

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



RGF Hosts Contractor Appreciation Party on the Rooftop of Reverb by Hard Rock (see page 14)



AHR Expo at the Georgia World Congress Center in Atlanta, GA (see pages 16, 23, B10)



PBACCA Hosts 1st Clay Shoot at the OK Corral Gun Club in Okeechobee, FI (see page 8)





Gemaire Distributors Ft. Myers Celebrates Their Grand Reopening (see page 21)

Ductless Products Focus Issue

Heat Pump Technology Ductless Products are the Focal Point for 2023



Publisher

"Heading into 2023, heat pump technology will continue to gain momentum in the overall HVAC market, and VRF technology is well positioned to take advantage of this," said Steve Scarbrough, senior vice president and general manager, LG Air Conditioning Technolo-

gies USA. " The electrification trend is moving America away from fossil fuels to cleaner heating and cooling technologies like heat pumps, and LG is proud to lead the way with our extensive line of high performing, energy efficient product innovations that were on display at AHR 2023."

LG's Multi V i is a redesigned, innovative, intelligent, and interactive VRF all-electric cooling

and heating system. The Multi V i includes many enhanced specifications and new features, including an Artificial Intelligence (AI) Engine, Edge computing architecture, real-time weather-based control, and remote software and firmware upgradability.

Multi V i marks LG's next-generation VRF system with a single refrigerant circuit that con-

nects many indoor units to one outdoor unit. It provides options to maximize energy efficiency while minimizing operational costs for various commercial applications. The Multi V i's capacity capabilities range from 6 to 44 tons in single and dual frame modular configurations offering engineers and building owners flexibility in performance and

As an industry leader in inverter heat pump technology, Daikin continues to expand its residential and commercial offerings with products engineered to provide a highly efficient source for allelectric, nonfossil fuel burning heating, even in subzero climates. Inverter heat pumps are core to the company's decarbonization strategy. Daikin offers an extensive lineup of both residential and commercial inverter heat pump systems, providing immense flexibility for both ducted and ductless applications. Daikin's residential products range from mid-tier Daikin Fit side-discharge condensers with efficiencies up to 16.2 SEER2 and 8.5 HSPF2 to high-end DZ9VC inverter ducted systems with efficiencies up to 22.5 SEER2 and 8.2 HSPF2.

Daikin recently launched VRV EMERION for commercial applications, providing either heat pump or heat recovery inverter technology. Heat recovery systems provide simultaneous heating and cooling to both indoor ducted and ductless units that can be scaled to capacities of up to 40 tons with up

to 64 indoor units connected to a single system.

With efficiency first, Daikin is able to address a wide range of customer challenges while leading the HVAC industry toward an environmentfriendly future. At the AHR Expo, Daikin showcased its continuous dedication to developing products that have improved environmental features, and "perfect-

ing the air we share," with a focus on inverter heat pumps, connected intelligence, indoor air quality (IAQ) solutions, and next-generation refrigerants.

Daikin makes careful choices when it comes to refrigerants, weighing safety, environmental impact, energy efficiency and cost effectiveness. The company's research shows that the low-global warming potential (GWP), combined with the high capacity and efficiency of R-32 refrigerant makes it the right choice for customers and the environment.

go to page 6



Federal tax credits are here, and large rebates are on the way. With so much funding available for heat pump installation, make sure you have the

tools to effectively install, commission, and maintain heat pump systems.

Alex Rees of the United States Department of Energy (DOE) along with Charles Degan, Christian Valoria, and Jamie Kono of the Pacific Northwest National Laboratory (PNNL) will be presenting "Get Heat Pump Ready with the Dept of Energy" during the National HVACR Education Conference, being held March 20-22, 2023, at the South Point Hotel in Las Vegas, Nevada.

During this session, attendees will

learn about the Department of Energy programs and research on heat pumps, including the cold climate heat pump challenge, a database of extended heat pump performance data, and a decision tool to help guide contractors through sizing and selecting a cold climate heat pump. Hear about smart diagnostic tools that can help streamline the commissioning and troubleshooting process, and about opportunities for whole-home energy retrofits and HPWHs.

If you are not already registered, the National HVACR Education Conference allow you to hear directly from the Department of Energy, Environmental Protection Agency, industry associations, leading manufacturers, and other subject matter experts. Learn more about the conference and register at escogroup.org.

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Boynton Beach FL Wednesday 3/29 Lunch Served

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Four Questions to Start Your Spring

Ruth King's Contractors Cents



Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

February and March. These can be "bad words" in our industry. We generally celebrate when either one, or both, of these months are over. Take this slower time to get ready for a strong spring and summer season. When April/May hits, it's probably too late to get started. What would make this spring different than those in the past?

First, know where you are starting:

- 1. How many maintenance plans do you have?
- 2. What is your renewal rate?
- 3. How many new maintenance clients do you enroll as a percentage of the non-maintenance customers you visit?
- 4. How many replacement leads do you get from maintenance and non-maintenance customers?

Let's answer each question:

1. How many maintenance plans do you have?

The answer to this question might not be as easy as you think. If you said, "I'll just look at my software," you might not be getting the true story.

I've seen so many systems where the maintenance plans have not been entered correctly so that you get accurate data out. And, how do you know that the number of maintenance clients your software says you have is the right number? How many are up for renewal? How many have NOT been renewed? And, what happened with those customers who were up for renewal last month and didn't renew? Did the software automatically drop them off the list?

Getting the real answer might take auditing the software against the actual maintenance program enrollment forms. It's worth checking.

2. What is your renewal rate?

It makes absolutely no sense to enroll 100 new maintenance clients and lose 40 who don't renew the next year. You can be almost sure that this will happen if you enroll a customer because of a large repair bill and never talk to that customer during the year to

subtly remind them the benefits of maintenance.

Your renewal rate should be 80% or higher. A few of the contractors I work with have renewal rates over 90%. The people who don't renew are usually those who move or pass away.

If your renewal rate is less than 80%, the goal should be to get the renewal rate to at least 80% or higher in 2019. Talk with your clients – through emails, through postcards, through newsletters, etc. If you don't want to do it yourself, check out Continuity Programs (www.continuityprograms.com). They've got a "made for you" program that you don't have to think about. It automatically communicates each month

Also, remember to put stickers on the indoor and outdoor units as well as on the breaker box. You want your company name and phone number to be seen if there is a problem!

Customers should also have jar openers, magnets, chip clips, pizza cutters, or other give aways that stay in the kitchen and get used. All of these items should have your company name, phone number, and website address on them.

3. How many new maintenance clients do you enroll as a percentage of the non-maintenance customers you visit?

If you know that, on average, you visit 10 non-maintenance customers and enroll three of them, then about 30% of your non-maintenance customers will enroll in your maintenance plan. Also look at this statistic by technician. If there are some technicians better at enrolling than others, make sure those technicians go to the customers who don't own maintenance plans!

4. How many replacement leads do you get from maintenance and non-maintenance customers?

If you are not getting any leads from your service technicians' visits to homes and offices you have a ma-

jor problem. Your service technicians are your eyes and ears in homes and offices. They are considered the experts. Hopefully they believe in high efficiency equipment and not fixing parts (I knew a technician who used to file the points on contactors rather than replace them!).

Technicians should provide replacement leads. You should know how many leads are generated from how many calls the technician ran. Again, if you have great lead generating technicians you should send them on the older equipment calls.

Your sales people should close 80% or higher of the maintenance leads they receive. The closing ratio will be lower for non-customers and customers who do not own maintenance plans.

February was this contractor's worst month of the year. We decided to do something about it. We looked at the February monthly revenue for the past three years. Then we chose a minimum revenue goal that was a stretch but not impossible to attain.

We presented the idea to the entire team. We told them what the numbers had been in the previous years. Then we asked them what they thought the company could do if everyone pitched in and came up with ideas that could be executed. (We didn't tell them what we came up with). The group came up with a higher revenue number than we were willing to accept. It was a stretch but no one thought it was impossible to achieve.

Assuming the company reached the goal, the owner would take everyone and their spouses/significant others out for a steak dinner at a great steak restaurant in town. And, the company paid for the babysitters... so that everyone could go and enjoy an evening out.

What happened? Everyone came up with ideas and leads. They were implemented and great results occurred. The company met the goal and everyone had a fun evening out.



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ASHRAE Concludes Successful Winter Conference and AHR Expo in Atlanta

ATLANTA (February 10, 2023) – The ASHRAE 2023 Winter Conference concluded in Atlanta, with a strong focus on building decarbonization strategies. The conference took place February 4-8, with more than 3,000 HVAC&R industry professionals in attendance. The AHR Expo occupied 487,000 net sq ft. of exhibit space at the Georgia World Congress Center and showcased the latest technologies and services in the HVAC&R industry.

The five-day conference featured more than 100 technical sessions, updates from Society leaders, tours and social events. The top three attended sessions were as follows:

Seminar 15: The Evolution of Thermal Energy Storage for Cooling Applications: The Past, Current and Future

Seminar 11: Optimizing Thermal Energy Storage Integrated with HVAC Seminar 25: Decarbonizing Campuses Utilizing Heat Pumps and Thermal **Energy Storage**

The AHR Expo featured a total of 1,779 exhibitors, including 425 international exhibitors. An estimated 40-45,000 people attended the Expo over the course of three days.

During the Winter Conference, 2022-23 ASHRAE President Farooq Mehboob provided updates related to the Society's current theme, "Securing Our Future."

"The challenge doesn't stop here," Mehboob said. "As an industry, we must remain focused and maintain our position of leadership and preparedness. Our success continues to be based on problem solving, creativity, innovation, flexibility and a willingness to adapt. Our success stems from seeing an opportunity for improvement based on new knowledge and technology."

Mehboob's State of Society address manuscript and presentation can be found at ashrae.org/president.

The outstanding achievements of ASHRAE members were recognized during an honors and awards program. ASHRAE Executive Vice President and Secretary Jeff Littleton reported on the Society's current initiatives, including the recent release of building decarbonization resources.

"There is a growing demand for ASHRAE's technical guidance," said Littleton. "The ASHRAE Task Force for Building Decarbonization has been working tirelessly on a wide spectrum of decarb resources. We launched ASHRAE's new decarbonization online resource hub that will feature a wide spectrum of decarb tools and guidance. You can now download the new, free publication Building Performance Standards: A Technical Resource Guide produced in partnership with the Department of Energy and Pacific Northwest National Labs. We are building upon our 129-year legacy in today's perfect storm of demand, to make buildings better."

