

TODAY'S A/C

& REFRIGERATION NEWS

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Tropic Supply HVACR Best Practices Road Show & Customer Appreciation Cookout (pages B6-B7)



PBACCA Florida Apprenticeship Graduation at the Beach Club in Lake Worth (see page 20)



SFACCA Meeting and Inspector Night at the Funky Buddah in Oakland Park (see page B4)



Daikin Comfort Technologies North Port Grand Opening and Fit Event (see page 8)

DOE Releases Guidance on Home Energy Rebates



Jeff Schlichenmeyer
Publisher

The DOE has released extensive guidance for states to implement the two Home Energy Rebates created by the Inflation Reduction Act. This guidance is necessary for states to put together the programs. With the release of this guidance states can now apply to receive funds to implement the programs, however we expect four states to reject the funds based on their rejection of other IRA funding: Florida, Iowa, Kentucky, and South Dakota. HARDI expects states that do apply for the funding to roll out the programs in 2024, however for states with existing programs similar to the Home Energy Rebates DOE did give a “quick start” option to make funds available in 2023.

Home Energy Rebates are two programs created by the Inflation Reduction Act:

- Home Efficiency Rebate: whole home rebate program based on modeled or measured increases in home energy efficiency
- Home Electrification and Appliance Rebate (HEAR): electrification rebate for homeowners and tenants to receive reduced prices for the installation of efficient electric appliances including heat pumps for space heating and cooling, heat pump water heaters, and electric stoves/ranges/cooktops/ovens.

Some key pieces of information that came with the release include:

- DOE confirmed there will not be any retroactive rebates for product sold after IRA was passed. For the HEAR program the rebate is point of sale and not available until the state rolls out the program.
- DOE has released workflows for states that work with implementers to oversee the program. These workflows include moving income verification away from contractors and into the hands of implementor programs that would create a “coupon” for the contractor to reduce the price of the installation of the equipment.
- DOE expects states to focus the funding for both programs on low-income households and will require a significant portion to be targeted to low-income households and multifamily housing that are majority low-income.
- DOE has designed the programs to prefer non-emergency replacement to allow for home assessments, financing contracts, and other requirements that are hard to meet in emergency replacement scenarios, the guidance does not prohibit use of the funds for emergency replacement, however the program requirements would slow an emergency changeout.

HARDI is working through the guidance to develop a larger IRA toolkit that will have more in-depth details on the programs and how we expect states to implement them. Article by Alex Ayers, HARDI Director, Government Affairs.

Sue Hagenbaumer Retires from Tropic Supply after 25 Years of Service

Please join us in congratulating Sue Hagenbaumer on her retirement from Tropic Supply on August 15, 2023. Sue is a long-time veteran of the HVAC industry, having served the contractor community in South Florida for the past 42 years.

She joined the Tropic Supply family in 1998, after working for Pameco, United, R&R Supply and Coastline. Sue was arguably one of the biggest advocates of those working in the HVAC/R trade.

From serving countless years on the PBACCA board, to mentoring the newest HVAC apprenticeship graduates and providing invaluable (oftentimes unsolicited) advice to those starting their own contracting businesses, Sue has been a valuable asset to many.

She has a heart of gold...always the first to rally the troops to support those in need, both inside and outside the industry. She was the impetus behind our annual

Pink Shirt campaign to raise awareness for breast cancer, initially in support of one of our male contractor customers who was diagnosed with the disease. This will be our 9th year participating in this initiative! Her commitment to serving those in need is truly unparalleled.

She will be missed but we wish her only the best in her well-deserved retirement. Thank you to all those who came out to celebrate with us at our West Palm location on



Sue Hagenbaumer receives award from Chuck Del Vecchio of Tropic Supply

August 15th.

While she dislikes the spotlight, she was truly humbled by all those who came to congratulate her and wish her well!



