

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



Tropic Supply HVACR Best Practices Road Show & Customer Appreciation Cookout (pages B8-B9)



SFACA Program Meeting "Brews and CEU's" at Funky Buddha (see page 22)



2023 ASHRAE Miami Golf Tournament at the Miami Beach Golf Club (see page B10-B11)



Trane Supply Hosts Grand ReOpening in Ft. Myers (see page B6)



Ducane/OLDACH Placed 2nd & 3rd in the SCCA 2023 Daytona Classic (see page 14)

## From Science Project To Over 500 Products: The RGF Environmental Story



Jeff Schlichenmeyer  
Publisher

shared with me that the original concept came to fruition when he was in junior high school.

### History

RGF® was founded by Ron Fink in 1985 for the purpose of providing the world with the purest air, water and food without the use of chemicals. Ron's career interest started in junior high school where he became interested in rocks and minerals, specifically fluorescent minerals found in a zinc mine near his boyhood home. In 1960 he entered his UV activated florescent mineral collection in a science fair at a local college. After winning the earth science category, he was approached by two well dressed men

in black suits who were intrigued about his project and his interest in radiation. They also questioned his interest after high school. Ron told them that he

During the month of May, I had the pleasure to interview Ron Fink, President and CEO at RGF® Environmental Group, Inc. I asked Ron the question "how did RGF® Environmental originally get started?" Ron went back to the very beginning and

was planning on joining the military as his family didn't have a lot of money for college tuition. They gave him a business card and said to contact them when he was a high school senior. The card stated they were D.I.A (Defense Intelligence Agents). Ron later contacted the agency and they offered him a work engineering college study program at the agency's Nevada Nuclear Test Site, which he accepted. The assignment was at the infamous "Area 51" (and no he did not see any aliens!!) After a few years in the desert testing nuclear weapons and spying on other countries nuclear programs, he decided to move to a safer career.

After the DIA experience, Ron entered the commercial nuclear power industry specializing in reactor vessel internals worldwide. In the early 1980's it became evident that nuclear power might

not have a bright future ahead, due impart to all the anti-nuclear protests. In 1984 Ron began to look for a new career. Ron left the nuclear industry as a VP of a Swiss nuclear engineering and construction firm. After studying the science of starting a new business Ron left with 4 concepts. 1) Don't start a restaurant!!! 2) Start with your own cash, only (don't borrow money). 3) Find a need and fill it. 4) Be prepared to work ten-hour days, 6 days a week. All were good advice!

go to page 20



(LtoR) Walter Ellis, Executive Vice President/General Manager, Ron Fink, Founder and CEO, Mathew Charles, Vice President Air Products Division, Tony Julian, Vice President Business Development, Sharon Rinehimer, Executive Vice President/General Counsel

## DiversiTech Corp. to Acquire Pro1 Thermostats

May 24, 2023 (Duluth, Ga.) – DiversiTech® Corp., North America's leading manufacturer and supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R), entered into a definitive agreement to purchase Pro1 Thermostats, a leader in heating and cooling technology. This acquisition will reinforce DiversiTech's position in the HVAC/R Industry and expand its product offerings.

Pro1 Thermostats has a proven track record of delivering innovative products to the HVAC/R Industry, making it a perfect fit for DiversiTech. The successful launch of the next generation of thermostats and Pro1 Connect App offers simple, affordable & professional WIFI thermostat models designed for nearly every application. The Pro1 WIFI models are easy to install, simple to operate and provide the convenience to operate your thermostat from anywhere.

"We are thrilled to be joining forces with the team at Pro1," said Andy Bergdoll, CEO of DiversiTech. "Their focus on developing contractor friendly control solutions as well as their commitment to the professional channel makes them a great

fit with DiversiTech. We look forward to supporting Pro1's product development program and enabling them to leverage DiversiTech resources and infrastructure to build even stronger wholesaler partnerships."

"Pro1 was founded in 2007 with the mission to exclusively focus and service the needs of the HVAC/R Contractor base," said Jeff Edgar, Pro1 Founder. "I'm thrilled that the Pro1 brand, HVAC/R Contractor focus, and strong industry reputation will grow even stronger under the DiversiTech portfolio."

"We're excited to join DiversiTech and accelerate our growth plan," stated Steve Mykityn, Pro1 President. "Equally important is that our company values are aligned on the focus on the professional HVAC/R trade. I am honored to be joining the DiversiTech team and to have the chance to work with some of the best minds in the industry," he said. "Together, we will build on Pro1's strong foundation and take it to the next level."

Founded in 1971, DiversiTech® Corporation is North America's largest manufacturer of equipment pads and a leading manufacturer and supplier of components and related products for the HVAC/R industry. For more information about DiversiTech, visit [diversitech.com](https://diversitech.com)





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## SCAN TO SEE QUALIFYING PRODUCTS

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# Are You Making These Three Financial Mistakes When It Gets Busy?

Ruth King's  
Contractors Cents



**HVAC** Channel.tv  
Industry expert Ruth King has helped contractors get and stay profitable for more than 25 years.  
Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

Busy times are coming (or are here in some areas of the country). Are you making these three financial mistakes which get accentuated when revenues and cash grow quickly?

1. Not focusing on maintenance. In busy times it is essential to enroll new maintenance plan customers. You have many more opportunities to ask. And, about 1 out of 3 people say yes. You don't have to do the maintenance when it is busy unless the problem is maintenance related. (Some will say that most breakdowns are maintenance related). The first maintenance can be at a slower time of the year.
2. Reminder: Volume is vanity. Profits are sanity. I've been saying this for years! The top line is important but the bottom line is more important. Many contractors brag about revenue growth but almost no one brags about profit growth. Track overhead cost

per hour and net profit per hour to ensure that your company is profitable as you grow. Calculate these two figures on a yearly basis and review them every quarter.

Overhead cost per hour is the dollars you must add to your product or service direct cost for rent, utilities, etc. It is total overhead divided by billable or revenue producing hours. Do not include holidays, sick days, training time, or vacation days. Only time that can be billed to a customer counts.

Net profit per hour is the total net profit divided by billable or revenue producing hours. Shift your focus from growing the top line to growing the bottom line - your net profit per hour.

3. Reminder: Inventory is a bet. I've been saying this for years too!

Sometimes inventory control gets sloppy when

it gets busy. You don't take the time to track what is going in and what is coming out of the warehouse. You don't pay attention to what is bought at supply houses. This is the time where it's easier to steal because you're not paying attention.

Before it gets insanely busy, walk through your warehouse. How many parts are gathering dust on the shelves? How many parts did you buy a year ago or longer that you paid for but still haven't used?

Inventory is one of the greatest cash drains and many times you don't see its affects when it is busy because the cash influx masks the higher cash outgoes. You are betting your hard earned dollars that you will be able to sell something that you've bought.

Know how many days, on average, it takes from the time you purchase a part until you use it in your products and services. If it is over 30 days, you probably have too much inventory unless your business is parts distribution.

Don't make these financial mistakes when it gets busy. Think bottom line rather than top line. It's better to grow revenue at 5% and profits at 15%.

Next Topic: "OMG - We Lost Almost \$100,000 Last Month!" This was the panicked phone call I got. My response: "Send me your financial statements." She did.

When I looked at them, the negative gross profit practically jumped off the page. Turns out the equipment expense was for a job that the company received the revenues for last year. This caused the negative gross profit.

A perfect example of financial statement fruit salad. Revenues MUST match the costs for those revenues each month for accurate financial statements.

In this case, revenues were accounted for last December. Let's call December the "apples month." The equipment expense was accounted for in March. Let's call March the "oranges month."

When you job cost, you have apples and oranges together - you have financial statement fruit salad. So no, the company didn't lose \$100,000 last month. It had an accounting issue. The reality?

Last year's books, which are closed, are overstated with respect to profit (revenues and no expenses for those revenues).

This year's books will be understated with respect to profits (no revenues and expenses for those revenues).

What should you do? (For those of you who do not use percentage of completion or completed contract accounting):

Have a deposit account in current liabilities. When you receive a deposit for work that you will be doing in future months, the debit is to cash and the credit is to deposits, not revenue.

When you receive equipment and materials for a job you have not billed for, that equipment and material goes into inventory until you use it on a job - debit inventory and credit accounts payable.

The only time revenue and expense are recorded on a profit and loss statement is when you do the work and bill for the work. This will help you avoid financial statement fruit salad and have accurate financial statements.

## Books/Audios that Could Help Your Business and You.

As business owners and managers we need to be healthy and have the energy to build/manage our businesses well. Forever Young is a book that can help you do just that. Website to order: <https://amzn.to/3ACzZP4>



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BIG BOY	004-794	45"	20"	12"	1	2	1	1	1
LI'L BOY	004-795	42"	20"	12"		3	1	1	1
SHORTY	004-796	36"	13"	12"		3			
LAZY BOY	004-797	17"	41"	12"		3	1	1	

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# RectorSeal's New HVAC Electrical Protection Devices Combine Enhanced Performance With Outstanding Limited Warranty



Houston, TX, May 23, 2023 – RectorSeal® LLC, a leading manufacturer of quality HVAC/R and plumbing tools and accessories introduces two new products to the RSH® Series of Surge Protection Devices (SPD) and Voltage Range Monitoring (VRM) kits.

RectorSeal RSH Series devices protect HVAC equipment from electrical surges, brownouts, and other voltage disturbances resulting from transient over-voltage and natural-cause surges. The RSH series is a preferred choice for HVAC technicians by offering easy installation, proven performance, and an outstanding limited warranty. RSH Series products are weather-rated under NEMA 3R and can be installed within minutes to the outdoor disconnect electrical box.

The RSH-VRM60A Voltage Range Monitoring Device is designed to support 120/240 Single Phase, 60 Amp Double Pole Capacity Relays for loads between 15 to 60 Amps. It can be used with Ductless and Ducted HVAC systems. Additional features include push-button cut-off setpoint adjustments, a voltage read-out screen, a large, easy-to-read LED digital display, and dual red and green LED diagnostic indicators. Additional features include an over/under voltage cut-off device with an auto restore and push-button cut-off setpoint adjustments to cover a wide range of input voltages. A 2-year limited warranty covers the voltage range monitoring device.

The RSH-50VRM Kit is a Surge Protector and Voltage Range Monitor designed to support 120/240 Single Phase, 60 Amp Double Pole Capacity Relays between 15 to 60 Amp loads. No laptop or programming tools are required resulting in easy set-up, and the device is field programmable. Features include an

all-mode surge protector with gas tube and thermally fused (MOV) suppression technology. Also, it has a large LCD digital display and dual red and green LED diagnostic indicators. A non-volatile memory retains all settings, and an event log is available when power is lost. More than 300 over/under voltage and power-loss events are kept in the resettable internal memory.

The RSH-50VRM Kit has adjustable mounting flanges for easy installation. Further, it has a heavy-duty hinged enclosure with dual latching mechanisms. NEMA 3R weather-resistant, rated for protection against rain, sleet, and snow, the device is undamaged by ice formation, allowing for outdoor use.

A 2-year limited warranty covers the voltage range monitoring device, and the surge protection device for single-phase has a limited lifetime warranty.

Both devices are RoHS compliant UL listed and available from select RectorSeal distributors and representatives.

Founded in 1937, RectorSeal has centered around a simple growth mission: To provide innovative solutions to the professional trades. RectorSeal supports the heating and cooling, plumbing, electrical, and construction industries with a wide variety of products, services, and support programs. Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

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

The RectorSeal LLC, is a manufacturer of chemical, mechanical, and firestopping products for the professional trades. The company is centered on a simple mission: To provide innovative solutions to the professional trades. RectorSeal wants to help professionals in the heating & cooling, plumbing, electrical, and construction industries perform their work faster and with greater reliability.