Building decarbonization resources and the BPS guide can be found at ashrae.org/decarb.

Closing the plenary session, leading expert on future trends, Peter Leyden, focused on technological revolutions in infotech, biotech and energy tech such as Artificial Intelligence (AI), genetic engineering and electric transportation.

ASHRAE Learning Institute (ALI) offered 20 courses. New courses were as follows:

- Introduction to Building Decarbonization
- **Energy Management Best Practices**
- V in HVAC What, Why, Where, How, and How Much (Includes Basic Requirements of Standard 62.1-2019)
- Fundamentals of Decarbonization Design Systems and Equipment Ap-
- Best Practices for Installing DDC Systems
- V in HVAC Efficiently Improving IAQ using the Ventilation Rate Procedures (Using Advanced Options for Standard 62.1-2022)
- Smart HVAC Solutions for Climate Design

All registered attendees, both in-person and virtual, will have access to the virtual conference platform during the conference and 12 months post-

The 2023 ASHRAE Annual Conference will take place June 24 – June 28 in Tampa, Florida. The 2024 Winter Conference will take place January 20 -24, and the AHR Expo, January 22 – 24, in Chicago.

About ASHRAE

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.

The Society is showcasing integrated building solutions and sustainability in action through the opening of the ASHRAE Global Headquarters building in metro-Atlanta, Georgia.

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



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Heat Pump Technology Ductless Products are the Focal Point for 2023

(Continued from Cover Story)



GREE was very busy inside their booth in Atlanta at the AHR Expo. A press conference was held to present what is new for GREE in 2023.

Year after year, GREE, the #1 worldwide brand continues to explode in growth in both their Residential & Commercial product families.

New technology revealed in the Residential lineup included the Fresh-air minisplit, the latest ULTRA performance products, the MultiPRO (miniVRF), and the FLEXX (unitary) product developments.

In the Commercial arena were the Expanded Mini-VRF offering and New VRF Design with expanded performance. Also presented were an Air-to-water heating solution and High efficiency Packaged Air to Air systems along with Low and Medium Inverter Driven Refrigeration units.

The GREE FLEXX central split system series is the latest offering in the industry-leading brand's product line. GREE is always on the cutting-edge of HVAC innovation. The FLEXX collection combines high-tech features with an ultra-efficient design that offers homeowners flexible heating and cooling. The GREE FLEXX's high output capacity makes it ideal for a large residence or small to mid-size commercial property.

The units offer an outstanding -22°F to 75°F heating range and a 5 °F to 129 °F cooling range for optimal comfort no matter the outside temperature.

With their inverter technology, GREE FLEXX units offer up to SEER 20 rating and a 10.5 HSPF, well above federal standards. This affords homeowners incredible energy efficiency and long-term cost savings. The inverter technology provides whisperquiet operation with outdoor units producing only 45dB. The intelligent horizontal discharge design means you can install the GREE FLEXX outdoor condenser units in almost any compact outdoor area.



Fujitsu General America's AIRSTAGE VU-V systems offer greater flexibility, efficiency and capacity for commercial and light commercial applications.

Airstage VU-V outdoor units can serve either as heat pump or heat recovery systems with

simple setting changes and the addition of refrigerant branch units (RBU's). The new VRF platform offers broader size ranges, with single modules from six to 16 tons, and up to 36 tons per combined system. As many as 64 indoor units can be connected to a single system.

Operation in a wider range of outdoor ambient temperatures is provided, with heating capability at outdoor temperatures as low as -15°F. Cooling is provided with outdoor temperatures as high as 126°F. The Airstage VU-V represents best-in-class performance for maximum connected refrigerant pipe; 3,280 feet.

A new service window provides instant access to the PCB switches and error indicator. Compressor lifecycle is increased due to the Airstage VU-V controls' ability to rotate the starting unit across the modules in a system. Also, compressor control logic manipulates inverter speed to balance the mass airflow rate of refrigerant in each outdoor unit. Greater indoor comfort is achieved through intelligent refrigerant control corresponding with the heat load of the room.

The scroll compressors used offer a wider range of turn down, and use Fujitsu's unique sensor-less sine wave control method to control compressor input power, improving efficiency and lowering decibel levels.

These improvements make the Airstage VU-V applicable to an even broader range of applications. The advantages apply to all parties involved with an HVAC project, from architects and engineers to facility management and end-users.



Mitsubishi Electric Trane HVAC, a world leader in the manufacture of heating and air conditioning systems for residential and commercial applications, has been at the forefront of technical ingenu-

ity and product innovation since bringing ductless technologies to the United States. We have expanded our product line to include both ductless and ducted heating and air conditioning, domestic water heating, WiFi and wireless controllers and hybrid technologies to lower our carbon output and increase efficiency.

The MSZ-FW Deluxe Wall-mounted Indoor Unit features a 3D i-see Sensor® and offers dual vane operation. The updated 3D i-see Sensor scans the room, measuring temperature and occupant location. Indirect or direct airflow settings divert supply air away from or toward room occupants. The unit's interior air duct/vane, coil, and fan feature Dual Barrier Coating, which maintains efficiency by keeping the inside clean. The MSZ-FW offers triple filtration, a backlit hand controller, and more premium features. The latest Deluxe Wall-mounted indoor unit is the first to include wireless capabilities built into the unit itself, you will not need to purchase additional equipment to add kumo cloud ®.

The world's only two-pipe Hybrid Variable Refrigerant Flow (HVRF) system that heats and cools simultaneously without the need for refrigerant in occupied spaces. Hybrid VRF can be tailored to fit many use requirements and is utilized in a wide variety of applications that require individual settings such as hotels, offices, hospitals, multi-family, schools, and senior living facilities.

The kumo cloud mobile app puts enhanced control of your home's heating and cooling right at your fingertips, no matter where you are. Adjust the room temperature, set schedules, manage your zones, view alarms and much more, all from your smart device.



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PBACCA 2023 1st Clay Shoot at the OK Corral Gun Club Okeechobee, Fl February 18th, 2023

PBACCA hosted their 1st Clay Shoot on February 18th, at the OK Corral Gun Club in Okeechobee, FL. Registration started at 8:45am, and 104 shooters participated. There was a safety meeting just before the tournament began at 10am. At 12:30pm a delicious BBQ Lunch was provided. After that were the Raffles and Award Ceremony.

The Event Title Sponsor was Sea Coast Curbs & Adapters. Arco Supply and Payne Equipment were

the gun sponsors. Johnstone Supply Ware Group sponsored raffle prizes, and Yeti prizes sponsored by Cornerstone.

Clay Shoot Winners were: 1st place Henderson Insurance - Steve Eschelmen, Trey Mahoney, Michael Pipkens and Chris Merrell. 2nd place EDS Air Conditioning - Austin Reyes, Tony Kiser, Sean Caplan, and Nick Davis. Larry Martin of Pyramid Mechanical on Baker Distributing Team won the gun and Yeti cooler.

Best Youth was Tyler Langel of Sea Coast Adapters & Curb Adapters. Best Female was Trish Calogero of CMI Air Conditioning & Electric. Best Male was Duke Johnson. 50/50 winner was Austin Shelta of Local Guy Air Conditioning. Reme Halo winner sponsored by CMI Air Conditioning & Electric was John Langel of Sea Coast Adapters & Curb Adapters. 2024 is already in the planning stages and will be setting the date very soon.



Everyone who entered the tounament came together for a brief safety meeting



Baker Distributing Teams: Scott Wise, Jay Caresse, Chris Erickson, John McClellan, Marcus Williams, Tyler Rush, Larry Martian, Caleb Burchard



Ken Ottaway, Johnathan Shipp, Aron Chookolingo, and Ian Finnnegan for team EDS Air Conditioning



Frank Valle "Cam", Corey Mahoney, Steven Evans, and Mark O'Donnell for team Cool World



Arturo Alba Jr, Joe Baize Jr, Jeremiah Jones, and Jeremy Carrier for team Arco Supply



Brian Cook, JC Conner, Steven Conner, and Tommy Keher for team Carrier Enterprise



Kelly Mccann, Cody Hull, Trish Calogero who won Best Female Shooter, and Bob Benz of team CMI Air Conditioning



Jeff Snead, Bradley Sims, Alex Carnal, and David Padgett of team Ferguson HVAC



Kiersten Alberts, Jim Carr, Matt Toner, and Tim Kanak for team Complete Comfort



Brandon Langel, John Langel. and Tyler Langel of Sea Coast Adapters & Curb Adapters, who won Best Youth Shooter



Brian Smith, Rob Mayhew, Wayne Maloy, and Ryan Maloy for team Tropic Supply



Tom Carpenter, John Murphy. and Duke Johnson of Team First Degree Air who won Best Male Shooter



Chris Portalatin, Patrick Fagerquist, Tim Snell, and Junior Alvero of Decon 7



John Hunton, Kyle Hunton, Drew Lapinta, and Bill Baker for team John C Hunton Air Conditioning



Lee Griner, David Cyrus, Andres Ponce, and Chad Aitken for team Rectorseal



1st place - Henderson Insurance: Steve Eschelmen, Trey Mahoney, Michael Pipkens and Chris Merrell not in picture with President-Elect Kelly McCann



2nd place - EDS Air Conditioning: Austin Reyes, Tony Kiser, Sean Caplan, and Nick Davis with President-Elect Kelly McCann



Larry Martin of Pyramid Mechanica won both the shotgun and Yeti cooler. Arturo Alba Jr. of Arco Supply awards the shotgun







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GREE Tradewinds Hosts Cocktail Party at The Red Phone Booth in Atlanta

On Tuesday evening, February 7th, from 6-9pm, GREE Tradewinds hosted a coctail party at the Red Phone Booth in Atlanta.

From the moment you arrived you were welcomed with a nice glass of wine or Old Fashioned and served from an assortment of delicious hor dourves which continued throughout the evening.

GREE Tradewinds staff, representatives and industry friends had a wonderful time of celebration for another successful year and a great AHR EXPO show where the new Fresh-air minisplits and the latest ULTRA performance products were on display.

GREE Tradewinds the world's largest specialized air conditioner company integrating R&D,

manufacturing, sales and service. It's their mission to innovate and create new ways to help people live well and stay comfortable no matter where they live, work or play.

