

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



Johnstone Supply Ware Group Open Houses in South Carolina (see page 8)



Tropic Supply HVACR Best Practices Road Show and Customer Appreciation BBQ (pages B6-B7)



**PBACCA Member Appreciation Party** and Monthly Meeting (see page 22)



Johnstone Supply Ware Group Tours RGF Environmental Facility (see page 18)



SFACA Leak Detection Training at Funky Buddah (see page 4)

#### **Tropic Supply Celebrates Their 50th Aniversary** As A Florida Distributor!



success. "We are truly humbled and extremely grateful for the trust and confidence our customers, suppliers and team members have placed in our organization. As we reflect on our journey as a company, we are thankful for the meaningful relationships and partnerships we have built...relationships we do not take for granted. My father founded Tropic Supply on a number of core values that drive us to continually earn our customers', suppliers' and employees' loyalty and respect. These core values are the embodiment of who my father is

as a person – someone who believes the key to our Tropic Supply on Facebook, LinkedIn, Instagram, past, present, and future success lies in our commit-

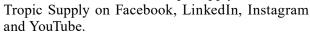
April ment to do the right thing by our customers, suppli-15th, 1973, Charles ers, and team members. We are committed to build-DelVecchio realized ing on this legacy every day." - Chuck Del Vecchio his dream of opening Tropic Supply is celebrating their 50th Annian HVAC and Refrigeration Supply House in Miami. Over the

versary by hosting monthly customer appreciation cookouts at all 22 resource centers across the state of Florida. Most locations will also be hosting best practices training demonstrations designed to help contractors save time, reduce callbacks, and increase profits.

"We invite all our customers to join us for a

home-cooked meal and learn something that will benefit their 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 May 15th, 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. Follow





last 50 years, Tropic

Supply has been for-

tunate to have expe-

incredible

rienced

Chuck and Charlie Del Vecchio of Tropic Supply

#### **ASHRAE Publishes First** Zero Energy and Zero Carbon **Building Evaluation Standard**

ATLANTA (April 27, 2023) – ASHRAE has released a new standard to measure zero net carbon and energy goals in buildings.

ANSI/ASHRAE Standard 228-2023, Standard Method of Evaluating Zero Net Energy and Zero Net Carbon Building Performance, sets requirements for evaluating whether a building or group of buildings meets a definition of "zero net energy" or a definition of "zero net carbon" during building operation. The standard draws from ASHRAE Standard 105, among others, to address energy and carbon flows across a site boundary, their measurement, and their balance.

"Achieving a zero energy building has been viewed by many as a difficult goal to meet, with unforeseeable roadblocks and differing guidance,"

said Keith Emerson, P.E., Life Member ASHRAE, chair of the Standards Project Committee 228. Standard 228 provides a consistent method determining whether new and existing sites have reached zero energy. We hope this standard will become a helpful resource for building professionals in strategic decarbonization planning."

Additional features of Standard 228 are as follows:

Allowances for sites that lack the opportunity to produce adequate renewable energy, while placing additional requirements on the use of external carbon and renewable energy in the calculation.

- Defined calculation of energy in terms of source—a multiplier on the energy crossing the site boundary to include energy used or lost in extraction, generation and transit to the site.
- The main energy calculation made in terms of annual average factors. Allowance is made for the calculation of individual hours where data is available.

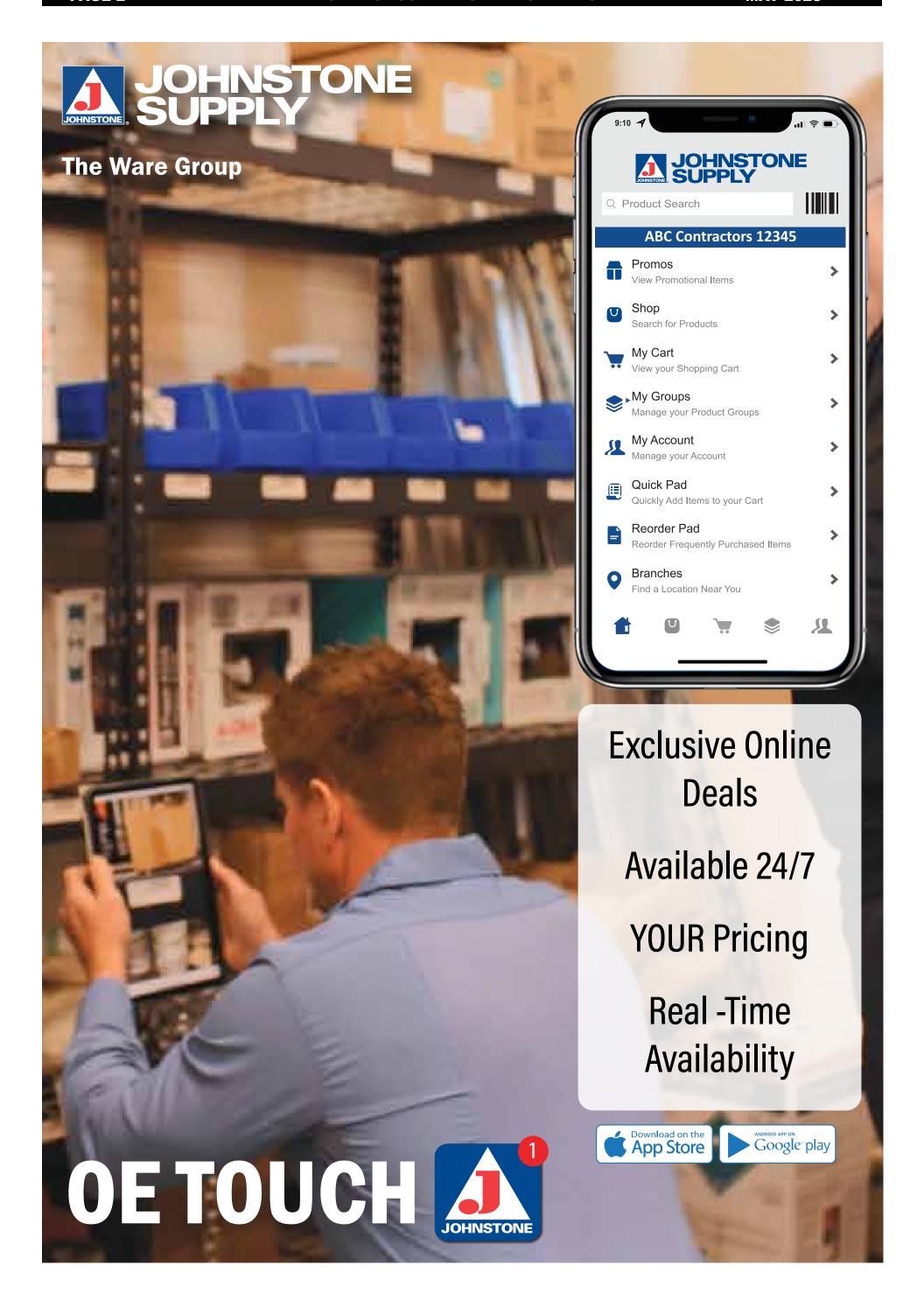
Standard 228 does not apply to the establishment of building energy performance goals or limits; design guidance or design requirements; embodied energy of building materials and systems; and transportation to and from a building. The standard is also not intended to circumvent any safety, health, or environmental requirements.

To purchase Standard 228-2023, visit ashrae. org/228 or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

Standard 228 has been published on continuous maintenance. A Standing Standard Project Committee (SSPC 228) has been formed to update the standard through the publication of addenda or revisions to any part of the standard. SSPC 228 is chaired by Dr. Paul Torcellini. Instructions for how to submit a change can be found on the ASHRAE website at ashrae.org/continuous-maintenance.

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#### **Do You Have Your Head in the Sand?**

#### **Ruth King's Contractors Cents**



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

> Reach her at ruthking@hvacchannel.tv.

#### **Chilling Facts:**

- Bank of England raised its interest rates this week to 4.25% - highest level in 14 years
- Inflation rate in the UK is 10.4%
- Fed increased US interest rates to 4.75% to 5%
- Inflation rate in the US was 7.87% last year. It is 6.04% this month
- Two US banks fail within two days of each other - Silicon Valley Bank on March 10, 2023 and Signature Bank on March 12, 2023.

If you think that this is not going to have an impact on your business – you have your head in the sand. Most of the worlds' population (including the US, UK, Canada, and Australia), follows the media. If the media predicts higher costs and recessions, it becomes a self-fulfilling prophecy.

Yet, you can survive and even thrive in a recession. I've been through many during my 35+ years in our industry. Here are seven things to do:

#### 1. You MUST save cash.

You need at least three months of operating cash in a savings account at all times. Customers are likely to pay late now. Be firm and be the squeaky wheel. They know you are paying attention and you will potentially come first.

How do you save three months of operating cash? Save a minimum of 1% of every dollar that comes in the door, all of your residential maintenance plan revenues, and 5% of commercial maintenance revenues.

#### 2. Diversify. No more than 20% of your revenues from one customer or one industry.

One of my clients had 80% of his revenues from the restaurant industry. Then the pandemic hit. No revenues. What did he do? He found companies who were still operating and got customers in those industries. This saved his company.

The same might be true if more than 20% of your

revenues come from one customer. Suppose that customer goes bankrupt? Suppose one of your employees really screwed up and you lost that customer? Spread your customer base around many, many customers.

#### 3. Change your marketing/advertising focus

In uncertain economic times most people are concentrating on ways to save money. They want to decrease costs. So, your message to them must be how they can save money by using your services. How do your service agreements save them money? All of the information that you give to the customers must focus on things that they are interested in right now. And, that is writing smaller checks to utility companies.

#### 4. Have a strong maintenance program.

This is a corollary to #3. Advertising focuses on saving money. Your maintenance plans absolutely help customers and potential customers save money. It's been my experience that 90% to 95% stay with your company in recessionary times...as long as you communicate with them, provide value, and they trust you.