AHR EXPO

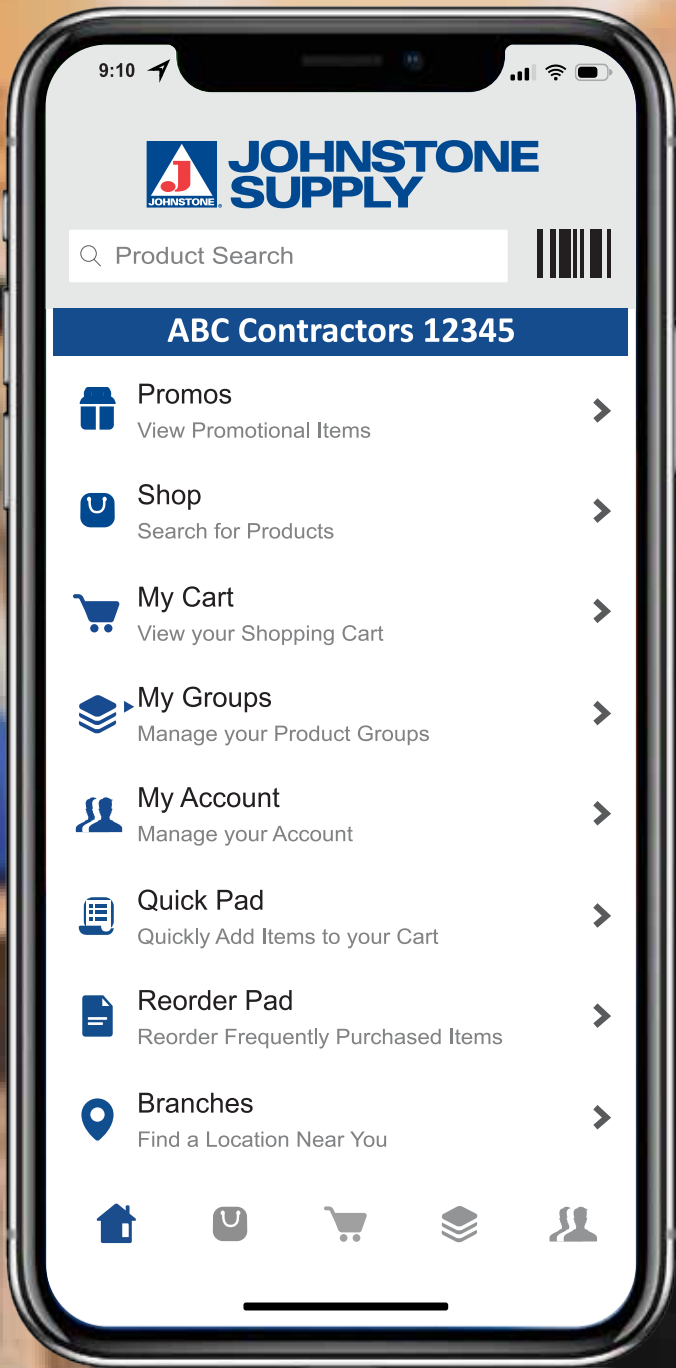
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Your “Triple Whammy”

Ruth King’s
Contractors Cents



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

Reach her at
ruthking@hvacchannel.tv.

Now, What do I mean by a “Triple Whammy”?

Whammy #1: When COVID hit, people were home. The little home annoyances that they put up with because they were at work all day and only experienced at night, became huge annoyances. And, people had disposable income – they couldn’t go anywhere, attend sporting events, go out to eat, so they spent their money on their homes. These were great years for home services industries.

COVID was like areas that were affected by hurricanes. When Andrew hit Miami, Hugo hit Charleston, etc. it was boom time for two years. Then nothing... nada...zilch. Everything was replaced...everything was new. Revenues suffered.

Whammy #2:The weather has not cooperated. It has been a really weird weather year. Revenues are lower.

Whammy #3:The economy. The media has predicted a recession for months now. Interest rates have risen. Inflation has risen. The cost of money is much higher than it was a year or two ago. People are not spending money unless they have to in many cases. Construction is slowing down in many areas. Revenues suffer.

All three of these whammies are situations that happen to us. They are the “threats” of company strengths, weaknesses, opportunities, and threats (SWOT analysis). Strengths and weaknesses are things that you can do something about, opportunities and threats you need to be prepared for but have no control over them happening to you. Have a plan for when they happen. Here are three things you can do now:

1. Build your maintenance base. Maintenance customers pay attention in good times and bad times. They trust you and buy.
2. Continue marketing. Dumb companies stop

marketing and advertising when economic times are tough. They are forgotten when economic conditions turn around. Smart companies remind people about why they are there – save money on utility bills, increase home comfort, and give them reasons to invest now.

3. Consider lowering your net profit per hour. I’m not saying you have to do this. However, you might offer a special for your maintenance customers or a reason for inactive customers to come back. This lowers your revenue which lowers your net profit per hour.