GREE systems are the most energy efficient and environmentally friendly on the market today. Please visit their website at www.greecomfort.com



Fletcher North of Northway Marketers, Susanne Sanchez of GREE Tradewinds, Eric Engles of Northway Marketers



The fabulous GREE ice sculpture was surrounded with delicious appetizers



The Bourbon Brothers entertained attendees of the GREE Tradewinds Cocktail Party at the Red Phone Booth in Atlanta



Duane Butler, Emily Kantsios, Jacob Blystone, and Troy Rudd of Tom Barrow Company



Leone Green & Associates came together for a group picture at the GREE Tradewinds party



Lorett and Wes Swank of Coburn Supply, Lance Lackey of AC Today, Michael Maloney of Coburn Supply



Susanne Sanchez and Tatiana Force of Gree Tradewinds with Cindy Metzler of Omm Media



The GREE Tradewinds Team who celebrated another great year!



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Don't Forget the Suction Filter Drier

By Bryan Orr



Bryan Orr

It is important to have refrigerant free from debris and contaminants, and we control these issues on many different fronts.

- 1. Proper tubing handling prevents copper shavings, dirt, and water from entering while installing.
 - 2. Flowing nitrogen
- while brazing prevents carbon build-up.
- 3. Deep vacuum of 500 microns or less removes air, nitrogen, and moisture.
- 4. Installation of a liquid line filter drier keeps contaminants from hitting the metering device.

But in all this, we can forget the role that suction driers can play in protecting the compressor and the compressor oil.

When do we install suction driers?



In air conditioning, we rarely install suction driers unless we know there is acid contamination, such

as in the case of a compressor burnout. Interestingly, Copeland actually recommends suction driers in ALL applications in bulletin AE24-1105 R5.

While I certainly don't think that we need to change our practices and begin installing suction line filter driers on every single installation, it does get you thinking about the role a suction drier can play in protecting a compressor.

Burnout best practices

In a typical burnout application where acid is present, it is a good practice to:

Remove/flush as much contaminated oil from the system as possible considering the application, including any oil traps, separators, or accumulators.

Install a high-capacity acid removal suction and liquid drier or removable core(s).

Some contractors will add acid neutralizers, such as Rectorseal's Acid Away, in certain applications.

Return after running the system for a while, test for acid, and replace high-capacity filter driers with new ones if required.

Once the acid is no longer present, return and remove the suction filter/drier and install a standard liquid line drier or core.

These practices above are good, general practices to follow, but you may consider replacing the suction drier with a standard, high capacity, low-pressure drop suction drier with two pressure ports instead of just straight piping it. That will provide you an extra layer of protection for the compressor should any acid or contaminants from the burnout make their way to the compressor.

Maximum Recommended Pressure Drop for Suction Line Filter-Drier PSI (bar)

Permanent I		nstallation Temporary Installation				
	Refrigerant					
System	R22, R404A, R407C, R410A, R502, R507	R12, R134a	R22, R404A, R407C, R410A, R502, R507	R12, R134a		
Air-Conditioning	3 (.21)	2 (.14)	8 (.55)	6 (.41)		
Commercial	2 (.14)	1.5 (.10)	4 (.28)	3 (.21)		
Low Temperature	1 (.07)	0.5 (.03)	2 (.14)	1 (.07)		

If you choose to LEAVE a suction drier in a system, there are a few things to consider.

As with a liquid line filter drier, install a suction filter drier that is large enough for the system's capacity. Read the info on the drier or the manufacturer's data to make sure it is large enough so that you don't start with a restriction.

Make sure you don't burn the paint on the drier when installing. Because suction driers on air conditioning will often be exposed to the elements, you want to make sure the paint is intact so that the suction driers don't rust.

Use a suction filter/drier with ports on both sides and measure the pressure drop whenever you service the unit. Make sure the pressure drop does not exceed the levels shown in the chart above.

All in all, having a suction drier in the system is a good thing, so long as it isn't contaminated, rusty, or restricted.

—Bryan

New Product: YELLOW JACKET Eccentric Cone Flaring Tool



The YELLOW JACKET® Eccentric Cone Flaring Tool (P/N60295) now includes Flare Sizing Gauge (P/N 60297), ensuring uniform finished flares at the proper dimension to prevent leaking com-

pression fittings.

Correct flares are crucial in preventing system leaks as systems shift with temperature changes and the metals in the system expand and contract. Many HVAC units use a flaring method to join the refrigerant tubes that connect the indoor and outdoor units. More specifically, flares are required on each end of the line set to connect the evaporator and condenser.

Since the release of more refrigerant blends, systems are running at much higher pressures than the old refrigerants and deeper flares are needed to produce stronger joints. While the angle of the flare is the same as a standard flare, they need more surface for more area to seal against the flare fitting. This higher collar flare works in all systems old and new. The size of the flare is determined by how much tubing is pushed through the flare block, so be sure to check the manufacturer's height requirements for the specific refrigerants.

FEATURES & BENEFITS

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AHR 2023 Atlanta Contractor Appreciation Party

February 6th, 6pm-9pm

RT60 Rooftop Reverb by Hard Rock Downtown Atlanta

On Monday evening, February 6th during the AHR EXPO, RGF Environmental hosted a Contractor Appreciation Party at RT60 Rooftop in the Reverb by Hard Rock, overlooking the skyline of downtown Atlanta. A great time was had by all who attended the event. From the time you arrived, you were warmly

welcomed by RGF staff. A nice spread of beef wellintons, shrimp and more were prepared by the Hard Rock for all the hungry appetites. Plenty of refreshments were appreciated after a long day at the AHR Expo.

RGF® manufactures over 500 environmental products and has a 38+ year history of providing ef-



W.R. Bristow Manufacturers' Agents, Inc. came in full force to enjoy some true RGF hospitality!

fective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Visit RGF.com for more information.



Ken Ottaway of EDS Air Conditioning, Andy Sanchez of Pro-Tech Coatings, Tony Kaiser of EDS Air Conditioning



John Brescia of Cousins Air with Doug and Jeff Lindstrom of Lindstrom Air Conditioning

Natalia Cordero of Clean Air Contractors, Romulo Laureano of RGF Environmental, Juan Lopez of Clean Air Contractors



The Partners Group Sales Rep Agency kicking back after the first day of the AHR Expo in Atlanta



Ryan Jones, Bill Rittenger, and Jamie Hill of W.R. Bristow Manufacturers' Agents, Inc. with Sean Wahl of Pro Dev Reps



Jay Bremner and Phil Rivas of ECCO Products with Matt Jerczek, contractor



Everyone from RGF Environmental Group came together for a group photo



Natalie Chubbuck and Bill Rueter of Stilly River Mechanical





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LET US HELP PROTECT YOURS









2023 **AHR** EXPO

Feb. 6 - 8 Georgia World Congress Center Atlanta, GA

Professionals from across HVACR descended upon the Georgia World Congress Center, Atlanta GA from February 6-8 for the 2023 AHR Expo. The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) wrapped up the 2023 show in Atlanta with an exigent focus on reshaping the future of the industry – together.

"This year's show is one for the books," said Show Manager Mark Stevens. "We heard it in every corner of the industry - HVACR is gearing up for an exciting path forward. As a collective force, we are focused on change and growth inside our industry, as well as anchoring our combined efforts on serious developments to set the course for the future of HVAC. It's hard to miss the excitement."

The 2023 AHR Expo hosted 42,794 verified visitor and exhibitor personnel, 1,779 total exhibitors, 425 of which were international, and filled 486,000+ square feet of exhibit space. While these numbers are still recalibrating from pre-Covid years, the strong showing from new audiences is a welcome sign of growth and a hopeful indicator for future workforce development.

Atlanta also hosted 17 industry podcasters in the

show's Podcast Pavilion. Industry podcasters dedicated their time at the show covering trending topics and speaking to leaders across the industry with the added excitement of a live audience.

"In the months leading up to the show, we are intentional in our efforts to speak to members from all disciplines within HVACR," said Stevens. "We are grateful for the unique opportunity to connect all industry audiences and are devoted in our efforts to represent every role in our education programming. We look forward to seeing you in Chicago, January 22-24, at McCormick Place!"



Sara Bogue of Ideal Tape, Sergio Sanjens and Arnaldo San Miguel of Oldach Group, Tim Shake of Ideal Tape



The DiversiTech Team was prepared to handle the large AHR EXPO attendance



RGF Environmental Group was in full force at the AHR EXPO in Atlanta



Nicole Elia, Tom Muncey, Paul Dachota, Oscar Lopez, Jeffrey Cherif, Jeff Cherif of JB Industries



Leone Green & Associates representing Amana P-Tacs



Braeburn Thermostats Team "Quality by Design"



Sarah Hammond, Lori Tschohl, Kristin Gallop, and Ashlei Holldee of Women In HVACR



Antwon Jobity, Brian Green, Laura Heckman, and Matthew Cowley of Spectronics Corporation



Brian Nichols and Justin Kiger of Fantech



Fatih Ipek of Johnson Controls, Inc.



Angela Garcia and Bayne Davis of Shupe Carboni & Associates with Eric Gordon of Carlisle HVAC



Kyle Purcell and Aaron Ashkenazy of Mason Industries



Nate Arendt, Justin Revels, Butch Hill, Scott Daugherty, and Paul Millard of Broan-NuTone



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Leon Essex Jr, Matt Monroe, Pam Steel, and Greg Duggan of Bard Manufacturing



Message from FRACCA President Will Barnes





Will Barnes, FRACCA President with Representative Melony Bell

FRACCA at Sea 2023 is happening RIGHT Now - March 2 - 5th. We are excited to have everyone onboard, and enjoying some education and then relaxing time on the island! This is definitely going to be one long hot Summer, and it is only March! A HUGE THANK YOU to our Members and their

Technicians that keep us COOL!

The ACCA National Conference in New Orleans will be taking Place the first week in April and we hope we will see some of our FRACCA Members there. The 2024 FRACCA Educational Conference will be held in Orlando March 11th, in conjunction with the ACCA National Conference. All 14 credits will be available, but you will also get to experience some of the National Side of an event. Over 100 Vendors with a special "Florida Pavillion" for our amazing partners in the Edu-Conference. cational Much more information to follow on this event!

Your Local Chapters are working hard to bring you all the information from our Lobbyist and let you share in the details of what is happening in Tallahassee on a regular basis. The FRACCA

Board had a great visit to the TRACCA Chapter and spent our Day on the Hill meeting with Legislators and Representatives that can further our HVAC Industry Initiatives. Thanks to Rep Melony Bell and Sen Hooper for last year's success on the NOC Upgrade to \$15,000.

The Board was also able to tour the House and Senate Floor Chambers - and WOW, what an amazing experience for each of us.