# Acadianna Sumlin Promoted to Customer Service Manager at The Metal Shop



Acadianna Sumlin

“The Metal Shop is proud to announce Acadianna Sumlin as our new Customer Service Manager. Acadianna has been with The Metal Shop since May of 2020 and has worked in several departments gaining hands on knowledge of the company and our products. We appreciate Acadiannas willingness to learn, her eagerness to help,

and her dedication to our customers. If you have questions about a product, need a lead time, want to request a commercial quote, need to check on an order, or for any other customer service needs – call Acadianna at 352-522-0006”

The Metal Shop today has 90,000 sqft combined under roof with over 100 employees. Locations include Clearwater, Crystal River, Jacksonville, and a few in the Dunnellon area.

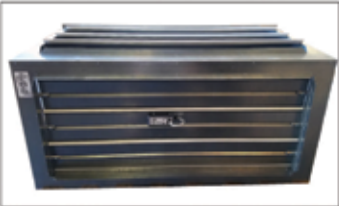
The Metal Shop mission: to manufacture and supply the HVAC sector with products designed to simplify and expedite jobs. The Metal Shop offers over 500 diverse products, and has an invigorated focus on expanding its product line even further.

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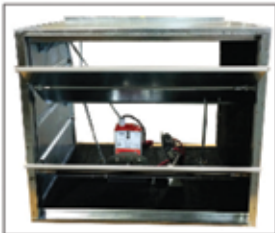
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- Horizontal or downflow applitaction.
- Convenient access panels, one side service.
- AHRI/ETL Certified



UP TO  
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## RGF® Environmental Group Developing a Sodium Battery

Port of Palm Beach, FL (May 17, 2023) RGF® Environmental Group, Inc. first introduced its Lamborghini Diablo in 2014. It was customized and retrofitted by RGF with a lithium-ion battery-powered electric motor, hence the name "Lambogreenie by RGF." The main purpose was to introduce RGF's new vehicle air purification system utilizing RGF's PHI LED technology, which has now undergone two years of testing and validation by one of the top international car manufacturers and will soon come as a standard feature in all of their vehicles.

With all the problems surrounding lithium batteries, such as fire hazards, cost, and availability, RGF has been experimenting with other options, such as sodium with positive results. The availability of lithium is questionable as China controls most of the world's lithium. Conversely, sodium is one of the six most prevalent minerals in the world. Sodium has many other advantages over lithium, such as safety, cost, weight, environmental impact, and disposal. Field testing is

scheduled for early 2024.

RGF® manufactures over 500 environmental products and has a 38+ year history of providing effective 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. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities. RGF®'s Lakeland, FL facility adds over 40,000 square feet for backup production and lamp production. RGF® continues to upgrade its facilities,

creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market. For more information about this company or to schedule an interview, please contact Angela Solland at [asolland@rgf.com](mailto:asolland@rgf.com).



RGF's R&D team assigned to the sodium battery project; Raymond Piescik, Jeff Behary, Walter Ellis, and Larry Fletcher

## Acuity Brands Completes Acquisition of KE2 Therm

ATLANTA, MAY 15, 2023 – Today, Acuity Brands, Inc. announced the successful closing of its acquisition of KE2 Therm Solutions, Inc. ("KE2 Therm"), which develops and provides intelligent refrigeration control solutions that improve profitability by increasing system efficiency and decreasing operational and service costs. Effective today, Acuity will begin integrating KE2 Therm into Distech Controls within the Intelligent Spaces Group

business segment of Acuity.

"We are thrilled that Acuity Brands has closed the acquisition of KE2 Therm and are excited to begin its integration within Distech Controls," said Martin Villeneuve, President, Distech Controls and SVP Distributed Building Technology at Acuity. "This acquisition allows us to expand our product offerings and reach new customers in the commercial refrigeration market."

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City of Tamarac Building Department receives Certificate of Accreditation



The International Accreditation Service (IAS) provides objective evidence that an organization operates at the highest level of ethical, legal and technical standards.

The City of Tamarac Building Department has received this recognition. It is the First and only building department in Broward County to achieve this status and there only is a handful in the state of Florida that has this accreditation.

This process took over a year of auditing the permitting, plan review, inspection and evaluation process by The International Code Council. The effective date is May 17 2023.

Anthony Perera Named Finalist for Ernst and Young's Entrepreneur of The Year® Florida Award

Davie, FL - Ernst & Young LLP (EY US) announced that Anthony Perera, Founder and Chief Growth Officer of Air Pros USA, was named a finalist for the Entrepreneur Of The Year® 2023 Florida Award. The Entrepreneur of The Year program celebrates visionary business leaders, recognizing them for going above and beyond in their exceptional ingenuity and devotion to innovating their ideas.

Perera was among 23 entrepreneurs selected by an independent panel of judges based on their embodiment of long-term value through entrepreneurial spirit, determination, business development, and influence, among other core contributions and attributes.

"I am honored and grateful to be recognized as

a finalist by the Ernst & Young Florida team for this prestigious award," said Anthony Perera of Air Pros USA. "I would not be in this position without the support of each and every member of my teams over the years, and this is a testament to all of their hard work and dedication as much as it is to mine."



Anthony Perera

Perera founded Air Pros USA in 2017 in Fort Lauderdale with a single truck and two employees. To date, Perera has grown the business to 800 trucks, 1,000 employees, and over 1M customers across 16 service locations in Florida, Texas, Colorado, Georgia, Alabama, Louisiana, and Washington.

Air Pros USA was established on a commitment to serving its customers, employees, and the communities they call home through active involvement in

charitable outreach projects. They work in partnership with the Broward County Boys and Girls Club, Miami Dolphins, and numerous nonprofits in each community where they have an office.

Perera is a brand builder and has successfully built multiple business ventures from the ground up. At age 19, he launched his first business; an off-road publication called Mud Life Magazine and its parent company Extreme Media Group. The magazine became a nationwide bestseller and he expanded the brand to include online media and a retail marketplace. During the pandemic, Perera launched Inspected.com, a remote platform that uses a simple user interface to help contractors schedule, inspect, and clear municipality permits securely, saving small businesses and city governments time and money.

"I nominated Anthony for this award because his personal character and business strategy epitomizes what it means to be a great entrepreneur," says Adam Talbot, Vice President of Cresa. "In all his ventures, Anthony is first and foremost motivated by integrity and honesty. His focus on human-centered policies and procedures that center the needs of his customers and colleagues will continue to lead him to accomplish great things."

Regional award winners will be announced on June 8th during a special celebration. The winners will then be considered by the National judges for the Entrepreneur Of The Year National Awards, which will be presented in November.

**Mi**  
miami tech inc.

INDUSTRY LEADERS.  
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# SWACCA Sponsors Sold Out Manual J/S/D Workshop

On April 26-27, 2023, SWACCA sponsored a Manual J/S/D workshop to a sold out class at the Tropic Supply training center in Ft Myers. Instructor Bob Volin of Air Design Concepts taught participants during the day and a half training session. Attendees learned how to perform Manual J load calculations, how to select equipment as per Manual S and ductwork design as per Manual D.



Bob Volin, Air Design Concepts instructing SWACCA attendees at the Manual J/S/D workshop

Attendees earned CEUs for license and NATE certification renewal. At the conclusion of the class, participants were asking for an advanced workshop. SWACCA sponsors this course twice per year for its members. Other areas in the state that would like to have this workshop made available, contact [charris@cragnet.net](mailto:charris@cragnet.net) or call 727-578-1962.



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# Eugene Silberstein Appointed National Programs Director of HVAC Excellence



Eugene Silberstein

Mount Prospect, IL - HVAC Excellence, a standards organization dedicated to improving education in the HVACR industry, is proud to announce the appointment of Eugene Silberstein as its new National Programs Director.

With over 40 years of experience in the HVACR industry, Mr. Silberstein is a widely recognized expert in the field. Since September of 2015 he served as the Director of Technical Education and Standards at the ESCO Institute. Throughout his extensive HVACR career, he held many positions including field technician, system designer, service contractor, professor, administrator, consultant and industry-leading author. Eugene has over twenty five years of teaching experience and has taught at private, secondary and

postsecondary institutions. He can be seen presenting at many national HVACR events on a wide variety of topics important to our industry. He has also authored and/or co-authored numerous textbooks and articles on HVACR-related topics.

Eugene earned his dual Bachelor's Degree from The City College of New York, where he studied electrical engineering, economics, and operations management. He earned his Masters of Science degree from Stony Brook University, where he specialized in Energy and Environmental Systems, studying renewable and sustainable energy sources. In 2010, he earned his Certified Master HVACR Educator (CMHE) credential from HVAC Excellence. Eugene also carries ASHRAE's BEAP credential, which classifies him as a Building Energy Assessment Professional.

As National Programs Director, Mr. Silberstein will be responsible for overseeing the development and implementation of HVAC Excellence's national training and certification programs.

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*Inficon:* Best Practices for Leak Detection  
*Fresh-Aire UV:* Testing UV Bulbs for Electrical Continuity  
*Diversitech:* Best Practices for Mixing Chemicals  
*ZSI:* Faster Strut Install and Change-Out with Cush-A-Block

**T5 - West Palm Beach**  
*Uniweld:* Proper & Efficient Evacuation  
*Uniweld:* Aluminum Coil Repair  
*Cooper&Hunter:* Servicing Mini Splits Quickly & Efficiently  
*Fresh-Aire UV:* Testing UV Bulbs for Electrical Continuity  
*Diversitech:* Best Practices for Mixing Chemicals  
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**T6 - Fort Pierce**  
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**T7 - Mid Miami**  
*Fresh-Aire UV:* UV Lamp Troubleshooting

**T8 - Fort Myers**  
*Samsung:* How to Make a Proper Flare

**T10 - Naples**  
*NuCalgon:* Increase Average Ticket Sale with IAQ  
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**T11 - Cape Coral**  
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**T4 Ft. Lauderdale S.** 3200 SE 6th Ave, Ft Lauderdale, FL 33316  
**T8 Fort Myers** 6450 Arc Way, Fort Myers, FL 33912  
**T6 Fort Pierce** 903 South Market Ave, Fort Pierce, FL 34982  
**T18 Jacksonville** 6631 Executive Park Ct Ste 101, Jacksonville, FL 32216  
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Words cannot express our gratitude for your continued support and loyalty over the past 50 years.

Over the next several months, we will be hosting monthly **customer appreciation cookouts** at all Tropic Supply Resource Centers. Please join us for a home-cooked meal. Some locations will also be hosting **hands-on HVAC/R BEST PRACTICES demonstrations**. These interactive sessions are designed to help you (1) Save time, (2) Save money, (3) Reduce callbacks and/or (4) Increase profits. Stop by anytime between 11:00 a.m. – 1:00 p.m. No registration is required, and demonstrations will be conducted repeatedly throughout the event.

T18 - Jacksonville

Armacell: Reduce Installation Time with UV-Resistant ArmaFlex Shield

Inficon: Best Practices for Leak Detection

Fresh-Aire UV: Testing UV Bulbs for Electrical Continuity

Diversitech: Best Practices for Mixing Chemicals

ZSI: Faster Strut Install and Change-Out with Cush-A-Block

T17 - Orlando

Inficon: Best Practices for Leak Detection

CPS: Measuring IAQ with IAQ Pro Indoor Air Quality Meter

T19 - Daytona Beach

NuCalgon: Increase Average Ticket Sale with IAQ

NuCalgon: Clear Condensate Lines Quickly and Easily Without Heavy Equipment

T20 - Sunrise

Refrigeration Technologies: Protecting Equipment from Damage During the Brazing Process

Allied: Increasing Profits with the System Shield Labor Concession Program

T22 - Ocala

Customer Appreciation Cookout

T16 - Tampa W.

Customer Appreciation Cookout

T15 - Tampa E.