Next Topic: Get Your Freedom with Your Financially Fit Business - Part 1 First, why should you want to have a financially fit business?

It gives you freedom – It’s the tool that gives you the ability to do what you want to do. There are three types of freedom (and perhaps I should have written this as my July 4th Contractor Cents):

Money freedom, Time freedom, and Location freedom. Which do you have? A financially fit business gives you all three.

Yes, you love your business. You’re generating revenue and profit and have enough recurring revenue so that you don’t worry about money, either business wise or personally. You can buy what you want. You may have achieved money freedom. Check off this box.

But, do you have time freedom? Can you work when you want to? Are you a slave to your business? Does it control you or do you control it? Do you have a great management team who runs the business on a day to day basis and you oversee – look at the metrics – and make sure the business stays headed in the right direction?

Many contractors I know have money freedom and not time freedom. They ARE a slave to the business.

Location freedom is the third. Do you have the choice to live where you want to live, go where you want to go? Money and time freedom usually give you location freedom.

Over the years, I have worked with business owners who live in one area and manage their business in a totally different geographic area. How do they do this? Set up the metrics and oversight and hire excellent managers – who are well compensated on bottom line performance. And yes, they do visit the business – usually once a quarter.

Start thinking about your business as a tool. How can you use this tool to get what you want? How can you use this tool to give you things in life that you want to do?

Over the next few months I’ll write about five simple, easy to implement things you can do to sharpen your business tool so you can achieve freedom – usually be able to do it in less than 10 minutes a month. Step 1- Know how you generate revenue and maximize it It’s not just service, project, replacement, etc. These are the results of how you generate revenue. Next month I’ll give you the real answer of how your business generates revenue.

New Podcast: Solving Building Issues of heat, humidity, and more. We live in buildings – our homes, our offices, our factories, our plants. Making sure we stay comfortable in them can sometime be challenging – plumbing issues, humidity issues, heat loss and heat gain issues...you know the issues.

What if you could really solve these issues for your customers? They’d be customers for life and most will be less price sensitive. Join Neil Freidberg, Building Science Manager at LP Building Solutions, will help you with these building science issues. Visit <https://podcasts.apple.com/us/podcast/contractor-cents/id1373322977>

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Laws of Energy and Matter

By Bryan Orr



Bryan Orr

It's always good to reaffirm some of the basics of energy, work, and matter, as these five rules are some of the most basic and important.

The First Law of Thermodynamics states that energy cannot be created or destroyed. It can only

change forms or be transferred from one object to another.

The Second Law of Thermodynamics - Energy cannot be created or destroyed, but it can change from more useful forms into less useful forms. As it turns out, in every real-world energy transfer or transformation, some amount of energy is converted to an unusable form (unavailable to do work). In most cases, this unusable energy takes the form of heat.

Newton's 1st Law: An object in motion will remain in motion unless acted upon by an external force. An object that is at rest will stay at rest unless a force acts upon it. An object that is in motion will not change its velocity unless a force acts upon it.

Newton's 2nd Law: Acceleration is produced when a force acts on a mass, and the change varies by the mass of the two objects. In layman's terms, if I hit you in the head with a bowling ball, it would hurt a lot more than a bag of feathers, even if they were going the same speed. This rule establishes a relationship between acceleration and mass.

Newton's 3rd Law: For every action, there is an equal and opposite reaction.

In practice, these rules teach us things like:

1. It requires a transfer of energy to move things
2. It requires a transfer of energy to stop things
3. It requires more energy to move heavier things than lighter things
4. Every time something moves in one direction, there is an equal force pushing in the other direction

If you would like to learn more about Sir Isaac Newton and his laws of motion, please check out our article about him and his theoretical contributions to the HVAC industry.

These are all fundamentals that help us to be really clear on things like:

- There is no magic energy that we can "create" from nothing. Most of the energy we experience on Earth started from the sun and then got stored in plants, animals, and in the very "stuff" that makes up the Earth itself.
- To get something moving that isn't moving or redirect motion, we need to input energy from somewhere.
- The mass of an object impacts the amount of energy it takes to move it and the amount of energy it takes to stop it from moving.

These ideas apply to big objects like a boulder rolling down a hill and to really small objects like molecules moving around inside a glass of water or the air moving around in the room you are in.