FRACCA is bringing "3" CE credits to the Chapters during the Spring and Fall so please sign up for those events in your local area! FRACCA ON THE ROAD!



FRACCA spent our Day on the Hill meeting with Legislators and Representatives - Thanks Sen Hooper!

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

Office Phone (407) 676-0031 Email us at Membership@FRACCAAir.com

William Barnes

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 616,201 units in December 2022, down 2.2 percent from 629,809 units shipped in December 2021. U.S. shipments of air conditioners decreased 9.4 percent, to 319,194 units, down from 352,196 units shipped in December 2021. U.S. shipments of airsource heat pumps increased 7.0 percent, to 297,007 units, up from 277,613 units shipped in December 2021.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased 1.9 percent, to 10,388,054 units, up from 10,199,051 units shipped during the same period in 2021. Year-to-date shipments of central air conditioners decreased 3.6 percent, to 6,053,575 units, down from 6,282,285 units shipped during the same period in 2021. The year-to-date total for heat pump shipments increased 10.7 percent, to 4,334,479, up from 3,916,766 units shipped during the same period in 2021.



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Performance Pointers By James Ball



Can Your Customer Believe You Are the Best?

Is it possible to believe something into existence? Or maybe we should ask ourselves can anything exist without someone believing in it. My mom, when Pointers series has discussed improving yourself faced with adversity or adversity in someone close to her, would claim or choose what to believe. For example, when I was having trouble with a class in college I might call her and say, "Mom, this class is really tough, I may not pass it." She would say to me, "You get busy and study. You WILL succeed. You CAN do this and furthermore, you WILL pass with an A."

What amazing strength comes from believing that you can. My mom's stubborn resolve forced others to move forward toward success. Usually when she claims an outcome, it happens. If her predicted outcome was only for my grades, you could say she just scared the study into me. Mom's predicted outcomes also ranged from things such as healing and financial, too. My mom is a winner because she refuses to believe any alternative. Her belief in others makes them winners too.

Over the past two months, the Performance and your thinking about maintenance. Hopefully these articles challenged you to develop a High-Performance Maintenance Agreement. If you haven't read those previous articles, you may want to look back and catch up a bit. This month I really want to focus on how a High-Performance Maintenance program can thrive and how you can share that success with your customers and team. You want them to believe and know you are the best.

What To Believe? Last month, we talked about changing your mindset. This change sets the foundation for how you relate to your team and customers. Hopefully your belief and commitment is to take care of customers. Becoming a High-Performance Maintenance Organization is a great way to do that. Whatever your motivation is, you must sell it to everyone involved. Much like my mom's stubborn resolve, "study and decide you WILL succeed."

What to Do? What does Chick-Fil-A do? Obviously, they 'make' and 'sell' chicken. It's almost hard to order something from Chick-Fil-A without chicken being included.

The 'make' part of your maintenance program means your team has developed a maintenance approach where you perform every process necessary to keep customers safe, healthy, and comfortable while making sure the system operates as efficiently as possible. To do this successfully your team must be trained and practice the tune-up procedure. It must be part of the culture.

Also, you should develop pricing for the standalone tune-up and pricing for the full maintenance plan. This requires training your team how to enroll customers and how to exceed customer expectations. Be sure your team has studied and is ready to

For the 'sell' part, you must offer maintenance with everything on your sales menu. If you advertise a special, it includes maintenance. If you buy some television advertisement time, your message is about maintenance. When you answer your phone, the discussion includes maintenance. When you train your team, train on maintenance. If you go to a new service customer your repair includes maintenance. If you install a new system, include maintenance. The maintenance mindset needs to be the center of all your decisions to better serve your customers.

When does a potential customer need to be enrolled in a maintenance plan? When they need new HVAC equipment, they are only a customer when their equipment is at the end of its life. When a potential customer needs service, they are only a customer when they need a repair.

Maintenance customers are customers every day of the year. And they pay you in advance for the right to be your customer. I would much rather have 365 days to take care of customers than just one. When maintenance customers need equipment, they call you. When maintenance customers need service, they call you. So, every customer needs to be on your maintenance program, all the time.

Another lesson from Chick-Fil-A is that no matter where you are, their chicken taste the same, their menu looks the same. Even the colors and the experience are the same.

This kind of consistency is also paramount for your maintenance customers. Each member of your team must use the same procedure each time. If there is a change in the procedure, all team members must learn about and embrace that change.

As customers become more familiar with your tune-up, they will know when one of your team cuts corners. At my company, we developed a quality control visit to trust but verify our team. I wanted to check that customers got what they paid for. The quality control visits became opportunities to discover training topics as well.

Measure-Evaluate-Change-reMeasure

For years National Comfort Institute (NCI) has trained contractors and technicians on methods for rating a system's performance. A High-Performance Maintenance program uses those lessons to rate system performance on every job. Once performance is tested, the results need to be communicated to the homeowner with more than just a wink and everything is good statement.

Talking to your customer about the state of their system can be hard. A High-Performance Maintenance program includes an easily understood and measured result. So how can you make it easier for a technician to explains those results to a customer?

Maybe use color codes, like red-yellow-green, to express your test-in/test out results to a non-technical customer. There are great applications that do this automatically for each tech.



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RectorSeal® Expands Line of Adjustable Fortress® Lineset Cover Fittings



Houston, TX, February 10, 2023 – RectorSeal® LLC., a leading manufacturer of quality HVAC/R and plumbing products, is expanding its line of adjustable fittings for its Fortress cover products. RectorSeal

is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI]. Fortress products are well known for protecting ductless HVAC linesets, wiring, and drain hoses, ensuring code compliance, and providing a differentiated aesthetic look to an install.

Today, RectorSeal announced the addition of four new fittings to its extensive line of Fortress products. Available in four satin-finish colors (white, ivory, brown, and gray) to complement installation exteriors, the new fittings are UV and weather-resistant and offer a snap-together design to connect with other Fortress brand covers. Fortress products a fully paintable for additional customization.

The new adjustable fittings provide increased flexibility to an HVAC technician and can reduce the number of fittings stocked in inventory or on a service truck. The new Fortress brand fittings are available in flat and vertical configurations. The adjustable flat fittings allow an installer to change directions on a wall surface. The vertical fittings should be used to change direction over an edge or around a corner. Both types of fittings allow the installer to create a 45-degree to 90-degree angle using only one of the new adjustable fittings. The fittings are available in 3.5-inch and 4.5-inch sizes.

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

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

NAVAC Receives AHR Expo Innovation Award in Atlanta



Carlos Castro of NAVAC (right) giving a product demonstration

NAVAC, the world's largest supplier of HVAC vacuum pumps, in addition to a wide array of tools, refrigerant tools, fittings, recovery units, and industry-specific items, was recognized with the 2023 AHR Expo Innovation Award in Atlanta for their NEF6LM BreakFree® Power Flaring Tool, which is the industry's most accurate cordless flaring tool.

Since its introduction, NAVAC's BreakFree® Series of power tools have quickly become one of



NAVAC was recognized at the 2023 AHR Expo with an Innovation Award for their NEF6LM BreakFree® Power Flaring Tool



The NAVAC booth at the AHR Expo in Atlanta was very busy every day during the show!

the company's most popular product lines. NAVAC introduced a brand new BreakFree® Series tool at the AHR Expo, NAVAC's NTB7L Power Tubing Bender, 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.



Keith Keller of NAVAC (right) speaks with show attendees about refrigerant recovery

SWACCA Honors Don Condee, Condee Cooling & Electric



Annually the association installs its newly elected officers and board members and announces its Pioneer Award recipient. This year, SWACCA members and guests were in attendance to congratu-

late Don Condee of Condee Cooling & Electric, Marco Island, Florida as he accepted SWACCA's HVAC

Industry Pioneer Award. Presenting the award was Rick Sims, Johnson's Air Conditioning and a Past President of both FRACCA and SWACCA. This prestigious award is given in recognition of 40 plus years as a leader and role model and for paving the way for future professionals in the Southwest Florida HVAC industry. Rick shared his personal experiences as a testimonial to Don's leadership and industry mentoring skills, along with several members sharing their reflections on Don's impact on the industry as a whole.



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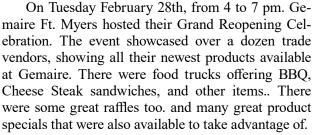
Ultravation.com



Gemaire Ft. Myers Celebrates Their Grand Reopening February 28th, 2023



The Gemaire Ft. Myers Team started the Grand Reopening celebration by coming together for a group photo!



Their new facility is located at 11803 Metro Parkway Fort Myers, FL 33966. 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."



Matt Freeman, Ed Abreu, David Thatcher, Randy Ross, and Margarita Pagan of Gemaire



Randy Ross of Gemaire presents the Grand Prize winner, Frank Ledesina of Powerhouse Home Services a \$1500 Carnival Cruise gift card



Sean Steffens and Tony Fernandez of Gulfshore Cooling, David Waugh of Target Sales, and Jose Brito of Gulfshore Cooling



Chad (L) and Penny (ctr) Culvahouse of Holiday AC,

Art Loftin of Epic Air, Dave Schopp and Frank Tipton

(rt) of Leone Green, and Tim Peterson (ctr) of Malco

Ron McLaughlin, April Charles, Bing Berringer of Ron McLaughlin & Associates, Jimmy D'Agostino and Paul Johnston of Watsco



Baechruss Henry Mapry of Brothers AC Ryan Charles of Target Sales Michael Schad of Right Temp AC



Jay Freitas and Zachary Linde of Gemaire, Gil Ledoux and Tom Gibbons of PED Associates



Bill Swenson of Gemaire, Michael Lang of Air Around The Clock, Ed Abreu and Zachary Linde of Gemaire



There was a great turnout for the Grand Reopening celebration! Everyone enjoyed the nice selection of food available from the two food trucks!



Scott Kuschel of Miami Tech with David Boots and Matt Hughes of Air Medic 911



Kalacadianna Sumlin of The Metal Shop, Scott Hershberger of Gemaire. and Jackie Tutko of The Metal Shop



Nickel City Red Hots offered The Billy, not The Philly with Buffalo Fries



Aaron Miller, Gabriel Vecin, Nirvana Jewel, Rafael Castillo, and Brigido Natera of Gemaire



Norm Sorel of Hamilton & Associates, Bill Swenson of Gemaire, Steve and Patsy Owens of Steve Owens AC & Refrigeration



Big Smoke BBQ served up some delicious Spicy Ribs or Brisket, Mac & Cheese and Baked Beans!