Copeland: Troubleshooting Compressors with the Copeland Mobile App

Uniweld: Proper & Efficient Evacuation

Uniweld: Aluminum Coil Repair

Regal Rexnord: How to Stock Your Truck with 5 Motors to Replace PSC with ECM

T21 - Tallahassee

Uniweld: Proper & Efficient Evacuation

Uniweld: Aluminum Coil Repair

T23 - St. Petersburg

Harris Products: Best Practices for Aluminum Coil Repair

T14 - Sarasota

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Tropic Supply: Best Practices for Aluminum Coil Repair with Tropic's very own Tim Murphy

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Malco Products  
Announces New Board  
Chair Phil Sponsler



Phil Sponsler

ANNANDALE, MINN. (May 25, 2023) — Malco Products, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the building trades, announced that Phil Sponsler has been named the chair of its board of directors. Sponsler joined the board in May 2022, bringing decades of experience in operational excellence and continuous improvement in the manufacturing space.

Sponsler will assume the position from outgoing chair and long-time board member Don Schmidt, who became board chair in 2019. Schmidt retired in 2014 after a 42-year career at Malco, including serving as Malco’s executive vice president for 18 years.

“We are so thankful to Don for his many years of service to Malco and are looking forward to Phil continuing to serve the board as its chair,” said Malco president and CEO Rich Benninghoff. “Don and Phil have both played essential roles in Malco’s success this past year, and the foundation Don has helped build over the past four decades will help propel Malco into its future as a thriving company for many years to come.”

Sponsler’s appointment to this role is the most recent milestone in Malco’s board transition as the company rolls out the next phase of its strategic growth plan. Malco has enjoyed a sharp increase (to nearly 13%) in annual growth since the start of this decade and has added several new strategic leaders throughout the company and at the board level to support and accelerate this growth as Malco continues to develop new products to serve current and new markets.

“The transition to a strategic board has been taking place as we’ve been adding board members with deep experience and knowledge in manufacturing and business who will help Malco continue to grow and create innovative and in-demand products that our end-users want, and need,” Benninghoff added.

For more information about Malco Products, SBC, visit [www.malcoproducts.com](http://www.malcoproducts.com).

Ducane/OLDACH Placed 2nd & 3rd  
in the SCCA 2023 Daytona Classic  
at Daytona International Speedway



In attendance at the SCCA 2023 Daytona Classic was the team Race Factory sponsored by Ducane Air Conditioning / Oldach HVAC



Drivers Sergio Sanjenis and Kenneth Rodriguez, placed 2nd and 3rd in the SCCA 2023 Daytona Classic at Daytona International Speedway

Daytona, Florida – During the weekend of April 21st to 23rd, 2023, the SCCA 2023 Daytona Classic was held at Daytona International Speedway in Daytona Beach, Florida.

Ducane Air Conditioning and Heating, along with Oldach Distributors in Orlando, were sponsors of the Race Factory Team.

The car is a 1993 Honda Civic owned by Jorge Ortiz and Enrique Gelpi. Crew Chiefs are Edwin Soto and Juan Carlos Giol

The 2023 SCCA Daytona Classic event featured the Feature Spring Race in Class STU and Two Hours Enduro Race in Class STU races at Daytona

International Speedway in Daytona, Florida.

At the race attended the team of Race Factory sponsored by Ducane Air Conditioning/ Oldach HVAC with their driver Sergio Sanjenis. Sanjenis took a Ducane-sponsored 1993 Honda Civic in Class STU to the track. After completing the Feature Spring Race in Class STU, he took 3rd place. While he obtained the 2nd place, with his co-driver Kenneth Rodríguez for the race of Two Hours Enduro Race in Class STU.

Ducane air conditioners is one of the main brands distributed by the company Oldach HVAC USA Corp. in Central Florida.



Sergio Sanjenis, Oldach Marketing Director, standing next to his race car, a 1993 Honda Civic sponsored by Ducane/Oldach HVAC



Crew Chiefs for the 1993 Honda Civic were Edwin Soto and Juan Carlos Giol, who kept the car in tip top condition during the race



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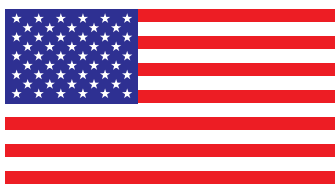
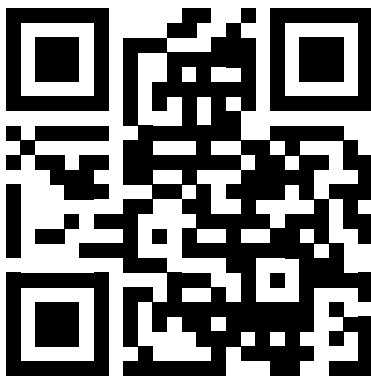


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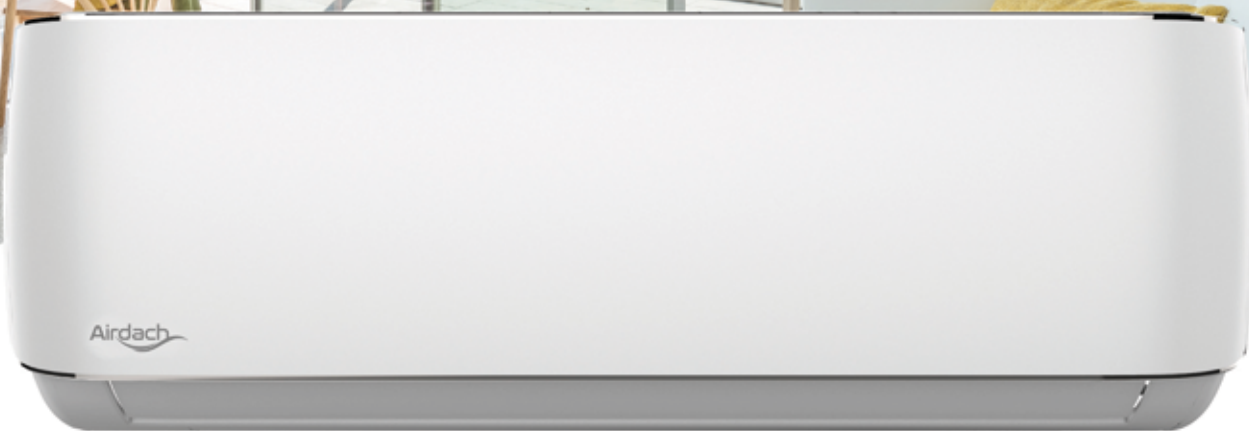
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# Duct Takeoffs

By Bryan Orr

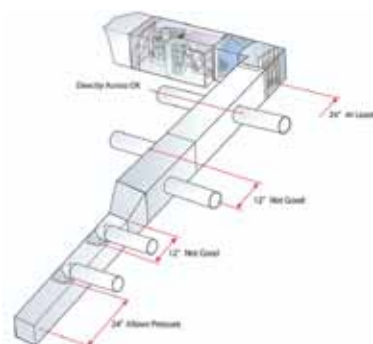


Bryan Orr

In my second year in HVAC, I went out with a senior technician to install a supply duct for a bathroom in a house. While he ran the duct, I cut a hole in the plenum and attached the collar. He crawled back across the attic and very nicely told me that people don't typically don't cut holes into the ends of plenums. I had never thought about where on a plenum a duct needed to go.

So, where are the best places to attach your takeoffs from a plenum? What are the pros and cons of the various locations we can tap our ducts onto? Sometimes, there is a severe space limitation. However, if we can understand at least some of the basic principles, we can optimize the space and configuration we DO have.

**Avoid the End Cap** - Interestingly, there is not much specific guidance in ACCA Manual D on this matter. The only explicit information of note is this: "the closing plate at the end of a trunk duct causes a turbulent zone in the trunk airway just upstream from the plate. A branch takeoff fitting shall not be installed in this zone. Figure 5-2 shows that the centerline of a branch takeoff shall be at least 18 inches upstream from a trunk end plate or trunk reducing fitting" (Manual D, page 30).



The picture left is from a great NCI article by John Puryear about the same topic; it helps us understand what Manual D is really saying. If you can help it, don't use the last 2 feet of a plenum or trunk line because there is too much

turbulence, and you won't get consistent or designed airflow.

John also notes that it is best practice to only use the sides of the plenum, not the top or bottom; they are not pressurized the same way. In an upflow or downflow position, think about the way the fan is blowing air into the plenum to determine the "sides." The "sides" of a duct system are the surfaces parallel to the blower wheel.

**Understand Spacing and Offsetting** - John goes on to discuss offsetting takeoffs more generally. He says, "When asked, 'which is better, to put take-offs directly across from each other or to stagger them,' most students say to stagger them. This is correct if the stagger is 18 to 24' on center from each other. Look at the diagram. If you place take-offs too close together, less than 24' on center, or too close to an air change (elbow or transition), the air doesn't have time to repressurize and create the appropriate turbulent flow."

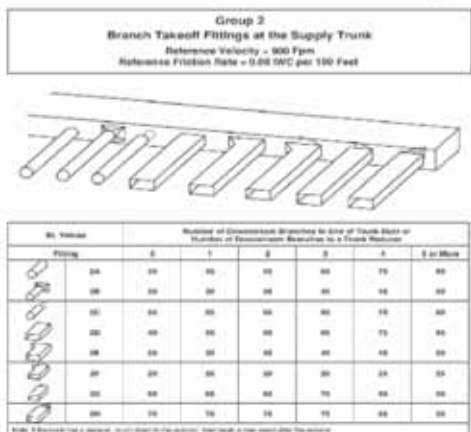


This can be a real challenge in certain install situations where you may only have been given a 4-6 foot plenum and 6-8 ducts to attach to it! There are also real difficulties with space. Sure, it sounds nice in theory to try to do this. But how can we actually get it done?

Another consideration is "cross-talk," meaning you can literally hear into another room through the duct system. This can happen if the ducts are installed right across from each other, especially on rigid duct systems.

One option would be to combine two takeoffs into one and use a wye a little further downstream to split out back into two ducts.

**Prioritize Your Critical Ducts** - The picture right from Manual D provides us with more insight into how we can make the best choices with the options we have in the field. The further down the supply trunk



you go, the longer your total equivalent length (TEL) for a takeoff will be.

When it comes to duct placement, you can consider which runs are most important and prioritize those. For instance, does that 5-inch duct going to an interior bathroom need the best spot on the plenum? Maybe the master bedroom with 2 exterior walls should take priority and be your first takeoff. Let that less important duct fall near the end.

Also, note that there are more and less efficient takeoffs. Think creatively about how you could utilize those as needed.

**Conclusion** - In summary, here are the best practices:

- No takeoffs within 2 feet of the end cap
- Don't put takeoffs on the top or bottom of the plenum or the end cap
- Install your "high-priority" ducts in your best takeoff spots
- Install your "low-priority" ducts in the "less good" spots
- Be careful installing short duct runs directly across from each other, as it may result in cross-talk
- Use more efficient takeoffs to improve your designs

—Matt Bruner



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## Air Pros USA Surprises 5 Mothers with Free A/C Units

Davie, FL (May 23, 2023) – Air Pros USA, a leading residential and commercial air conditioning services company, expressed their gratitude for mothers and all that they do this Mother's Day by gifting free A/C units valued at \$10,000 to five moms. The company awarded units to moms in Fort Myers and Orlando, Florida as well as La Grange, Georgia. The company also awarded a mother who cares for her elderly mother in their Dallas, Texas home with two new units.

Just in time for summer, Air Pros USA, surprised Merri Snyder in Fort Myers, Michelle Moore in La Grange and Rebecca Devor in Orlando. Air Pros USA sponsored the Mother's Day Giveaway and accepted nominations from the community to honor mothers for all the love they give and the sacrifices they make for their families.

Merri Snyder was nominated by her son Zack Bernd. Her home was heavily damaged by Hurricane Ian in September 2022. After the hurricane, Merri and the community banded together to help those who had lost everything and to help each other repair some of the damage caused by the storm. She was moved by the surprise and said, "You have made my whole year!"

Michelle Moore of LaGrange, Georgia, a proud mother and grandmother, stated "The words just don't seem enough. You have blessed my family tremendously."