The 4 HVAC/R Rules

For the sake of practicality, let's look at four simplified rules that can help you envision and diagnose the movement of heat and matter. Before we start, let's look at one big idea:

Nature seeks balance. The greater the imbalance, the greater the forces nature will apply to re-

turn to a balanced state.

While that may not be a scientific way of saying it, that big idea explains everything from flowing rivers to hurricanes to avalanches to forest fires. It also applies to simple things like why an ice cube melts in your hand or why more sweat soaks your clothes in a humid environment than in the deserts of Arizona.

So, here are the four simplified rules:

1. Hot goes to cold. (Heat flows from higher temperature objects to lower temperature objects. HERE is an HVACR Learning Network course about the basics of temperature.)
2. High pressure goes to low pressure. (Fluids move from higher-pressure areas to areas of lower pressure. HERE is an HVACR Learning Network course about the basics of pressure.)
3. High voltage goes to low voltage. (Electrical current moves from areas of high charge concentration to low charge concentration, also known as potential.)
4. High humidity goes to low humidity. (Water vapor in the air moves from higher concentration to lower concentration.)

We see all of these forces at play every day in HVAC/R work. We manipulate and control them to accomplish the movement of fluids (air/refrigerant/water), the movement of heat from one place to another, and ultimately control over the spaces we are trying to make comfortable or the products we are attempting to cool, heat, or control humidity in.

—Bryan

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Johnson Controls Foundation Donates to Habitat for Humanity International



MILWAUKEE — Aug. 28, 2023 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced a \$750,000 donation through the Johnson Controls Foundation to Habitat for Humanity International to support its mission to build homes, communities and hope in partnership with families in need of decent and affordable housing.

“We have a long history of Johnson Controls’ employees volunteering with Habitat for Humanity across the globe,” said George Oliver, chairman and CEO of Johnson Controls. “We are passionate about building healthier, smarter and more sustainable communities, and are proud to help Habitat de-

velop resilient, energy-efficient, accessible and safe homes for families. Thanks to Habitat for Humanity International, we are advancing our mission to make a local impact with global outreach.”

Johnson Controls’ 140-year commitment to creating a smarter, healthier and more sustainable future aligns with Habitat for Humanity International’s important work in communities around the world. Recently, Johnson Controls announced a \$550,000 donation to Milwaukee Habitat for Humanity, which included a grant from the Johnson Controls Foundation and in-kind donations of Johnson Controls products that will supply 90 new homes being built in partnership with local families. As part of the announcement, more than 30 Johnson Controls employees volunteered on site with Milwaukee Habitat for Humanity.

This donation will also support longer term plan-

ning and Habitat efforts over several years, including Habitat’s mission and programs such as Habitat Strong, which helps local Habitat affiliates across the United States build stronger, more disaster-resilient housing, and the Terwilliger Center for Innovation in Shelter, which works to build inclusive housing markets that better address the needs of low-income families.

“The need for affordable housing is urgent and continues to grow at an exponential rate,” said Tolly Love, chief development officer at Habitat for Humanity International. “This generous donation from Johnson Controls will enable us to further our efforts to build sustainable, resilient, and stable communities around the world. We are grateful to Johnson Controls for their support of our efforts to create a world where everyone has a safe and decent place to call home.”

Ritchie Introduces New A2L Adapters & Hoses for Connection to Left-Handed A2L Refrigerant Tanks

BLOOMINGTON, MN (August 15, 2023) — Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce new A2L Adapters and Hoses.

The new R-32 and R-454A A2L refrigerants are categorized as slightly flammable, so left-handed connections on the tanks were implemented to differentiate them from A1, non-flammable refrigerants. In preparation for the industry adopting these new refrigerants, the new YELLOW JACKET® A2L Tank Adapters and Charging Hoses incorporate left-handed connections so a service technician can safely charge A2L refrigerant

systems. The double ring on the tightening knurl on these adapters and hoses make the left-handed connection easy to identify. The moisture barrier on the PLUS II™ hoses provides improved resistance to moisture migration which contaminates expensive refrigerants. For more information, visit <https://yellow-jacket.com/product/a2l-adapters-and-hoses/>.



The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand’s roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers’ representative organization, became a hose manufacturer.