Shayne Toddy Action Cooling, Jose Gayton of Custom Curb Adapters, and Nolan Long of Action Cooling



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2023 AHR EXPO

Feb. 6 - 8 Georgia World Congress Center Atlanta, GA



Bill Smith and Benito Flores-Meath, of Elite Software



Troy Weeks, John Jeffers, David Jackson of CPS Products with Rob Hamilton of Hamilton and Associates



Chelsea Collins, Marlene Cardoza, and Shawna Roti of Berry Global, Inc.



Dan Chambless of Palmetto Air, Mark Hucko of Inficon, and James Wilderman of PACS



Pro1 Thermostats: Bobby Cupp, Joseph Hlavacek, Donavan Simpson, Tim Caldwell, Matt Bellows, Jackie Curtis



Gary Lampasona, Thomas Ritchie, and Ryan Reynolds of Yellow Jacket



Jackie Tutko with Jim Jacobs of The Metal Shop



John Summerlin, Kevin Pomeroy, Brad Snyder, Mike Cornillaud, and Eric Ita of Daikin Comfort Technologies



Amelia Glickman of Rectorseal, Sean Ince of Island Service Group, Sean Holloway and Delicia Shyu of Rectorseal



Mark Johnson, Robert Franko, Jose Mayaudon Mark Vandenbark, Raul Urrea, and Daniel Fisher of Modine Coatings



Rich Benninghoff, Jeff Widdel, Nancy Gunnerson, and Stacey Wocken of Malco Products



Bill Nagle, Bob Matuska, Rita Carbone - Lawson and Douglas Patterson of Panasonic Ventilation



Leandro Armas, Maria Hernandez, and Alexander Rivero of E Air LLC & A&R Supply LLC



Kellie Quinn, Brian Freeman, Allan Karpman, and Becky Hoelscher of Arkema



Bill Fowler and Scott Russell of Ultravation



Roscoe Bufkin, Ashley Lupo, and Brandon Black of Mueller Streamline



Edward Jimenez, Terry Frisenda, Phillip Kriegbalim, and Scott Stout of LG Electronics



David Kay, Coltan Piccione, Trevor Piccione, Don Greif, and Mark Labitad of Aspen Manufacturing



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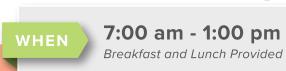
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- EcoNet communication protocol

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Weds., Mar. 8 Courtyard Fort Lauderdale Airport & Cruise Port

400 Gulf Stream Way, Dania Beach, FL 33004

Thurs., Mar. 9 DoubleTree Palm Beach Gardens 4431 PGA Boulevard, Palm Beach Gardens, FL 33410

Tues., Mar. 21 Holiday Inn - Fort Myers (Town Ctr)

9931 Interstate Commerce Drive Fort Myers, FL 33913

Weds., Mar. 22 Hotel Venezia, 425 US 41 By-Pass N, Venice, FL 34285 Thurs., Mar. 23 Hilton Garden Inn Tampa East/Brandon

10309 Highland Manor Drive, Tampa, FL 33610

Tues., Apr. 4 Westin Lake Mary – Orlando 2974 International Parkway, Lake Mary, FL 32746

Weds., Apr. 5 Hilton Ocala, 3600 SW 36th Avenue, Ocala, FL 34474

Thurs., Apr. 6 Lively Technical College 500 Appleyard Dr., Tallahassee, FL 32304

Visit www.tropicsupply.com/eventscalendar to register.

MEET OUR INSTRUCTORS:



Wade Hadaway, Senior District Technical Representative, Ruud

Wade is the Senior District Technical Representative (DTR) who works with Ruud distributors and contractors to provide training and technical support in the southeast. Wade believes that training and education are integral to the future of the HVAC industry. Prior to joining Ruud, Wade was a full-time air conditioning technology instructor at Chattahoochee Technical College in Marietta, Georgia. Wade joined Ruud in 2015 and was named the Ruud Trainer of the Year for 2016 and the DTR of the year for 2020 and 2021. He holds a Georgia Conditioned Air License as well as numerous industry certifications.



Tod Sutherland, HVAC Sales Consultant, Tropic Supply

Tod has 37 years of experience in the HVACR industry. His passion for the industry has led him to become an expert in product installation, service, tech support, and the use of proper tools and instruments.



Tim Murphy, Technical Support Specialist, Tropic Supply

Tim Murphy provides over-the-phone tech support, product training, and job site consultations. Tim believes in providing real-world solutions, quality training and friendly technical support, all with the goal of building long-term relationships with contractor customers. Prior to joining Tropic Supply, Tim spent 26 years in South Florida working for his family business, specializing in commercial refrigeration, light commercial, residential and mini split HVAC systems. Tim holds a State A License as a HVAC contractor and has been in the field most of his life.



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Pfannenberg Qualifies for UL's Data Acceptance Program



Lancaster, NY – Pfannenberg, Inc., a leading global manufacturer of thermal management technologies, is proud to announce that it's test lab has been assessed and

found to comply with the applicable requirements of ISO/IEC 17025 in accordance with UL's Data Acceptance Program (DAP) and has been qualified as a DAP participant in the Client Test Data Program (CTDP) for the testing and certification of special purpose air conditioning systems.

CTDP certification is awarded to companies that demonstrate the highest levels of quality management, laboratory testing capability, technical expertise and knowledge of industry standards. UL reassesses CTDP certification annually.

The CTDP certificate enables Pfannenberg to perform testing in its own laboratory, equivalent to the testing that UL performs. UL thoroughly reviews all data submitted by the Pfannenberg lab before issuing the UL Mark certification. CTDP certification significantly shortens the turnaround time for UL Mark certification, improving the speed to market for Pfannenberg new products and enhancements.

The Pfannenberg lab performs a wide range of tests critical to analyzing the performance and safety of air conditioning systems, including Computational Fluid Dynamics Analysis (CFD), as well as environmental simulations, a climatic chamber, and IP protection class tests. The lab also performs transport and vibration tests and EMC / noise emission tests. Visit https://www.pfannenbergusa.com/ to learn more.

HARDI Distributors Report 6% Percent Revenue Increase in January

COLUMBUS, Ohio, March 1, 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 6% percent during January 2023. The sales growth for the 12 months through January 2023 is 18.1% percent.

"The weather was not accommodating during January. There was heavy rain and snow in much of the country, and the number of heating degree days were well below the prior year in five of our seven regions," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "Despite those challenges, distributors reported 6% sales growth versus the challenging 33% prior year gain."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remains in the 43-day area. "The DSO has a normal seasonal pattern and November through January are the high water mark for the year," said Loftus. "The post COVID DSO continues to be about 5 days shorter than pre-COVID. There is still no indication of reversion and pinching the cash conversion cycle."

"Along with challenging comparisons and the slowing pace of price increases being passed through, demand headwinds include higher interest rates, lower consumer confidence and declining existing home sales," said Loftus. "The annual growth rate line is heading towards the low teens."

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.

2023 Women in HVACR President, Marcia Christiansen



Each year, Women in HVACR, has the privilege of announcing a new president. Marcia Christiansen, who has served on the Board of Directors since 2018, was recently voted in as the new 2023 president. She has been volunteering her time and expertise to

this wonderful organization since 2006 and looks forward to driving meaningful growth for its members, conferences, and scholarships into the future.

President's message:

"From our humble beginnings we have had outstanding leadership, membership and sponsors that have established this group dedicated to supporting women in a predominantly male industry.

In 2023 our focus will be to grow a World Class Networking Group by working together to invite more women into the trades, distribution, manufacturing, and empower them within HVACR.

We have been extremely grateful for industry Partner organizations that have mission statements and objectives that are aligned with ours, and our Sponsors that enhance our ability to support the industry workforce through Education, Mentoring and Networking opportunities. Our mission translates to our membership never having to go it alone.

I encourage all memberships, and those considering joining, to become part of the discussions. Engage and get to know as many people as possible. We are glad you are here.

This is going to be another amazing year and as President of Women in HVACR I plan to help grow connections through our programs that include weekly zoom meetings, regional events, mentorship and outreach. We offer an industry best annual conference experience so make plans now to attend."

Marcia lives in Portland, Oregon with her husband Bret and three dachshunds Ella, Coco and Tilly. She loves to travel and camp in her 1957 Airstream.





SFACA Members Meeting on M1 & A2L What Contractors Need To Know

The SFACA Members Meeting, Happy Hour, Dinner, was held on Feb 1st at 6pm at the Funky Buddha Brewery, 1201 NE 38th Street, Oakland Park FL. The guest speaker was John Grindle, Business Development Manager, Rheem Air Conditioning,

The presentation was about what contractors need to know. Topics include: Government Affairs

and Policy Trends, U.S. Regulatory Updates, M1 Transitioning, M1 Technology Direction, and A2L Update. This was a very informative meeting.

The next SFACA Members Meeting returns to the Funky Buddha Brewery in Oakland Park, Fl on March 1st, at 6pm. The topic will be the 2023 Annual Tax Update and focus will be on Tax Tips for Contractors.

The guest speker, Rich Shavell, CPA of Shavell & Company will discuss what Contractors Need to Know! Rich provides a lot of valuable information in an "easy-to-understand" format. Rich has over 30 years of experience in accounting and working with contractors and developers.

Bring a guest and get the tips you need for your business! See you there!



Mark Zarzeczny of Advanced Clean Air, with Kelly Dexter, Debbie Dexter, and Al Dexter of Air Quality Control Environmental



Jaime Bernat of Saez, Fabian Radaelli and Luis Vasquez of Green Air AC, Luis Chinea of Saez, and Andres Ponce of Target Sales



Mike Kamer of Greetree AC, Matthew Arlick of Duct Doctor, Biviana Maguire of Baker, Ramon Delgado of Johnstone Supply, and Brad Cox of PlasmaAir



Jason Harr of JB Warranties, Lyle Hoffman of IOA, David Pierre and Chad Aitken of Greetree AC



John Bueno, Brandon Schinabeck, Val Eguizabal, Patrick Ahern, and Eddie Abreu of Gemaire Distributors



Funky Buddha scores big on the food buffet selection!



Kelly Dexter SFACA president speaks to the members about upcoming events



John Grindle of Rheem spoke to the members about The Inflation Reduction Act



John Grindle of Rheem also discussed the current state of Government Affairs and Policy Trends





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I.C.E Storage - In Case of Emergency - Thermal Energy Storage and the Inflation Reduction Act of 2022

ASHRAE Miami held their last meeting on Tuesday, Feb 21st, 2023 at 6-8 pm at the 94th Aero Squadron in Miami, FL.