Rebecca Devor, the mother of two children ages 10 and 12 was nominated by her husband David of 15 years. "It feels awesome to be appreciated by my family," Rebecca said. "Especially with what costs are like nowadays, this new A/C unit means so much."

Air Pros USA also saw the immediate need for a family in Fort Worth, Texas who had been living without air conditioning for quite a while. Dallas Plumbing Company helped surprise Yvonne Crocker who cares for her mother Rose Crocker, with two new units on Mother's Day weekend, ensuring a much cooler holiday and summer.

Yvonne lives with her 94-year-old mother, Rose, a proud mother, grandmother, and great-grandmother. Rose served as a pianist for her church's children's choir and worked as a civilian nurse at U.S. military bases before her retirement. She has seven

grandchildren and 11 great-grandchildren. "You are the answer to our prayers," Yvonne said after being surprised by the Dallas Plumbing team.

"The compassion and strength of all these mothers show is truly inspiring," said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. "This is just a small token of appreciation for mothers and the sacrifices they make, and we are so honored to be able to give back a fraction of what mothers give their children, families, and communities every day."

Dallas Plumbing, Airforce Heating and Air in LaGrange, and parent company Air Pros USA are proud to honor people in the community for all the sacrifices they make for their children and families. For more info, visit <https://airprosusa.com/>.



**Just in time for summer, Air Pros USA, surprised Merri Snyder in Fort Myers (above), Michelle Moore in La Grange and Rebecca Devor in Orlando.**

## AHRI Releases March 2023 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 877,912 units in March 2023, down 7.2 percent from 945,983 units shipped in March 2022. U.S. shipments of air conditioners decreased 14.9 percent, to 496,539 units, down from 583,253 units shipped in March 2022. U.S. shipments of air-source heat pumps increased 5.1 percent, to 381,373 units, up from 362,730 units shipped in March 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 12.2 percent, to 2,136,924 units, down from 2,434,073 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 18.9 percent, to 1,166,808 units, down from 1,439,381 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 2.5 percent, to 970,116, down from 994,692 units shipped during the same period in 2022.

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# National Comfort Institute 2023 High-Performance HVAC Summit

High-Performance HVAC contractors took center stage in Branson, MO, from April 17-20th as National Comfort Institute’s (NCI) 19th Annual High-Performance HVAC Summit got underway. Once again, Summit was open to the entire HVAC Industry with the intent of shining a spotlight on like-minded people willing to share their high-performance experiences with peers. More than 100 contractors, preferred partners, and other industry luminaries gathered to network, learn, and set the stage for the rest of the year.

This year’s focus centered on the vital importance of service as the basis of High-Performance Contracting. Each discussion was facilitated by a member of NCI’s training team. NCI dubbed this the “Mastermind Group Approach.”

The idea was to draw from the Wisdom of the Crowd to glean the best HVAC industry practices regarding delivering high performance and quality. Based on contractor comments, this approach was different, fun, and provided great sources for many excellent ideas.

“I’ve never been to any industry event that was done this way,” says Tom Hearn of Hearn Heating and Plumbing, Madison, OH. I really enjoyed this approach and am going home with many new ideas to help my business.”

“Our theme this year is, “It all starts with Service,” NCI CEO Dominick Guarino told attendees during the opening general session. “Service is where problems are often identified before your customer notices them. “Through testing, you can turn a service call into a replacement, system renovation, or upgrade lead. Done properly service can help you gather all the data you need to take the next steps with your customer.”

He added that Summit 2023 is tightly focused on the High-Performance HVAC service team and how information moves from them to sales, installation, and beyond. That evening all contractor attendees and vendor partners helped to kick off Summit 2023 in Branson during the Welcome Reception sponsored by Daikin Comfort Systems.

Summit 2023 included 16 discussion forums facilitated by High-Performance HVAC expert instructors from National Comfort Institute. These discussion themes included: 1. Profitable System Upgrade Leads Through Testing and Diagnostics On Service Calls. 2. Keep Customers Safe and Generate Leads with CO Safety and Combustion Testing. 3. Increase Sales Success by Properly Managing Service Generated Leads. 4. Build Lifetime Customers with High-Performance Maintenance Agreements.

Attendees were provided hands-on testing experience on several working HVAC systems to learn about delivering high performance through diagnostics. The systems were purposely set to achieve low performance/low efficiency, and attendees were tasked with improving both. NCI’s Andrew Smith, Jeff Sturgeon, and John Puryear guided participants through testing principles, necessary instruments, and processes to help attendees discover the hidden defects impeding system performance.

The Opening General Session kicked off Tuesday morning, April 18th. All attendees were treated to a rousing multimedia introduction, followed by an interactive game show called “Reach for the Summit.” The game show began with selecting two random contractors from the audience to answer multiple-choice questions from real-world installation and service scenarios. The audience then had the opportunity to vote via the National Comfort Institute (NCI) Summit 2023 mobile app for the answer they thought was correct. The contractors earned points for correct answers, with the winner taking home a new NSI 6000 Low-Level CO Monitor. Each question was followed up with commentary by David Holt and David Richardson, who discussed the merits of each answer and which way they felt the audience would vote. The winner of the Reach for the Summit game was Hunter Wallace of Progressive Heating in Newnan, GA. Dawn Mroczek of GV’s Heating in Glenview, IL, came second.

Jan Spence’s Keynote Address Scores a Touchdown - A noted lecturer, speaker, and author Jan Spence got the crowd fired up with her experiences as a professional female football player and award-winning businesswoman. Through speaking, training, and coaching, this TEDx speaker inspired Summit attendees to work hard to realize their core values and purpose to fulfill their service mission better.

Partner Tradeshow: Twenty-two exhibitors arranged tabletop displays around the general session ballroom, so contractors could talk with them during breaks and regularly scheduled tradeshow hours. Exhibitors also participated in NCI’s annual Preferred Partner Prize Drawing. Attendees received “game cards” that had to be stickered by each exhibitor, then turned in to be eligible for the drawing. Winners received valuable tools, products, and gift cards.

Mark your calendars for September 2024. Summit moves to Asheville, NC. We will have more information posted on GoToSummit.com. Stay tuned for more information on pricing and registration.

Summit Scholarship recipients for 2023. NCI provides scholarships to deserving individuals who want to attend Summit but need a little help to make it work.



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# From Science Project to over 500 Products: The RGF Environmental Story

(Continued from cover story)



Here is just a partial portion of  
Ron Fink's Ultraviolet Rock Collection



Main entrance to RGF Environmental Group  
in Palm Beach County, Florida



Manufacturing floor at RGF  
showing several work stations

The need in Florida, at the time, was ground water pollution primarily from hydrocarbons, mostly oily surface water runoff. So, RGF's first project was developing a water treatment system that removed dangerous hydrocarbons from the water and then purify the water. The water often contained over 200 chemical contaminants that needed to be cleaned and neutralized, so RGF® developed the Ultrasorb® system. Ultrasorb®, along with some traditional technology, was made up of hydrocarbon absorbing media developed by RGF® and high intensity UV light with catalytic oxidation, Photocatalytic Oxidation (PHI) was developed and patented by RGF®.

In 2010 Sandia National Labs in New Mexico, invited Ron Fink along with RGF's Dr. James Marsden, a prominent food science professor at Kansas State University, to review food sanitation possibilities using PHI. This resulted in a major breakthrough in our food sanitation program which resulted in numerous contracts with major food companies.

In 2005 RGF® purchased a 100-foot Broward motor yacht, "Envision". It was hauled to a dry dock a few blocks from the port of Palm Beach, near RGF's main office/factory. During the next year RGF® employees gutted the yacht. Every surface was removed including all instrumentation, diesel engines and the generators. The aluminum hull was increased by ten feet bringing the yacht to a total of one hundred and ten feet. The bow was raised by three feet and a bulbous bow was added under the waterline to increase fuel efficiency and stability. Over 50 RGF® Envision product technologies were installed to make Envision "The World's First Enviro-Friendly Mega Yacht" as documented by the International Yachting press. All of the work was performed by RGF's technicians, engineers and craftsman. Envision has operated as RGF's IAQ/R&D marine lab ever since.

What's new at RGF®?

Our first PHI induct unit was developed in 1999, and has been copied by many "Me Too" competitors over the years. RGF® has since sold 5 million PHI-Cells all over the world, in a variety of RGF® products, as well as many private label products. RGF® continues to design and create new products using its patented PHI Cell® technology.

RGF® has developed an HVAC air filter that depletes radiation, ozone and nuclear fallout in addition to bacteria, viruses, and mold. Sodium batteries were developed to replace lithium-ion batteries.

There is a continuing effort to expand our in-house capabilities, which reduces dependence on our sub-contractors and vendors. This has enabled us to maintain excellent quality products without increasing our costs and pricing. RGF® is proud of the fact that we have only had one minor price increase in the past ten years.

We are developing five new products at this time. They are in R&D for final testing. We have plans to upgrade our training program and are also developing a national TV advertising program to benefit our HVAC contractor partners.

What are the biggest challenges the company has faced over the past 38 years?

Entering the international market was RGF's first major challenge in the late 1980's. RGF® teamed up with the US State Department's International Marketing Program which entailed vigorous international trade missions directed by the State Department. Ron says he lost count of the countries he visited for US-Trade missions! However, the results are clear RGF® now operates in over 80 countries. The most notable and hard to believe is China, which is now headed up by Sharon Rinehimer, RGF's Executive Vice President / General Counsel.

We first started doing business with China in 2010. We now have offices with 23 Chinese sales professionals and numerous distributors throughout various cities in China. Ron stated we first introduced our PHI technology for China's indoor air quality program in 2010. The ongoing agreement was that RGF® would produce the products in their Florida factory as a "Made in America" product with a photo of a wholesome western family on the box and a very prevalent "Made in America" including the American flag. This is how our Beijing sales office wanted it as American products are preferred in China. We had a recent 1-year halt in China due to the Covid pandemic resulting in the Chinese governments shut down, but all of our people have returned and are working again. We consider it a real positive that we manufacture in Florida and ship to China. We do not manufacture any products in China and never have!

By maintaining a totally vertical approach to manufacturing, RGF® was able to work throughout the pandemic with FDA approval as a "necessary supplier". The company went from 160 employees to 650 employees during the pandemic, while maintaining 1 1/2 percent reject rate. Most employees from the President on down worked ten-hour days, six to seven days a week for over a year. As our facility was open 24/7, we provided high potency vitamin intravenous shots for employees to reduce our sick time which worked very well.

Training is an important aspect of our business. We have trained over 9,000 IAQ technicians in the first six-months of this year. We gave each technician a REME HALO® air purification system, as it is a great sales tool for the salesperson to say I have one in my home and it works great!

RGF® designed, built and tested a radiation filter/neutralizer 21 years ago for a multi billionaire's

office in New York after 9/11. He was worried that a tactical nuclear attack may be next. RGF® tested the unit and installed it in his office. Thank God it was never needed for a nuclear attack so RGF® never went into production. Obviously, things have changed in the world, for the worst, and a nuclear attack is of concern! Even a tactical nuclear weapon will create a radiation fallout cloud that could travel around the world with certain weather patterns.

An RGF® research and development project has been in testing for years to combine our ETL/FDA approved state-of-the-art HEPA filtration technologies with Photohydroionization® (PHI) and Bipolar Ionization, activated carbon, boron, and RGF's proprietary activated zeolite minerals. This provides effective filtration and inactivation of airborne radioactive particles, gases and ozone.

This project is designed to develop devices for use in homes and commercial establishments to reduce environmental risks. Some of the risks are associated with radioactive fallout that may occur as a result of a natural disaster, a deliberate nuclear attack, or in some locations where radioactivity occurs naturally.

