

# TODAY'S A/C

## & REFRIGERATION NEWS

### Special AHR Expo Show Issue

## Atlanta AHR Expo Is Here Ready, Set, Show



Jeff Schlichenmeyer  
Publisher

Are you ready? Its Showtime! 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.

This year's program will feature more than 200 free seminars, including a robust panel series, new product and technology presentations, professional certifications and continuing education courses. Additionally, in response to the industry's call for more training via shared knowledge and opportunities for open discussion, the program has been extended to include Wednesday sessions.

"The Education Program has grown tremendously in recent years," said Show Manager, Mark Stevens. "The HVACR industry is changing and growing quickly and in ways that are new to us all. We're talking about training a new workforce to replenish a wave of retirement while simultaneously taking on initiatives relating to environmental efficiency, indoor air quality, automation, cybersecurity, supply chain disruptions, new business practices, etc. – there is no shortage of necessary discussions."

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

Attendees are encouraged to download the MyShowPlanner App for iOS and Android to sync and manage their show and Education Program schedule. Details and instructions for downloading the 2023 AHR Expo are available on the AHR Expo website.

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



## Gemaire Distributors Ft. Myers is Getting Ready to Celebrate their Grand Reopening!

Gemaire Distributors in Ft Myers has been open for a few weeks at their new facility located at 11803 Metro Parkway Fort Myers, FL 33966. They are fully stocked and ready for business. This new location will better serve the local trade and the surrounding areas with increased warehouse capacity and easy access to get in and out quickly.

Randy Ross is the branch manager. Randy stated "we are excited about this new move because it is an updated facility, and we are able to offer our customers a better service experience." You can contact Randy or one of his experienced staff at 239-337-1310. They will assist you to make the right product selections.

On Tuesday February 28th, from 4 to 7 pm. Gemaire Ft. Myers will host their Grand Reopening Celebration. The event will showcase over a dozen trade vendors, showing all their newest products available at Gemaire. There will be food trucks offering BBQ, Cheese Steak sandwiches, and other items.. There will be some great raffles too and many great product specials will also be available to take advantage of.

Gemaire carries a full line of Rheem equipment along with Gree ductless and

Gree Flexx whole house systems. Other selections include Mitsubishi, and Bosch. Gemaire also stocks installation supplies, replacement parts, and everything you need to get your job completed.

Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, they are ready to serve you with vast inventory, experienced and qualified staff, and quality products at all their branches. Gemaire is always ready for your next job.

While they always offer the very highest quality, most innovative and eco-friendly Equipment, Parts & Supplies, they also continually strive to provide their contractor's unsurpassed customer service and support. Our contractors' business is our business and Gemaire takes great interest in helping grow and develop your organization. Whether your needs are product, technical training, sales training, marketing tools and resources, Gemaire wants your business to be as successful as possible.

Their relationship goes far beyond selling, Gemaire wants you to trust them with not only your HVAC needs, but your company's needs and growth... as your true partner.



### Serving the Southeast Region

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



SFACA 2023 Board of Directors Installation at the Funky Buddha Brewery (see page 10)



Gemaire Distributors Host NAVAC Training in South Florida (see page B4)



4th Annual HVACR Training Symposium at Kalos Facility in Clermont Florida (see page B7)



2023 Andrew Ask Building Science Symposium at the Hilton in Naples FL (see page 8)



ASHRAE Presidential Address, Town Hall, and Committee Presentations (see page 22)





**Miami Lakes FL**  
14350 NW 56th Court  
**Tuesday 3/28**  
Lunch Served  
11am - 1pm

**Rock Hill SC**  
2060 Burkette Road  
**Tuesday 4/4**  
Lunch Served  
11am - 1pm

**Boynton Beach FL**  
1147 Gateway Boulevard  
**Wednesday 3/29**  
Lunch Served  
11am - 1pm

**Florence SC**  
1802 Trade Street  
**Wednesday 4/5**  
Lunch Served  
11am - 1pm

**Port St. Lucie FL**  
321 NW Peacock Boulevard  
**Thursday 3/30**  
Lunch Served  
11am - 1pm

**Little River SC**  
1047 Redi Mix Road  
**Thursday 4/6**  
Lunch Served  
11am - 1pm

**Training Opportunity** 10 - 11:30am  
Take advantage of an outstanding training opportunity during each Open House event. You must register in advance online or with your local branch manager to attend. Visit [JohnstoneWareGroup.com/OpenHouse](https://JohnstoneWareGroup.com/OpenHouse) to register or get additional information.

**Enjoy a Delicious BBQ Lunch**  
For more than 25 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.

**Over 30 Vendor Representatives**  
Visit with our many Vendor Reps as they highlight New Products, perform Demonstrations, discuss Industry Trends and provide resources.

**Terrific Door Prizes & Give-aways**  
We'll greet you with a bag of goodies the minute you arrive. Many of our vendors will have samples, information and useful items. And remember to register to win one of our super door prizes!

**Our way of saying Thank You!**  
We hope to see you there.



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## What is the Most Important Thing You Do Every Day?

**Ruth King's  
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**HVAC** Channel.tv

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

Reach her at  
[ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

What is the most important thing you do every day? When I ask this question, I often get answers like sell, get the guys out, take care of customers, or similar answers. No one has ever said, "Look at my bank accounts on line" – which should be done every day but is NOT the most important thing!

The most important thing you must do every day is to maximize billable hours profitably. Everything else is as a result of profitable billable hours. If you don't have enough billable hours you don't get enough revenue. If you don't get enough revenue you can't pay your payroll and other bills.

It's like an airplane seat – when that airplane takes off with an empty seat – the airline can't sell that seat. It's lost the revenue from that seat.

Your employees give you 8 hours a day (in busy times it might be a few more hours a day). You can't bank that time, i.e. if you bill only 6 hours one day, then you have 2 hours in the bank to use the next day. Their time starts over the next day. The hours you haven't billed are lost. You can't bill it the next day. Maximizing field labor billable time profitably is critical to success.

To maximize their billable hours, you first have to know where your billable percentage is. Track it. Look at their billable hours in relation to their total payroll hours. If it is 50%, then you are not billing 4 hours a day per person. Installation is usually higher than service. However, if they are in the warehouse, pulling their own parts, you're losing billable hours.

Unless you are a union contractor, the maximum billable percentage I've calculated is 91%. Everyone gets vacation, holiday, meeting time, etc. which is not billable. Union contractors are close to 100% (they still have training and meeting hours) because the field does not get paid if they don't have billable hours.

What if you don't like your billable hour percentage? Post it where everyone can see it. Explain what it is and why it is important.

Then have an incentive – if your billable hour percentage is, for example, 55%, then when the company's billable hours percentage gets to 65% for a quarter, then everyone in the company gets a \$X bonus. Why everyone? Because the office supports the field to ensure they stay productive and billable.

Then raise the percentage to 75% for the quarter, then 80% for the quarter. Every quarter it is over 80% you might give them a bonus.

Is this expensive? NO. If the company achieves an additional 5% billable hours, that is 2 hours a week per field employee.

If your average service ticket is \$300, that's an additional \$600 per week per field employee. For a 13-week quarter it's \$7,800 per field employee.

Why wouldn't you share a little piece of that extra billable time? Your company productivity will increase. As long as you are pricing correctly, your bottom line will increase too.

Next Topic: What's Your Best Kept Secret? During the Holidays, a friend and I hiked Bryce Canyon. It was an amazing experience to see Bryce in the snow.

Being the adventurer I am, we had to stop at every turn out to see the views. We were rewarded with an amazing view. The picture in this article is what we discovered while we were driving – It's called Natural Bridge.



Most people were just driving right by and missing this stunning part of Bryce. In my opinion, it's one of the best kept secrets of Bryce because I have never seen a promo picture of Natural Bridge.

It got me thinking: what do you do that sets you apart? What is your best kept secret that you always do yet don't talk about with your customers?

You HAVE to do something otherwise your customers wouldn't call you and use your company's services. They'd just go somewhere else. And no, you can't say you have the best quality, the best service, etc. Everyone says that.

If someone is doing a Google search trying to find a company to use, why would they call your company? If they don't know who to use, they'll call many companies, ask "How Much" and then choose the cheapest company if they don't see a difference between the companies they call.

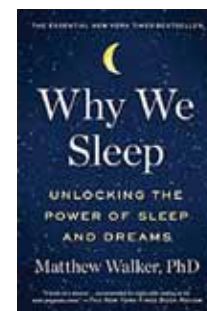
In the absence of differentiation, the customer chooses the lowest price. What sets your company apart? What is your differentiator?

Ask your customers if you don't know – they'll

tell you. Then make sure you educate your customers and potential customers about why your company is special. Comments from customers on your website can help too.

Then you don't have to be lowest price. You have to deliver quality and the things that set your company apart...your best kept secret.

Books/Audios that Could Help Your Business and You: You might think I am crazy for recommending a book on sleep. I read it. Scared me into getting at least 7 hours of sleep. What happened? I'm more productive and less tired. Read this book and try out the suggestions. You'll probably be more productive too. Place to order: <https://amzn.to/3XgflrK>



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# New Yellow Jacket Digital Adjustable Torque Wrench

The YELLOW JACKET® Digital Adjustable Torque Wrench P/N 60624 and 60648 captures and displays torque measurement in real time mode, providing users with unprecedented levels of control and accuracy.

For convenience, the torque wrench has nine common preset torque values, which display on the digital screen as the nut is tightened. For added assurance, indicator lights increase as the torque value is approached.

The adjustable wrench head means you can leave your other wrenches at home, and the protective carrying case keeps it safe as you carry it from job site to job site.



### FEATURES & BENEFITS

- Interchangeable heads
- Digital torque value readout
- +/- 2% accuracy
- CW and CCW operation
- Peak hold and track mode selectable
- Buzzer and LED indicator for 9 pre-set target torques
- Four user selectable units of measure (ft. lb., in. lb., N-m, kg-cm)
- 50 data memory for recall and joint torque auditing
- Auto sleep (after about five minutes idle)
- Water contact indicator
- Two AAA batteries included

# Regulatory Changes Ring in an Era of New Equipment, Tools, and Refrigerants



New refrigerants intended to replace HFCs will require us to re-examine how we store, handle, and work with mildly flammable gasses. The industry's continual transition to ductless & inverter systems require us to reeducate ourselves.

As more sophisticated systems are put into service, smart tools & diagnostics will be required to ensure that these systems operate as effectively and efficiently as they are intended to. Are you ready?

To make certain that you are getting firsthand information from leading equipment and refrigerant manufacturers, join them for the National HVACR Education Conference. This is an opportunity to get information directly from the source on these and other important aspects of our ever-changing industry.

Some of the leading manufacturers participating in the event include; Airex, Allied Air Enterprises, Aprilaire, Amana, Bell & Gossett, Berner Air Curtains, Chemours, COCOON HVAC & Energy, Copeland, Daikin, Emerson, Fujitsu, Goodman, Heatcraft, Hillphoenix, Honeywell, Hudson Technologies, Hussman, Manitowoc, Mitsubishi Electric Trane, Regal Rexnord, Rheem, R W Becket, Sporlan, Waterfurnace, and White Rodgers.

Regardless of your role, the National HVACR Education Conference is an opportunity to learn about new technologies, exchange ideas with peers, and gain a better understanding of the future of our industry.