The presentation was titled I.C.E Storage--In Case of Emergency - Thermal Energy Storage and the Inflation Reduction Act of 2022 by Bruce Lindsay, PE. This presentation examined the role thermal energy storage can play to make air conditioning



Alejandro Rivas of Rivas Engineering, Sonia Arranaga of Daikin, ASHRAE Miami President Sam Martin, and event speaker, Bruce Lindsey of Trane Technologies



Tulia Rios of Cors-Air, ASHRAE Region XII RMCR with Louis Prat of ICTB

Bruce Lindsey of Trane Technologies spoke about

I.C.E Storage - In Case of Emergency - Thermal Energy

Storage and the Inflation Reduction Act of 2022

systems more resilient in hot and humid climates. It is based on a draft report from the US Army that examines resiliency of thermal energy systems.

It is also based on Mr. Lindsay's experiences managing 20 ice storage systems and 74 central energy plants for Brevard Public Schools.

Thermal energy storage systems were recently qualified by the Inflation Reduction Act of 2022 to







Nelson Fernandez and Mike Montan of Jascko



Bruce Lindsay, PE. examined the role thermal energy storage plays to make air conditioning systems more resilient in hot and humid climates

receive a 40% investment tax credit and that can be coupled with utility rebates. Thermal energy storage is now the low cost option in southern Florida and provides flexibility as the utility industry undergoes its transition to 100% renewable energy.

The upcoming Miami Chapter meeting to be held on March 22nd regarding Emerging Chiller Technology.



Mathias Salgo and Igor Gonzales of ESI Consulting Engineers



Sam Martin, ASHRAE Miami Chapter President welcomed everyone to the meeting



Bruce Lindsay, PE. of Trane Technologies shared his experiences managing 20 ice storage systems and 74 central energy plants for Brevard Public Schools







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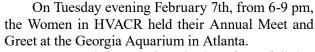


WHVACR MEET & GREET at the **GEORGIA AQUARIUM in ATLANTA**

February 7th, 2023



Patti Ellingson, Eugene Silberstein, Clinton Beck, Laurelyn Arriaga, **Howard Weiss, Colleen Keyworth**



It was good time to sit and relax after a full day at the AHR EXPO. Members of the Board of Directors were present to welcome everyone who attended. There were delicious foods and refreshments available throughout the evening.

Women in HVACR exists to improve the lives of their members by providing professional avenues to connect with other women growing their careers in the HVACR industry. They empower women to succeed through networking opportunities, mentoring and education.



Janet Englehart, Christine Brumm, Nick Goodarzee, Jennifer Helton, April Charles, Bing Berringer



2023 WHVACR Board: Colleen Keyworth, Laurelyn Arriaga, Lori Tschohl, Marcia Christiansen, Erica Leonor, Kristin Gallup, Kerri Cupp



Christina Summerfield, Jimayne Dutton, Rachel Sylvain, Samantha Houchin



David Miville, Jackie Tutko, and

Jimmy McCarty of The Metal Shop

Tricia Duncan, Tiffani Hines, Fallon Dyle, Isam Durovic



Marcia Christiansen with Kerri Cupp of Women in HVACR



WHVACR improves the lives of their members providing professional avenues to connect with other women growing their careers in the HVACR industry



John Jeffers, Phil Rivas, Troy Evans, Shanna Harper, Rocio Ventura, Michelle Ivey



Theresa Wilkins. Amy Evlla. Lori Tschohl. Nicole Norris, Carol Longacre



Tracy Hubbard, Jessica Moralez, Kaytie Matthews, Lilly Coveney, Melissa Rivera

Johnstone Supply Ware Group Hosts JB Industries Vacuum Pump Days in Florida

Johnstone Supply Ware Group is hosting JB Industries Vacuum Pump Clinics in February and March all around the state. Johnstone Supply customers were able to bring in their vacuum pumps for a FREE oil change and performance test, performed by Jeffrey Cherif, a JB Industries manufacturer's representative.

everyone to try, and the featured product was a JB DV-142-Flex, which is a 5 CFM Platinum Flex AC/Battery Powered Vacuum Pump.

Bring in your Vacuum Pumps to a Johnstone listed in this article for a FREE Inspection, performance test

Many JB Industries products were on display for and oil change on any brand of vacuum pump. FREE replacement of normal wear and tear items on all JB models of vacuum pumps. March Johnstone Supply Vacuum Pump Days locations include: Orlando 3/7, Melbourne 3/8, Brandon, 3/15, Clearwater 3/16, Deerfield 3/22, and Boynton 3/23.



Samuel Cruz of Johnstone Supply Ware Group, Jeffrey Cherif of JB Industries, Nicholas Balliram and Saul Candelaro Of Lindstrom AC (2nd & right)



Jeffrey Cherif of JB Industries with Hernan Arguetas AC & Appliances

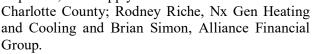


Winston Saddler and Mike Peterson of Supreme Mechanical (L & R), Ramon Soto of Johnstone Supply Ware Group, Jeffrey Cherif of JB Industries

SWACCA Installs 2023 Officers and Board of Directors

tors were installed at their February 7, 2023 meeting. The Officers and Directors elected for one and twoyear terms respectively were installed by FRACCA President William Barnes: Marc Labuzienski, President, Air Flow Air Conditioning Systems; Jon Kunz, Vice President, Bethel Products; and Director Mi-

chael Porter, Carrier Enterprise. They will lead SWACCA along with the continuing Board members: Jim Britton, Past President, Gulf Shore Cooling and Directors Graydon Bullard, Bullard's HVAC Services; Ty Copeland, WinSupply of



The evening concluded with a valuable presentation from Don Duckworth, Senior Account Executive, Enterprise Fleet Management, who provided an Industry Update – Market Trends, Safety & EVs. Topics addressed included Automotive Industry Dis-

SWACCA's 2023 Officers and Board of Direc- ruption, Cost of Ownership Trends, Vehicle Availability Trends, Safety Equipment, Advanced Driver-Assistance Systems and EVs in the Marketplace.

> Active for almost 50 years, SWACCA's goal is to better the HVAC industry for its members, their customers and employees. SWACCA meets the first Tuesday of each month at the Embassy Suites, Ft My-

> > ers/Estero on Corkscrew Commons. However, in April SWACCA will meet at the Florida Academy in Ft. Myers to hold its annual Career Night, which includes interview opportunities for students and a special presentation on Equity in the

Workplace. This Spring and Fall SWACCA will also hold a series of Flammable Refrigerant Workshops. This Safety Training Workshop and ESCO Certification Exam covers, Refrigerant safety, Introduction to Low GWP refrigerants, among many other topics. For additional information contact SWACCA Executive Director Harris at (727) 209-0890 or charris@ sw-acca.org

General Filters, Inc. Presents the 2022 "Soaring Eagle" Award to Mid-Atlantic Sales

General Filters, Inc., presented its annual "Soaring Eagle" Award to Mid-Atlantic Sales in March; the sales agency that best represented General Filters

in terms of sales revenue, sales growth, new product sales, the reporting of vital field intelligence and being excellent ambassadors of GFI's core values.

Owner and Vice President John Redner and Director of Sales & Business Development, Allan Feys were pleased to offer the 2022 award to

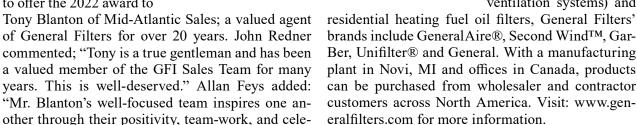
of General Filters for over 20 years. John Redner commented; "Tony is a true gentleman and has been a valued member of the GFI Sales Team for many years. This is well-deserved." Allan Feys added: "Mr. Blanton's well-focused team inspires one another through their positivity, team-work, and cele-

bration of each other's successes; a formula to which all could aspire."

Congratulations to Tony Blanton and the en-

tire team at Mid-Atlantic Sales!

Founded in 1937, General Filters, Inc. professional experience spans three generations. Manufacturers of whole house residential indoor air quality (IAQ) products (humidifiers, dehumidifiers, air cleaners, UV light purifiers and ventilation systems) and





Tony Blanton, Jodi Blanton, and Derek Cicero of Mid-Atlantic Sales

HVAC RepCo Named Rep Agency of the Year by Crescent Tools for **2nd Consecutive Year**

REP AGENCY OF THE YEAR!

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HVAC RepCo was presented the "2022 Outstanding Performance Award" from Chris Fields, Apex Tool Group's Sr. Manager of Business Development for the Electrical & PHVAC Channels, when he announced

HVAC RepCo won the Crescent Tools "Rep Agency of the Year" for the second consecutive year, at the Crescent Tools' National PHVAC Sales Meeting held at the Embassy Suites in Downtown Atlanta during the 2023 AHR Expo.

"Congratulations to one of the best sales teams in the

PHVAC channel, and another big win as Rep Agency of the Year!" said John Erwin, who started the PH-VAC sales channel for Crescent Tools. "Best team in planning, management and customer relationships. 2023 will be another great year for Crescent Brands

and HVAC RepCo with new growth," declared Erwin.

"We are proud to partner with Crescent Tools and Apex Tool Group, and appreciate the support we receive from their high-caliber team," said Tom McCro-

ry, President of HVAC RepCo. "Crescent Tools and GEAR-WRENCH are iconic brands and market segment leaders that fit well on our line card," added McCrory. "Earning this recognition two years in a row is backed by our belief in the quality of the bestin-class Crescent Tools brands. This award

is a reflection of the hard work and dedication of everyone on my team representing the Crescent Tools family of brands: Adam Burroughs, Mac McCrory, Lind Michel, Larry Sandlin, Bob Turner, Ryan Mc-Crory, Cyrus Gardner, and Kai Burroughs."

RectorSeal® Adds **New Lineset Insulation Products for Complete Code Compliant Air Leakage Offering**



Houston, February 22, 2023 -RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories, has an-

nounced the release of new code-compliant HVAC lineset jackets offering protection from wind, code compliant UV rays, and abrasion. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI].

With the growth of new building code regulations requiring the protection of foam insulation on HVAC linesets, RectorSeal now offers durable UV-resistant PVC foam insulation jackets providing a simple, easy, and compliant solution for HVAC contractors. The innovative hook and loop fastening system is bonded and sewn for extra adherence. That allows the lineset insulation jackets to be both removable and reusable for easy installation and maintenance. Available in three wall sizes, the system lineset jackets are designed to fit residential and commercial ducted and ductless HVAC systems.