Dr. James Marsden, RGF's Executive Director of Science and Technology, is leading the project in cooperation with the company's engineers. These employees have had extensive nuclear weapon testing and nuclear power generation safety experience. In announcing the project, he stated that, "By combining proprietary RGF® air treatment technologies with true HEPA filtration, the risks associated with radioactive fallout can be substantially reduced in homes as well as commercial buildings." Although this may seem premature, RGF® has always been ahead of the time throughout their entire 38-year history. Better to be safe and prepared than sorry. RGF® has the Microcon-X in-duct system and stand-alone floor models in limited production for field testing.

In 2013 and 2018, RGF® purchased two competitor's businesses, one in the oil water separation business (AFL) and the other in the FDA approved medical equipment business (BioControls). Both are successful RGF® divisions today. After a diligent effort, in 2020 RGF attained the prestigious ISO9001:2015, an international quality certification.

In summary, RGF® began with a 1000 sq. ft. building in 1985 in Palm Beach County, Florida. It has grown to 220,000 sq. ft. of offices, laboratories, engineering centers, including a 10-acre environmental park known as Envisionland. Also, a 40,000 sq. ft. facility to back up production in Lakeland, Florida, a 110 ft mega yacht research facility and a sales office in China. RGF® presently manufactures over 500 products with seven divisions based out of our main offices.



RGF's 110-foot motor yacht, Envision,  
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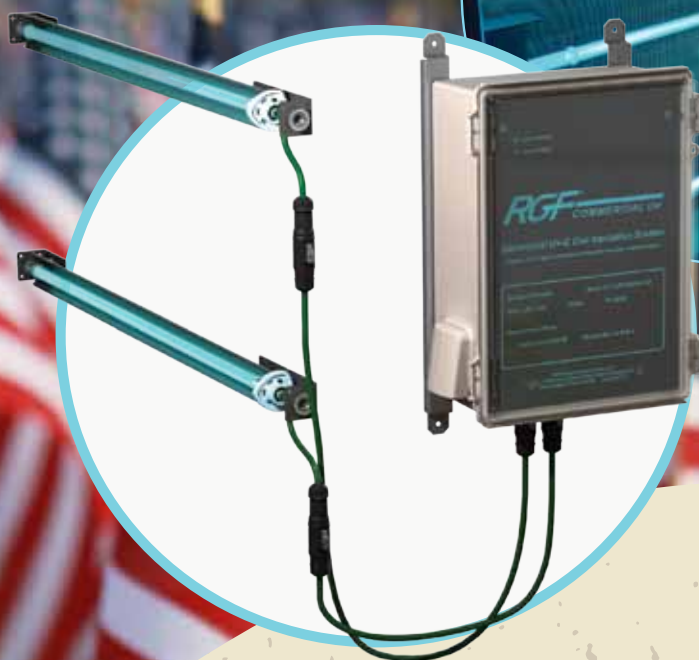
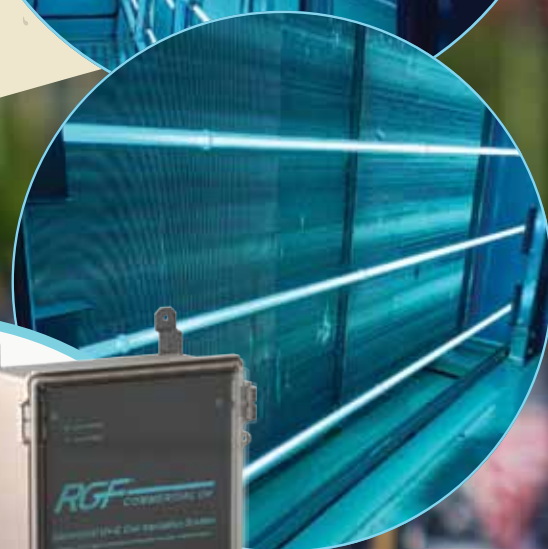


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# SFACA Monthly Program Meeting “Brews and CEU’s” at the Funky Buddha

The SFACA May Program Meeting was held on May 3rd, at 6 p.m. at the Funky Buddha in Oakland Park. The topic for the evening was about Employment Issues: “Millenials & Beyond”

Gregory J. Jolly, of Adams & Reese LLP, was the guest speaker who practices primarily in litigation, with an emphasis on labor and employment and construction-related matters. He counsels clients on

issues pertaining to wage and hour, discrimination, and retaliation claims, separation agreements and workplace rules and policies.

Gregory spoke about who are Millenials, what are the changes in culture, and how is work performed. He also gave a comparison of priorities for the different age groups.

Paula Hubbard of FRACCA gave a Legislative

Update. In 2021 FRACCA pushed through the NOC Update. In 2022 FRACCA pushed through the Transfer of Warranties and 2023 FRACCA will be working hard to have the disconnect discussion again

Don’t miss the upcoming SFACA’s Annual Golf Tournament on Thursday, June 1st at 7am. The golf tournament location is at the Deer Creek Golf Club, 2801 DC Country Club Blvd. Deerfield Beach.



Michelle Walker and Ramone Delgado of Johnstone Supply Ware Group, Bob Volin, Stacey Miller, and Kelly Dexter (pres), of SFACA



Stacey Miller, Executive Director of SFACA, gives name badge to Howard Pearl, SFACA director, and owner of Pride Air Conditioning



Kelly Dexter of SFACA, Ed Lawton of Enterprise, Doug Lindstrom of Lindstrom Air Conditioning, and Claudio Rubiera of Brown & Brown



Gregory J. Jolly, guest speaker, of Adams and Reese LLP, with Fernado Alonso and Angelica Alonso of Master Cooling



Carlos Borja of Saez Distributors, Eric Lex and Richard Bergman of Complete Commercial Repair



Stacey Miller, Executive Director of SFACA, gave an update for the upcoming events



Paula Hubbard, FRACCA Executive Director, gave a Legislative Update



There was a good turnout for the SFACA monthly program meeting “Brews and CEU’s” at the Funky Buddha



Gregory J. Jolly of Adams & Reese LLP was the guest speaker who spoke about Employment Issues: “Millenials & Beyond”

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# Message from FRACCA President Will Barnes



Hello HVAC Contractors!

Apprenticeship Graduations have been happening ALL Around the STATE!!! How can you GIVE BACK!!! Get Involved with your local Apprenticeship Program!!! The Summer is upon us and while we are certainly happy about that as HVAC Contractors, but please remember that your FRACCA Chapters will be recruiting for Fall Apprentices. Not only are we working hard to bring amazing talent to the Industry, we need HELP to train the talent. Each Chapter in FRACCA is looking for GREAT Instructors – maybe as a substitute or an Instructor. The programs do vary; however, most are two nights during the week from September to the end of April, running 3 – 4 years depending on the Chapter. Check your local website or talk to your Local Executive Director.

FRACCA has been on the road visiting the Chapters and providing [ 3 ] CEU Credits to the Members with Amazing Speakers and relaying valuable information about the 2023 Legislative Session from our FRACCA Lobbyist, Edward Briggs -RSA Consulting. We are also excited to bring you the 2024 FRACCA Educational Conference - March 11-14 in Orlando! FRACCA will be:

- Co-Locating with ACCA National. Save the Date and look for more information to follow.
- We have a goal of “20” members per Chapter to attend the Conference and Represent!!
- Registration will be open soon for Vendors and thereafter, for Members.
- What do YOU see as important for the next Legislative Session?
- 2021 FRACCA pushed through the NOC Update
- 2022 FRACCA pushed through the Transfer of Warranties –

2023 FRACCA will be working hard to have the disconnect discussion again! Send your comments to: Paula.Huband@FRACCAAir.com to have them reviewed in the Legislative Planning Session at the next FRACCA Board Meeting in July.

The FRACCA Board works for its Members and we share your VOICE for Florida HVAC Contractors!

-Paula C Huband  
FRACCA Executive Director

## EPA Releases Proposed SNAP Rule 26 to Include A2Ls in Commercial Refrigeration

The Environmental Protection Agency has released their proposed SNAP Rule 26 to list several A2L refrigerants as acceptable in commercial refrigeration end uses.

The proposed rule makes the following listings:

End-use	Refrigerants	Conditions
Commercial Ice Machines (New)	HFC-32, HFO-1234yf, R-454A, R-454B, R-454C, R-455A, R-455B, R-513A	
Industrial Process Refrigeration (New)	HFC-32, HFO-1234yf, HFO-1234ze(E), R-454A, R-454B, R-454C, R-455A, R-513A	HFC-32 and R-454B may only be used in chillers for industrial process refrigeration. R-454A may only be used in chillers in equipment with a refrigerant charge capacity less than 200 pounds, or in the high-temperature side of a cascade system for industrial process refrigeration.
Cold Storage Warehouses (New)	HFO-1234yf, HFO-1234ze(E), R-454A, R-454C, R-455A, R-455B, R-513A	R-454A may only be used in equipment with a refrigerant charge capacity less than 200 pounds, or in the high-temperature side of a cascade system for Cold Storage Warehouses and for Retail Food Refrigeration-Supermarket Systems and Remote Condensing Units.
Ice Storing Units (New)	HFO-1234yf, HFO-1234ze(E), R-454A, R-454C, R-455A, R-455B, R-513A	
Retail Food Refrigeration (New)—Refrigerated Food Processing and Dispensing Equipment and Stand-alone Units	HFO-1234yf, HFO-1234ze(E), R-454A, R-454C, R-455A, R-455B, R-513A	
Retail Food Refrigeration (New)—Refrigerated Food Processing and Dispensing Equipment	R-290 (propane)	
Retail Food Refrigeration (New)—Supermarket Systems and Remote Condensing Units	HFO-1234yf, HFO-1234ze(E), R-454A, R-454C, R-455A, R-455B, R-513A	R-454A may only be used in equipment with a refrigerant charge capacity less than 200 pounds, or in the high-temperature side of a cascade system for Cold Storage Warehouses and for Retail Food Refrigeration-Supermarket Systems and Remote Condensing Units.

In addition to these new listings, the proposed rule also allows larger charge sizes for stand-alone units and commercial ice machines using R-290 (propane) if the equipment is new and specifically designed to meet the UL 60335-2-89, 2nd edition safety standard.

The SNAP 26 update is significant because it permits the use of new, environmentally-friendly refrigerants with low global warming potential (GWP). The EPA had set limits on low-GWP refrigerants for commercial refrigeration in a previous technology transition rule proposal, but did not approve any specific refrigerants to meet the requirement until now. The EPA proposed a January 1, 2025 transition date for commercial refrigeration using low-GWP refrigerants. However, because the updated SNAP listing was not yet proposed, HARDI requested an extra year to allow manufacturers more time to design and produce equipment using these refrigerants. Article By Alex Ayers, Director, Government Affairs, HARDI

## Milwaukee® NITRUS CARBIDE™ Multi-Tool Blades Deliver the Fastest Cutting, and Longest Life

MILWAUKEE, WI – Milwaukee Tool continues to raise the bar in life and speed with new NITRUS CARBIDE™ Oscillating Multi-Tool Blades that provide over 2X faster cuts and 2X longer life than traditional carbide teeth products. Available in Extreme Metal and Extreme Material options, the new blades will join the NITRUS CARBIDE™ family of products - the best-performing cutting products on the market. The NITRUS CARBIDE™ Extreme Metal blade will cut more bolts, screws and nails than ever before.

The NITRUS CARBIDE™ Extreme Material blade delivers the fastest, most versatile cuts in more materials like screw-embedded wood, cement board, plaster, drywall and more. Both NITRUS CARBIDE™ multi-tool blades have an optimized blade length, tooth design, and unique carbide blend for greater cutting capabilities.



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# Performance Pointers

## By James Ball



### Build Professional Craftsman

Over the last several years I have been exposed to many leaders in the HVAC industry. Most have expressed their frustration in finding reliable, trustworthy individuals who are willing to work in their business. Hiring experienced individuals often means you inherit their bad habits and shortcomings. Good technicians aren't looking for jobs because most companies work hard to keep them.