If you are looking to stay current and keep your training relevant, attend the conference, March 20-22, 2023, at the South Point Hotel in Las Vegas, Nevada. With over sixty hands-on and lecture classes scheduled, there is something for everyone. Registration includes breakfast & lunch buffets all three days, and 8-hour beverage service all three days. Learn more and register at [escogroup.org](http://escogroup.org)

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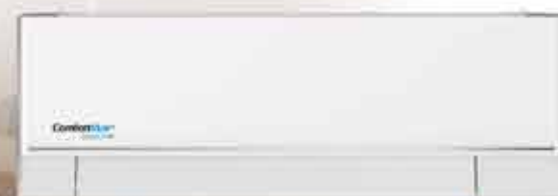
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# Johnson Controls To Reveal Advanced Solutions That Support Customer Energy-Efficiency Goals At The 2023 AHR Expo

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 neighbourhoods. 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 Centrifugal 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.

In addition to traditional building equipment, the right digital tools are increasingly important for the sustainability, health and comfort of a space. AHR Expo attendees can experience the latest Johnson Controls digital building performance solution, OpenBlue Enterprise Manager. Through the OpenBlue platform, Enterprise Manager serves as the unified interface for connected building systems of any age.

The comprehensive suite of apps available through OpenBlue Enterprise Manager can pull data from a building's operational technology (OT) and informational technology (IT) systems – as well as external sources such as weather forecasts and utilities. Enterprise Manager continuously scans these data streams for opportunities to save energy, reduce carbon emissions, improve indoor air quality and enhance occupant comfort and productivity, while also managing cost.

A well-designed building leverages modern building automation and controls technology to help maximize the performance of HVAC and building systems and achieve critical sustainability and occupant comfort. Johnson Controls will showcase its world-class building automation and controls portfolio, designed to meet any building management need, including:

- The Metasys® building automation system, which creates intelligent environments by connecting HVAC, lighting, security and protection systems on a single platform to deliver critical information building operators need
- New enhancements to the Facility Explorer® building automation system, such as new 3D graphics, to help easily identify and solve issues while in the field
- New EasyIO® building automation controllers, such as the FW VAV, designed for flexibility and compliance with the latest IT security standards

go to page B9

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# 2023 Andrew Ask Building Science Symposium at the Hilton in Naples

## January 24-25, 2023

Mitsubishi Electric and Santa Fe Dehumidifiers. Presents 2023 AÄBSS: Over 150 Building Scientists—architects, engineers, home builders, general contractors, energy raters, and sponsors attended the 2023 Andrew Ask Building Science Symposium in Naples on January 24th and 25th. AÄBSS is an educational conference where architects and engineers earn CEU credit while they learn about building science—preventing heat or moisture from harming buildings or their occupants.

This conference featured not only internationally known legend Joe Lstiburek, but a once-in-a-lifetime

gathering of John Tooley (discovered duct leakage), Neil Moyer (retired from FSEC, thermal imaging), and Gary Nelson (founder of Energy Conservatory and inventor of the blower door).

With Hurricane Ian in mind, coastal resilience—how to make buildings survive high winds and flooding was of interest to not only SW Florida construction professionals but to attendees from the North and from abroad.

It was the 18th edition of a conference that originated as the Ft. Myers Building Envelope Seminar. It has now been expanded to two days and is expect-

ed to become a regional hot-humid building science conference. Naples provides a natural venue—one of the most humid communities in the USA, local construction must withstand not only humidity but damaging winds, rain, and salt from the Gulf of Mexico. Commercial sponsors included Mitsubishi Air Conditioning and Santa Fe Dehumidifiers.

Namesake host Andy Ask was joined by IAQ and remediation activist Pete Consigli, Code consultant Brad Schiffer, AIA, and made possible by a generous investment of time by Johnson's Air Conditioning's Rick and Rickie Sims.



Andy Ask helping out at the registration table, welcoming guests, and handing out AÄBSS event bags and shirts



Adam Baranowski of Johnson's Air Conditioning with Steve Rogers and Chris Hughes of (TEC) The Energy Conservatory



The dynamic duo Andy Ask of AÄBSS and Rick Sims of Johnson's Air Conditioning



Andy Ask opened the AÄBSS event and discussed what to expect over the two day conference



Andy Ask announced the headline speaker Joyce Owens, who is known as "The Coastal Architect" in South Florida



Joyce Owens spoke about the devastation of Hurricane Ian and how we can rebuild the structures stronger and smarter



Joe Smallwood of BCB Homes announced the main speaker Dr. Joseph Lstiburek



Dr. Joseph Lstiburek spoke about physics and climate zones, punched openings, attics and roofs, slabs, disasters, and carbonization



Frankie Valle and Ryan Burrell of Mitsubishi Electric



Bryan Orr (center) asks a question to Dr. Joseph Lstiburek about a topic from his presentation



Event sponsor Nikki Krueger (right) of SANTA-FE, spoke about dehumidification



The Hilton Naples prepared some delicious food for the hungry building science attendees



John Tooley revisited issues that he discovered, measured, and shared in his MAD-AIR paper he published in 1986



Kimberly Liewellyn and Bryan Orr spoke on Chasing HVAC Unicorns.... mythical systems, fantastical designs, and legendary tradespeople



The Pioneers of Building Science Reunion on stage were Neil Moyer, Gary Nelson, Joe Lstiburek, and John Tooley





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



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



A photograph of three men standing together indoors. The man on the left is older, with glasses and grey hair, wearing a blue polo shirt and a white name tag. The man in the center is younger, with dark hair and a beard, also wearing a blue polo shirt. The man on the right is middle-aged, smiling, wearing a blue polo shirt with a logo and a white name tag. They are all looking towards the camera.

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## Tips for Server Room Conditioning

By Bryan Orr



Bryan Orr

Server rooms, sometimes called data rooms, are a somewhat unique situation in the HVAC trade with some special circumstances that should be considered. Here are a few tips for success when working on equipment for these spaces.

Note: this article is focused on smaller server rooms that may use conventional or mini-split-type forced air equipment. While these tips may apply to larger rooms that use engineered equipment with features like pressurized floors, direct rack ducting, fluid-cooled racks, dry coolers, or refrigerant-cooled racks, more in-depth knowledge of equipment and control strategy should be acquired before working on these rooms.

Because servers and data run 24 hours per day, 365 days per year, the cooling systems need to operate across the same time frame. If the cooling system fails in this space, the space will often warm up to a critical temperature in a very short time period. Server rooms are often located in the middle of buildings where there is no loss or gain to outdoors, so the load comes from electronic equipment within the room. Due to the typical interior location, opening a window to cool the space is not an option. Opening doors is also often not an option because servers or data connections need to be secure. For these reasons, 100% HVAC equipment uptime is critical.

The challenge with 100% uptime is something we all know, which is that mechanical equipment eventually fails or needs maintenance. Because of this, 100% equipment redundancy is necessary if the operator is serious about keeping their server equipment operating constantly.

Having worked in a number of server rooms without equipment redundancy, I've seen that failures often lead to rushed repairs, and temporary band-aids tend to become permanent until the next failure occurs. If you have a customer with a single

source of conditioning in a room that is crucial to their business operation, I recommend having a conversation with them about what would happen to their business if their cooling equipment failed and their data equipment overheated. Remember, it's their equipment and their choice; you are being paid to advise them on the realities of the marketplace with regard to repair time and parts availability.

### Equipment Sizing

Equipment sizing is based on the heat output of all the equipment in the room operating at maximum capacity. Since the load from electronic equipment is fairly continuous compared to spaces that are affected by outdoor weather, and external humidity generally does not affect the space conditions, slight oversizing of equipment is not a large concern like it is in a space occupied by humans.

### Lead/Lag Controllers

Lead/lag controllers operate as the interface between a single thermostat and two separate pieces of equipment. They will monitor the runtime on each system and rotate the lead equipment to attempt to get equal runtime on two separate conditioning systems. A lead/lag control will also monitor the room temperature independently of the setpoint thermostat and activate the lag system in the case of a failure on the lead system.

### Humidity Control

ASHRAE recommends a range of 20-80% RH for server rooms. My typical target range is to operate in the 35-45% RH range, which is high enough to keep static electricity at a minimum but not significantly load the cooling system with humidity. Make sure to ask the operator about desired RH level, though, as some equipment may require different levels. Because of the constant cooling operation, most server rooms will need additional humidity to achieve these levels. One way to help with humidity control is to operate equipment at higher airflow across the evaporator, which raises the coil temperature and reduces the latent removal ability of the equipment.

### Low-Ambient Controls

Low-ambient controls are necessary components of server room equipment in any climate where the outdoor temperature falls below the indoor temperature. These controls keep the condenser saturation temperature high enough for proper operation. A fan speed controller is preferable over a fan cycling pressure controller on conventional equipment. Wind baffles may be necessary as well if the outdoor ambient gets much below freezing and the condenser is located in an area where wind is a factor. If an inverter unit like a mini-split is applied, make sure it is designed for low outdoor ambient operation.

### Monitoring and Alarms

Automatic notifications that alert the operator of elevated temperatures, drain blockages, humidity levels, a switch to the lag equipment, or other potential failures are a good idea to implement. An alarm system allows the operator to be notified of a potential issue before a data equipment failure occurs. ASHRAE recommends server rooms be operated between 59-89°F

### Airflow Bounce-Back

If mini-split equipment is applied, make sure that the wall unit has room in front to discharge the air fully and not get "bounce-back" of discharge air into the return. Bounce-back of supply air can cause the equipment to turn off before the room is fully cooled.

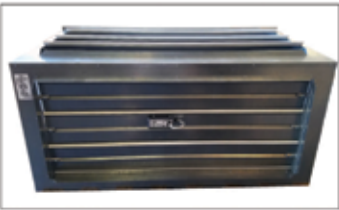
### Portable System

In the case of a small room where the customer does not want to have automatic redundancy, having portable equipment on-site that the operator can set up easily is an option. One place I worked had intake and discharge ducts installed for a self-contained portable unit that was stored in another room, which could be connected and operating in less than 20 minutes if their primary equipment failed. If this option is used, a location to discharge any condensate water is necessary.

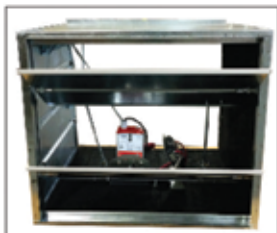
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## Milwaukee Tool Lights the Site with a New Lighting Solution with PACKOUT™ Compatibility



Milwaukee® continues to provide innovative lighting solutions for the jobsite with the addition of their latest lighting solution, the M12™ PACKOUT™ Flood Light w/ USB Charging. The new lighting solution delivers users with maximum light output in a compact and mobile design that is top stack compatible with the PACKOUT™ Modular Storage System.\*

The M12™ PACKOUT™ Flood Light w/ USB Charging delivers 1,400 lumens of TRUEVIEW™ High-Definition Output\* and features three different modes, allowing users to manage the light output and run-time, depending on the needs of the job. When paired with an M12™ XC 4.0 battery pack, the light provides up to 12 hours of runtime. The M12™ PACKOUT™ Flood Light w/ USB Charging is designed to be top stack compatible with all PACKOUT™ solutions, making it easily accessible and increasing productivity on the site. Turned on or off, the PACKOUT™ light can be used on any existing PACKOUT™ stack.

The PACKOUT™ Light comes with a 2.1AMP USB-A and USB-C port to charge devices and features two storage compartments to organize small items inside. The light head can rotate 300 degrees horizontally and 180 degrees vertically, offering complete light head control. Built to withstand the toughest conditions, the PACKOUT™ Light is IP54 rated for dust and water resistance. The light will be a part of Milwaukee Tool's 5-Year Warranty, while also including Limited Lifetime LED Warranty. The new M12™ PACKOUT™ Flood Light w/USB Charging joins the M12™ Cordless System, the largest sub-compact system on the market, focused on delivering industry-leading durability and power in the tightest spaces. Currently, the M12™ System is made up of more than 100 solutions.