Additional features of the lineset jackets include a Class II Vapor Retarder Per ASTM-E96 Water/ Vapor Permeability Test. Further, they provide a secure, breathable, tight fit, covering multiple lineset diameters, and do not fray when cut to size.

"The addition of our new lineset jackets is a perfect complement to our Outset Seal products," said Jeff Underwood, Senior Vice President Sales and Marketing at RectorSeal. "We now have an end-toend protection system for HVAC linesets from wall penetration to condensing unit. We strive to provide our customers with optimal solutions that offer added protection and code compliance regardless of the product category."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. Please visit www.rectorseal. com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

PBACCA Presents Member Appreciation Night

"At The Beach Club Tiki, Lake Worth Beach" April 6, 2023 "What can PBACCA do for YOU?"Music by DJ Tango......

We would like to use April Meeting to let our Members know how much we value their commitment to OUR Association. We invite all Past, Present, and Future Members to an evening of Conversation and Cocktails

Use this opportunity to Meet our 2023 Board Members and let them know what you would like them to do for you! GREAT Subject, GREAT Location, Have a GREAT Time and Socialize With fellow Contractors and Vendors

.....Reservations are required...... Reservation deadline Monday, April 3, 5:00 pm Thursday, April 6 "The Beach Club Tiki" One 7th Avenue North, Lake Worth, Fl. 33460 5:30 p.m. Check-in 6:30 p.m. meeting starts Cost \$25 per person

> RSVP to Pam at pripple@pbacca.org or 561-585-3880

2023 AHR EXPO

Feb. 6 - 8 Georgia World Congress Center Atlanta, GA



Ron Saunders-Fresh-Aire UV, Daniel Harley, Cameron Perkins, Trey Weeks, Ryan Czar, Shaughnessy Harms, and Craig Schulze of Johnstone Supply Ware Group



Coffee with President Farooq Mehboob at the ASHRAE Winter Conference



The Cooper&Hunter Team Dedicated to technological innovation!



Susanne Sanchez of GREE Tradewinds speaking at a press conference "What's new with GREE"



Andre Saez, Jorge Saez, and Nicolas Dicairano of Saez Distributors



Joel Rosier, Nick Seifert, Ken Barton, and David Domanick of Arzel Zoning



Tim Shelley of Leone Green & Associates with Brad Adcox of Supco



Sam Roti, Mark Kirby, Julie Decker, Hunter Jones, and Dan Berlyn of Atco Rubber Products and Linesets Inc.



LG Press Breakfast at their booth in the AHR Expo Exhibit Hall



Bryan Schwartz and Andrew Greaves of NAVAC Inc.



Jaclyn Schilkey, John Lowrie, and Betsy Harbison of A-GAS



Mike Smith, Leah Montgomery, and Mark Kuntz of Mitsubishi Electric Trane HVAC US

RectorSeal® Unifies Airtec GRD Product Offering Within TRUaire® Brand



Houston, TX, February 7, 2023 – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories, announced Airtec

GRD (Grilles, Registers, Diffusers) products will be rebranded as TRUAire Retrofit GRD. With the new designation, Airtec products will enjoy increased visibility and awareness across the market. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI],

While this change will provide enhanced product recognition, no other changes will occur, including the customer buying process, SKU numbers, product features, product quality, and limited warranty coverage.

A patented one-piece design allows TRUaire Retrofit GRD to be installed without requiring assembly. Its retrofit flexibility eliminates the need for tedious mastic and external sealers. Constructed with professional-grade polymers, TRUaire Retrofit GRD has stepped collars designed to accommodate three standard duct sizes. The TRUaire retrofit product is especially popular in markets without existing ductwork, especially older homes in the Northeast and Mid-Atlantic markets.

With over 10,000 SKUs, TRUaire Residential and Commercial GRD products offer a constantly growing line of models, styles, and features that meet the demands of its customers. All TRUaire Residential and Commercial GRD products receive 100% powder coating to ensure the highest quality. Further, the blade and linkage components are individually powder-coated before assembly.

"Putting Airtec and TRUaire into a single brand name allows RectorSeal to reinforce the brand recognition and quality that our customers expect," said Jeff Underwood, RectorSeal's Vice President of Sales and Marketing. "The name change enhances our entire GRD product line, which remains the gold standard for flexibility, performance, and durability."

Register Today for the 2023 AHRI Policy Symposium!

Registration is now open for the 2023 AHRI Policy Symposium, to be held from May 15-17 in Washington, D.C. Now that citizens can once again interact with their elected representatives – in Congressional office buildings – AHRI has designed this new advocacy event, which replaces the Spring Meeting.

The Policy Symposium will be a unique opportunity for members of all backgrounds and company sizes, with participation by our friends in the distributor and contractor communities, to reintroduce our industry to Congress and communicate our industry's legislative and regulatory priorities.

Attendees can expect productive Sector Leadership Council meetings, dynamic keynote speakers and regulatory and legislative panel sessions, Capitol Hill visits, and an engaging Joint Industry Reception with HARDI and PHCC.

General Questions? Contact Lauren Little at llittle@ahrinet.org.

New Ultra-High-Efficiency and Heat Pump RTUs Launched by Johnson Controls



MILWAUKEE – (February 28, 2022) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, launched

the newest development in the Choice line of commercial rooftop units (RTUs) available from Johnson Controls®, YORK® and TempMaster®. The 12.5- to 27.5-ton RTUs surpass aggressive Department of Energy (DOE) 2023 efficiency standards by 6-45%, depending on the efficiency level, while maintaining an economical advantage.

Available in high-efficiency, ultra-high-efficiency and heat pump models, Choice RTUs can be configured for cooling only, staged-gas heating, modulatinggas heating and now heat pump operation in conjunction with factory-installed electric heating to provide the flexibility necessary to help building owners reach today's evolving efficiency requirements.

"We've elevated the proven performance of Choice rooftop units with enhanced features and options to help our customers achieve their sustainability goals," said Jason Carter, senior product manager, Ducted Systems, Johnson Controls. "Building operators now have even more options to reduce energy consumption and deliver cost savings based on the unique needs of their facility."

Choice Rooftop Unit Options Include:

- High-efficiency Choice rooftop units: Available in dedicated downflow (15-27.5 tons) or sideflow (15-25 tons) configurations. Provide up to 23% greater part-load efficiency than our legacy comparable, standard-efficiency units. Surpasses DOE 2023 efficiency standards by almost 10%.
- Ultra-high-efficiency Choice rooftop units (12.5-23 tons): Leverage a combination of Copeland™ high-efficiency ZPKZ fixed speed, ZPS two-stage, and ZPV variable-speed compressor technology to deliver the highest part-load efficiency in their class. Surpasses DOE 2023 efficiency standards by up to 45%.
- Heat pump Choice rooftop units (12.5-25 tons):
 Deliver up to 13% higher IEER than competitive
 units and meet DOE 2023 efficiencies for both
 heating and cooling using mechanical and electric heat instead of gas combustion to support
 sustainability and decarbonization. Surpasses
 DOE 2023 efficiency standards by up to 6%.

All Choice rooftop units feature a convertible filter rack with pleated filters up to MERV 13 available as a factory option to help meet LEED requirements. Multiple airflow strategies – including variable air volume (VAV), exclusive IntelliSpeedTM discrete fan control (DFC) with 2-stage and 4-stage options and Continuous Reset Single Zone (CRSZ) control – help to improve ventilation based on building requirements. Additionally, the units are compatible with a full suite of system accessories to further support indoor air quality (IAQ) performance.

In addition to operational cost-savings achieved through system efficiencies, Choice RTUs are designed to lower initial project costs as well. The lightweight design streamlines specification by reducing building design requirements and eliminating the need for additional structural engineering analysis when used in replacement applications.

Choice rooftop units are digitally enabled to further enhance efficiency, reduce operational costs and extend equipment life. This also provides seamless integration with building control systems, including Verasys®.

Johnson Controls® Choice, YORK® SunTM Choice and TempMaster® OmniTM Choice rooftop units are designed and tested in the Johnson Controls Advanced Technology Lab located in Norman, Oklahoma, and supported by factory-backed warranties, including a 1-year parts warranty, 5-year compressor and electric heat limited warranties, 10-year aluminized heat exchanger limited warranty and a 15-year stainless steel heat exchanger limited warranty.

hilmor Names Fastest Hands in HVAC/R at the AHR Expo 2023



The top 8 qualifiers competed head-to-head late Tuesday afternoon at the AHR EXPO DiversiTech booth B617

In a flurry of deburring, swaging, bending and flaring, one HVAC/R technician rose to the top of the leaderboard during this year's Fastest Hands in HVAC/R contest held during the AHR Convention in Atlanta, GA.

Francois Goletto, a technician from Decatur GA, with George Gary Mechanical Design, was sitting in first place out of hundreds of competitors after the several different rounds of competition, in which ended up with taking a copper tube and making two 90 degree bends in the opposite direction and then using a hilmor Lineset Cleaner to shot a rubber plug into a target and hit the bullseye.

Goletto completed the final task the fastest, and received the top prize, \$1,000 worth of hilmor tools. The other top finishers included Samuel Friedman, who received a \$500 prize. Pinkas Bruer and Stan Axvier each received a \$250 prize.

"This is a fun way to let technicians experience firsthand how our tools work," says Andrea Halpin, Brand Director, hilmor. "Most of them have a very



The final four contenders in hilmor Fastest Hands Competition were Samuel Friedman, Stan Axvier, Pinkas Bruer, and Francois Goletto



Alston Mullins of DiversiTech (right) gave instructions for each round of competition which involved using differnt tools

competitive spirit and really enjoy seeing how fast they can do something, especially compared to their counterparts."

The hilmor brand continues to revolutionize the HVAC/R industry with smarter, more effective tools and equipment. Backed by one of the largest research investments in the history of the HVAC/R industry, hilmor is dedicated to making the technicians' jobs easier.

DiversiTech's mission for contractors is also to simplify their work. We do this by offering high-quality, innovative and advanced products that save time on installations and headaches from unnecessary customer call-backs. Combining exceptional customer support with a full line of HVAC parts and accessories, we provide contractors with the resources and tools they need to meet any of their customer needs.

For more information about hilmor, go to hilmor. com. For more information about DiversiTech, go to DiversiTech.com.