It is obvious our industry must find a better way to develop professional craftsmen. I believe our only choice is to find quality individuals and build them into professional craftsmen. Let's look at how to build your own professional craftsmen.

**Hiring:** First, look for individuals who have a high moral fiber and want to work. It helps to be continuously aware of individuals who impress you with the way they work now. Look for individuals who love serving others. Ask trusted friends to recommend candidates. You can also visit local technical training programs or teach a class for a local junior college program. Another place to consider is any organization for retired military. Once you've found worthy candidates, follow a process during the interview and keep notes on each applicant.

**Education:** Encourage individuals to pursue a formal education in HVAC technology by completing a vocational or technical program. It pays to research HVAC technical training programs nearby and become a sponsor. You can even offer a scholarship to assist individuals who complete the program.

**Apprenticeships:** Allow aspiring technicians to work alongside your team in a formal apprenticeship program or develop your own On-The-Job training program. Technicians learn best by training in live situations reinforcing their formal education. Equip them to do their best by following the lead of your team members as mentors.

**Certifications:** Help technicians obtain industry recognized certifications. North American Technician Excellence (NATE) and National Comfort Institute (NCI) provide valuable industry recognized

certifications that validate skills and enhance the technician's credibility. You might consider offering NATE prep courses or NCI certification classes at your location but make the classes available to everyone. Your reputation for training will encourage quality individuals to seek employment with you.

**Tools:** Put the right tools in your technicians' hands. Find ways to make it easier for a technician to have tools to work more efficiently and effectively. Consider a tool account for the purchase of company approved tools. Some companies own the tools so having the appropriate tool for each procedure is available on the truck.

**Score Cards and Score Boards:** Identify key performance indicators and have the technician keep score of their individual performance on a score card. Tally individual score cards by department and publish departmental performance on Score Boards. Score Cards and Score Boards include performance goals to measure against actual performance.

Use the Score Cards and Score Boards to plan continuous training to slowly eliminate weaknesses. When you provide continuous feedback to your technicians, they will see vital growth and development.

**Soft Skills:** Often overlooked, technicians need training to develop interpersonal and customer service skills. These are just as important as diagnosing an HVAC system. Technicians must communicate effectively with customers and diagnose them also. Consider role playing as a way to practice and develop these skills.

**Mentorship:** Assign experienced technicians to mentor less experienced technicians to foster a culture of continuous learning. To track their improvements, encourage regular performance reviews of score cards as part of the mentoring process. Any mentor should understand and identify areas for growth and provide guidance.

**Networking:** Encourage technicians to partici-

pate in industry conferences and engage in networking opportunities. Also encourage them to join social media groups and participate. Windshield time provides a great opportunity for listening to podcasts. They can also subscribe to YouTube channels to learn from peers and share experiences.

**Career Path:** Quality individuals want a career path where they can see future rewards and benefits. Help them identify performance levels and pay grade or bonus plan opportunities. Then, create a work environment where performance is rewarded, and continuous growth is encouraged. Quality individuals want to know their work to become professional craftsman can provide the lifestyle they desire. By measuring their progress they know exactly where they are and how far they've come.

Our industry has not taken responsibility for developing professional craftsmen. Why not become a company that is intentional about training and developing individuals to become more successful? Isn't it time we take responsibility for our workforce? One way we can make a big difference is to invest in the workforce to improve the quality of products offered to your customers.

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

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

## Danfoss to Power All North America Facilities with Solar Energy by 2025

With an eye toward achieving their global decarbonization goals, Danfoss North America recently signed a power purchase agreement with CIG Capital, a U.S.-based project financing firm, to purchase about 75 MW of solar power from a solar farm in Texas, starting in 2025. The initial agreement term is 12 years, allowing Danfoss to fully replace its annual electricity usage in North America with green energy through at least 2037.

The new agreement will provide Danfoss with green certificates, signifying that they are supplying the North American electrical grid with the full amount of green electricity needed to power all 24 factories and 36 locations in North America, and will reduce Danfoss' carbon footprint in the region by 75%.

Soren Revsbech Dam, Head of ESG and Decarbonization, Global Services Real Estate, at Danfoss says: "As part of our ESG goals, Danfoss has committed to achieving carbon neutrality across our global operations by 2030. This agreement to secure green energy for our North America operations will reduce our global emissions by 21%. This is not only a significant step in our journey to becoming carbon neutral, but it also demonstrates that we are serious about putting sustainability at the heart of our business."

CIG Capital will be building the six square mile farm in the panhandle region of Texas. Ground-

breaking is scheduled for November of 2023, with the farm becoming fully operational by the spring of 2025. The solar farm capacity is projected to be 509 MW of solar power, of which Danfoss will utilize 15 percent.

The next focus for Danfoss in its decarbonization journey will be on reducing and reusing energy across its North America locations, employing various Danfoss technologies, such as oil-free, variable-speed compressors and other heating and cooling solutions that support heat recovery and energy efficiency.

Rick Sporrer, President of Danfoss North America says: "Danfoss is committed to playing a leading role in the energy transition. Meeting our ESG goals and living up to our commitment to combat climate change means developing innovative solutions."

As part of the Science Based Targets initiative (SBTi), Danfoss is committed to become carbon neutral in its global operations (scope 1 & 2) by 2030 and says it will reduce its value chain emissions (scope 3) with 15% by 2030. This commitment is included in the targets of Danfoss' three step-change initiatives on Decarbonization, Circularity, and Diversity, Equity & Inclusion.

Already Danfoss has seen progress in decoupling environmental impact from business growth by delivering 7% decrease in scope 1 and 2 emis-

sions while growing 15% organically in 2022.

Additionally, the 250,000 sqm Danfoss headquarters campus site in Denmark became carbon neutral in 2022. Carbon neutrality was achieved through energy saving projects, utilization of excess heat from processes and data centers, sourcing of green energy, and offsetting residual emissions.



**Rodney Mumm, head of Danfoss Global Services in North America; Soren Revsbech Dam, Head of ESG, Global Services Real Estate; and Leart Berisa, Category Manager, Global Services are excited to announce the solar power purchase agreement For Danfoss' North America facilities as part of the company's ESG commitment.**



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# Trane Supply Hosts Grand Re-Opening In Ft Myers

May 17th, 2023

Trane Supply hosted their Grand Re-Opening at their new Ft Myers location on May 17th, to celebrate their increased capacity warehouse, and new great location to better serve their customers.

David Walker, Retail Operations Leader, Florida Gulf Coast stated, "This new facility is 10 times larger than the previous location, which allows us to have a much deeper product inventory and be a hub for other Trane Supply locations close to them."

The event began at 7 a.m. with breakfast and a ribbon cutting ceremony. For lunch, a delicious spread

of Empanadas, Ceviche, Pigs in a Blanket, Cupcakes and other desserts were catered by a "Taste of Allegra." There were many great product specials all day long. Several manufactures representatives were in attendance displaying all the new products available at Trane Supply. Many great YETI cooler raffle prizes were waiting to be given to some lucky customers.

Equipment they carry include Trane, American Standard, Ameristar, RunTru, and Mitsubishi on the Mini Splits. Trane Commercial package units from 5-25 ton and Trane PTAC units also.

The Ft Myers Trane Supply store is now located at 10411 Meridian Center Parkway, Suite 130, Fort Myers, FL 33913. Joe Wilson, is the store manager. The Ft Myers Store number is 904-676-7778.

Ingersoll Rand advances the quality of life by creating comfortable, sustainable and efficient environments in homes and buildings, transport and protecting food and perishables, and also in increased industrial productivity and efficiency. For more information about Trane Supply, visit [www.tranesupply.com](http://www.tranesupply.com).



The parking lot filled up quickly at the Trane Supply Ft. Myers Grand Re-Opening



Juan Berrios, Matt Glaksin, Brandon Iberra, David Walker, Cassandra Henry, Danielle Capello, Antonio Diaz, Shekinah Gilmore, Joe Wilson, Gregg Fountain



Justin Miller of Trane Supply  
Luis Payero of L&N HVAC, and  
Joe Wilson of Trane Supply



Sharon Goeperich of Cool Air Products,  
Daniel Jeffs and Josh Sharkey  
of Trane Supply



David Walker of Trane Supply  
registered customers to the event,  
and gave out raffle tickets with a smile!



Rick Huweiler, Jason and Celia Turner  
of Bethel Products, with Bart Chavarria  
of Trane Supply



John Fama of Trane Supply,  
Steve Dover of Nu-Calgon, and  
Jim Newell of Trane Supply



A delicious spread of Empanadas, Ceviche,  
Pigs in a Blanket, Cupcakes and other  
desserts were catered by a "Taste of Allegra"



Cheyenne Peak and Zackary Snyder  
of FHSI Mechanical with  
Nick MacFee of J Nichols and Associates



Giovanni Meschino of Trane Supply  
with Benjamin Hair of Mitsubishi Electric



Jeff Zenoniani of B&I Contractors,  
Sam Moreland, Stacey Perkins, Kelly Radford,  
and Giovanni Meschino of Trane Supply



Isaac Welty and Stephen Welty  
of Plenums of Florida with  
Michael Kalfsbeck of Easy Dri



The weather was perfect, food was great,  
friends were present, and everyone  
had a good time!



Austin Wallace, Sofie Hameson,  
Logan White, Alyssa Giura, Justin Holland,  
and Dave Jaworski of B&I Contractors



Casey Hazen of Trane Supply  
with Sam Dornbush of BTU Reps



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Chuck Del Vecchio, Alex Garrido, and grillmaster Elio Amador of Tropic Supply



Stephanie Westman of Tropic Supply, Alex Perralt of Artic Air Conditioning, and Rob Brock of Tropic Supply



Belen Cabrera, Todd Poirier, Hector Rincon, and Eric Barnett of Tropic Supply Delray Beach



Rob Brock of Tropic Supply with Mike Arevalo and Erasmo Reyes of Cold Front HVAC



Rafael Ramirez, Grillmaster at Tropic Supply T-20 Sunrise



Johanne Bueno and Mark Hucko for Inficon, Tyler Campbell for Fresh-Aire UV and Diversitech at Tropic Supply T-20 Sunrise



Soma and Javier of Phoenix Electric having a nice grilled lunch at Tropic Supply T-11 Cape Coral



Ryan McClellan of Tropic Supply is the grillmaster in Delray Beach



Andy Holt of SilverBullet Air Conditioning with Charles Evans of Freeze Air Corp at Tropic Supply T3 Miami South



Bidon Rodriguez and Juan Vargas of AC Wiring and Design with Stephanie Westman of Tropic Supply



Tropic Supply T5 West Palm Beach featured HTPG Easy Installation and Increased Energy Efficiency with HTPG Econet Controller



Eric Barnett of Tropic Supply Delray Beach having a good time serving food at the Customer Appreciation Cookout!



Edwin Velez of Cooper&Hunter showing some product features to technicians from TREME HVAC Services



Tropic Supply T15 Tampa East hosted Inficon - Best Practices for Leak Detection by Jim Nichols, of J Nichols & Associates



Danny Ramos of Presidential Air Conditioning, Rob Brock of Tropic Supply, and John Noll of Presidential Air Conditioning



Victor Lahet and Mark Cavazos of Comfort Cool with Jorge Garcia of Tropic Supply Naples



Tropic Supply T17 Orlando hosted RGF - How to Increase Average Ticket Sale with Reme Halo/LED by Christopher Novak of ProDev Reps



Lavarius Clark of Perfect Temp, Eric Barnett of Tropic Supply, James Freeman of Perfect Temp



Over the next four months, we will be hosting monthly customer appreciation cookouts at all Tropic Supply Resource Centers. Some locations will also be hosting hands-on HVAC/R Best Practices demonstrations. These interactive sessions are designed to help you (1) Save time, (2) Save money, (3) Reduce callbacks and/or (4) Increase profits. Stop by anytime between 11:00 a.m. – 1:00 p.m. No registration is required, and demonstrations will be conducted repeatedly throughout the event.

