleague and Friend Melissa Lynn Cook

RACCA is deeply saddened to inform you of the death of our colleague and friend. Melissa Lynn Cook, 46, passed away after a lengthy illness on Sunday, November 27th. She passed peacefully in the early morning hours with her husband Ross Cook at her side.

Melissa, known to family, friends and associates as "Missy" was co-owner of Cooklynn LLC a website development firm. She also served as the Executive Director for the Refrigeration and Air Conditioning Contractors Association (RACCA) in the Tampa Bay area from October 2019 until her passing.

She is survived by her husband Ross; parents Darla and Keane Bismarck; brother Tim Bismarck; two daughters Shyanne Butterfield and Kyla Dove; two sons Jacob and Mason Cook and new granddaughter Karla Deane Butterfield.

Plans for a service or celebration of life have not yet been announced. The family kindly asks that any expressions of sympathy by sending flowers be converted to a donation to The Juvenile Diabetes Research foundation. The group can be found at JDRF.org.

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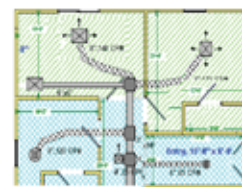
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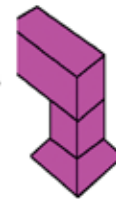
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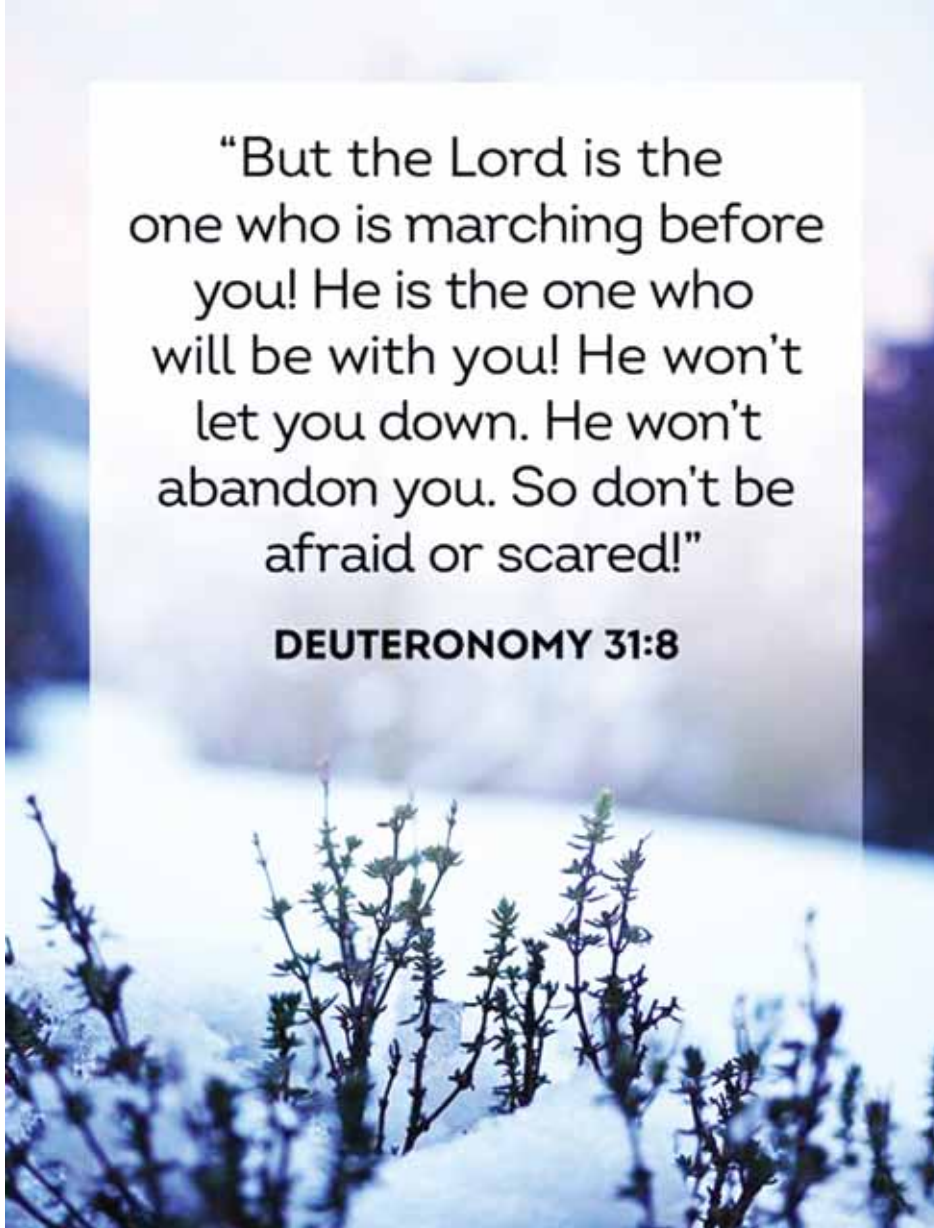
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- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

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