## Modine Coatings Unveils New EFINSM Pro Shield™ Program at 2023 AHR Expo

Racine, Wis. – Jan. 17, 2023 – Modine Coatings, a division of Modine Manufacturing Company (NYSE: MOD) and a leader in corrosion-resistant coatings technology for the HVAC industry, is introducing its new EFINSM Pro Shield™ program at the AHR Expo, Feb. 6-8 in Atlanta, Ga.

The EFINSM Pro Shield™ program provides customers with coating protection options based on the customer's needs with each level offering extra assurance through an extended warranty based on specific requirements.

"The new Modine EFINSM Pro Shield™ program allows our partners to select the protection level they need to serve their customers and markets," said Peter D'Ambrosio, Factory Applied Director of Sales for Modine Coatings. "The EFINSM Pro Shield™ Program can also be combined with an easy-to-recognize color that differentiates your products in the market, helping build your brand while making it easy to identify products with premium corrosion protection. Protecting HVAC equipment so it can provide years of trouble-free service is of paramount concern to engineers, builders, manufacturers and end users. EFINSM Pro Shield™ adds another layer of confidence for our customers in the products they rely on."

The EFINSM Pro Shield™ program has three different options:

- EFINSM Pro Shield™ 10 offers 10 years of warranty protection with three layers of coating protection. It has a layer of TCP, ElectroFin® E-coat and Insitu® Topcoat. This option combines a nano-scale conversion coating (TCP); a water-based, flexible cationic

E-coat; and a water-based/water-reducible synthetic flexible polymer topcoat. This coating combination provides the most comprehensive UV and corrosion protection.

- EFINSM Pro Shield™ 7 offers seven years of warranty protection with two layers of coating protection. It has a layer of ElectroFin® E-coat and Insitu® Topcoat. This option combines a water-based, flexible cationic epoxy polymer E-coat and a water-based/water re-

ducible synthetic flexible polymer topcoat. This coating combination provides both UV and corrosion protection.

- EFINSM Pro Shield™ 5 offers five years of warranty protection with one layer of corrosion-resistant coating. The coating is ElectroFin® E-coat, which

utilizes a process specifically engineered for heat exchangers.

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

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# Message from FRACCA President Will Barnes



Remember the rhythmic line from the movie “The Wizard of Oz” that went “follow the yellow brick road” which they repeated and repeated? Well, they got nothing on the HVAC industry. We now say Follow the Yellow Energy Efficiency Cards. If your yellow energy efficiency card says that condenser match up could possibly match up with one air handling unit (not necessarily the one you’re using) and the rating be less than 15 SEER, you may get the opportunity to replace that system at your expense. So be careful what the yellow card on your equipment says.

So that was one of the take aways from the most recent MACCA meeting. A meeting attended by close to 100 people. People from all areas of our industry. We had suppliers, manufacturers, inspectors, engineers and of course contractors all trying to unravel the latest government interference. It is amazing how politicians can make a mess out of almost anything. Take the testing done to produce SEER ratings. Rather than just making the minimum SEER rating higher,

they decided to double dip and not only raise the minimum but make the testing required to obtain these ratings much tougher than the old tests. The Department of Energy (DOE) took the original test called the “M” test to a new level with the “M1” test. This new testing will require higher static pressure tests to “better emulate the real world” (like they know anything about the real world). The new testing will show the need for more systems requiring TXV’s rather than pistons and more expensive motors to overcome that static pressure. The key word there was EXPENSIVE.

All these parts will create higher manufacturing costs and I’ll give you one guess as to where the manufacturer is going to pass that expense on to. Correct... on to the suppliers, then us and then the consumer (you know those people in the real world they were going to emulate). Add these costs to a supply chain nightmare we are dealing with today and rising inflation and you can see the logic of making the SEER change now. NO LOGIC !!

You might ask who is going to enforce these new requirements. No worries, the DOE has it under their jurisdiction. ANYONE can call the hotline or send an email and investigation will ensue. There can be financial fines which can be accrued from the day the equipment was installed. DOE can make you change non complying equipment at no cost to the consumer (finally found a way to be nice to the consumer). And if the contractor turns out to be a repeat offender they can be put on a “Do Not Sell To” list making it difficult to do our job. And just in case the “flying monkeys” (the politicians in our movie reference) haven’t made you angry enough..the new rating will be called SEER 2 which can only mean that SEER 3, 4, 5 are in our future. Now close your eyes, click your heels together three times and say “There’s no place like home”.

Robin Parsons  
MACCA

## ASHRAE Society President Student Visit to Miami

Farooq Mehboob, ASHRAE Society President, Region XII DRC, YEA, and RMCR, and Miami Chapter Leadership meet with both the University of Miami Student Chapter, and Florida International University Student Chapter, at their campuses on the

morning of January 17th. ASHRAE Society President gave a lecture on Securing Our Future.

“We need to be diverse, equitable and inclusive to see, understand and take advantage of what is changing, for our success. The two key prerequisites

for ASHRAE’s diversity are: transparency and participation”, says Farooq Mehboob. “It’s imperative that we continue to hunger for, and seek information about our market, our changing world and our technological advances.”



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## Malco Launches New Lightweight & Ergonomic Andy™ Snips for Superior Material Flow

**MC12L provides up to 60% faster cutting speeds and up to 45% longer one-handed cuts**

ANNANDALE, MINN. — Malco Products, SBC, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the HVAC trade, has launched a new product within its popular Andy™ snips line, the lightweight and ergonomic Andy Aluminum Handled Offset Left Snips 12" (MC12L).

Verified by internal testing, the MC12L Andy snips offer the following advantages over competing products:

- Superior material flow for up to 60% faster cutting speeds
- Up to 45% longer cuts when operating one-handed
- The highest maneuverability for continuous cut radii half the size of leading competition, with better cut quality

• Lower jaw made of investment-cast tool steel allows for starter holes as small as 1/2"

With this versatile tool, HVAC trade pros can make longer, tighter, higher-quality straight and left curve cuts in many types of materials, including sheet metal, metal roofing, aluminum, stainless steel, steel siding, and vinyl.

The MC12L Andy snips are built with incredibly strong, lightweight aluminum for ease of use and durability, and the ergonomic offset handle provides a safer and more comfortable angle for cutting to reduce hand fatigue.

A full 3-inch cutting length reduces the total number of cuts and repetitive motions, saving the user time and effort. The sharp bottom cutting jaw is constructed of tough tool steel, while the upper cutting blade can be easily replaced every 20,000 cycles to extend its overall life.

"Andy snips are one of Malco's most popular product lines, so we are proud to continue building on this legacy of excellence by bringing this high-quality, new offset version to HVAC technicians," said Nancy Gunnerson, Malco's director of marketing. "Our team's innovative design of the MC12L meets the most rigorous standards of cut quality, length and ease of use."

Malco Products, SBC, based in Annandale, Minnesota, is one

of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC trade (Heating, Ventilation and Air Conditioning). Malco is proud to be employee-owned and a Specific Benefit Corporation in the state of Minnesota, a legal designation that indicates that a specific social benefit — employee ownership, keeping jobs local and

strengthening communities — is the primary driver of Malco's business decisions. For more information about Malco Products, SBC, visit [www.malco-products.com](http://www.malco-products.com).



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 697,144 units in November 2022, up 4.7 percent from 666,067 units shipped in November 2021. U.S. shipments of air conditioners increased 3.8 percent, to 398,510 units, up from 383,954 units shipped in November 2021. U.S. shipments of air-source heat pumps increased 5.9 percent, to 298,634 units, up from 282,113 units shipped in November 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 2.1 percent, to 9,771,853 units, up from 9,569,242 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 3.3 percent, to 5,734,381 units, down from 5,930,089 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 10.9 percent, to 4,037,472, up from 3,639,153 units shipped during the same period in 2021.

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# Performance Pointers

## By James Ball



### Having A High-Performance Maintenance Mindset

Four years ago, during National Comfort Institute's Summit 2019, I did a presentation to share what we learned from over 25 years of taking care of customers through a maintenance program. At the time, I was running our family's HVAC business. My dad always told me - "Just take care of the customers, they will take care of you." Dad was right.

Most contractors consider maintenance as busy work. They also look at it as a way to have work during the shoulder months, or a way to get into customers' homes for selling equipment and accessories. While maintenance can offer these opportunities, we need to check our motives.

#### Why do maintenance?

Maintenance is the right thing to do, and your customer knows it. Maintenance keeps them safe, healthy, and comfortable all while allowing their equipment to operate efficiently. Maintenance is required to keep the system covered by the warranty.

I remember in the 80s we had a \$44.44 maintenance tune-up. We had no formal maintenance agreement, but we cleaned units because we had to. The system would fail, the customer would call for service, and the tune-up would resolve their issues. In the early 90s, dad spent some time with Ron Smith, Ron Smith HVAC – HVAC Spells Wealth. Ron helped us see the need and benefits of starting a maintenance program. Ron's class 'Dominate Market Share' helped us change our thinking. Dad believed in them so much, he purchased the first maintenance agreement for his home and that agreement is still active today. He was all in and that commitment changed our business.

#### Change your Thinking!

Unfortunately, many of us start maintenance programs for the wrong reasons. And we re-enforce the wrong reasons every time we ask a customer to re-schedule a tune up. Every interaction must benefit the customer, not just ourselves. The details of each interaction must be well thought out and formally planned. Your business should be easy to do business with, and your customers should become raving fans because you removed the stumbling blocks.

Get your co-workers together for a dream session. Instruct them to begin with the end in mind. Dream about elements of a perfect maintenance program. Ask them, what results the customer will see and recognize. Discuss the advantages of including High-Performance elements (Measure-Evaluate-Change-

re-Measure). Talk with some key customers and ask what your organization can do better. Use this information to create a maintenance program that exceeds customers' expectations. Use the collective intelligence of your co-workers and customers to custom design a High-Performance Maintenance Program.

At Ball Heating and Air, maintenance customers received real 24-hour service. Our customers knew if they called at 3 am, they better put the coffee on. We answered the phone before the third ring.

We also prescheduled maintenance visits six months ahead and offered easy monthly payments. We performed a quality assurance visit on our technicians. Our trucks were clean and organized. Every tech used a clean drop cloth on each visit. We tried to leave the customer's home in better condition than when we arrived. We even looked for extra ways to take care of customers like retrieving the empty garbage can from the road or changing a light bulb.

By changing your thinking to focus on customer needs, you create an enormous opportunity. Customers want to trust you and the only way to build that trust is to focus on their needs. Find ways to perform better and be consistent. Continuously Measure, Evaluate, Change, and re-Measure your performance. Contractors can use National Comfort Institute training (NCI Training Program Overview ([nationalcomfortinstitute.com](http://nationalcomfortinstitute.com)) to learn system performance techniques. Measure system static pressures and evaluate those against the rated. Offer changes to the customer's existing system that will improve its performance. And, then remeasure to prove the change worked.

Contractors who believe in maintenance will find ways to make sure their customers get involved. Ball Heating and Air included a two-year maintenance plan on every new system. This let our customers know the importance of maintaining the system even when the system is less than two years old.

We measured the average life of those systems we maintained against those that didn't have maintenance. We found we were extending the life of the equipment. If a customer came to us with a service issue, we combined the repair cost with the monthly maintenance agreement to make it easy for them to join our plan. The measured benefits for the customer and the easy sign-on to the program helped us get and keep customers.