#### 5. Have financing options available.

This mean for service AND replacement. The average homeowner has \$5,300 in savings, according to the Federal Reserve's Survey of Consumer Finances (SCF). They don't have the cash saved to invest in new equipment or an expensive repair. They may not want to or can't put the expense on their credit card. They may need to finance.

#### 6. Have a strong referral program.

Ask your existing customers for referrals. Most are happy to give you referrals if you ask. It is your choice to pay for them. You might start out with something like this: It seems that you are happy with the services we provide you. Who have you talked with about your experience with our company? Could we take care of them too?

Create a Google document which lists the refer-

ring customer's name, and their referrals' names, phone numbers and email addresses. This is the list you use when contacting the referral customers.

#### 7. Get a new customer a day. (And yes, you probably think I'm crazy)

This is something to focus on in good or bad economic times. How could you get a new customer a day? Is it through referrals, digital or traditional marketing? Choose a method and do it. New customers can be won even in recessionary times.

You will survive, and even thrive, during recessionary times when you do these seven things.

Next Topic: How do You Generate Revenue? The answer to how we generate revenue is usually by selling, installing, maintaining, or servicing. Dig deeper.

We generate revenue by billable labor. If a field employee doesn't generate an hour of billable labor, we don't generate revenue. That's why it is critical to maximize billable hours every day. If you don't bill all of a field employee's hours for that day, you've lost the ability to bill those hours. They are perishable. You can't bill them tomorrow. They're gone.

Unlike our suppliers, whose unit of revenue generation is a piece of equipment or a part, if that piece of equipment or part isn't sold today, it CAN be sold tomorrow.

Next question – For each billable hour, how much profit drops to the bottom line? This is your net profit per billable hour. Answer this question in dollars – not percentages.

If your company's net profit per hour is \$4.35, would you be happy with earning that much profit for each billable hour?

No one can tell you what to earn – it's your company, your name is on the door, on the loan papers, and your reputation. You need to be comfortable with the net profit per hour you want to earn.



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#### SFACA Leak Detection Training, Happy Hour Networking, and Vendor Showcase



Despite heavy rain, there was a great turnout, for the SFACA Leak Detction Training and Vendor Showcase at the Funky Buddha



Tropic Supply's expert technical support specialist Tim Murphy was the guest speaker for Leak De-

tection Training at SFACA's April 12th meeting at the Funky Buddha in Oakland Park.

The evening started at 5:30 pm with Happy Hour, networking with fellow contractors, and a vendor showcase, featuring Spectroline, Inficon, Rectorseal, Diversitech and more.

After a nice dinner prepared by the Funky Buddha, Tim Murphy gave an inside look at leak detection techniques and the proper use of leak detectors. Tim started out with why it is so important to improve your leak detection skills and learn to use the right tool to avoid a misdiagnosis. He discussed the different tools that are available such as, Heated Diode, Infrared, Ultrasonic, Ultraviolet AKA Dye, Bubbles, and High pressure isolation test. Tim elab-



Before dinner there was a vendor showcase featuring Spectroline, Inficon, Rectorseal, Diversitech and more!



Tim Murphy of Tropic Supply facilitated the Leak Detection Training

orated on each of the tools and methods.

For more than 35 years, the South Florida Air Conditioning Contractors Association (SFACA) has been helping HVAC/R suppliers and contractors of every size, type and description, to build their businesses into more productive, profitable enterprises.

Don't miss the upcoming meeting on May 3rd at 5:30pm at the Funky Buddha in Oakland Park for Brews & CEUs! The topic is Employment Issues: Millenials & Beyond. The guest speaker is Gregory J. Jolly of Adams & Reese LLP. Gregory J. Jolly practices primarily in litigation, with an emphasis on labor and employment and construction-related matters.

Gregory counsels clients on issues pertaining to wage and hour, discrimination, and retaliation claims, risk mitigation, internal audits, employment contracts, restrictive covenants, separation agreements and workplace rules and policies.



Kelly Dexter, president of SFACA, awarded some great raffle prizes!

# The ESCO Institute Celebrates Issuing Their Two Millionth Credential

The ESCO Institute has reached a significant milestone by issuing their two millionth credential. The momentous occasion took place on January 17, 2023, when Miguel Zavala from Savannah, Georgia, visited Johnstone Supply in Savannah to take the Low GWP Refrigerant Safety Exam. Little did he, or Michael Hesch (the test administrator), know that this exam would mark the two millionth certification credential issued by ESCO Institute.

Founded in 1988 by Jerry Weiss, The ESCO Institute has been at the forefront of educating the industry on new tools and advancements in technology. Understanding the need to prepare others for the future, Weiss worked with regulatory agencies, standards organizations, and other groups to develop new programs to prepare the industry for changes such as decarbonization, electrification, or refrigerant transitions.

Over the years, the ESCO Institute has established itself as a leader in the industry, continually striving to look ahead and find better ways to assist the industry. As a result of these efforts, the institute has established several organizations, including the AC&R Safety Coalition, Carbon Monoxide Safety Association, Data Registry Services, Did You Know Show, ESCO Doc Registry, Green Mechanical Council, HVAC Excellence, HVACR Education Resource Network, HVACR Learning Network, and National HVACR Education Conference.

The ESCO Institute offers over eighty different industry certifications, both written and hands-on, to cater to the varying needs of students, technicians, contractors, and instructors. With this unique and highly respected vantage point, the institute can track the progress and accomplishments of individuals as they advance in the industry.

Reaching the two millionth credential mark is a significant achievement for the ESCO Institute, and it highlights their unwavering commitment to the industry's education and development. The institute's continued efforts to prepare the industry for the future ensure that it remains a vital player in the HVACR industry. Learn more at www.escogroup.org.

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#### Dolphin Cooling and Heating gives AC System to Naples Resident



Following
Hurricane Ian,
which devastated
many in Southwest Florida,
Dolphin Cooling
and Heating decided they want-

ed to give back to the community and put together their AC giveaway at the beginning of 2023.

People could enter themselves or nominate a family member or friend in need of a new AC system. They had several entries, as you can imagine, and Shane was the lucky winner.

Shane Meyers of Naples, FL was nominated by two of her friends, and they were informed that she had been living without AC in her home for nearly 2 years. As a welder by trade she was leaving one hot environment to return to a hot home every day.

The owners and service manager of Dolphin, with the help of Shane's friends, made the trip out to Shane's house to surprise her with the news that she would finally have AC again. Shane was moved to tears when she realized that she was the recipient.

Two days later the Dolphin team installed her new AC system and for the first time in two years she has AC again. Following our visit, her friend Rika shared that Shane said "miracles really do happen."

As a company Dolphin Cooling & Heating is hoping to make this an annual tradition and give an AC system away each year to a family in need. "It's just one small way that we can give back to our community that has been so good to us!"



Lauren Willeford of Dolphin Cooling & Heating, Shane Meyers AC recipient, Greg Tancreti, and Roger Gatenby of Dolphin Cooling & Heating

# RectorSeal® Named Master Distributor for Duckt-Strip® Ductless Cable



Houston, TX, April 21, 2023— RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing products, is excited to an-

nounce that it is now a master distributor of Duckt-Strip cable for ductless HVAC systems. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI].

Manufactured in the United States, Duckt-Strip is a ductless power and communications cable offering complete end-to-end conductor isolation that provides power (AC to DC) and control from the condenser to the indoor unit from a single cable. Using a single cable provides HVAC technicians with a faster, safer, and more cost-effective ductless installation than multiple cable applications. Duckt-Strip is National Electric Code (NEC) Article 725.136 compliant and UL listed for in-the-wall and through-the-wall installations. Electrical inspectors have shown a notable preference for ductless installations using Duckt-Strip.

Duckt-Strip features innovative Rip-N-Strip<sup>TM</sup>, a patented technology with grooves designed for easy

cable insulation separation and removal. Further, it eliminates the need to use strippers, knives, or cutters when installing the cable. All conductors are covered with a gray and yellow PVC jacket that is sunlight resistant, outdoor rated, and direct-buried approved.

"RectorSeal is proud to be a master distributor of Duckt-Strip ductless cable. The product reinforces our ability to provide a holistic portfolio of products that make installing ductless systems safer, easier, and affordable," said Stephanie Welda, Director of Product Marketing, RectorSeal. "Our customers expect the best products, and Duckt-Strip aligns with that goal." Duckt-Strip availability and pricing will be shared directly with RectorSeal distributors.

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

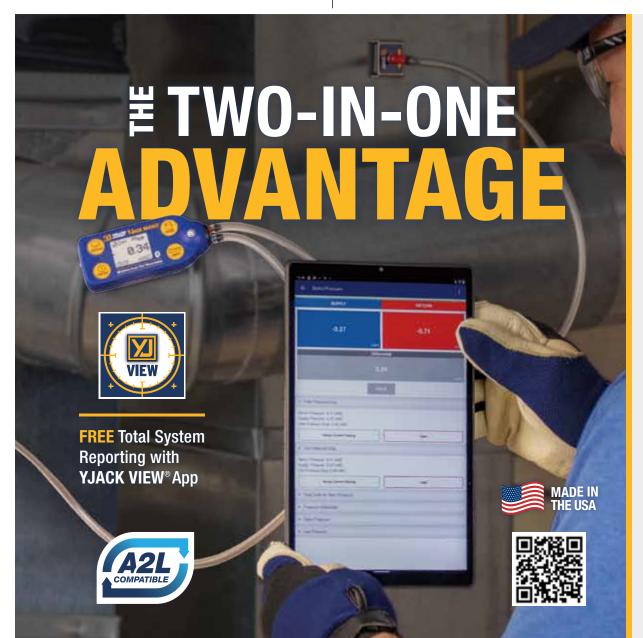
#### Current Administration Approves Major Disaster Declaration for Florida

WASHINGTON -- FEMA announced that federal disaster assistance has been made available to the state of Florida to supplement state and local recovery efforts in the areas affected by severe storms, tornadoes and flooding from April 12-14, 2023

The President's action makes federal funding available to affected individuals in Broward County. Assistance can include grants for temporary housing and home repairs, low-cost loans to cover uninsured property losses and other programs to help individuals and business owners recover from the effects of the disaster.