Francois Goletto of Decatur Ga took first place in The Fastest Hands Competition. Francois won \$1000 of hilmor tools!

Carrier Launches Two New Digitally-Enabled Lifecycle Solutions

Carrier, the inventor of modern air conditioning, launched two new digitally-enabled lifecycle technology solutions at the International Builders' Show (IBS) in Las Vegas. With a focus on customer experiences, Carrier's new InteliSenseTM Technology and Near Field Communication (NFC) capabilities put best-in-class servicing at the forefront of ongoing digital innovation. 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.

"Customer satisfaction is our highest priority," said Justin Keppy, President, NA Residential & Light Commercial HVAC, Carrier. "We are excited to launch solutions that connect our homeowners' units to dealer devices for quick, efficient servicing. Inteli-Sense's connected, informed 'know before you go' visits along with NFC's easier, quicker on-site access for installation and troubleshooting are game changers for the industry, especially for technicians."

InteliSense Technology and NFC will be available to order and install later in 2023.

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 or follow @Carrier on Twitter.

New BACnet Remote Inspection Modules that Allow Efficient CodeRequired Periodic Testing of Life Safety Dampers

Belimo Americas is excited to announce the release of the new FSKN remote inspection modules that allow code-required periodic testing of International Building Code Chapter 7 actuated life safety dampers without costly visual inspections.

The module initiates damper cycling and verifies the damper position to ensure proper emergency operation. It connects seamlessly to Fire Alarm panels or Building Automation Systems using BACnet or Modbus communication protocols. The Fire Alarm and BAS companies will be more efficient with damper testing and comply with code requirements ensuring proper damper operation. The series includes 24 (FSKN24) and 120 (FSKN120) volt offerings.

With the module:

- It is possible to inspect inaccessible dampers
- Deferred testing and maintenance will be reduced with automatic testing and
- generating inspection reports
- Systems commissioning can be performed more efficiently
- Perform frequent testing at no cost

Headquartered in Switzerland, Belimo is a global market leader in developing, producing, and selling field devices for controlling heating, ventilation, and air conditioning systems.

Performance Pointers

By James Ball (continued from page 18)

By the way, NCI also has a system rating report available that may be the key to helping your customer understand test results. Whatever way you choose to communicate numbers to customers, the key is to make results easy to understand and make sure your techs review their results with customers after each maintenance visit.

In addition to communicating results to the homeowner, High-Performance Maintenance organizations communicate vital measurements to their team. Quality visit results, customer feedback, system performance, renewal rates all tell the score of your maintenance program.

Your team wants to know they are making a difference by doing their part. Share the results and celebrate the wins when it makes sense. When there is room for improvement, ask the team for suggestions on how they can improve. Also, be sure to review consistent feedback from customers -- that may be pointing to training opportunities. High-Performance Contracting organizations consistently Measure-Evaluate-Change-reMeasure.

Over time measurements can become the foundation for your communications with potential customers and even potential team members. It is powerful to tell a homeowner that your maintenance plan can keep their system operating at peak efficiency during its life span, and then prove it with real measurements.

It is also powerful to have measurements that prove customer's equipment lasts longer. You can even pay technicians based on actual measured performance. This can attract potential new team members who value contributing to the team and doing the right thing.

Small Steps

By this point, you understand that being a High-Performance Maintenance Organization requires total commitment and work. Much like my call to Mom, you may be ready to just give up. Don't. Work on one small aspect of this process at a time.

Yes, there are many moving parts to take care of customers. We have yet to discuss the accounting, office support, or scheduling. These are just some of the details that need to be routine and appear effortless to your customer. NCI's members excel at taking care of customers. Many contractors are on this road to becoming High Performance Maintenance Organizations

I am looking forward to sharing the final article in this series before Summit 2023. Next month we will talk about NCI procedures that can be used to lower your maintenance program cost. If you have found this series helpful, you should attend the upcoming Summit 2023. The National Comfort Institute Summit 2023 will expose you to some of the most successful HVAC contractors around the nation. You can hear their experiences and share your ideas. This conference is unlike any other and it 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

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. He recently sold his family HVAC service company and looks to give back to the industry through contributing his knowledge and experience with NCI. He hopes to help HVAC professionals move forward with the implementation of high-performance HVAC processes.

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





Malco Opens Nominations for 2023 HVAC Trade-Pro of the Year



ANNANDALE, MINN. (Feb. 2, 2023) — Are you an HVAC trade professional who excels in their field and gives back to the

local community? Do you know someone who does? Then nominate them for Malco's HVAC Trade-Pro of the Year Award!

Malco Products, SBC, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the HVAC trade, is now accepting nominations for its 7th annual national HVAC Trade-Pro of the Year Award program.

The HVAC Trade-Pro of the Year Award recognizes and celebrates outstanding, experienced HVAC technicians and installers who are dedicated to the industry and on-the-job safety, as well as giving back to their communities. Winners will be selected based on professional achievement, commitment to safety and contributions to their community.

The five winners will receive \$1,000 worth of Malco tools of their choosing, and all qualifying trade professionals who are nominated will receive a Malco cap and pair of gloves.

"These awards give Malco a chance to recognize and highlight skilled HVAC technicians across the country who are providing exceptional service to

their customers and communities," said Rich Benninghoff, president and CEO of Malco. "The HVAC Trade-Pro of the Year Award is part of our long-standing commitment to supporting those working and training in HVAC trades, and we look forward to celebrating the winners this fall."

To nominate yourself, or another technician who has made a difference in your community, visit: www.malcoproducts.com/hvac-trade-pro-contest-2023-entry-form. Entries will be accepted until June 30, 2023, and winners will be announced in September 2023.

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

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

RectorSeal® Introduces Cool Braze™ Reusable Heat Absorption Putty



Houston, TX, February 21, 2023—RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing accessories, introduced today Cool Braze, the reusable heat absorption putty for the HVAC/R, plumbing, and welding markets. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI].

Cool Braze putty blocks soldering, brazing, and welding heat conduction and sparks from damaging nearby soldered fitting joints, piping, and valves. It can be used on a variety of surfaces and metals, including composite panels, rubber, and plastics. Cool Braze is especially useful for protecting reversing valves, ball valves, and TXV components. Cool Braze was developed to completely stop the transfer of heat up to 3000°F (1,649°C). It is effective when using MAPP gas, Oxy-Acetylene, MIG, TIG, Arc, and Propane torches.

"Cool Braze is a game changer for the many trades we serve," said Stephanie Welda, Director of Product Marketing, RectorSeal. "Its versatility adds to the long line of innovative products for which RectorSeal is known."

While many heat-blocking putties are for one-time use, Cool Braze can be reused multiple times. Its formulation is easily rejuvenated with a spritz of water before being stored back in its convenient plastic jar. Cool Braze is non-toxic, non-flammable, and odor-free.

Cool Braze offers several advantages compared to using alternative methods to prevent heat transfer. When properly used, it protects copper, aluminum, steel, and all other pipe and component materials from discoloration, warpage, and distortion, even on thin metal. Cool Braze can be used to hold, align, and jig parts for brazing, soldering, or welding. In addition to absorbing heat, Cool Braze can prevent nearby drywall or wood from igniting, preventing existing fitting joints from unsoldering, and offers residual spark damage to flange bolt/nut threads, valves, and other heat-sensitive equipment.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among professional-grade contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve its customers' challenges. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

FabricAir® Names Stan Weaver Co. Top HVAC/R Manufacturer's Rep of 2022



Atlanta--FabricAir®, Suwanee, GA, the original manufacturer of fabric HVAC duct, honored Stan Weaver Co., St. Petersburg, FL, with its 2022 Top Manufacturer's Representative Performance Award at the AHR Expo 2023 (International Air-Conditioning, Heating and Refrigerating Exposition) Feb. 6 in Atlanta.

FabricAir V.P. of Sales, Charles

Justice, presented the award to Derrick Roberts and Mike Foley, Stan Weaver Co.'s president and general manager, respectively.

The 45-year-old manufacturer's representative firm operates five Florida offices in Jacksonville, St. Petersburg, Miami, West Palm Beach and Orlando. Stan Weaver Co. specializes in air movement with more than 40 product lines and has represented FabricAir since 2010 throughout Florida with the exception of Fort Meyers and Pensacola areas. "The advantage of fabric duct is never having to address a product manufacturing or handling quality control issue in the 13 years we've offered it," said Roberts, who has 40 years HVAC industry experience and 34 years with Stan Weaver Co.

Weaver's strength is its eight mechanical engineers, that complement a staff of 17 outside salespeople and 40 sales assistants, estimators and accountants to get fabric ductwork specified for projects. "Our mechanical engineers assist consulting engineer clients to get FabricAir specified on their project drawings that ultimately become the basis of design, which in turn helps our salespeople promote it to end-users," said Roberts. "That combination helped land more than 50 fabric duct projects in 2022. Furthermore, fabric duct is increasing accepted today as an alternative in many different applications."

One application example is the Florida's increasing cannabis grow-op trend as more cultivators are discovering fabric duct's uniform air dispersion qualities and other benefits help produce larger harvests, according to Roberts.

For more information on FabricAir duct products and accessories, please visit www.fabricair.com; email sales-US@fabricair.com or contact customer and technical support departments at (502) 493-2210.

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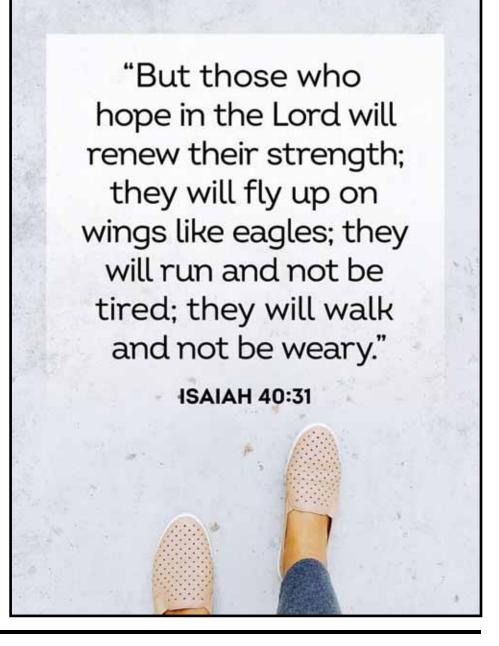
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POSITIONS AVAILABLE

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

Please email your resume to careers@tropicsupply.com.

BLACKS SUPPLY

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

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