#### Who are you?

Have you been doing maintenance just to have

the opportunity to sell something else? Or do you do maintenance to just have some work for your best techs in the shoulder months? How do you think about maintenance? What is your motive? Do you want your business to be known as a maintenance organization or are you looking to be the cheapest guy in your market?

Over the years our maintenance program grew to well over half our business and easily brought opportunities for the other half of our business. We had a steady monthly income and during our slowest days of the year we still had the opportunity to help more than 20 customers. It wasn't easy but taking care of your friends and family is the most rewarding work. Our customers knew we had pure motives, and they saw us prove that every time they called.

I hope this article will encourage you to evaluate your motives and help you focus on customer care. Last month I mentioned that over the next three months we would be discussing the elements of High-Performance Maintenance Programs. Changing your motives is the first step. Focusing your business on taking care of people is a hard task.

The next two articles and the upcoming National Comfort Institute Summit 2023 will help you move forward toward becoming a High-Performance Contractor. See our web page for more information on Summit 2023, NCI's High-Performance HVAC Summit 2023 - [GoToSummit.com](http://GoToSummit.com). Just remember, "take care of the customers, they will take care of you" – Don Ball.

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

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

## HARDI 2022 Annual Conference Ignite Boasts Record-breaking Attendance

COLUMBUS, Ohio, January 5th, 2023— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded its Annual Conference Tuesday December 6th in Houston TX, with record-breaking attendance.

HARDI welcomed more than 1,840 attendees to Houston, including 536 wholesaler attendees from 187 companies and a sold-out Booth Program featuring 250 vendors to its 2022 Annual Conference, IGNITE in Houston, TX. This was the highest number of attendees in the history of HARDI's Annual Conference and a testament to the appetite the HVACR industry has for networking and educational content regarding trends, tools and practices that impact growth. "We are thrilled to see so many members come together to share ideas, grow and connect," said Allison Greene, Marketing Director, HARDI. "Our team worked incredibly hard to provide a collection of speaker content and networking opportunities that would enable our members to super-charge their strategic business planning as well as their personal

growth initiatives."

The event featured six keynote speakers whose presentations aligned with the conference's four main themes: Business Growth, External Impacts, Organizational Development and Personal Advancement. HARDI welcomed Billy Beane, Executive Vice President of Baseball Operations of the Oakland A's, whose engaging and informative presentation Moneyball: Lessons for Life & Business from Baseball's Best General Manager was highly attended and praised. Anirban Basu, Chairman and CEO of Sage Policy Group returned to the HARDI mainstage with a witty analysis of major factors shaping economic outcomes. The show concluded with comedian and actor Dion Flynn's interactive improv-centered keynote presentation which was rife with lessons about the art of connection.

The conference featured 26 breakout sessions, many of which showcased valuable insights and benchmarking data made possible by HARDI's Market Intelligence team. Four Regional Forecast sessions

examined how economic and regulatory factors will impact specific regions of the country in the coming months. The Voice of Supplier, Voice of Contractor, and State of the Channel sessions gave attendees a look at the association's yearlong research initiatives.

HARDI used the event as a platform to make important announcements regarding changes to its Board of Directors. In 2019, HARDI adopted a bold new governance model designed to take the growing association to yet another level of sophistication and scale. One of those changes included instating two-year Chair terms. It was announced that Rhonda Wight, Refrigeration Sales Corp, will become the first ever HARDI Chair to serve a second year.

Outgoing Board Members Scott Weaver, APR Supply and Carlton Harwood, Ferguson Enterprises were thanked for their exceptional and dutiful service. Additionally, HARDI's new slate of directors were unanimously approved by general membership, and will serve three-year terms, concluding at the 2025 Annual Conference.



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## HARDI Distributors Report 12.2% Percent Revenue Increase in November

COLUMBUS, Ohio, January 19, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 12.2% percent during November 2022. The average annual sales growth for the 12 months through November 2022 is 21.5% percent.

“The 12% sales growth during November was the slowest monthly increase since July of 2021,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The annual growth rate has been declining for four consecutive months and is losing its grip on that 20 handle.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, is near 43.5 days as of November 2022. “The DSO this month was comparable to the rate during November 2021,” said Loftus. “Pre-COVID the November DSO was near 49 days. As our economy moves beyond these COVID distortions we expect the DSO to move towards the normal pre-COVID pace, but that is not happening yet.”

“The annual sales growth of HARDI distributors is clearly slowing,” said Loftus. “This is a function of the unsustainable rate of price increases rolling over, the burden of higher interest rates on the overall economy, and being compared to the elevated level of activity last year at this time. These are tough comps.”

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

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry.

## Gemaire Distributors Host NAVAC Training in South Florida



Patrick Ahern-Gemaire, Bryan Schwartz-NAVAC, Jacques Leotaud-Gemaire, Andres Ponce-Target Sales, Eddie Abreu, Lemuel Knowles, Andy Pennell-Gemaire

During the month of January, Gemaire Distributors hosted a NAVAC Breakfast and Learn Training Seminar at three of their South Florida locations. On January 17th, it was at Doral, 18th it was Pompano, and the 19th it was at Rivera Beach location.

NAVAC and Target Sales sponsored the training, with Breakfast, Giveaways, and anyone who attended received 10% off any NAVAC Tools and an Extra 5% off NAVAC Tools, if the Tube Bender was preordered.

Bryan Schwartz, National Training Manager for NAVAC, facilitated the training. Bryan focused on the proper process of the HVAC evacuation. He started off with the system evacuation process of removing air, moisture, and other non-condensable



Bryan Schwartz, National Training Manager for NAVAC, gave a product demonstration on what you are measuring when performing an evacuation

gasses from inside a HVAC/R refrigeration piping system. Bryan also discussed what happens to refrigerant in a HVAC/R system if moisture is present and what process verifies a HVAC/R piping system can hold pressure.

It has been proven that in faster system evacuations, bigger vacuum pumps were not always faster, because vacuum pump performance will be limited by not removing schrader cores and the size of the vacuum hose used.

NAVAC provides a Single Hose Evacuation Kit/Rig which can achieve sub- 10-minute evacuations on 95% of residential HVAC systems\*.

\* Single hose vacuum rig/kit can be used on some light commercial HVAC systems.



Andres Ponce of Target Sales (center) giving out NAVAC product information to local contractors in attendance



There was a great turnout for the NAVAC Breakfast and Learn training at the Gemaire Pompano location

## Lennox Industries Introduces Groundbreaking Smart Home Innovation



RICHARDSON, Texas, Jan. 18, 2023 / PRNewswire/ -- Lennox Industries, a trusted home comfort solutions and energy efficiency innovator for over 127

years, announced the latest additions to its industry-leading suite of smart products with the launch of the Lennox S40 Smart Thermostat and accessories, including the Lennox Smart Air Quality Monitor and the Lennox Smart Room Sensor.

The Lennox S40 Smart Thermostat and accessories go beyond “smart” to ensure the most perfect air and peace of mind for homeowners by detecting air pollutants, customizing comfort by room, providing maintenance reminders and service alerts, and more.

“At Lennox, we believe the air in your home should be personalized to your degree of perfection,” said Quan Nguyen, Vice President and General Manager at Lennox Industries. “The Lennox S40 Smart Thermostat controls a one-of-a-kind, fully communicating system that seamlessly and intelligently works together to stay tuned into your home and deliver consistently perfect, healthy air.”

According to the “State of the Air” 2022 report from the American Lung Association, over 137 million people—are living in places with failing grades for unhealthy levels of particle pollution or ozone. Combined with the almost two-thirds of homeowners that have pets and over one-third with household members with allergies, the demand for clean indoor air is more important than ever. To combat poor quality air resulting from outdoor air pollution and other

allergens, the Lennox Dave Lennox Signature Collection digital HVAC system, when paired with the S40 thermostat and the Smart Air Quality Monitor, has the exclusive ability to detect air pollutants and trigger air cleaning on demand to ensure the healthiest air possible.

“The Lennox S40 Smart Thermostat is more than a temperature regulator; it is the command center for your entire Lennox system,” said Ingrid Berkley, Senior Product Marketing Manager, Controls & Indoor Air Quality at Lennox Industries. “The S40 Smart Thermostat monitors sensors throughout your home while ensuring a seamless user experience, bolstered by a variety of automation features.”

The suite of technologically advanced smart accessories launching alongside the S40 Smart Thermostat – the Lennox Smart Air Quality Monitor and the Lennox Smart Room Sensor – expand the sensing and automation abilities, and the interconnectivity of the technology for an unparalleled home comfort experience.

The Smart Air Quality Monitor detects and tracks particulates, carbon dioxide and volatile organic compounds (TVOC’s) inside the home. When poor-quality air is detected, it triggers the system to circulate and clean the air to ensure the healthiest air possible. The monitor is the only one on the market that enables on-demand ventilation, purification and filtration based on real-time air quality readings.

The Smart Room Sensor provides accurate temperature and humidity readings to the S40 Smart Thermostat and tells it how to balance temperatures across the rooms where the sensor is placed. When a room is in use, occupancy sensors keep the set temper-

ature. When it’s not, the sensors revert to a more energy-efficient temperature. Of the 37% of homeowners who work from home more often now than they did pre-pandemic, comfortable room temperature and clean indoor air are cited as the top factors that create an optimal work-from-home environment.1

The S40 Smart Thermostat and its associated smart accessories make achieving perfect indoor air a reality with features such as Feels Like™, automatic changeover between heating and cooling operation, and Precise Comfort® Plus, which create the temperature you want to feel, not just the temperature set.

Schedule IQ™ Technology, Smart Away™ geofencing capabilities and one-touch Away Mode ensure the S40 Smart Thermostat and connected equipment run as efficiently as possible by maintaining comfort when the home is occupied and saving energy when it is not. For homeowners who have made the switch to a smart thermostat setup or are interested in doing so, saving money on utility bills is recognized as a top motivator by approximately 90%.

Remote control of the home environment is one touch or voice command away with the S40 Smart Thermostat. Homeowners can monitor temperatures and schedules from anywhere in the world with the Lennox Smart Thermostat mobile app, available on the App Store and Google Play. With voice control technology cited as the top smart thermostat feature desired by homeowners, the S40 Smart Thermostat effortlessly integrates with a range of smart home devices – from premium smart home systems like Control4™ home automation to popular virtual assistants like Amazon Alexa and Google Assistant. visit: [www.Lennox.com/Residential](http://www.Lennox.com/Residential).



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# Presidential Address, Town Hall, and Committee Presentations

January 17th, 2023

ASHRAE Miami held their last meeting on Tuesday, Jan. 17th, 2023 at 12:00 pm at the 94th Aero Squadron in Miami, FL. It was the Presidential Address and the subject was titled “Securing Our Future” by Farooq Mehboob, ASHRAE Society President.

After the presentation was a Town Hall session where members brought their questions regarding Society and Regional activities, industry trends, global

business trends, etc. In addition to the Society President, our Region XII DRC (Director and Regional Chair), John Constantinide was also present and available for questions.

Following the Town Hall were two Committee presentations which covered areas affecting the practice of engineering. Technical Committees - TC (which determines the development of new, and changes to

existing ASHRAE Standards, Handbooks, research projects, and more) and Government Affairs - GA (which deals with the codes that are adopted by governments, policy positions and issues, communicating with elected officials and policy makers, and more).

The upcoming Miami Chapter meeting to be held on Feb 21 will include Thermal Energy Storage and the Inflation Reduction Act of 2022.