Federal funding is also available to state and eligible local governments and certain private nonprofit organizations on a cost-sharing basis for emergency work and the repair or replacement of facilities damaged by severe storms, tornadoes and flooding in Broward County.

Federal funding is also available on a cost-sharing basis for hazard mitigation measures statewide. Individuals and business owners who sustained losses in the designated areas can begin applying for assistance by registering online at www.DisasterAssistance.gov, by calling 800-621-3362 or by using the FEMA App.



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# JOHNSTONE OPEN HOUSE2023 April 4=6 Rock Hill, Florence, and Little River SC

The Ware Group

Saving You Time. Making You Money.

Johnstone Supply Ware Group held three 2023 South Carolina Open Houses starting on April 4-6 which include Rock Hill, Florence, and Little River. The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken and all the fixins right on site.

More than 30 Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry trends. Many of the vendors had samples, information, and some nice giveaways.

Upon registration, open house attendees each received a bag of goodies. There were also some terrific door prizes! A valuable training opportunities were available to open house attendees. The Open House training was between 10-11:30am. Attendees registered in advance online or with their local branch manager to attend.

Justin Seppi, Director of Sales for Johnstone Supply Ware Group stated, "Relationships continue to be the bedrock of our business between our customers, vendors and Ware Group employees. Thank you to ev-

eryone that made these great events possible."

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain.

Across 30 branches in Florida and South Carolina, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



The Johnstone Supply Ware Group Rock Hill location serving Hill's BBQ. I can almost taste those delicious ribs!



Chris Ware Jr. of Johnstone Supply Ware Group taking care of E-commerce business



Will Rust of Daikin (right) answering some technical questions about the new thermostats on display



Attendees at the Johnstone Open House stopping by the Inficon table for a leak detector product demonstration



Stacey Stanish, Michael Bell, and Joe Easou of Johnstone Supply Ware Group serving lunch to the Open House customers



Everyone loved the delicious chicken and ribs from Hills BBQ!



The Johnstone Supply Ware Group Little River location had a nice turnout



Rick Howard of Johnstone Supply Ware Group working the event and making sure everything is going smooth and easy!



Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry trends



Ron Howard of EV Dunbar displaying the new products from Yellow Jacket



The Johnstone Supply Ware Group Hydration Team was Kara Cosby, Jamie Cox, and Todd Brumley



The Johnstone Supply Ware Group Rock Hill location was set up and ready to go for the Open House!



Samantha Bowles of Johnstone Supply Ware Group at the registration table giving goodie bags to each attendee



Sean Wahl of Pro-Dev representing RGF Environmental Indoor Air Quality products available at Johnstone



The Johnstone Supply Ware Group South Carolina Open House Team waiting to serve hungry contractors!







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# 2023 Inaugural Graduating Class TRACCA Apprenticship Program

Congratulations to the first set of TRACCA Apprenticeship 3rd year graduates and well-done to the other apprentices. Your hard work, dedication, and sacrifice does not go unnoticed. We enjoyed celebrating you last night and look forward to continuing to support your growth.

Thank you to Commissioner Brian Welch for taking time out of your day to speak to us. Thank you to Lively Technical College for their continued support of the program and Darien Trim for being an amazing instructor. As always, special thanks to our sponsors, because without you we would not be able to support

our contractors and technicians as we do; Brown's Refrigeration, Gunn Heating & Air Conditioning, Johnstone Supply, Southern Pipe & Supply, Paula with FRACCA and Tropic Supply.

Paula





### **HARDI Distributors Report 4% Revenue Increase in February**

COLUMBUS, Ohio, April 4, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing the average sales performance by HARDI distributors was an increase of 4% percent during February 2023. The sales growth for the 12 months through February 2023 is 16.1% percent.

"Since February is responsible for the smallest share of annual revenues for each of our regions, it has not been a good indicator of market direction," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "The sales growth this month was challenged by being compared to a very strong 27.5% gain during February 2022 and the heating degree days during February 2023 were well below normal in four of our seven regions."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remains in the 43-day area. "The DSO usually runs a little longer during the winter months," said Loftus. "The DSO this month is comparable to February during 2021 and

2022." "HARDI distributor's annual sales growth reflects COVID's impact on our economy. The COVID uncertainty squeezed the annual sales growth to the low single-digits pace during most of 2020 before it took off towards more than 20% during 2021 where it remained for more than a year," said Loftus. "One year ago the Fed started to put the brakes on the economy and our annual sales growth reflects that effort. The brakes are still on."

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

HARDI is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

# Update: Green Tax Credits Including 25C Targeted in Debt Ceiling Fight

House Republicans have released the legislative text of the Limit, Save, and Grow Act of 2023 which returns Section 25C tax credit for HVAC improvements, 179D commercial building tax deduction, and extension of 25D and 45L to their pre-Inflation Reduction Act versions. The legislation also repeals funding for the state homes rebate programs for energy efficiency improvements and heat pump rebate programs. This would reduce the value of 25C and 179D provisions, allow 25D to expire at the end of 2023, revert 45L to its expiration at the end of 2022, and prevent federal funding for the implementation of state rebate programs.

This is House Republicans' initial pitch to negotiate on the debt ceiling increase, and these provisions could be included in a final version.

Article by Alex Ayers HARDI Director, Government Affairs

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#### EPA Releases Final SNAP Rule 25 Listing New Refrigerant End Uses

EPA finalized SNAP Rule 25 listing new end uses for refrigerants in the AC and refrigeration sectors. As part of the final SNAP Rule 25, EPA made the following listings:

- Listed HFC-32, HFO-1234yf, R-454A, R-454B, and R-454C as acceptable refrigerants subject to use conditions for new centrifugal and positive displacement chillers for comfort cooling
- Listed HFC-32, HFO-1234yf, R-452B, R-454A, R-454B, R-454C as acceptable refrigerants subject to use conditions for new comfort cooling
- Listed HFO-1234yf, R-454A, R-454B, and R-454C as acceptable refrigerants subject to use conditions for new industrial process air conditioning using a chiller
- Listed R-1150 (ethylene) as acceptable for use in new very low temperate refrigeration subject to use conditions (equipment designed specifically to reach temperatures below -80°C/-112°F)

Article by Alex Ayers HARDI Director, Government Affairs

### Malco Debuts New Product Idea Contest

NEW PRODUCT CONTEST

ANNANDALE, MINN. (April 25, 2023) — Malco Products, SBC, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the building trades, today announced its first-ever New Product Idea Contest. The winner of the contest will have a chance to work with Malco's product development team to define their product con-

cept and participate in the creation of a new product for the building construction trades.

In addition, the grand prize winner will also receive VIP treatment at an industry trade show, including airfare and hotel

expenses. The runner-up will receive \$500 worth of Malco tools. All entries receive a Malco hat, tumbler and catalog.

"Malco launched this contest for product ideas as part of our longstanding commitment to innovation," said Malco president and CEO Rich Benninghoff. "One of the reasons that Malco remains a leader in the industry is due to our reputation in creating high quality tools that trade professionals want, and need.

We've done that by listening to feedback from the field about ways to improve products, or create new products, that make their jobs easier and safer, and this contest will take that commitment to the next level."

Malco's New Product Idea Contest recognizes innovative new product or process ideas and inventions that align with the company's high-quality so-

> lutions that meet the needs of the trade professionals. Entrants are encouraged to submit product extensions and modifications, in addition to original product ideas. To be eligible, all new product ideas must be submitted to Malco by June

30, 2023. Entry forms and complete contest details are available at https://www.malcoproducts.com/new-product-contest/.

For more information about Malco Products, SBC, visit www.malcoproducts.com. Malco Products, SBC, based in Annandale, Minnesota, is one of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC trade

### Lightweight Brazing Torch Lightens Work for AC Installations



Mason, Ohio – As spring marks the unofficial start of "air conditioning season," contractors will

soon be busy repairing and installing equipment to keep homeowners and businesses cool and comfortable all summer long.

Since long hours on the job can lead to fatigue, it's always helpful for contractors to look for tools and techniques to help lighten the load. One tool that HVAC companies can add to their trucks this year is a small, lightweight brazing torch handle

from Harris Products Group. The Model 15-5 torch handle is easy to use and reduces strain on muscles and tendons in the hand, shoulder, and neck.

Weighing in at just 8 ounces, the Model 15 is an aircraft-style handle with front valves for more convenient adjustment while brazing, welding, or light heating. The handle features a silver-brazed twin inner tube construction for strength, safety and durability while still being lightweight. This tube-within-a-tube construction delivers optimum flow performance while providing maximum leak integrity.

Compatible with all fuel gases, the handle features a Class "A" 3 /8" - 24 hose connection. Optional equipment includes 3 /8" - 24 check valves. Harris also offers two tips styles that are compatible with Model 15-5: one for acetylene/H2, and one for alternate fuel. Seals and seats are compatible with gas flux.

The torch handle is 5-3/4" (146.0mm) long and is compatible with Harris mixer Models B-15-3, B-15-3F and B-15-S. The part number is 1401410. More information can be found at https://www.harrisproductsgroup.com/en/Products/1401410.







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#### Why is the Air Dry at Altitude?

By Bryan Orr



Bryan Orr

So, here's the thing. When I was a kid, I got to go skiing in the Rockies a few times. Sounds great, right? Well, yeah, the skiing was fantastic, but the dry air at those higher elevations? the dryness and the lack of oxygen combined felt like breathing vapor beef jerky. Cut to me

getting off the plane back in good old humid Florida, and it was like my lungs were suddenly wrapped in a warm, thick, slightly sweaty blanket of comfort.

You'd think that since water vapor is lighter than dry air (yes, it is, don't argue), higher altitudes should be more humid. It makes sense, right? To help us mere mortals understand why that isn't how it works, let's look at the world of atmospheric pressure, vapor pressure, and adiabatic cooling – HVACR-style.