“We invite all our customers to join us for a home-cooked meal and learn something that will benefit their





Jim & Rick of Lundy's Air Conditioning with Jody Long of NuCalgon



Jorge Garcia of Tropic Supply, Mathiew Willford of Best Quality Heating and Cooling, and Jesus Garcia of Tropic Supply



Tropic Supply T5 West Palm Beach having a good time at the Customer Appreciation Cookout!



Greg Teras of Done Rite Cooling & Heating with Roy Tudeen of Tropic Supply Naples



Charles Robitaille of AMS, Todd Poirier of Tropic Supply, and Adam Soler of AMS



Gil Ledoux of PED Associates serving some Mexican food and beverage at Tropic Supply T1 North Miami

# The Party Continues!

## Celebrating Their 50th Anniversary with Customer Appreciation Cookout and HVAC/R Best Practices Road Show!

business. We understand that our continued success is linked to theirs, and we are committed to giving contractors every possible tool we can to help them build their businesses profitably.” – Charles DelVecchio.

Tropic’s 50th Anniversary events will take place on June 15th, July 14th, August 15th, and September 15th, 2023, from 11:00 am – 1:00 pm.

For a complete listing of best practices topics, visit the events calendar at [www.tropicsupply.com](http://www.tropicsupply.com). Follow Tropic Supply on Facebook, LinkedIn, Instagram, and YouTube.



Contractors having a well deserved break at Tropic Supply T-10 in Naples



Tod Sutherland at the Tropic Corral displaying some Uniweld Products at Tropic Supply T-14 Sarasota



Horus Murillo of H&R Building with Mike from Tropic Supply T-11 Cape Coral



Trace Walter of Superb Family Air, Eric Barnett of Tropic Supply, Jason Knorr of JK Service, and Ryan McClellan of Tropic Supply



Tyler Bishop of Alex Fite Air Conditioning, Jose Navarro and Jesus Garcia of Ultimate Air Systems



Doug Watts of Watts Repair Service enjoying some lunch at the Tropic Supply location in Ocala



Matt Foster of Uniweld Products giving demonstrations for Proper and Efficient Evacuation, and Aluminum Coil Repair



Gersard Gordon and Matt McMullen of East Coast Service, with Todd Poirier of Tropic Supply in Delray Beach



Kevin Beatty of The McAllister Group giving a Diversitech product demonstration on Best Practices for Mixing Chemicals



Rob Hamilton (right) of Hamilton & Associates giving a CPS product demonstration Measuring IAQ with IAQ Pro Indoor Air Quality Meter



Oscar Garcia of Severyn Cool Services with Rob Brock of Tropic Supply



Johanne Bueno of J Nichols & Associates and Mark Hucko of Inficon giving Best Practices for Leak Detection at Tropic Supply T20 Sunrise





# 2023 ASHRAE Miami Golf Tournament at the Miami Beach Golf Club May 4th, 2023

The 2023 ASHRAE Miami Golf Tournament. was held on May 4th at the Miami Beach Golf Club. Registration started at noon, and a shotgun start at 1 PM. Goodie Bags were presented to each golfer. Proceeds went to ASHRAE Research.

Miami ASHRAE Chapter members enjoyed an afternoon of fun and festivities with industry peers.

On the course, beverage carts were available throughout the entire tournament.

Following the tournament was the awards dinner, presenting awards for 1st, 2nd and 3rd place finish, longest drive, and closest to the pin. Many great raffle prizes too!

Registration is now open for the 2023 ASHRAE

Annual Conference, June 24-28, at the JW Marriott Tampa Water Street and the Marriott Tampa Water Street. The five-day conference includes sessions addressing current trends and technologies in the HVAC&R industry, as well as tours, social events and welcome new Society Officers and hear incoming ASHRAE President Ginger Scoggins.



Mike Montan, Adrian Sanchez, Tulia Rios, Victoria Garcia Massimo, Sonia Aranaga, and Maria Acosta of ASHRAE



Catching some lunch with friends at the Miami Beach Golf Club before the tournament



ASHRAE golfers heading to their first hole after the shotgun start at 1pm



Rick Ellison, Jarret Samuels, Lorenzo Fernandez, and Kevin Shirk with Diversified Fluid Controls



Chris Figueras, Kenny Scott, Rob Pulsifier, and Tom Flavell with MCASF



Daniel Salas, Ricardo Du Pond, Jonathan Quintero and Christina Villa with Stantec



Jorge Alvarez, Matt Fernandez, Joshua Corredor, and Jose Martinez with ICS – Grundfoss



JC Gonzalez, Ricardo Rigio, Victor Sabando, and David Lopez with Dunham Busch



Danny Diaz, Freddy Aragon, Noel Allen, and John Moulder with ICS – Addison



Kenneth Hernandez, Christopher Guerra, Wagner Braga and Corey Balko with B&I



Brigido Natera, Victoria Garcia Massimo, Randy Castricone, and Tony Jones with Airzone North America



Daniel Moya, Rodney Pacheco, Todd Aquilo, and Derek Jones with Southeast Duct Specialists



Felipe Osorno, Miguel Garcia, Matt Van Bibber, and Mitch Delgado with Osorno Group Corp.



Chad Ferreira, Andrew Young, Ryan Hasko, and Chris Alvarado with Jascko Corp.



Kaushik Mashettiwar, David Fernandez, Max Marrero, and Kevin Smith with ICS – Evapco



Luis Coello, Charlie Seybold, Tedd Jaguszty, and Danny Denaro with Daikin



Jaime Bernat, Andy Saez, John Mahoney, Larry Smorgala, Jay Schmidt, and Javier Cepedo with Saez Distributors



Tony Arriaga, Mickey M, Chris Guzman, and Justin Ingram with Protec Inc.





John Emerson, Manny Pozo, and Kevin Quintana with Intertek – PSI



Eric Amour, Neil CAporale, and Jeff Yao with Thermal Concepts



Luis Jimenez, Mike Malvasio, Dough Daniels, and Eric Amour with Thermal Concepts



Antonio Bravo, Gustavo Calderon, and Andrew Lutgens with Greenheck



Javier Perez, Albert Barcia, Steve Simms, and Andrew Rodriguez with Carrier



Frank Jara, Kyle Goring, Mike Hoo, and Ivan Velez with Viega



Hector Arenas, Justin Shaner, John Wolf, and Amilkar Contreras with JCI



Rafael Vicens, Jorge Benitez, Brett Aleshire, and Brady Spann with ICS – Addison



David Dears, Tim Stauss, Jacob Arana, and Kristopher Chung with Victaulic



Anselmo Gil, Mauricio Correa, and George Izquierdo with Cooling Power



Alfredo Sotolongo, Alfred Sotolongo, Dan Marrero, and Hector Anduiza with Protec Inc.



Steve Bender, Shawn Walker, Alejandro Heano, and Carlos Montoya with Cors Air



Third Place Winners: Danny Diaz, Freddy Aragon, Noel Allen, and John Moulder with ICS – Addison



Second Place Winners: Rafael Vicens, Jorge Benitez, Brett Aleshire, and Brady Spann with ICS – Addison



First Place Winners: Tony Arriaga, Mickey M, Chris Guzman, and Justin Ingram with Protec Inc.

# ASHRAE Announces Call for Abstracts for 2024 Winter Conference in Chicago

ATLANTA (May 15, 2023) – ASHRAE announced the completion of the first draft of its standard for maintaining healthy indoor air quality (IAQ), with final approval expected in June and publishing anticipated in July.

ASHRAE Standard 241P, Control of Infectious Aerosols provides minimum requirements for HVAC-related measures to reduce the risk of transmission of COVID-19, influenza, and other airborne viruses in homes, offices, schools, hospitals during periods of high risk. The standard offers guidance for creating healthier environments in the buildings where we work, live, and play.

“The entire world was touched by the effects of the pandemic and we learned that an effective way to protect ourselves from the spread of pathogens is to improve the indoor air quality and ventilation in the buildings that we occupy,” said 2022-23 ASHRAE President Farooq Mehboob, Fellow Life Member ASHRAE. “Nowhere in the world do we have a stan-

dard that universally addresses the concept of mitigating pathogen spread and IAQ and ASHRAE is proud to lead in the development of the guidance.”

The standard will address long-range transmission of infectious aerosols and provides minimum requirements for:

- Equivalent outdoor air (combined effect of ventilation, filtration, and air cleaning) for use during Infection Risk Mitigation Mode
- Room air distribution to reduce risk
- Characterization of filter and air cleaner effectiveness and safety
- Commissioning, including development and implementation of a Building Readiness Plan
- System operation in Infection Risk Mitigation Mode during periods of high risk
- Maintenance tasks and their minimum frequency
- Residences and health care facilities

“Standard 241P is built on ASHRAE’s longstanding leadership position as a developer of consensus in-

door air quality standards and the guidance developed by the ASHRAE Epidemic Task Force in response to the COVID-19 pandemic,” said ASHRAE Presidential Fellow and Standard Project Committee 241P chair William Bahnfleth, Ph.D., P.E. “This experience, combined with the efforts of a truly world-class international project committee, have allowed us to produce this review draft in only 10 weeks. It is a groundbreaking document that we expect to have significant impact. We look forward to the public’s comments as we work to complete the final version of the standard for publication.”

The committee is seeking comments on the normative portions of the standard. The public review draft is posted and comments can be made at [osr.ashrae.org](https://www.ashrae.org) through May 26.

For all standards related activities including announcements, public review drafts open for comment, call for members and more, sign up for ASHRAE Standards Actions at [ashrae.org/StandardsActions](https://www.ashrae.org/StandardsActions).



## Daikin's Commitment to Education: Sponsoring the HVAC Excellence National HVACR Education Conference to Drive Change in the Industry

Daikin Comfort Technologies, the world's largest air conditioning equipment manufacturer, is committed to driving change in the HVACR industry. With the ongoing education revolution transforming the industry, Daikin is investing in education to become a leader not only in sales but also in education.

One of its key investments is sponsoring the annual HVAC Excellence National HVACR Education Conference, which brings together professionals and educators in the industry. The conference provides attendees with the latest information on HVACR technology, education, and industry trends through workshops, seminars, and panel discussions led by industry experts. The conference also features an expo showcasing the latest HVACR products and technologies from leading manufacturers and suppliers.

As the HVACR industry shifts towards new technologies that reduce greenhouse gas emissions, institutions must invest in updating their programs and instructors to incorporate these changes. This includes outfitting laboratories with the latest technologies and re-educating the current workforce through continuing education. Daikin, HVAC Excellence, and other organizations offer resources to help instructors understand these new systems. By aligning with this industry-wide transition, educational institutions can offer their students the latest HVACR technology, ensuring their programs remain current and relevant.

The HVAC Excellence National HVACR Education Conference, sponsored by Daikin, attracts industry professionals, regardless of their roles (technician, contractor, wholesaler, manufacturer, utility, trainer, etc.) in the industry. The conference provides attendees with the opportunity to stay up to date on industry advancements and network with colleagues. The conference is set to take place from March 25-27, 2024, at the South Point Hotel in Las Vegas, Nevada. Learn more and register at [escogroup.org](https://escogroup.org).

## Lennox to Donate Residential HVAC Units to Local Community Heroes, Nominations Now Open

May 10, 2023 – Lennox is welcoming nominations for its annual Feel The Love program now until August 31. For the 14th year in a row, Lennox is partnering with its residential dealer network to recognize deserving community heroes in the U.S. and Canada by donating heating or cooling equipment and installation free of charge. To nominate a member of your community, visit [FeelTheLove.com](https://FeelTheLove.com).

Lennox encourages individuals and local organizations to nominate deserving families, neighbors and community heroes in need of a safer, more comfortable home. Past nominees include community figures such as teachers, firefighters, medical staff and volunteers; families facing hard times; veterans; senior citizens living in older homes; and people impacted by natural disasters.