Tulia Rios, Farooq Mehboob - ASHRAE president, John Constantinide, Keiron Nanon, Sam Martin ASHRAE Miami president, Maria Acosta of Rheem



Alejandro Gutierrez of ICTB, Gary Bauer of Reliable Controls, Rolando Soto of Broward County, and Josh Barnhart of Carr Company



Sam Martin, ASHRAE Miami president introduces ASHRAE National president Farooq Mehboob to the members



There was a great turnout for the ASHRAE Presidential visit, Town Hall and Committee presentations in January



Adrian Sanchez of Tom Barrow Company, Jorge Mejias of Viega, and Alejandro Rivas of Rivas Engineering



John Constantinide, ASHRAE Region XII Director and Regional Chair with Tulia Rios of ASHRAE Region XII RMCR



John Constantinide, Region XII Director and Regional Chair answered questions regarding Society and Regional activities, and industry trends



Keiron Nanon, Regional Vice Chair, Young Engineers in ASHRAE, spoke with the members



ASHRAE's President, Farooq Mehboob, gave a presentation on “Securing Our Future.” a time of accelerated change and an era of unpredictability

# What's hot at AHR Expo booth C-6425 - The Chemours Company

The Chemours Company (booth C-6425), inventors of Freon™ and Opteon™, continues to harness the power of chemistry, along with nearly a century of innovation in the HVACR space, to provide strategic solutions across industries and applications including commercial and industrial refrigeration, commercial and residential air conditioning, mobile air conditioning, refrigerated transport, thermal management, and heat pumps, plus many others. Chemours' activities at the AHR Expo will focus strongly on providing support for the upcoming additional 30% reduction in HFC production and consumption—the next major step in the American Innovation and Manufacturing (AIM) Act phasedown starting January 2024. Chemours' exhibit and teams will offer insights about environmental and regulatory landscapes, the Chemours Opteon™ line of hydrofluoroolefin (HFO) refrigerants, and product options and opportunities to help individuals and companies make the refrigerant transition with solutions that best support the growth of their business. Experts including engineers, scientists, technicians, and sales support will engage with Expo participants to offer a variety of educational presentations, one-on-one consults, training sessions, and more.



Spotlight on Chemours Opteon™ XL41

The 2023 AHR Expo Innovation Awards winner in the Cooling category, Chemours Opteon™ XL41 (R-454B) refrigerant is an R-410A replacement, offering zero ozone depletion potential (ODP) and an approximate 78% reduction in global warming potential (GWP). One of the latest next-generation solutions in the Chemours Opteon™ portfolio, Opteon™ XL41 offers the optimal balance of performance, sustainability, cost, and safety in new air conditioning and heat pump applications and is classified as a low-flammability A2L refrigerant. Driven by the expectation that new equipment charged with Opteon™ XL41 will soon be rolling off assembly lines, Chemours first started taking orders in December 2022. With its zero ODP and minimal GWP, Opteon™ XL41 has already earned the attention of major OEMs, including Carrier, Johnson Controls, and Rheem, which have announced alignment with Chemours for the utilization of this product.

Expo participants are invited to stop by the booth to learn more about Opteon™ XL41 and talk with an expert to help map out the transition plan that is ideal for their business's compliance and success.

# New Gallo Gun® Cannon Blasts Open Drains



St. Louis, MO – Nu-Calgon has launched the Gallo Gun® Cannon, an inflatable drain opening accessory engineered to quickly and easily clear clogged 3/4" PVC condensate drain lines through the existing 3/4" tee. Designed to be used exclusively with Nu-Calgon's Gallo Gun, the Cannon works with vent opening, access fittings, or tees installed on the HVAC drain line and ensures clogged drain lines get cleaned the right way every time.

The Gallo Gun Cannon inflatable drain opening accessory is ideal for 3/4" PVC condensate drain lines. Simply drop the Cannon into the cleanout/vent tee on a drain line, push the trigger, and the Cannon will inflate, creating an airtight seal while the Gallo Gun instantly clears the clog in the drain line.

The patent-pending Gallo Gun Cannon works with the Gallo Gun CO2 drain opener, along with Mag 20 20-gram cartridges or Mag 16 16-gram cartridges.

For over 70 years, Nu-Calgon has been providing quality specialty products for the HVACR market. The company's complete line of products includes coil cleaners, descalers and refrigeration oils, as well as products for indoor air quality, water treatment, ice machine maintenance and other applications. When it comes to Nu-Calgon products, the name on the outside means quality on the inside. For more information, visit [www.nucalgon.com](http://www.nucalgon.com).





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## NFACCA 2022 Christmas Gala at the Florida Yacht Club in Jacksonville

The NFACCA Christmas Gala was held on Friday, December 9th, 2022, from 6-10 PM at The Florida Yacht Club in Jacksonville. It was a formal evening of fellowship, great food, Live music, and great prizes.

NFACCA members had a really fun time! The dinner sponsor was Nimnicht Chevrolet. The entertainment sponsor was Trane, and the dessert sponsor was Enterprise. The Grand Prize was sponsored by North FL HVAC. Tropic Supply and Johnstone

sponsored the Raffle Baskets. NFACCA is building relationships with successful contractors and industry partners. They provide resources regarding mechanical codes, regulations, and laws concerning the HVAC Industry.



## 3 Tips to Seal Up HVAC Wall Penetrations for Maximum Protection Against Mice and Rats



Mice and rats are one of the most common pests that can enter homes through small openings. To protect your home from an infestation, it is im-

portant to seal any potential entry points - including those around your air conditioning unit or heat pump system. The most common places mice and rats enter through are small openings such as cracks, crevices, and vents. To best protect your home from these unwelcome guests, it is essential to make sure that all potential entrances are securely blocked. Upon meeting entrance resistance, rodents are likely to move to a location that provides easy access to indoor areas. Here are 3 tips to help you do that:

1. Seal HVAC Wall Penetrations: An HVAC outlet wall seal product is highly effective for preventing rodents from entering your home. It works by covering any possible entry points, such as cracks and crevices, which can be used to gain access inside. The penetration seal product is typically made of durable and UV-resistant materials like rubber, plastic, or metal and it fits snugly around the outlets to cover them completely. These products also prevent other pests from entering via the HVAC wall penetration as they block off any potential hiding spots or nesting areas. Additionally, they offer an attractive way to block air leakage and moisture, and resist mold growth.

Both new and existing HVAC installations can effortlessly upgrade with Outset Seal's revolutionary adjustable wall penetration sealing solution, due to its

unique hinged closure. It comes with a flexible sleeve design that can reduce piping vibration and noise. With an HVAC outlet wall seal product in place, you can be sure that the outlets are sealed off, securely covered, and tightly closed to keep out any rodents.

2. Use Steel Wool and Caulk Around Wall Vents: The vents in your walls are a primary access point for rodents as they provide easy pathways between the inside and outside of your home. To prevent mice and rats from entering, you should fill any cracks or holes around each vent with steel wool before adding a barrier of silicone caulk over top to make sure all areas are sealed off. This combined approach will help ensure that rodents cannot squeeze their way into the interior of your property. If you live in a brick or stone home, be careful not to completely seal the vents that are an essential part of the construction. The vents can be filled, but make certain they allow airflow.

To choose the right steel wool and caulk for sealing wall vents, it is important to consider the size of the openings, which will determine the type of material needed. Steel wool comes in various grades ranging from very fine to extra coarse. For larger holes or cracks, a coarser grade should be used as it provides more coverage with fewer gaps. The finer grades are best suited for smaller crevices or thin spaces. When selecting a caulk, it is important to make sure that it can withstand both extreme temperatures and humidity levels. Silicone caulk is a popular choice due to its superior adhesion and durability in all climates and weather conditions. Additionally, a silicone caulk like RectorSeal general-purpose silicone sealant allows it to expand and contract along with changes in temperature without cracking or breaking down.

3. Install Window Screen Mesh Kit Over Fan Grills: The fan grills of AC units and heat pump systems should also be secured by installing kits such as window screen mesh in order to keep out rodents while still providing ventilation throughout the ductwork system. This is especially important if you notice gaps near where the piping connects together on either side of the fan grills, particularly when they are poorly sealed or too wide for a standard cover. In this case, a window screen mesh kit can be used to cover the fan grill and block any openings that could allow pests to enter your home. Screens should be sized so that the airflow to the HVAC unit is not blocked. Proper airflow is critical to the performance and efficiency of an HVAC system.

When selecting a window screen mesh cover for your fan grills, it's important to make sure it matches the size of the cover correctly - too small, and it won't effectively block out pests; too large and it might not fit properly - so make sure you measure accurately before purchase. Also consider purchasing additional screening products such as door sweeps or weather stripping for added protection around entry points like windows or doors where rodents are more likely gain access into your home.

Using the three tips in this article, you can easily protect your home from rodents by sealing any potential entry points. The HVAC outlet wall seal product is an effective tool to cover outside outlets and exterior covers, while steel wool and caulk around wall vents will help keep out mice and rats. Additionally, installing a window screen mesh kit over fan grills will provide ventilation without allowing rodent access.

# WHVACR MEET & GREET

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# NAVAC Introduces Industry's First Power Tubing Bender



NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and industry-specific items, has introduced the HVAC/R industry's first power tubing bender. The newest addition to the company's Break-Free® series of conveniently cordless tools, NAVAC's NTB7L Power Tubing Bender is designed to make a typically time-intensive chore far simpler, quicker, and more precise. The NTB7L joins the NTE11L Power Tubing Expander and award-winning NEF6LM Power Flaring Tool in NAVAC's family of battery-operated tubing tools.

For HVAC service technicians, bending large-diameter tubing is often a difficult, time-consuming task requiring high levels of attention and precision. Often, part of the frustration is removing the bent tube from a conventional bender mandrel. NAVAC's power tubing bender represents an exacting, time-saving solution to this often laborious process.

Suitable for seven distinct tubing sizes with outside diameters (OD) ranging from 1/4" to 7/8", the NTB7L Power Tubing Bender allows soft ACR copper to be bent to any desired angle up to 90 degree via a single press/release control switch, and offers simple OD size changes in just seconds. Upon a completed bend, the unit's baffle automatically ejects the tubing while the tool resets – eliminating the end-of-bend struggles common with manual applications.

Despite its light weight – the unit weighs just 6.2 pounds, including battery – the NTB7L Power Tubing Bender's large capacity lithium battery can power more than 100 bends per charge, and can be fully recharged in 30 minutes. NAVAC also offers a separately sold NTBRK Reverse Bending Kit.

"We're proud to be the first to offer an automatic tubing bender, which simplifies and expedites a long-standing pain point for busy HVAC service technicians," said Zhuk Zhang, Director of Products for NAVAC. "The BreakFree® NTB7L Power Tubing Bender is an efficient, versatile tool that we believe will quickly become a welcome addition throughout the industry."

# New Carrier AquaSnap 30RC Air Cooled Chiller Helps Maximize Building Space While Delivering Efficiency and Sustainability

CHARLOTTE, N.C., Jan. 10, 2023 — Carrier introduced today the all-new AquaSnap® 30RC air-cooled scroll chiller featuring Greenspeed® intelligence and R-32 refrigerant, which complies with Jan. 1, 2024 low global warming potential (GWP) requirements, with best in class energy-efficiency while delivering quieter operation within a tiered design for a broader operating range and design flexibility\*. Carrier is a part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

The AquaSnap 30RC was developed with advanced features to ensure performance and efficiency with a new compact tier unit design, providing customers with the option to choose the chiller that fits their business and sustainability needs. The optimizations boost the integrated part load values (IPLV) up to 18 for a wide range of applications from 60 to 150 tons using GWP R-32 refrigerant to further reduce impact on the environment.