Atmospheric Pressure and Vapor Pressure: It's Not a Walk in the Park

Picture this: atmospheric pressure and vapor pressure are like two peoples trying to take a walk in the park. Only, this park is way up in the mountains, and the path they're on is getting narrower and more treacherous the higher they go. Basically, it's the worst park ever.

At higher elevations, the atmospheric pressure (our first brave park-goer) decreases, making it harder for our buddy vapor pressure to keep up. It's like trying to walk on a balance beam wearing roller skates – not easy, my friend. The result? Less humidity in the air, which explains one reason why it feels like a desert up in the mountains.

The Law of Partial Pressure and Its Role in Mountain Air Dryness

An important concept that plays a role in the dryness of mountain air is the law of partial pressure, also known as Dalton's Law. This law states that the total pressure exerted by a mixture of gases is equal to the sum of the pressures that each gas would exert if it were alone in the container. In the context of air at high altitudes, the atmospheric pressure is lower, which means that the partial pressure of water vapor is also lower (as well as Oxygen and Nitrogen and everything else). As a result, the air can't hold as much

moisture as it can at sea level, where the atmospheric pressure is higher. This reduction in the partial pressure of water vapor contributes to the drier conditions experienced at high elevations

Rarified Air: A Fancy Word for "Thin and Dry" (and a Frank Sinatra Reference)

First things first, let's talk about "rarified air." As Frank Sinatra croons in the classic song "Fly with Me," we're "up there where the air is rarified." Rarified simply means thin or less dense, usually due to reduced pressure or less oxygen. In the context of our mountain adventure, rarified air refers to the drier, cooler, less dense air at higher altitudes caused by lower atmospheric pressure and adiabatic cooling.

Speaking of adiabatic cooling, let's dive a little deeper into that concept. Adiabatic cooling is a process where the temperature of a gas decreases as it expands without any heat exchange with its surroundings, so decreases in temperature but keeps the same BTU/lb. This phenomenon is especially relevant when air rises to higher elevations, where the atmospheric pressure is lower. As a result, the air expands and cools down, ultimately reducing its ability to hold moisture and leading to drier conditions.

The Math: A Sea Level vs. Denver, Colorado Comparison

Now, let's dive into some numbers and compare sea level air to the air in Denver, Colorado, which is nicknamed the "Mile High City" because it sits at an elevation of 5,280 feet above sea level.

At sea level: 1) Atmospheric pressure: 14.7 PSI (pounds per square inch). 2) Temperature: Assume 68°F (20°C). 3) Relative humidity: Assume 60%.

Using these values, we can calculate the actual vapor pressure (the pressure exerted by the water vapor in the air) and then determine the grains of moisture per cubic foot of air.

For sea level conditions: 1) Saturation vapor pressure = 0.62198 PSI. 2) Actual vapor pressure = Relative humidity \* Saturation vapor pressure = 0.6 \*  $0.62198 \approx 0.37319$  PSI.

Now, let's consider Denver's conditions at the same temperature and relative humidity: 1) At Denver (5,280 feet elevation): 2) Atmospheric pressure: Approximately 12.2 PSI (based on the barometric formula). 3) Temperature: Assume 68°F (20°C). Relative

humidity: Assume 60%

For Denver's conditions:

Saturation vapor pressure = 0.62198 PSI

Actual vapor pressure = Relative humidity \* Saturation vapor pressure =  $0.6 * 0.62198 \approx 0.37319$  PSI

However, because of the lower atmospheric pressure in Denver, the actual vapor pressure must be adjusted to account for the altitude. We can adjust the actual vapor pressure using the ratio of atmospheric pressures:

Adjusted actual vapor pressure = Actual vapor pressure \* (Denver atmospheric pressure / Sea level atmospheric pressure) =  $0.37319 * (12.2 / 14.7) \approx 0.30818 \text{ PSI}$ 

Now, to find the grains of moisture per cubic foot of air:

1 PSI  $\approx$  7,000 grains per cubic foot

Sea level: Actual vapor pressure =  $0.37319 \text{ PSI} \approx 2,613 \text{ grains per cubic foot}$ 

Denver: Adjusted actual vapor pressure = 0.30818PSI  $\approx 2,157$  grains per cubic foot

As you can see, the air in Denver contains fewer grains of moisture per cubic foot than the air at sea level, even when the temperature and relative humidity are the same... which they also usually aren't because it is usually colder and lower RH in addition to lower total moisture capacity due to decreased atmospheric pressure.

To Sum It All Up (Because Who Doesn't Love a Good Summary?)

At higher elevations, like in the mountains, the air is rarified – meaning it's thinner and drier – because of lower atmospheric pressure and adiabatic cooling. These factors cause the air to hold less moisture, resulting in drier conditions compared to lower elevations.

Using our sea level vs. Denver comparison, we showed that even when the temperature and relative humidity are the same, the air at higher altitudes contains less moisture due to the reduced atmospheric pressure. So, the next time you're in the mountains and your lungs feel like they're on a one-way trip to mummification, just remember these big words and my nerd tech tip about it.

— Bryan



#### **More Than 100 Technical Sessions Scheduled for 2023 ASHRAE Annual Conference in Tampa**

ATLANTA (April 20, 2023) - The technical program for the 2023 ASHRAE Annual Conference, taking place June 24-28 in Tampa, Fla., is now available online and in the ASHRAE 365 app.

The conference includes more than 100 sessions within seven conference tracks on a full range of built environment topics, including urgency of addressing the climate crisis, measures to reduce human impact on the natural environment and strategies for making the built environment more resilient and sustainable. In-person and virtual attendees will have access to all sessions in the program (and PDHs) through June 2024.

Conference tracks and highly anticipated technical sessions are as follows:

- Pathways to Net Zero Energy and Decarbonization
- Session: The Building Decarbonization Strategy Game
- · Research Summit
- Session: Networking Forum for Researchers in the Built Environment
- Fundamentals **Applications**
- Session: Future Data Center: Road Map to Liquid Cooling Facility Design, Implementation and Operation
- Future Proofing the **Built Environment**
- Session: Chatbots and Nextgen AI Technologies for HVAC Industry
- HVAC&R Systems and Equipment
- Session: Best Practices: Testing, Verifying and Commissioning for Indoor Air Quality and Pathogen Mitigation
- Building Automation and Controls
- Session: ASHRAE 223P: A First Look, Emerging Tools and New Use Cases
- Professional Development and Education
- Session: Engineer to Entrepreneur: Case Studies in Business Ownership

Conference papers and extended abstracts will be added to the conference schedule by May 24. Papers will be scheduled in a mix of traditional paper sessions and poster sessions.

ASHRAE Learning Institute (ALI) will offer 10 courses during the conference, all approved for continuing education credits toward maintaining P.E. licensure.

Four new courses are being offered:

- V in HVAC Efficiently Improving IAQ using the Ventilation Rate Procedures Advanced (Using Options for Standard 62.1-2022
- · Introduction to Building Decarbonization
- Starting the Path to

Net Zero Buildings Using ASHRAE 90.1-2022

• Fundamentals of Decarbonization Design Systems and Equipment Applications

ASHRAE certification exams will also be administered during the week and business, committee and technical meetings will be conducted in the weeks leading up to, and during the conference.

In addition to honors and award recognitions, updates from Society leaders and the installation of new officers, incoming 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE, will present her inaugural address and share the Society theme for the coming year, "Challenge Accepted: Tackling the Climate Crisis."

In-person and virtual registration options for individuals and companies are available. For complete information and registration for the 2023 ASHRAE Annual Conference, visit ashrae.org/2023annual.

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

U.S. shipments of central air conditioners and airsource heat pumps totaled 649,856 units in February 2023, down 11.1 percent from 730,812 units shipped in February 2022. U.S. shipments of air conditioners decreased 19.2 percent, to 342,814 units, down from 424,293 units shipped in February 2022. U.S. shipments of airsource heat pumps increased 0.2 percent, to 307,042 units, up from 306,519 units shipped in February 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 15.4 percent, to 1,259,012 units, down from 1,488,090 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 21.7 percent, to 670,269 units, down from 856,128 units shipped during the same period in 2022. The yearto-date total for heat pump shipments decreased 6.8 percent, to 588,743, down from 631,962 units shipped during the same period in 2022.



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#### **RGF Evironmental Group Hosts Factory Tour** for Johnstone Supply Ware Group



RGF Environmental Group hosted a factory tour on Friday, April 14th, for Johnstone Supply Ware Group Florida Gulf Coast and East Coast Sales Teams.

The Johnstone Supply Sales Team visited RGF Headquarters in Riviera Beach. Justin Bailey and Natalie Dee of Pro Dev educated the team on how they can improve their customers' indoor air quality with RGF's IAQ Solutions.





Robin Broderick, Ashley Gibb, and Romulo Laureano led the tour around RGF's 10-acre environmentally friendly manufacturing, warehouse, and office facility.

The Ware Group appreciated everything RGF planned, from a lovely cocktail hour on Envision, to a wonderful dinner, and to an EPIC tour of RGF's prestigious facility. We all had a blast....Thank you!

Established in 1985 and with over 4 million





units installed worldwide, RGF is a global leader in developing innovative, industry – leading solutions aimed at improving air quality in every home and building around the world. RGF is not only an ISO 9001: 2015 certified company, but also a safe haven for innovative thinking, a launchpad for industry – leading products, and a platform for anyone who wants to make a difference in our world. Clean Air Is Life, Let Us Help Protect Yours!



#### Milwaukee® Drives Technology Innovation with **Drilling and Driving Solutions**

Milwaukee, WI – Milwaukee Tool continues to revolutionize the jobsite and deliver best-in-class products with the introduction of their new M18 FUEL<sup>TM</sup> Drill and Impact Driver with ONE-KEY<sup>TM</sup>. This expansion of their next-generation drilling and driving solutions, with the new M18 FUEL<sup>TM</sup> ½" Hammer

Drill with ONE-KEY<sup>TM</sup> and M18 FUEL<sup>TM</sup> 1/4" Hex Impact Driver with ONE-KEY<sup>TM</sup>, delivers users with the fastest driving speeds, enhanced safety, and advanced customization technology.