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Daikin Comfort Technologies



Daikin Comfort Technologies
Grand Opening in North Port
August 18th, 2023



Michael Sims, Russ Wright, Matt Robyck, Eric Bonde, April Beland, and Kyle Maigret of Daikin Comfort Technology



April Beland of Daikin Comfort awards the raffle prize, a Daikin mini split tool bag to Ivan from Roman's Air Conditioning



Louis Gristwood of Daikin with Valerie Mclean of Four Seasons Air Conditioning



David Gebhart of Four Seasons Air Conditioning with Nick Vosburgh of Value Oriented Sales



Tod Woofb, Patrick Swales, Bruce Bowersox, and Kim Washington of Bowersox AC with Keith Fox of Daikin



Contractors had the opportunity to check out the new products and ask whatever technical questions they needed at the Daikin Fit trailer

On August 18th, from 11am-2pm, the Daikin Comfort Technologies North Port location celebrated their Grand Opening and Daikin Fit event, complete with a custom designed FIT trailer on-site, featuring operational HVAC Mini Split systems and more.

Many local contractors attended this event consisting of lunch from Danny's Food Truck (Famous Taco's), specializing in a variety of Tacos, Quesadillas and Mexican Bowls too!

Manufacturers Representatives were on-site to answer questions and demonstrate their new products available from Daikin Comfort. The Daikin Comfort team gave away some nice gear, which included shirts, hats, bags, and other novelties too!

Eric Bonde, Regional Manager for Daikin stated, "We are excited to have this new 30' trailer on site with a live running FIT system, VRV life system, and a ductless system."

Daikin is a leading innovator and worldwide provider of advanced, high-quality air conditioning and heating solutions for residential, commercial and industrial applications. With more than 90 years of operation, Daikin has sold millions of systems throughout 140 countries. But what makes them great isn't just their HVAC systems. It's their personal service, commitment to quality and technological innovations that allow them to be a leading HVAC manufacturer.



Shane Ponts of Daikin with Ryan Charles of Target Sales



April Beland of Daikin Comfort awards the raffle prize, a Fieldpiece recovery machine to Andre from Polar Bear Air Conditioning



Nick Amuso of Jarred's Air with Rob Hamilton of Hamilton and Associates



Danny's Food Truck was a big hit at the Daikin Comfort North Port Grand Opening!



The Daikin Comfort Technology North Port Team celebrating the Grand Opening of their new location to better serve their customers



Danny's Food Truck (Famous Taco's), specializing in a variety of Tacos, Quesadillas, and Mexican Bowls



Ibsen Marcial and Walkens Dorismond of Roman's Services



Dustin Dunnahoe, Jeff Young, Rich Janelle, and Ryan Davidson of Daikin



Chris Boyd, Kevin Burris, and Brianna Dunnahoe of Boyd Brothers Service showing their new Daikin gear from the Grand Opening!



Roman Savchenko with Veronica Savchenko of Five Stars Cooling and Heating



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Current Administration Approves Emergency Declaration for Florida

WASHINGTON -- FEMA announced today that federal disaster assistance has been made available to the state of Florida to supplement state, tribal and local response efforts due to emergency conditions resulting from Tropical Storm Idalia beginning Aug. 27, 2023, and continuing.

The President's action authorizes FEMA to coordinate all disaster relief efforts to alleviate the hardship and suffering caused by the emergency on the local population and to provide appropriate assistance to save lives, to protect property and safety and to lessen or avert the threat of catastrophe in Alachua, Bay, Calhoun, Charlotte, Citrus, Columbia, DeSoto, Dixie, Franklin, Gadsden, Gilchrist, Gulf, Hamilton, Hardee, Hernando, Hillsborough, Jefferson, Lafayette, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Pasco, Pinellas, Polk, Sarasota, Sumter, Suwannee, Taylor and Wakulla counties.

Specifically, FEMA is authorized to identify, mobilize and provide at its discretion, equipment and resources necessary to alleviate the effects of the emergency. Emergency protective measures limited to direct federal assistance, under the public assistance program will be provided at 75% federal funding.

Brett H. Howard has been named Federal Coordinating Officer for federal recovery operations in the affected areas.



RGF® Environmental Group Wins Prestigious Gold Dealer Design Award for REME HALO®Zero

Port of Palm Beach, FL (August 8, 2023) RGF® Environmental Group, Inc. was recognized for excellence in product design in the 2023 Dealer Design Awards Program, sponsored by The Air Conditioning, Heating & Refrigeration News magazine.