The chiller's new compact tier design, with a physical footprint less than standard chillers, enables it to be deployed where space is tight without compromising performance. With the high cost of real estate, Carrier developed the smaller footprint chiller for a range of applications where optimum space utilization is crucial.

"With the development of the 30RC air-cooled chiller line, we continue our commitment of providing customers with the latest low GWP refrigerant to comply with pending 2024 requirements, while improving efficiency and keeping the flexibility and high efficiency we already offer with our legacy models," said Meredith Emmerich, Vice President, North

America Commercial HVAC, Carrier. "This allows customers to reduce energy costs, be compliant with the latest refrigerant regulations and have access to different coil and evaporator configurations, all in a small footprint. These benefits of the AquaSnap 30RC tightly align with our customers' sustainability goals, energy needs, cost pressures, changing business requirements, comfort needs and health concerns."

The AquaSnap 30RC with Greenspeed intelligence is ideally suited for office buildings, schools, data centers, hotels, hospitals and any other applications where quieter operation, high efficiency and a flexible footprint are requirements. This new model features variable frequency drives for the fan motors along with advanced PIC6 controls to obtain optimal chiller performance.

Energy efficient solutions like the AquaSnap 30RC support Carrier's 2030 Environmental, Social & Governance (ESG) goal to help its customers avoid more than one gigaton of greenhouse gas emissions. To learn more about the AquaSnap 30RC, visit [carrier.com/30RC](http://carrier.com/30RC).

Founded by the inventor of modern air conditioning, Carrier is a world leader in high-technology heating, air-conditioning and refrigeration solutions. Carrier experts provide sustainable solutions, integrating energy-efficient products, building controls and energy services for residential, commercial, retail, transport and food service customers. Carrier is a part of Carrier Global Corporation, the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions. For more information, visit [carrier.com](http://carrier.com) or follow @Carrier on Twitter.



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# LG Commercial Project Profile Bêp Vietnamese Kitchen

“Bêp” in Vietnamese means “kitchen,” which made it the perfect word for Adam Gilpatrick and his wife to use when naming their first restaurant, Bêp Vietnamese Kitchen, in downtown Holly Springs, North Carolina, a suburb of the state’s bustling capital of Raleigh. The locally owned restaurant offers a lively dining atmosphere serving authentic Vietnamese Street Delights, including familiar Phở selections, Bánh Mì, a variety of snacks, and an enormous selection of Boba Tea.

“Food has always been a way of life for our family — bringing us together to share meals and enjoy each other’s company,” said Gilpatrick. “I married into a Vietnamese family, and my mother-in-law often cooks big family-style meals, so Friday at my house may consist of 15 to 20 family members. It’s an open, informal, warm, and welcoming atmosphere, and we wanted to bring a lot of what’s at home — the familial feeling, comfort, and the food — to the restaurant.”

Bêp Vietnamese Kitchen is on the first floor of The Block on Main, a four-story mixed-use building featuring state-of-the-art offices and workspaces, retail, and dining. The 2,880-square-foot restaurant has a vibrant, modern aesthetic with an exposed ceiling and large windows, giving off a stylish and welcoming vibe. In addition to providing patrons with comforting food, Gilpatrick wanted to ensure that staff and guests alike could work and dine in a well-conditioned space. So, he engaged Durham-based Sunderland Engineering and its founder Gary Sunderland to help design a mechanical system that would provide the HVAC capabilities needed for a busy restaurant.

Sunderland connected with Jackson Willis, Director of Engineered Products at Raleigh-based Faulkner Haynes, to assist with the HVAC system design and source products that would meet the project’s comfort, ventilation, and energy efficiency needs and fit in with the overall aesthetic of the restaurant. The team devised a system consisting of LG’s Split Compact DOAS (Dedicated Outdoor Air System) and Variable Refrigerant Flow (VRF) technologies and integrated controls for a comprehensive solution. Properly heating, cooling, and ventilating a restaurant is critical to ensuring the comfort of the staff and patrons and providing them with good indoor air quality. In addition to requiring an HVAC system that delivered a comfortable and well-ventilated indoor environment, the team needed a versatile solution that would not necessitate traditional ductwork, given the restaurant’s footprint and desire for exposed ceilings. Because the restaurant is in a mixed-use building, each tenant has a specific amount of square footage available on the roof for HVAC systems. Structural roof limitations prevented using a packaged rooftop unit, which favors the utilization of the LG Split Compact DOAS. With limited rooftop and restaurant space, the HVAC system needed a small footprint and flexibility in placement to address design needs while still achieving desired performance.

“The piping length for the HVAC system was an additional challenge,” said Willis. “Because the restaurant is on the building’s first floor and the outdoor units are on the roof, we had to get the piping down from the roof and into the space without making too many modifications to the indoor or outdoor units.” Finally, restaurants carry a lot of overhead costs, so it was essential to have energy-efficient HVAC products to avoid any surprises or increases to the electricity bill. The restaurant also needed a product to manage multiple setpoints in several different areas due to the varying occupancy throughout the entire property.

“A restaurant where it’s hot and stuffy is a miserable experience, and I wanted to do whatever I needed to ensure we didn’t have that situation, especially as the key specialty item on our menu is hot soup, and the needs in the kitchen are very different than our

dining room, so I needed to have an HVAC solution that can tackle diverse loads said Adam Gilpatrick, owner of Bêp Vietnamese Kitchen.”

After carefully evaluating the criteria, Sunderland and Willis designed a flexible and efficient solution that would address the requirements of the restaurant, tackle challenges, and offer enhanced occupant comfort.

The seamless ability to integrate the LG Split Compact DOAS and LG Multi V™ 5 VRF products was a key benefit for Gilpatrick. The Split Compact-DOAS is equipped with a factory-embedded Heat Recovery Unit, which reduces installation time. This built-in feature eliminates the need for a separately purchased Heat Recovery Unit to incorporate Hot-Gas Reheat for high sensible load and hot weather applications. What’s more, LG’s Split Rooftop DOAS units provide 100 percent outdoor air in heating, cooling, and dehumidification modes. Working with LG Multi V VRF equipment, the award-winning LG Split Rooftop DOAS unit complements the LG VRF well and conditions fresh outdoor air indoors, without sacrificing energy efficiency.

“Because of the shared roof space, we were limited in how much of the area we could utilize. One of the advantages of the Split Rooftop DOAS and

VRF system is the link between indoor and outdoor components. And the ability to select system sizes that met aesthetic needs and piping lengths was critical, said Gary Sunderland, Owner of Sunderland Engineering.”

The team used LG’s Mid-Static Ducted M3 Chassis for air handling to address the restaurant’s high, exposed ceiling. The Mid-Static Ducted M3 Chassis are installed in the ceiling and operate quietly, which is vital in a restaurant setting. In addition, the LG Split Compact DOAS eliminated the need for extensive ductwork running throughout the space. Conventional HVAC systems with mixed air require ductwork to return to the rooftop unit. By decoupling the ventilation load utilizing LG’s Compact DOAS, the restaurant was able to eliminate return air ductwork back to the unit. Additionally, with the indoor units and the Split Compact DOAS the restaurant was able to distribute air evenly and by zone, resulting in a much shorter supply and return ducting per indoor unit.

Keeping electricity costs down was paramount to Gilpatrick. He noted, “I was a bit worried my electricity bill was going to be high, but this is not your 1980s HVAC system. It is very efficient.”

The LG integrated controls also helped Gilpatrick address the restaurant’s electricity costs. The LG AC Smart 5 control solution allows owners to access the units and incorporate the interlock function—a utility that increases energy-saving opportunities by providing more control and visibility into equipment settings, like indoor and outdoor temperature/humidity, and operating status.

Gilpatrick also liked the MERV 8 filters included as standard with LG’s Split Compact DOAS as they help filter particulates and provide the ability to upgrade to 2” MERV 13 filters if or when needed.

In selecting and installing the LG DOAS and Multi V VRF system, Gilpatrick was able to get a total building solution that is flexible, energy-efficient, brings outdoor air into the building, and does not rely on natural gas heating or electric resistance heat.

“Since opening we have had a consistent stream of business. The reviews for the food and the space itself have been overwhelmingly positive. The LG systems have kept the restaurant comfortable and helped with ventilation and indoor air quality, which has allowed us to focus on the business and our customers rather than worry about the HVAC,” said Adam Gilpatrick, owner of Bêp Vietnamese Kitchen.”



## National Air Duct Cleaners Association Publishes White Paper on Inspection and Cleaning of Open Air Plenums

MT. LAUREL, NEW JERSEY [January 24, 2023] — The National Air Duct Cleaners Association (NADCA); also known as the HVAC Inspection, Cleaning, and Restoration Association; today announces the publication of a white paper on methods of inspecting and cleaning open air plenums.

The paper addresses common contaminants found in open air plenums that can adversely impact the conditioned space, and provides guidance for the inspection and cleaning of those areas.

Open air plenums are found in both commercial and residential settings and consist of intended non-ducted air pathways formed in building cavities, voids, and spaces outside of the occupied zone of buildings. By design, they facilitate airflow between HVAC equipment and the occupied space of a building, and often contain building elements such as mechanical (HVAC), electrical, plumbing, gas piping, fire protection, sewer, and telecommunications systems that are essential to the operation of the building or residence.

Open air plenums are typically unfiltered spaces, and can contain dust, dirt, debris, asbestos, lead, animal and insect by-products, microbial contamination, and a broad range of hazardous chemicals and materials. The accumulation of contaminants in an air plenum can cause indoor air quality issues that potentially pose health risks to the occupants of the building.

“As the authority in the industry, NADCA has developed this white paper to provide recommended approaches to inspecting and cleaning open air plenums. These spaces are often overlooked when cleaning HVAC systems because typical duct materials like ductboard and flex duct may not be present. Unlike sealed ductwork, open air plenums can be used for purposes other than to facilitate a pathway for air circulation, and often contain items unrelated to the HVAC system,” said Paul Keller, Jr., ASCS, NADCA Board member.

Open air plenums should be inspected and cleaned periodically since airflow throughout these spaces can create an increased risk of contamination, odors, condensation, microbial growth, and other conditions that may require attention and cleaning.

NADCA’s Open Air Plenums white paper is available for download at <https://www.nadca.com/resources/nadca-white-papers>.

## HARDI 2022 Annual Conference (continued from page 18)

HARDI New Directors: Lauren Roberts, cfm Distributors, Kansas City, MO (2nd term); Steve Roe, Heating and Cooling Supply, Waterloo, IA; and Kevin Baxter, Munch’s Supply, New Lenox, IL. “A key attribute of our governance model is a very strategic nomination process in which we inform the membership what kinds of skills and talents the Board is prioritizing for the next class. This results in multiple exceptionally well-suited nominees and ultimately makes for a difficult nomination process, which we think is a great problem to have. Kevin, Steve, and the return of Lauren for a second term, are perfect expressions of the process and are already making valuable contributions to the Board and HARDI,” said HARDI CEO, Talbot Gee.

Finally, HARDI recognized 20 graduates from its Emerging Leaders program. “Program participants from distributor and supplier member companies have worked incredibly hard over the course of a 3-year curriculum to develop their executive skill sets, and we’re honored to be able to recognize them for their achievements in front of a large audience of their colleagues and friends,” said Nick Benton, Vice President of Operations, HARDI.

Next year’s Annual Conference will be held in Phoenix, AZ at the JW Marriott Desert Ridge, December 2 – 5.