Milwaukee is committed to improving productivity by providing performance-driven and tradefocused solutions so users can perform an entire day's work on one battery system. The M18 FUELTM 1/2" Hammer Drill/Driver with ONE-KEY<sup>TM</sup> and M18 FUEL<sup>TM</sup> 1/4" Hex Impact Driver with ONE-KEY<sup>TM</sup> are fully compatible with the entire M18<sup>TM</sup> line, now offering more than 250 power tool solutions.





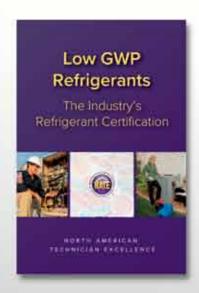


#### **Now Available**

# Low-GWP Refrigerants Certification Exam

NATE is proud to introduce a new refrigerant exam and certification, designed to validate a technician's knowledge of low-global warming potential (GWP) refrigerants.

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WWW.NATEX.ORG

#### **NADCA Welcomes New President and Chairwoman to its Board of Directors**



April Yungen

the Board.

13, 2023] — The National Air Duct Cleaners Association (NAD-CA) — also known as the HVAC Inspection, Cleaning, and Restoration Association welcomes April Yungen as its newest, and first female, President and Chairwoman of

Yungen founded Air Management Industries

in 1997, a company that provides commercial air

duct cleaning and air balancing services throughout

Southern California. She has served on the NADCA

Board of Directors since 2015, and currently serves

as Chair of NADCA's Certification and By-Laws

Committees. She has been a member of NADCA

since 1997, and has served in several leadership

MT. LAUREL, roles throughout her tenure, including chairing NEW JERSEY [April the Finance Committee, co-chairing the Standards Committee, and serving as a subject matter expert in several capacities. She holds Air Systems Cleaning Specialist (ASCS) and Certified Ventilation Inspector (CVI) certifications.

"We are delighted to welcome April as our newest President and Chairwoman of our Board of Directors," said Jodi Araujo, CEM, NADCA's Chief Executive Officer. "She's a long-time board member and her volunteer efforts are impactful, as she has led several committees for the organization over the years.

in the HVAC system cleaning and inspection industry, and is committed to strengthening mission-critical solutions for our members. She has been, and will continue to be, an incredible asset to the NAD-CA Board of Directors and the industry at large. And we're so excited to have elected our first female leader since the founding of NADCA in 1989! To learn more about NADCA, visit www.nadca.com.

# April brings diverse experience and leadership

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#### **ASHRAE** and The **International Code Council Seeking Comments On Greenhouse Gas Emissions Evaluation Standard**

ATLANTA (April 21, 2023) - ASHRAE and the International Code Council announced that an advisory public review is open for a proposed joint greenhouse gas (GHG) evaluation standard.

Proposed ASHRAE/ICC Standard 240P - Evaluating Greenhouse Gas (GHG) and Carbon Emissions in Building Design, Construction and Operation is open for comment from April 21, 2023 to May 21, 2023. Drafts are posted and comments can be made at osr.ashrae.org.

The purpose of Standard 240P is to provide a methodology to quantify and document GHG emissions associated with buildings, building systems, and equipment over their life cycle.

The standard will cover the following:

- Existing buildings, new buildings, groups of buildings, or portions of buildings.
- Determination, including calculation methodology, and expression of the building(s)
- · zero net GHG and zero net carbon dioxide emissions status for building operation.
- GHG emissions associated with flows across the site boundary and off-site credited flows.
- Embodied GHG emissions of building materials and systems.

Standard 240P will also offer procedures and minimum requirements for the quantification of embodied and operational GHG emissions including reporting and documenting.

A joint committee with wide array of expertise and representation from ASHRAE and the Code Council was approved on December 8, 2022 to develop the standard. Typically a 6-12 month process, the committee developed a draft of Standard 240P in four months.

"It is rare to have an advisory public review draft prepared for comment within essentially four months after the formation of standards committee," said 2022-23 ASHRAE President Faroog Mehboob, Fellow Life Member. "The accelerated pace in which a draft of Standard 240P was developed speaks to the extraordinary technical knowledge and leadership of the committee and its chairs. ASHRAE remains committed to advancing effective building decarbonization strategies and were pleased to partner with the Code Council to develop this much needed resource."

"The International Code Council is pleased to partner with ASHRAE in the development of Standard 240P and acknowledges the exceptional work of the standards committee in providing their time and expertise to this process," said Code Council CEO, Dominic Sims, CBO. "The Code Council is devoted to expanding on the tools needed to advance decarbonization across the industry and this public review draft highlights our ongoing commitment to this work."

The committee is seeking comments on proposed revisions to the standard's title, purpose and scope as well as the remaining content being proposed in the document. Specific questions are included in the document for stakeholder input.

To review drafts Standard 240P and provide comments, visit osr.ashrae.org. 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.

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration and their allied fields.

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



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#### **PBACCA Hosts Member Appreciation Night**



Mark O'Donnell of Cool World, Inc., Mark Worrell and Robin Worrell of State Energy, April O'Donnell of Cool World, Inc.



The Beach Club Tiki was a great choice for the PBACCA meeting



PBACCA hosted their Member Appreciation Night, along with their General Meeting on April 6, 2023. Check-in was at 5:30 p.m. and 6:30 p.m. the meeting started. There was a change in venue. The event was held at the Beach Club

Tiki in Lake Worth Beach.

PBACCA invited all past, present, and future members to an evening of conversation and cocktails sponsored by Federated Insurance and there were free appetizers for the evening. Music by DJ Tango was sponsored by Pro Tech Coating.

PBACCA used this meeting to let their members know how much they value their commitment to the association. This was a great opportunity to meet the 2023 Board Members and to let them know what you would like them to do for you.

The Mission of the Palm Beach Air Conditioning Contractors Association is to better assist its members to manage their companies more efficiently, acquire, serve and satisfy their customers. Contact Pam Ripple at 561-585-3880, or email info@pbacca.org for more information.



Cortney Whitaker, Nick Johnson, Matt Daniele, and Jeff Snead of Ferguson HVAC



DJ Tango was the entertainment for the evening



Morgan Brandley and Kelly McCann of CMI Air Conditioning



Appreciation award for Daryl Sholar given by Robin Worrell, president PBACCA



Great subject, Great location, and a Great time to socialize with fellow contractors and vendors



Palmer Young of Ferguson HVAC with Tom O'Connor of Johnstone Supply Ware Group



Kristyn Kelly, Mark Worrell, and Jason Kelly of State Energy



Steven Costello of Robert R. McGill Air Conditioning with Jim Pickard of CMI Air Conditioning

#### **Aranet Announces HVAC Contractor Dealer Program For 2023**



the internet-ofthings (IoT) industry rapidly evolving, Aranet is thrilled to open its doors to interested HVAC contracting parties.

With a diverse portfolio of wireless solutions catering uniquely positioned to revolutionize the industry. We have

the products but are seeking knowledgeable professionals to help spread the word.

- Symbiotic re-Aranet lationships: products optimize and streamline HVAC operations. The two in tandem have incredible potential.
- · Experience depth: Cooperate with an established, trusted brand with years of industry familiarity.
- · Quality assurance: Become associated with world-class sensors, products, and solutions.
- public support from industry experts like Dr. Jose- countries. More information: www.aranet.com

Luis Jimenez, Dr. Joseph G. Allen, and fans around the world.

Government regulation: While numerous world government interventions have already installed Aranet sensors in schools, libraries, and public buildings, more are on the way.

Interested parties are encouraged to reach out to many different aspects of to Aranet Sales Director of North America Mitch HVAC operations, Aranet is Freimark (Mitch.Freimark@saftehnika.com) and IAQ expert Gary Moody (gmoodyrep609@gmail.

> "We look forward to welcoming more HVAC contractors to the team," said Mich Freimark.

"While we have quality products ready to go, it's just a matter of notifying building managers about these solutions."

Aranet is an experienced producer of world-class sensors for industries including HVAC, horticulture, building management, commercial retail, and much more. We're a SAF Tehnika brand and worldwide leader

· Supportive community: Enjoy and leverage in IAQ monitoring currently operating in over 130

#### **New Research on Healthy Buildings and Indoor Environmental Quality**

The Continental Automated Buildings Association (CABA) is releasing the results of this year's annual landmark research project for the intelligent commercial buildings sector.

Conducted by Harbor Research and funded by CABA members, the research aims to help industry players like OEMs, control systems vendors, software and services providers, and building owners and managers make the right strategic decisions to respond to this evolving ecosystem.

Titled "Healthy Buildings and Indoor Environmental Quality," the research report offers:

- Invaluable insights on the current state of Healthy Buildings and Indoor Environmental Quality (HBIEQ) from an adoption standpoint, including key customer pain points, technical barriers, and other adoption challenges
- Actionable recommendations for short and long-term strategies, technologies, and business models that are best suited to address air quality challenges and industry players' growth in the market

The full \$130,000 (USD) research project is currently only available to the funding organizations and will be available to the public for purchase in the CABA Shop following a four-month embargo period. CABA is an international not-for-profit industry association dedicated to the advancement of connected home and intelligent building technologies. CABA also encourages the development of industry standards and protocols, and leads cross-industry initiatives. More information is available at CABA.org.

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#### **Message from FRACCA President Will Barnes**





**Bob Cochell** 

Dear FRACCA Members. this month we are Celebrating a one of a kind in our Industry. This May 1st marks 50 years in the HVACR Industry for Robert "Bob" Cochell, and we are so very thankful that he is a part of our Organization. Read below to see why we hold Bob in the highest esteem and appreciate his dedication and

passion for the Industry: Bob was born in Michigan and is a graduate of Western Michigan University. He has degrees in both marketing and mechanical engineering. In the 1970's, he worked for the General Electric Co. central AC department in application engineering,

product planning, and equipment sales.