The Feel The Love program is made possible through the continued partnership and collaboration of the Lennox dealer network across North America. Since Feel The Love was founded in 2009, the program has installed more than 2,000 heating and cooling systems at no-charge to homeowners in need. Feel The Love participating dealers generously install the units free of charge, and every unit donated by Lennox comes complete with the option of industry-leading labor coverage through Lennox' Warranty Your Way™ offering.







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## Mitsubishi Electric Trane HVAC US Opens Florence, New Jersey Distribution and Training Center

SUWANE, Ga. – May 3, 2023 – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat pump and air-conditioning systems, celebrated the opening of its Distribution and Training Center in Florence, New Jersey with a ribbon-cutting ceremony held April 26. Strategically positioned near the New Jersey and Pennsylvania Turnpikes, this new 400,000-square-foot facility is intended to strengthen the company's supply chain and provide efficient heat pump distribution to the Northeastern U.S.

When asked about the significance of the new facility, Florence Township Mayor Craig Wilkie said, "We welcome Mitsubishi Electric Trane HVAC, which manufactures and distributes energy-efficient heating and cooling systems and equipment with 'green' technology, to Florence Township. Located on an environmentally remediated site that once provided the world with cast iron pipe during the 19th and 20th centuries, the company will bring new jobs to the Township and region. Florence Townships looks forward to a long-term, mutually beneficial relationship with Mitsubishi Electric Trane HVAC."

"The Florence Distribution and Training Center is a significant investment in our country's sustainable future. The facility will supply all-climate heat pumps and VRF systems to distributors, contractors and end customers quickly and efficiently in our Mid-Atlantic and Northeast business regions," said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US LLC. "With the passing of the 2022 Inflation Reduction Act (IRA), the demand for electric products and services is high. As Americans take advantage of the tax credits, rebates and incentives available through the IRA, the Florence facility will help transform America into a Heat Pump Nation."

METUS plans to use the facility to generate 60 distribution center jobs and empower HVAC businesses with the training and support needed to sell, install and service all-climate heat pumps. METUS anticipates that its distributors and their customers will create many jobs.

"Locating our Distribution and Training Center in Florence provides several key benefits, including

strengthening our supply chain," said Robert Smith, vice president, supply chain, Mitsubishi Electric Trane HVAC US LLC. "It will provide efficient and strategic distribution access to our Mid-Atlantic and Northeast distributors by having the right products in the right place ready to ship. In fact, we anticipate that the Florence Distribution Center will ship thousands of hyper-efficient heat pump systems every month and would result in a reduction in miles driven to deliver products, subsequently also reducing the carbon emissions of those deliveries." Smith noted that Florence offers easy access to the interstate and Port Elizabeth, making the facility accessible for both shipments and students attending training classes.

Training small business professionals: Beginning in May 2023, the Training Center plans to host 40 to 45 classes each year, training 500 to 600 students annually. Classes are anticipated to cover residential and commercial product lines and subject areas, including heat pump installation, start-up and service essentials, advanced service, and controls.

Students will have the opportunity to practice what they learn on actual working Mitsubishi Electric equipment. Products installed in the Training Center for training purposes include four commercial VRF systems with seven styles of indoor units and seven residential heat pump systems with six styles of indoor units.

Building environmental features: With a corporate environmental mission of reducing carbon emissions in all Mitsubishi Electric US facilities by 2030, METUS plans that the building will meet LEED® certification requirements. Currently, the facility features 100 percent LED lighting, energy-efficient Mitsubishi Electric heating and cooling equipment and occupancy sensor controls on all lighting. Further demonstrating the company's drive toward electrification, the Distribution Center uses all-electric forklifts instead of the typical propane-powered forklifts found in many warehouses.

In addition to Florence, METUS has distribution centers in Suwanee, Ga., and Mira Loma, Calif. METUS Training centers are located nationwide at 75 locations. To learn more about Mitsubishi Electric Trane HVAC US, visit [MitsubishiComfort.com](https://MitsubishiComfort.com).



**Pictured left to right are: Kristen Foca, Outreach Director for U.S. Representative Andy Kim; MacKenzie Belling, South Jersey Director for U.S. Senator Cory Booker; Brinnon Williams, Vice President of Residential Business, METUS; Andy Kelso, COO, METUS; Mark Kuntz, CEO, METUS; Robert D. Smith, Vice President of Supply Chain, METUS; Paul Ostrander and Kristan Marter, Florence Township Council; and Marty Eckert, Florence Township Director of Economic Development.**



# Johnson Controls Announces National Distribution Relationship with HD Supply

MILWAUKEE and ATLANTA – (May 1, 2023) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, and HD Supply®, a leading national distributor of maintenance, repair and operations products, have announced a new national distribution relationship. Effective April 2023, Johnson Controls residential HVAC equipment will be available for distribution through HD Supply, a wholly owned subsidiary of The Home Depot.

“Through this strategic collaboration with HD Supply, Johnson Controls will be able to extend the reach and availability of our residential HVAC equipment across the United States,” said David Budzinski, president, global residential & light commercial, Johnson Controls. “We recognize the value of working with a well-known and established distribution partner like HD Supply and the superior service they will bring to new contractors working with Johnson Controls.”

HD Supply helps customers improve their communities by offering the right products, services and solutions to those they serve each day. As a leader in the wholesale industry, the company is making significant investments to further its technology capabilities, delivery network, associate experience and expanded product offerings.

“We have built this program with Johnson Controls to rapidly expand our residential HVAC business,” said Sami Nassar, chief merchandising officer, HD Supply. “We couldn’t be more excited about this collaboration, and the opportunity to work with a market-leading brand that complements our customer reach with deep industry expertise and product innovation.”

For more information about Johnson Controls or HD Supply, please visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com) or [www.hdsupplysolutions.com](http://www.hdsupplysolutions.com).

# Johnson Controls Launches New HVAC Resource App to Help Contractors Improve Efficiency and Accuracy on the Job Site



MILWAUKEE – (May 15, 2023) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has expanded their collection of residential and commercial contractor resources with the new Johnson Controls Ducted Systems (DS) Solutions App. The free app provides contractors with instant access to commercial and residential equipment information to help streamline installation, troubleshooting and maintenance processes.

The digital resource was designed to help contractors save time by reducing the need for physical manuals and paper assets that can be time-consuming to sort through and difficult to navigate while on the job site. Using the app, content can be searched by model number, or an equipment QR code can be scanned to quickly access product-specific information. Additionally, the app utilizes mobile technology, including camera-integration and geolocation services that enable contractors to upload videos or photos that can be accessed by Johnson Controls technical support teams to assist the troubleshooting process.

“The HVAC industry is in a state of rapid transformation, and for many contractors this means an increased workload burden with fewer technicians on the job,” said Charles Hurd, director of residential product management, Johnson Controls. “Contractors need intelligent, easy-to-access resources that can help make their processes more efficient and more accurate. The DS Solutions App is an example of how technology can be leveraged to bridge communication, reduce time and support positive outcomes.”

Contractors can access materials within the DS Solutions App using a Johnson Controls login. Resources found within the app include:

- Unit start-up sheets / Product registration details / Wiring diagrams
- Parts lookup / Sequence of operations / BAS control points / Fault codes
- Engineering guides / Installation manuals / Product training
- Warranty information

The Johnson Controls Ducted Systems Solutions App is available for Android and iOS and can be downloaded from Google Play and the Apple App Store. For more information, visit [www.johnsoncontrols.com/ds-solutions-app](http://www.johnsoncontrols.com/ds-solutions-app).

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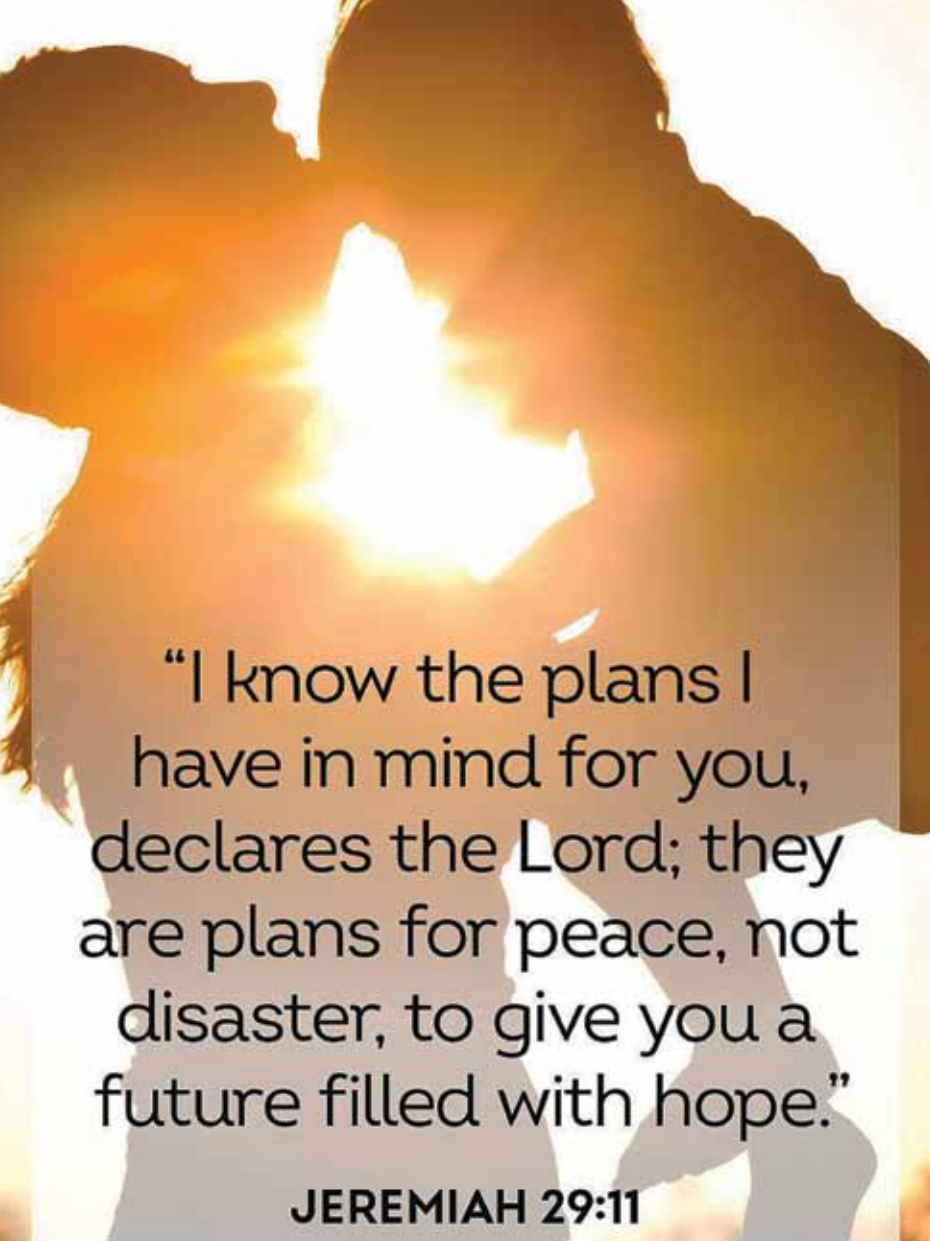
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ATTIC TENT	B12
Baker FCS	10
Blacks Supply	B15
Daikin Comfort Technologies	9
Elite Software	B13
Gemaire	24
Johnstone Supply / Florida	B16
Johnstone Supply / Ware Group	2&22
McDaniel Metals	4
Miami Tech Inc.	8
Mitsubishi Electric Trane HVAC	B7
Mueller Streamline	11
Oldach USA	15
Pipe Prop	14
Pro1 IAQ	B1
Refricenter	B5
RGF Environmental	21
Saez Distributors	17
SmartSnakes	4
Source 1 / York	7
The Metal Shop	3
Tropic Supply	12-13
Ultravation	14
Uniweld Products	23
Venstar Thermostats	B2
Yellow Jacket	6

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