# Embraco Brings to AHR Expo a Case Study with 34% Energy Savings in Ice Machines



Michel Moreira

January 2023 - Embraco, a global provider of refrigeration technology for the complete residential and commercial cold chain and a Nidec Global Appliance's brand, is bringing to the AHR Expo 2023, in Atlanta (USA), from February 6-8, at booth #B2339, the results of a case study with an ice machine that reached 34% energy savings after having its compressor switched.

In the study, a model using R404A refrigerant was replaced by the Embraco EMX compressor, which runs on natural refrigerant R290. The exchange also provided a gain of 35% in ice production.

"For us, the study demonstrates that the migration to natural refrigerants is the next trend for the ice machine market, since it is a win-win situation: energy costs reduction and productivity increase combined with lower environmental impact, because R290 has a global warming potential (GWP) close to zero, whereas the GWP of R404A is 3,922", explains Michel Moreira, Sales Director for the North American Region at Nidec Global Appliance, responsible for the Embraco portfolio. "It is also a future-proof solution, as it is suitable for current and expected legislation setting limits on the GWP (Global Warming Potential) of refrigeration equipment", he adds.

This year at AHR, Embraco's participation will have a special focus on the food service and after-market segments' applications and needs. That is why this case study is one of the highlights and the EMX and its features will be among the solutions displayed at the show. It has a range of equivalent displacement from 4cc to 9.5 cc and cooling capacity of up to 2,985 BTU/h (ARI MBP). Besides ice machines, it is suitable for a variety of applications such as under counters, professional kitchen's reach

in freezers and coolers, bottle coolers, and beer merchandisers, thanks to the high starting torque motor (also suitable for thermostatic expansion valve) and the high efficiency.

For ice machines as well as other food service applications that demand higher cooling capacity, Embraco will highlight the NEX and NTX compressors. The first reaches up to 21 cc and 6,480 BTU/h of cooling capacity, whereas the NTX reaches up to 33 cc and 10,200 BTU/h (ARI MBP).

The AHR will also be the place for visitors to know more about Embraco's future variable speed reciprocating compressor for large food retail applications in low and medium temperature (LT and MT), the VNEX. It is large enough to cover up to 5 door reach in commercial freezers and large open air refrigerators, and offers the highest cooling capacity and energy efficiency of its class. By its side, other Embraco variable speed compressors will be at the show, such as the VEMT and the FMFT. The trio covers a wide range of applications in merchandisers, food service, and food retail, offering to these segments the advantages of variable speed technology (also known as inverter).

Variable speed compressors come with an embedded set of electronics that control the compressor's working speed according to the refrigeration equipment's demand, and the energy saving can reach up to 40% compared to a fixed speed compressor, depending on the application. "Variable speed is the best way to balance energy and food preservation regulations and requirements in the food service segment, specially in low temp applications", states Moreira.

Embraco will also showcase at AHR its condensing units portfolio. "We see that refrigeration equipment manufacturers [OEMs] for food service can greatly benefit from cooling solutions that come ready to install into their applications. In this scenario, instead of offering only the compressor, we deliver different sets of high level of assembly, from a basic condensing unit, complete ones, to a whole refrigeration unit, already pre-charged with refrigerant", says Moreira. "It not only saves time

for our customers, eliminating the need to buy and assemble multiple parts, but also allows them to focus their labor force on their core business, utilizing just one part number instead", he adds. Embraco will present a portfolio of condensing units at the Expo, from standard models to customized ones, with a wide range of sizes and cooling capacities.

Since contractors and refrigeration technicians compose a great part of AHR Expo's public, Embraco will also take the opportunity to display at the show its robust portfolio for the after market, including compressors, standard condensing units, and components such as the universal inverter, start relays, capacitors, and overload protectors.

For those interested in knowing more about natural refrigerants, the expert Marek Zgliczynski, Research and Development director at Nidec Global Appliance, will be the speaker at the presentation: "The Evolution of Compressors and Related Applications in Household and Light Commercial Refrigeration with Natural Refrigerants". It will be held on February 7th, at 8:40 to 9:00 AM (EST), as part of the Ashrae Winter Conference, a parallel event to the AHR Expo.

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. Its solutions are differentiated by innovation that exceeds customer's most challenging expectations. Embraco is part of Nidec Global Appliance, a platform of Nidec Corporation. Further information at [www.embraco.com](http://www.embraco.com)



## Newly Released ASHRAE 90.1-2022 Includes Expanded Scope For Building Sites

*Major additions appearing for the first time in a minimum-efficiency U.S. model energy standard or code*

ATLANTA (January 25, 2023) – ASHRAE has released its latest version of its benchmark energy efficiency standard, ANSI/ASHRAE/IES Standard 90.1-2022 - Energy Standard for Sites and Buildings Except Low-Rise Residential Buildings. The latest version includes an expanded scope for building sites and major additions appearing for the first time in a minimum-efficiency U.S. model energy standard or code.

"We have identified some ambiguity in the standard by offering guidance on regulating only buildings and not sites," said ASHRAE Standing Standard Project Committee 90.1 chair Don Brundage. "Examples include exterior and parking lot lighting, which if not provided through the main electric panel in the building, were not within the scope of Standard 90.1 previously. Including sites also clarifies that onsite renewables could count as credits towards energy usage across the entire building project, even if located in a parking lot or other onsite location, not only with in the footprint of the building. We are continuing to improve efficiency and reduce energy use through updates to Standard 90.1, meeting the needs of the design community and keeping Standard 90.1 pertinent, as demand grows for reduced energy use and carbon emissions."

- Further major additions to Standard 90.1-2022 are as follows:
- A minimum prescriptive requirement for

on-site renewable energy. This change is representative of a more widely adopted shift to renewable energy.

- An optional Mechanical System Performance Path allowing HVAC system efficiency tradeoffs based on the new total system performance ratio (TSPR) metric.
- New requirements to address the impacts of thermal bridging.

Additional highlights of Standard 90.1-2022 include:

- New energy credit requirements for a customized approach to improving energy efficiency.
- New informative guidance for using carbon emissions, site energy, or source energy as alternative performance metrics to the current energy cost metric.
- Significant efficiency increases in IEER for commercial rooftops and a new SEER2/HSPF2 metric for <65K sized air-cooled heat pumps.

Brundage explained that efficiency increases in IEER for commercial rooftop units provide substantial cost-effective energy savings, and as a side benefit encourages variable speed operation, which helps improve dehumidification performance in humid climates. With these updates, industries and ASHRAE 90.1 have worked together to continue to improve the efficiency of the HVAC equipment and

processes used in buildings.

These updates demonstrate that Standard 90.1 continues to work with industry stakeholders to drive improvements in the efficiency of HVAC equipment and processes used in buildings.

"The SEER2/HSPF2 metric change aligns performance measurement of products regulated by Standard 90.1 with the very similar and much larger market of single-phase <65K products, regulated as consumer products by the U.S. Department of Energy," Brundage added. "Other than operating on 3 phase power rather than single phase power, they are essentially the same products and should be evaluated using the same performance metric."

To purchase Standard 90.1-2022, visit [ashrae.org/bookstore](http://ashrae.org/bookstore) or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields. As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.





# 4th Annual HVACR Training Symposium at Kalos Facility in Clermont Florida January 19-21, 2023

Another awesome attendance for the 4th Annual HVACR Training Symposium at the Kalos facility in Sunny Clermont Florida on January 19-21 This was a structured conference with classes and demos going on throughout each day from 8AM to 5PM with many opportunities to network with industry friends.

This was a limited event with only 200 total in attendance. There were many who purchased virtual

tickets. Content will be available immediately after livestream and will be hosted online for 60 days for both In-person and virtual attendees.

The format was two full days of training and the third day was an Expo day with tables setup in the main tent and around the grounds with vendor booth interviews, and live product demos taking place throughout that day. There were over 30 different

teachers and instructors covering a multitude of topics from System Evacuation to Dehumidification, and Net Zero homes too.

MeasureQuick and ACCA were the title sponsors for the symposium followed by Tru Tech Tools and SmartAC was the Food & Beverage sponsor. This event was over the top! New relationships with the best in the trade as well as some excellent training!



Jim Bergmann and Bryan Orr welcomed everyone to the 4th Annual Training Symposium



Rick Sims spoke on "Multi-family Matters" Building and Installing the HVAC system correctly when more than one unit is used



Andrew Ask, Nikki Krueger, and Ken Gehring presented an in depth look on Dehumidification and Air Conditioning as it relates to moisture removal



Diane Liem of Fieldpiece, Mike Winkel of Cain Sales, Tony Gonzalez of Fieldpiece



Ty and Perla Branaman with Andrew Greaves and Keith Keller of NAVAC



Chris Hughes of TEC and David Richardson of NCI gave a presentation on "Old Tricks and New Dogs"



Alex Zangari, Mark Hucko, and Nick Stojkovski of Inficon



The Kalos - Symposium Team! Making it all work behind the scenes!



Nikki Krueger and Kenneth Stalls of Santa-Fe Dehumidifiers



Earl Miller of Uniweld Products, Gil Ledoux and Sal Hamidi of PED Associates



Dominick Guarino of National Comfort Institute, John Hoehn of Duckling, and Bill Spoon of Tru Tech Tools



Scott Mieras and Jim Kitchen of DiversiTech, Taylor Barnett of Wade Htg & Air, Keith Dobbs of Dobbs AC, Ken Smith of Ace Cooling & Heat



Jim Jansen, Mallory David, and Dennis Setchfield of Parker Sporlan



Amy Grafph with Fidel Martinez and Jim Fultz of Emerson - White Rodgers



Jeffrey Cherif of JB Industries, Inc



## RectorSeal® Appoints Repco Sales of Georgia to Represent Plumbing Products

Houston, TX, January 23, 2023 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories and a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], proudly announces that Repco Sales of Georgia is now a RectorSeal representative for plumbing products and solutions.

Repco Sales of Georgia is a premier manufacturer's representative for industry-leading manufacturers. Repco Sales was founded in 1989 with the determination and tenacity to provide excellent customer service for its manufacturers in the Georgia market. Repco serves architects, engineers, and wholesalers, as well as contractors in the fire protection, waterworks, and plumbing/mechanical fields.

"Repco has a legacy providing a high level of customer support and professionalism that aligns perfectly with RectorSeal," said Jeff Underwood, Senior Vice President, Sales and Marketing at RectorSeal. "In effect, we both share a common goal. Our organizations limit their product lines to include only the most trusted, reliable, and dependable offerings."

Headquartered in Woodstock, Ga., Repco team members are dedicated to providing customers with sales support, marketing programs, and high-quality representation. By optimizing customer satisfaction, they build strong working relationships with leading manufacturers. For more information, visit [www.repcosalesofga.com](http://www.repcosalesofga.com).

Following the announcement, James Sulko, Principal at Repco Sales of Georgia, said, "Our team at Repco is proud to partner with RectorSeal and their superior portfolio of industry-leading, exceptional plumbing products, and solutions. Representing RectorSeal perfectly complements our team's objectives and strengthens our company's offering."

Sulko adds, "If you are a plumbing distributor looking to carry RectorSeal's plumbing products, our experienced and knowledgeable staff is eager to hear from you."

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

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

RectorSeal, LLC, a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI], is a leading provider of quality solutions for the professional trades serving the heating, ventilation and air conditioning (HVAC/R), plumbing, electrical, and construction markets. For more information about RectorSeal's innovative products and brands that increase efficiency and improve reliability, please visit [www.RectorSeal.com](http://www.RectorSeal.com).