In 1981, he became a co-founder of Gulf Coast Air Systems, eventually becoming the sole owner in 1985. Gulf Coast Air has grown a lot since then, installing more than 74,000 Tampa AC systems and performing over 260,000 service calls. The company performs both residential and commercial work. Additionally, they specialize in undertaking the "hard to air condition" job.

Bob's professional accomplishments include:

- · Past President of RACCA (Refrigeration Air Conditioning Contractors Association)
- RACCA presents a yearly award for the "Outstanding Contractor of the Year", the C. J. Dillard award. Bob has been the recipient four times: in 1992, 1996, 2001, and 2005
- · President of FRACCA (Florida RACCA) the state contractor's association for two terms
- · In conjunction with FRACCA, Bob teaches CEU (Continuing Education Units) courses statewide on all subjects concerning air conditioning, code compliance, and application of equipment
- · Conducts CEU classes for FAPMGI (Florida try! 50 Years and Going Strong! Association of Plumbing, Gas and Mechanical Inspectors) to various inspector groups statewide

· Teaches CEU classes at the BOAF (Building Officials Association of Florida) convention. Topics include the nuances of the energy code and the application of mechanical systems while effectively dehumidifying in Florida's humid environment

· Appointed as a voting member of the Florida Building Commission (FBC) Energy Technical Advisory Committee (TAC) since 2000. He evaluates and recommends changes to the Florida Building Code to the FBC Commissioners on matters concerning energy, heating, cooling, ventilation, efficiencies, and building practices

- · Contributing author of the Florida Contractors Exam. He composes new questions for the test and critiques existing questions to make sure all info is up to date
- · Hillsborough County City of Tampa Mechanical Board voting member, since 1990. He currently serves as Chairman. This board hears cases concerning contractors, inspections, and code interpretations throughout Hillsborough County
- · HVAC Insider Since 2001, Bob has written a monthly article for this publication. Its topics range from contractor's business practice, technical energy code questions, refrigerant supply issues, and mechanical installation

**Outside Interests** 

Bob's outside interests include work as a missionary in Africa, and he has served in Uganda, Zambia, Kenya and Botswana. He conducts pastor's conferences to bring Christian training to local pastors who may not have the opportunity to travel for education elsewhere. Bob also has a passion for flying, just ask...

He is uniquely qualified to help with any Tampa AC problem from a small residence to large commercial installations. For reliable AC Repair Tampa services, Bob has you covered.

Thanks Bob for your Dedication to the Indus-

The FRACCA Board 2023

#### **JB** Industries continues **Support of Operation** Homefront with a \$10,000 Donation.



JB Industries is proud to announce our continued support of Operation Homefront with a \$10,000 donation. Operation Homefront is committed to supporting military families by providing critical financial assistance, transitional and permanent housing, and family support services to military families in need. Thank you for helping JB Industries and Operation Homefront build a community of support around our nation's military families!

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# Peak Performance Coils and Mir Handlers



Ask for Aspen!

# Performance Pointers By James Ball



#### **Quiet High-Performance Systems**

Our industry has trained customers to accept our failures. We taught homeowners to increase the television volume when the HVAC system starts running. It is common for us to make excuses for the HVAC system's loud humming sound, by calling it good white noise that helps drown out noise from the neighbor's system. Most customers expect us to fail.

HVAC system noise levels reflect the quality of a system. The higher the noise level, the lower the quality, and conversely, the lower the noise level, the higher the quality of the installed system. Here are a few pointers on how to teach customers not to accept a noisy HVAC system.

Noise – Unwanted Sound - Sound is a wave of energy transferred through most media. The sound from an HVAC outdoor unit travels to your ear, much like a pebble generates a ripple through the water. Sound ripples through each air molecule on a wave of energy between the source and your ear. The energy passes from one molecule to another.

The noise caused by an outdoor unit can travel through air, brick, insulation, sheetrock, paint, and air again before the homeowner detects it. Each of the materials the sound wave travels through poses a 'resistance' to the sound intensity. This resistance is what lowers noise levels.

Each type of media has characteristics that determine how well the sound wave can travel through it. Air is easy for a sound wave to travel through while brick has more resistance. Any unwanted sound is noise that your customer should not accept and there are a lot of noise sources.

**Source** - Start with the HVAC equipment. Equipment manufacturers use a sound rating (called decibels or db). Decibels measure the intensity of the sound the unit makes. Most sound ratings for equipment are below levels that would be classified as noise for a homeowner. So, it is important to find the noise source.

A technician's job is to diagnose the equipment. A few questions they must answer are:

- · Is the unit operating properly?
- · Are all the moving parts free to move as intended?
- · Is there more vibration than you would expect?
- · Is the refrigerant charge correct?
- · Is the electrical to the unit correctly connected?

Most unwanted sound is caused by equipment not operating as designed.

If the equipment is operating as designed, then review the system. Some noise results from vibrations induced by outdoor equipment. Vibration is transferred from the line set to the structure through direct contact. The source of the noise is the vibration. Stopping vibration requires a change to the system. Look for ways to stabilize or anchor the vibrating components or isolate the copper so the vibration is not transferred. You can also change a section of copper up one size or add vibration pads to the equipment contact points. Be sure you anchor the vibrating components to dampen any additional noise.

**Measure** - You can use a sound meter to measure decibels, or you can download an app to your cell phone. One such app is called NIOSH SLM. Once you have a sound meter, you can establish a baseline measurement for equipment noise as installed. You cannot necessarily compare this reading to the rated db stated by equipment manufacturers in their performance data. However, it will help you 'prove' that changes you make to the system are effective.

**Evaluate** - Compare the baseline decibel level to other systems you have measured and evaluate the severity of the noise. Move around the equipment and surrounding area to find the most intense levels. If you find unacceptable levels, find its source, and determine how it is being transmitted.

Change - Make one change to the system and remeasure. Be sure to make one modification at a time and measure how each change affects the noise. Get your homeowner involved and make sure they see the measured result each change has on the baseline noise level. Modifications may be as easy as anchoring the lineset to a new support between the unit

and the wall where it enters the home. Other modifications are more involved and take more time. Work any modifications in a logical order from simplest to hardest and measure the effect. Remember, measure do not guess. This process also works for indoor unit

Air noise is one of the more common complaints from homeowners. Contractors often fail to properly size duct systems and outlets which restrict airflow and create noise. You can reduce the air noise by correcting problems causing excessive total external static pressure (TESP). Compare the system TESP with the equipment rating. Lower the noise by increasing duct capacity which lowers TESP.

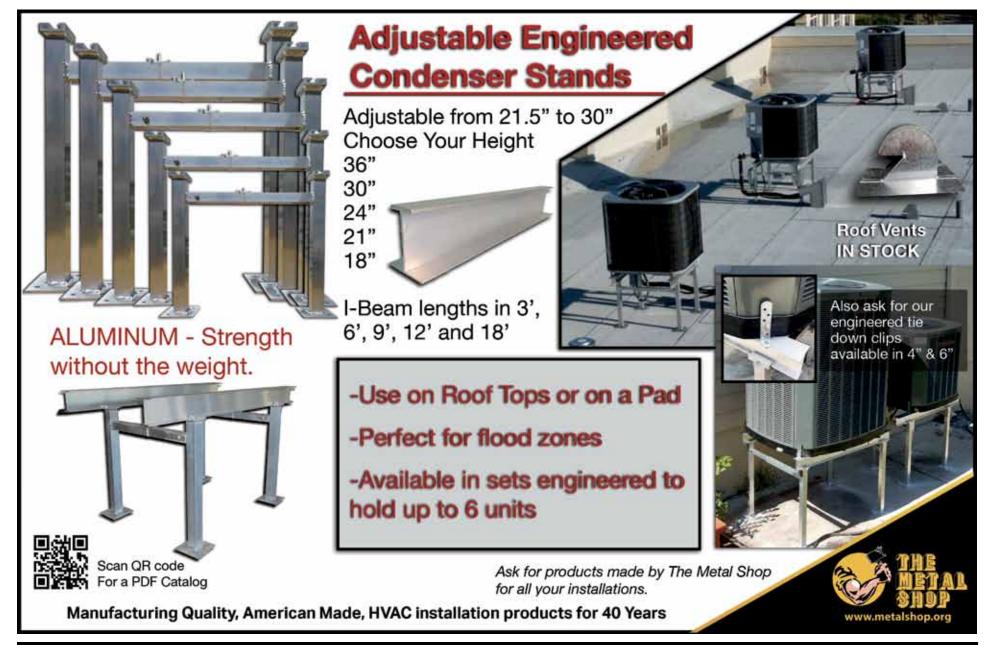
Unrestricted ductwork built to include quality duct components is a common way to reduce noise. Properly sized outlets also keep the velocity of the air at an acceptable decibel level. You can reduce unwanted blower noise by properly sizing and lining return cavities.

Strive to change your systems to operate without noise issues so your customers are happier with their comfort system and they increase your referrals.

Measure don't guess.

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

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



# Looking Back at ACCA 2023: Providing Invaluable Educational and Networking Opportunities for Attendees



Alexandria, VA (April 17, 2023) - The Air Conditioning Contractors of America (ACCA) is proud to share the success of the ACCA 2023 Conference & Expo. From navigating workforce shortages to shaping key political initiatives, this year's ACCA Conference & Expo featured more than 30 hours of dynamic programming focused on the most pressing issues facing HVACR contractors today.

"Once again, members of the ACCA family gathered together at ACCA 2024 to discuss the challenges and opportunities affecting America's leading HVACR contractors," said Barton James, ACCA president and CEO. "We have faced many new and challenging obstacles in the past 12 months, but like every time we have been there before, we persevered. The biggest reason for ACCA's success is our members, who invest in their futures through us. Seeing this strong group of industry-leading contractors investing in ACCA through the conference just drives home that point. We also have great leadership on our Board of Directors that has been led by Keith Paton of Ivey Mechanical this year. We look forward to doing this again next year in Orlando with even more ACCA members in attendance."

New for ACCA 2023 was an exclusive Welcome & Awards Reception on Sunday, April 2, where ACCA honored the 2023 award winners for the Residential and Commercial Contractors of the Year, the Service Manager of the Year Award, Federated Insurance-ACCA Super S.T.A.R. Award, the ACCA Distinguished Service Award, the ACCA Community Leadership Award, and the ACCA Marketing Masters Awards.

After an inspiring opening general session with keynote speaker Dee Ann Turner, a 33-year Chickfil-A, Inc. veteran, presenting "The Secret Sauce of Remarkable Organizational Culture," attendees began the three-day event, which included over 30 educational sessions. ACCA 2023 also allowed attendees to explore New Orleans through tours and excursions. In addition to the educational sessions, ACCA featured four general sessions, including the Manufacturer Leadership Forum; Contractor Forum Live: Find and Keep Great People; Breakfast Panel: How to Play the Game in a Down Economy; and Issues Smackdown!

The Contractor Town Hall – Contractors Lead the Way. The Contractor Forum Live: Find and Keep Great People brought ACCA's popular online Contractor Forum to the stage, where Dr. Stephen Pape, Pape Service Company and Dallas College, and Steve Nellis, American Council for Construction Education, shared their unique perspectives on battling the ongoing HVACR workforce shortages.



#### A-Gas Introduces Lifecycle Refrigerant Management to New Zealand



**Brett Ferguson** 

A-Gas, the global market leader in the supply and lifecycle management of refrigerants and associated products, has expanded its operations into New Zealand.

A-Gas Australia Managing Director Brett Ferguson said: "Building on our leading market position in Australia and globally, we are excited

to be bringing our Lifecycle Refrigerant Management (LRM) capabilities to New Zealand. Our unique capability in the recovery, reclamation and repurposing of refrigerants will play a vital role in helping the New Zealand HVAC-R sector to transition to a lower carbon future."

The newly established A-Gas New Zealand site is located in South Auckland and will employ a locally formed team under the leadership of Mitch Williamson, A-Gas New Zealand Country Manager. He said: "After spending over a decade in Australia working within the HVAC-R industry, I'm thrilled to be back in my homeland and servicing customers in New Zealand.

"Our industry is continually challenged by changes in regulations and technology and I look forward to working with customers, government, and industry in the New Zealand market to help manage those challenges."

The A-Gas site in New Zealand will have the capability to process and clean recovered refriger-

ant from the local market. Used refrigerant sent to the facility will undergo chemical analysis at the onsite laboratory and will be reclaimed to meet the AHRI 700 standard.

The multi-million dollar investment by A-Gas will provide the New Zealand market with state-of-the-art gas separation technology, along with high-speed refrigerant recovery, a unique reclaim cylinder exchange service and on-site laboratory and analytical services.

A-Gas can also provide customers and partners with the most environmentally acceptable destruction service available. A-Gas recently announced the development of its enhanced PyroPlas® refrigerant destruction technology to deal effectively with halons, hydrofluorocarbons (HFCs) and mixtures of all previous generations of used refrigerant, as well as an increase in the prevalence of flammables.

Customers in Australia and New Zealand will be able to use this proven destruction technology designed and built in their own backyard.

Brett Ferguson added: "New Zealand's unwavering commitment to reducing greenhouse gas emissions is strongly aligned with the A-Gas purpose to protect and enhance the environment, and the team are on hand to support our new and existing customers in the region."

A-Gas is the world leader in the supply and lifecycle management of refrigerants and associated products and services. Through our first-class recovery, reclamation, and repurposing processes, we capture refrigerants and fire protection gases for future re-use or safe destruction, preventing their harmful release into the atmosphere.

# Aspen Manufacturing Adds 14.5 – and 17.5-Inch Air Handlers Optimized for Space Constrained Installations and IRA 25C



Humble, Texas, April 18, 2023 - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and multi-family residential heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the release of two new high-efficiency air handlers designed for a gas furnace to heat pump transition installations.

Aspen's LEM and LGM multi-position air handlers are now available in 14.5- and 17.5-inch-wide models. Both widths offer easy installation in space-constrained applications such as attics, closets, and other spaces where a wider air handler will not fit. The air handlers include a heavy-duty plastic drain pan, are optimized for heat pump applications, and the cabinet offers less than 2% leakage

The new units are covered by Aspen's 10-Year Limited Warranty with registration.

AHRI rated and meeting the requirements of the Inflation Reduction Act (IRA) 25C, Aspen's LEM and LGM series feature an all-aluminum rifled tube and enhanced file design. The air handler coils

are leak tested utilizing a state-of-the-art two-stage pressure decal technology. Further, they are manufactured using an automated quality control process to ensure extended reliability.

Aspen's LEM series is available in a 230-volt electric heat configuration. The LGM series includes a 120-volt, no-heat configuration and is designed to directly replace 120-volt gas furnaces when upgrading to a heat pump. The LGM model does not require an electrical power supply upgrade, as other air handlers will when replacing gas furnaces. Both series offer the following shared features.

- Optimized for Heat Pump Installations
- Multi-Position
- AHRI Certifiable with most HVAC brands
- Electronic Control Board
- Rail Mounted Blower
- Fully Insulated, Galvanized Steel Cabinet

"Aspen air handlers and coils share a legacy of excellent reliability, operational performance, and outstanding quality," said Jason Makowski, Vice President, Product Management at Aspen. "Our new models not only meet those conditions, but they offer enhanced installation flexibility not previously possible."

For additional information, visit www.aspenmfg.com or email Info@ AspenMfg.com. Founded in 1975 and based in Humble, Texas, Aspen Manufacturing is a leading independent manufacturer of evaporator coils and air handlers under the Aspen and Airmark brands. Aspen's current product offerings include a broad range of residential and light commercial evaporator coils,

coils and blowers for manufactured homes, and air handlers which are sold throughout the United States and Canada by wholesalers and distributors.





Steve Sloan of Sporlan with Charlie and Chuck Del Vecchio



Camillo Lopez, Luis Martinez, and Marlon Nava of Total Comfort, with Alan Schudel of



**Tropic Supply T12 Port Charlotte** 



Simon Stolbach of Tropic Supply Tampa East

Rafael Ramirez and Brad Bowers



of Tropic Supply Sunrise



Rob Brock, Maggie Cavin, Delfin Lopez, and Randy Davidson of Tropic Supply T8 in Ft. Myers



Ramon Campos of Miami Dade County,

Misty Kosachiner and Richard Beers of Beers Group Air Conditioning



Travis Oberst, Derrick Marrero, Isabelle Silva, and Mike Lijoi of Tropic Supply T20 in Sunrise



Tropic Supply Mid Miami having a good time at the Customer Appreciation BBQ!



**Tropic Supply T23 St. Petersburg** was very busy for the HVAC/R **Best Practices Road Show** 



**Charlie and Chuck Del Vecchio** of Tropic Supply



Yanell Vasay and Alain Milanes of City-Southeastern Grocers, enjoying some **BBQ** at Tropic Supply South Ft Lauderdale



Antonio Williams, Ralph Rivas, Frank Barron, Wayne Sullivan and Xavier Lopez of Tropic Supply South Ft Lauderdale



Richard Gideon of Marion County Public Schools, with William Barker and Caleb Wyman of Tropic Supply T22 Ocala



### Celebrating Their with Customer App **HVAC/R Best Prac**



Tropic Supply is celebrating their 50th Anniversary by hosting monthly customer appreciation cookouts at all 22 resource centers across the state of Florida. Most locations will also be hosting best practices training demonstrations designed to help contractors save

time, reduce callbacks, and increase profits.

"We invite all our customers to join us for a homecooked meal and learn something that will benefit their



**Tropic Supply Sunrise Corporate and Resource Center** 



Ray Harding of Miami Dade County, Jose Peralta of Debon Air, and Raimeg Salazar of Tropic Supply Mid Miami



Michael Cuoco of Tropic, Navare Johnson & Daniel Vargo of EZE Air, Marty Castillo, Kamil Kendziszewski, Jeff Jackson, and Justin Albert of Local Cooling



Sal Hamidi (right) of PED Associates at Tropic Supply T-17 Orlando, giving a demonstration on Best Practices for Aluminum Coil repair



David and Gabriel Sanchez of Sanchez A/C Services enjoying lunch together with friends

apply, Inc.

r 50th Aniversary

reciation BBQ and

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

Tropic's 50th Anniversary events will take place on

For a complete listing of best practices topics, visit the events calendar at www.tropicsupply.com. Follow Tropic Supply on Facebook, LinkedIn, Instagram, and

May 15th, June 15th, July 14th, August 15th, and Septem-

tices Road Show!

businesses profitably." - Charles DelVecchio.

ber 15th, 2023, from 11:00 am – 1:00 pm.

YouTube.