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## National Ladder Safety Month: The Perfect Time to "Step Up" Employee Training

**150+ workplace fatalities and 22,000 injuries can be prevented**

January 20, 2023—According to the U.S. Bureau of Labor Statistics, ladder deaths accounted for 161 on-the-job fatalities in 2020, the most recent year for which statistics are available. That same year, there were 22,710 ladder-related workplace injuries, an injury stat that has remained relatively constant over the previous several years. The point is, ladder safety is a serious topic, with a staggering cost to business and even worse impact on families that lose loved ones.

March is National Ladder Safety Month, spearheaded by the American Ladder Institute (ALI). This, its seventh year, will focus on four key themes:

Week One – Choosing Your Ladder

Week Two – Safety Before the First Step (Inspection and Set Up)

Week Three – Safety While Climbing

Week Four – Safety at the Top

ALI believes ladder accidents are preventable with thorough safety planning, training, and continuous innovation in product design. The more people, organizations, and businesses that get involved, the wider the message spreads, and the more people learn about proper ladder safety.

ALI's Ladder Safety Training site, <https://www.laddersafetytraining.org/>, makes safety training easy

with an organized curriculum, a video and resource library, and free registration.

Because every life saved is precious, the goals of National Ladder Safety Month are to decrease the number of ladder-related injuries and fatalities, increase the number of ladder safety training certificates issued by ALI, increase the frequency that ladder safety training modules are viewed on <https://www.laddersafetytraining.org/>, lower the rankings of ladder-related safety citations on OSHA's yearly "Top 10 Citations List," increase the number of in-person ladder trainings, and increase the number of companies and individuals that inspect and properly dispose of old or damaged ladders.

Every step matters. From step stools to extension ladders, make sure you're putting the right foot forward. This March, National Ladder Safety Month, is the perfect time to step up ladder safety efforts and direct employees to take courses on <https://www.laddersafetytraining.org/>.

Founded in 1947, the American Ladder Institute (ALI) is a not-for-profit trade association dedicated to promoting safe ladder use through ladder safety resources, safety training, and the development of ANSI ladder safety standards.



# NADCA to Host 34th Annual Meeting and Exposition in New Orleans



MT. LAUREL, NEW JERSEY [January 12, 2023] — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — today announces that its 34th Annual Meeting & Exposition will take place March 27-29, 2023 at

the Hilton Riverside in New Orleans, Louisiana.

The industry's largest annual event will bring together a diverse group of professionals involved in the inspection, cleaning, and restoration of HVAC systems. With industry-specific certifications, educational sessions, and networking, the Annual Meeting is perfect for air systems cleaning specialists, mold remediators, HVAC inspectors, or anyone interested in the comprehensive field of HVAC system cleaning. Attendees will gain insights into emerging technologies, the latest trends, proven ways to build and grow duct cleaning businesses, and best practices based on current literature and evidence-based standards.

"This year's program continues our focus on training and education, with outstanding content for technicians and business owners," said Jodi Araujo, CEM, NADCA's Chief Executive Officer. "It's important that HVAC professionals continue to learn and network with industry peers and learn best practices from industry experts. Attendees from both established air duct cleaning businesses and new companies entering the industry will have access to incredible educational sessions. No one offers better professional development and networking opportunities than NADCA."

Educational session topics include:

- Healthy Buildings / Healthy People: The Importance of Indoor Air Quality
- How to Grow Residential HVAC Cleaning Businesses
- Improving Work Quality and Production Efficiency
- Emerging Technologies
- Using CVI certifications to Generate More Business
- Understanding Static Pressure
- Employee Hiring and Retention

"Attending the NADCA Annual Meeting and Exposition is one of the most convenient ways for technicians to earn Air Systems Cleaning Specialist (ASCS) or Certified Ventilation Inspector (CVI) certifications," Araujo continued. "We offer the certification training courses and the opportunity to sit for the certification exams during the event. Plus, several of our educational sessions are eligible for continuing education credits necessary for certification renewal."

Technicians seeking the Air Systems Cleaning Specialist (ASCS) or Certified Ventilation Inspector (CVI) certification will have the opportunity to participate in the pre-conference training courses on Monday, March 27, with exams for both certifications offered on Tuesday, March 28.

The conference will also feature educational sessions that provide attendees with the opportunity to gain continuing education credits (CECs) necessary for certification renewals.

In addition, the event will feature the always-popular exhibit hall, providing attendees with an up-close-and-personal view of new and innovative technology, equipment, and services available for the HVAC cleaning industry.

NADCA's 2023 Annual Meeting and Exposition is scheduled for March 27-29. To register or learn more about the event, including a detailed program agenda, visit <https://annualmeeting.nadca.com>.

## Johnson Controls at the 2023 AHR Expo

(Continued from Page 6)

- A full range of temperature, pressure and humidity controls from the PENN commercial refrigeration line
- Several new HVAC Controls and Critical Environment Controls advancements, including the rereleased FMS-2000C Critical Environment Controller, which ensures laboratory and healthcare settings are safe for all occupants through continuous room pressure and airflow verification

In addition to sustainability, occupant health and comfort also remain a high priority. Johnson Controls-Hitachi will showcase its innovative FrostWash™ technology that removes hidden impurities safely and effortlessly and improves indoor air quality. The company will also provide a sneak peek of the new, all-in-one heat pump that uses water for heating, cooling and domestic water heating. It provides a compact solution to year-round comfort without sacrificing power or efficiency. The heat pump also uses a low-GWP refrigerant thanks to its self-contained outdoor unit, which also enables easy installation.

The prototype system for the next evolution of heat pumps from Johnson Controls-Hitachi will also be on display. The hybrid system is composed of two heat sources — the primary source being an electric, mini-VRF heat pump and the secondary source being the gas furnace — that allow for greater efficiency during peak heating months, utilizing the second heating source instead in extreme conditions with low-ambient temperatures.

To learn more, visit Johnson Controls at the AHR Expo at booth B1617 and C5442 or go to <https://www.johnsoncontrols.com/ahr>.

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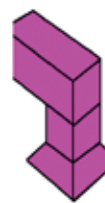
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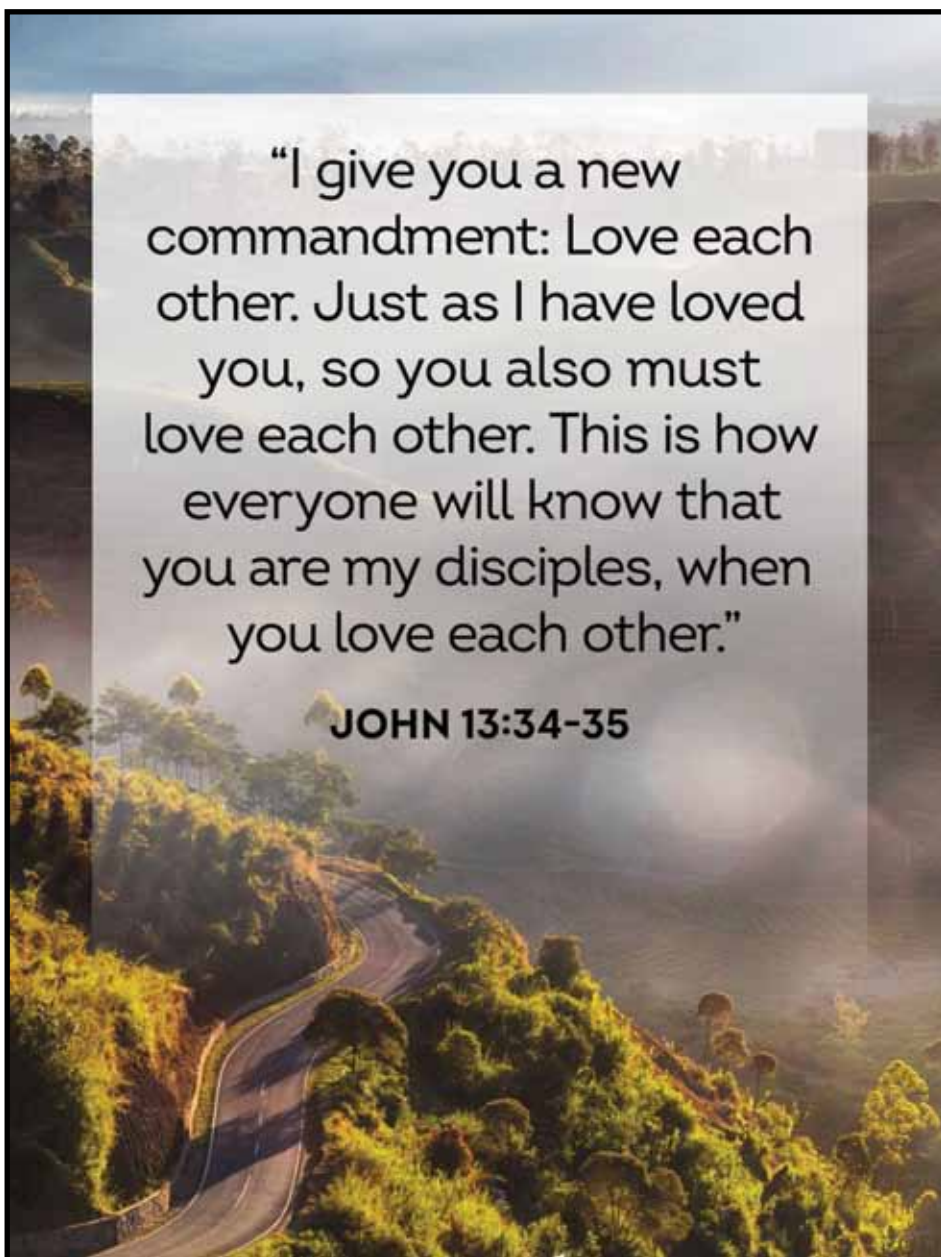
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"I give you a new commandment: Love each other. Just as I have loved you, so you also must love each other. This is how everyone will know that you are my disciples, when you love each other."

**JOHN 13:34-35**





UPCOMING EVENTS



### 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.

#### SPONSORSHIPS

All sponsors will receive signage at the tournament in addition to recognition on the PBACCA website and event promotions.

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Yellow Jacket	6

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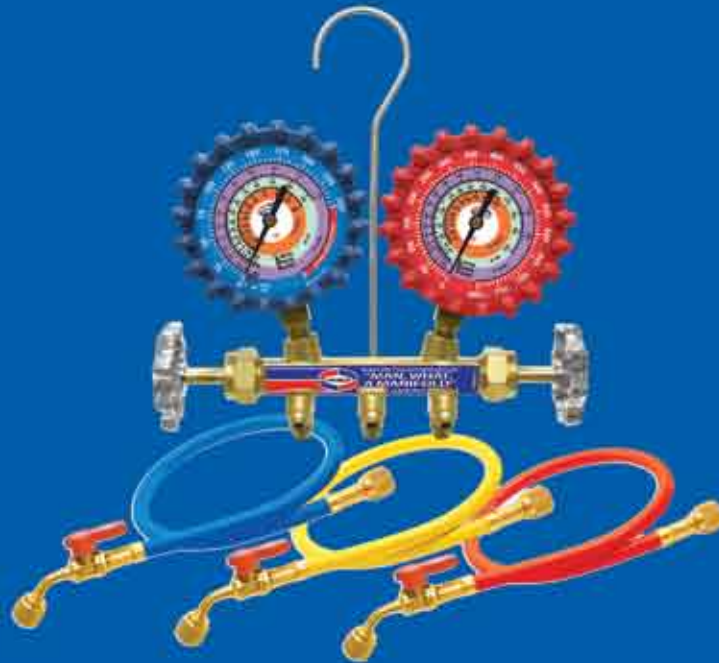
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