Diego Rukoz of AC Engineering, Wilson Flores of Air By Us, and Dave Sears of American Pride Mechanical



Wayne Sullivan of Tropic Supply with Max Arriaga of Phoenix Air



Ismael Bernier and Geraldo of BC Refurbishing at Tropic Supply East Tampa



Contractors having a well deserved break at Tropic Supply T8 in Ft. Myers



BBQ served out front on the patio at Tropic Supply T16 Tampa West



Frank Barron of Tropic Supply with Jeff Hawthorne of Hawthorne Marine Air



Ramon Vita of AirVita, Rob Brock of Tropic Supply, John Vita of AirVita, Cristhion Mora, Esteban Rosado, and Devin Jenrich of Chill Squad



Edwin Velez (right) of Cooper&Hunter with a technician who stopped by to learn more about the new C&H Astoria series



Alex Lemus and Carlos Perez of Ritemp Air Conditioning



Dueling Grill Masters Simon Stolbach and Adam Kilpatrick of Tropic Supply T-15 Tampa East



location coming together for a 50th Anniversary photo



Manny Castillo and Genaro Vial of Air by Speedy enjoying some burgers fresh off the grill



Adam Hastings, Jeff Rumler, Eric Shymanski, Cody Keith, Leon Watkins, Erik Stier, Steve Arnold, and Steve Quinn of Tropic Supply T19 Daytona Beach



Steve Dover of Nu-Calgon at Tropic Supply T-15
Tampa East demonstrating how to Increase Average
Ticket Sales and Reduce Callbacks with IAQ



What a great turnout at Tropic Supply T-15 Tampa East



Bailey-James Schommer and Sam Dornbusch of BTU Reps at Tropic Supply St. Petersburg, showing how to protect equipment from damage while brazing

#### The Stud Finder: Reinvented



For decades, stud finders have been designed based on capacitive technology that identifies changes in density behind the walls. While this technology can indicate the location of wood stud framing, it also discovers metal, plastic, wiring, and other objects in walls just as easily. Hypersensitive "deep

scanning" modes further increase the potential for "false positives," objects inaccurately identified as studs. The result is that traditional stud finders frequently chirp or flash LED lights – often to the point of distraction – to indicate something was sensed. But what exactly?

Now new, more advanced technology is being introduced to this popular tool category that promises to redefine and even reset the standards for stud finder performance and accuracy. These next-generation "intelligent" models incorporate multiple sensors and sophisticated signal processing technology to filter out "false positives."

In doing so, these technologically advanced stud finders locate wood studs - as intended - and also recognize and filter out non-wood objects such as plumbing, conduit, straps, brackets, screws, protector plates, ductwork, plastic pipe, PEX tubing, and wiring behind the walls.

For professionals and DIYers, this innovative technology will provide a more accurate representation of what is behind the wall and significantly improve confidence that what is detected is truly a wood stud. The benefits are significant: minimized rework, less damage created, and increased safety. Today, basic models at varying price points are available from big name brands better known for products in other tool categories.

Zircon Corporation, however, has been in the stud finder game for more than 40 years. In 1980, the company manufactured the original StudSensor<sup>TM</sup> stud finder and invented the category. The Silicon Valley-based company produces more than just stud finders, to be clear. They design and manufacture an extended range of sensor technologies in electronic hand tools spanning wall scanners, metal detectors, circuit breaker finders, drill guides, water detectors, and leveling tools.

With this background, the company continues to lead the path to innovation in the category. The latest invention is Wood Stud SuperScan® with Target Control® Technology + FILTERz<sup>TM</sup>. By analyzing the complex data streams from multiple sensors and controlling the result using sophisticated intelligence, the stud finder finds wood studs and filters out metallic objects, such as plumbing, conduit, straps, brackets, screws, protector plates, or ductwork in the wall. Additionally, the technology alerts the user to the presence of other low signal-strength, non-metallic targets, like plastic pipe, PEX tubing, and wiring.

To simplify the delivery of this seemingly complex information to users, Zircon invested extensive time and research to understand the user experience. A new and improved user interface provides an intuitive "go/no go" indication in response to what is being sensed. With a new haptic vibration and a patented SpotLite® Pointer that shines an arrow-shaped beam on the wall, users can clearly understand the target's location and areas to avoid.

By filtering out false positives, users can be confident they have located a wood stud and not something else. Given the opportunity for a much clearer picture of what is behind the wall, contractors and DIYers would do well to upgrade their existing stud finder with an affordable, next-generation model that is sure to become the new standard in scanning. It would be the "intelligent" decision.

For more information, call Zircon Corporation at (408) 963-4550, e-mail: info@zircon.com, or visit www.zircon.com.





#### **Aspen Manufacturing Introduces Reduced Weight Air Handlers** for New and Retrofit **Multi-Family Installations**

Humble, Texas, April 18, 2023 - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and multi-family residential heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the availability of several new air handlers featuring a reduced

The new generation Aspen and AspenPRO units are designed for both new installations and retrofits and provide optimum energy efficiency levels with all major brands of heat pumps and air conditioners. The reduced weight of the units allows for a one-person installation, saving installation labor costs.

Aspen's LEW series and AspenPRO's REW series are wall-

mounted units designed with two cabinet footprints for standard and high-efficiency HVAC installation. A next-generation all-aluminum coil (tube and enhanced fins) results in lighter weight without sacrificing energy efficiency performance. The LEW and REW air handlers are designed to replace existing wall mount units and are ideal for new construction installations.

For ceiling-mounted installations, the AspenPRO RES (uncased) and RET (cased) units offer an aluminum equivalent to supplement the copper tube AspenPRO models PES/PET. Compared to copper tube models, the soffit-mounted designs offer reduced unit weight thanks to the all-aluminum evaporator tubes. The increased efficiency with heat pump applications allows for more opportunities to match with higherefficiency condensers. All units are designed for both new construction and retrofit applications.

All units are AHRI-certifiable with all major weight for easy wall and ceiling mounted installations. HVAC brands and are covered by Aspen's 10-Year

Limited Warranty with registration.

"We actively listen to our customer's needs," said Jason Makowski, Vice President, Product Management at Aspen. "That allows us to provide new and enhanced products reinforcing Aspen's leadership position in the HVAC marketplace. The release of our new air handlers clearly demonstrates our commitment to

our customers."

For additional information, visit www.aspenmfg. com or email Info@AspenMfg.com. Founded in 1975 and based in Humble, Texas, Aspen Manufacturing is a leading independent manufacturer of evaporator coils and air handlers under the Aspen and Airmark brands. Aspen's current product offerings include a broad range of residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers which are sold throughout the United States and Canada by wholesalers and distributors.



# Carrier Infinity 24 Heat Pump with Greenspeed Intelligence Named a 2023 Sustainable Product of the Year by Green Builder Media



INDIANAPOLIS, April 26, 2023 – Carrier's Infinity® 24 heat pump with Greenspeed® Intelligence has been selected by Green Builder Media as a 2023 Sustainable Product of the Year. The accolade recognizes today's most innovative products that make homes more resilient, intelligent, efficient, healthy and safe.

"Our award-winning Infinity 24 heat pump with Greenspeed Intelligence provides industry-leading innovations that maximize energy efficiency and total comfort for customers," said Heidi Gehring,

Associate Director, Cooling Product Management, Carrier. "It's next-gen technology our customers can be confident in and feel good about."

Greenspeed Intelligence is created by pairing adaptable-speed technology with the Infinity System Control. The unique, variable-speed compressor of this unit allows it to adapt its output to the needs of the home. With adjustments between 25 and 100% capacity, it gives the home the necessary amount of cooling or heating. This allows the system to operate longer at steadier, lower capacities, which ensures incredible energy efficiency, comfortable humidity levels and quiet operation with tighter temperature 2 control than standard systems. The Carrier Infinity 24 heat pump with Greenspeed Intelligence supports Carrier's 2030 Environmental, Social and Governance (ESG) goals of reducing its customers' carbon footprint by more than 1 gigaton.

To learn more about Carrier's Infinity 24 heat pump with Greenspeed Intelligence, visit here https://www.carrier.com/residential/en/us/products/heatpumps/25vna4/.

# Bosch Thermotechnology Rebrands as Bosch Home Comfort Group to Reflect Innovative Product Portfolio, Commitment to Electrification



WATERTOWN, MASS., (April 5, 2023) - Bosch Thermotechnology, a leading global source of high-quality heating, cooling, and hot water systems, has been renamed to Bosch Home Comfort Group.

Effective as of April 1, the decision to rebrand the business group was seen as the next logical step in its evolution to combine a sustainable lifestyle with a high level of

comfort through an innovative product portfolio, which includes heat pump and air conditioning systems, water heaters, gas furnaces, boilers connected thermostats and other accessories.

"Bosch has always been an innovator since our founding and for many years now, we have led the way in developing green technology. We invent energy efficient solutions that not only make the home more comfortable, but more sustainable for our climate as well," said Dr. Alexander Wuthnow, President and CEO of Bosch Home Comfort North America. "Now, we are excited to evolve our company through the Bosch Home Comfort brand and collaborate with our partners and industry leaders to advance toward a greener future—both for the home and our planet."

The new name also embraces the global megatrend toward electrification, with Bosch announcing last month an investment of \$737.6 million in electrification to further accelerate heat pump ramp up, specifically as high demand for climate-friendly solutions continues globally. In the U.S., Bosch was also one of the first manufacturers ready to market with a SEER2/HSPF2 product line that meets the 2023 federal minimum energy efficiency standards.

Bosch Home Comfort saw a 68 percent increase in business growth in the U.S. last year, where Bosch has a highly competitive product portfolio of continuously variable, and thus very energy-efficient, inverter devices. Total global investments in research and development also increased by 13 percent to \$227.6 million.

Bosch Home Comfort is committed to reinventing energy efficiency by offering smart products that work together as integrated systems that enhance quality of life in an ultra-efficient and environmentally friendly manner.

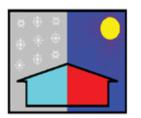
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# High-E-Fishin - Sea - MMXXIII

#### King Fish • Dolphin • Wahoo Tournament

Saturday June 17, 2023 7:00 AM to 3:00 PM Riviera Beach Marina



The **Early Entry** fee is **\$275.00** per boat for members (\$325.00 for non-members), before Friday, May 27th, additional **\$25.00** after.

There are no restrictions on size of boat.

Prizes will be given to the heaviest fish (Kingfish, Dolphin or Wahoo) and will be limited to one prize per boat.





Early Registrants are eligible for the Captain's Party Prize drawing.

1st Prize: \$1,000 • 2nd Prize: \$750 • 3rd Prize: \$500 Junior Angler Prize (16 & under): \$150

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Please email your resume to careers@tropicsupply.com.

#### BLACKS SUPPLY

#### **POSITIONS AVAILABLE**

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

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\*According to the National Electrical Manufacturers Association (nema.org)

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