An independent panel of contractors acted as judges in the contest. The REME HALO®Zero whole home in-duct air purification system brought home the Gold award in the Indoor Air Quality category. This recognition highlights the exceptional design elements that make RGF's REME HALO®Zero stand out in terms of installation, use, maintenance, reliability, and competitive advantage.

REME ALO®Zero can be installed in any air conditioning system to improve air quality throughout your whole home. Utilizing RGF's proprietary aGHPCell™ technology, REME HALO®Zero creates low level, airborne Gaseous Hydrogen Peroxide (aGHP™) throughout the air-conditioned space reducing bacteria, viruses, odors, mold, allergens and dust at the source. RGF's REME HALO®Zero in-duct air purifier is verified Zero Ozone to the UL 2998. The REME HALO®Zero operates continuously, giving you peace of mind and your home a fresh, clean smell.

"Every home should have a REME HALO to help



improve IAQ," said Anthony Pascucci, operations manager, Sansone Air Conditioning & Plumbing. "The innovative technology is the best of the best. As a homeowner, you can really tell the difference in your home almost immediately."

"Zero ozone is a significant addition," said one DDA contracting judge. "RGF offering it as part of its IAQ product line should be a nice asset for its dealers."

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.

“Beat the Heat” MEMBERSHIP SPECIAL

PBACCA is looking for new contractors or associate members and is offering an attractive incentive to bring them in. PBACCA has launched a “Beat the Heat” membership discount campaign. Until December 31, 2023, the association is offering 2024 membership year FREE when you join as a 2023 member. You pay only the 2023 annual membership dues of \$300.00 (contractor) or \$350.00 (associate).

This “Beat the Heat” membership discount allows you to try out the PBACCA membership...with all its benefits for a very small investment. This offer is only available to first-time contractor/associate applicants and membership applications must be received by December 31, 2023. For additional membership information, call Pam Ripple at 561-585-3880. Or go to our web-site www.pbacca.org

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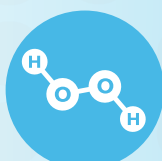
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Diversitech: Best Practices for Mixing Chemicals



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



T4 - Ft. Lauderdale S.
Customer Appreciation Cookout

4

T5 - West Palm Beach

Allied: Increasing Profits with the System Shield Labor Concession Program



T11 - Cape Coral
Customer Appreciation Cookout

T10 - Naples

Samsung: How to Make a Proper Flare



9

T9 - Delray Beach
Customer Appreciation Cookout

T8 - Fort Myers

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

T1 - North Miami

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



CPS: Measuring IAQ with IAQ Pro Indoor Air Quality



T3 - South Miami

Uniworld: Best Practices for Aluminum Coil Repair



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NuCalgon: Clear Condensate Lines Quickly and Easily Without Heavy Equipment



T7 - Mid Miami

Customer Appreciation Cookout

5

T6 - Fort Pierce

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



CPS: Measuring IAQ with IAQ Pro Indoor Air Quality



Allied: Increasing Profits with the System Shield Labor Concession Program



7

8

T11 Cape Coral	785 NE 19th Pl, Cape Coral, FL 33909
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T4 Ft. Lauderdale S.	3200 SE 6th Ave, Ft Lauderdale, FL 33316
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954-522-2874	T14 Sarasota	7533 Claxtrauss Dr, Sarasota, FL 34240
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904-332-0990	T21 Tallahassee	111-2 Hamilton Park Drive, Tallahassee, FL 3
305-652-7717	T15 Tampa E.	5120 East Adamo Dr Suite A, Tampa, FL 336
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305-638-9673	T5 West Palm Beach	1880 Old Okeechobee Rd, West Palm Beach,

Please join us at all Tropic Supply Resource Centers as we host our last series of 50th Anniversary cookouts!

As this is our **final Best Practices Roadshow and Customer Appreciation Cookout**, we want to thank everyone who lent a hand in helping us celebrate our 50th Anniversary over the past several months...including: (1) Our incredible Tropic team for their support in making these events the absolute best! (2) Our supplier partners for working together with us to put together incredible demonstrations that taught contractors new skills they can apply to their businesses going forward, and (3) Our contractor family for continuing to show up and demonstrate their support and loyalty. Stay tuned for more events in the future, as we look forward to finding new ways to fulfill our mission of helping contractors be the best that they can be! We look forward to seeing you on the 15th!



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Performance Pointers

By James Ball



Home Comfort System Manufacturing

Recently my wife and I purchased a new vehicle. Anyone who has ever bought or leased a vehicle before know they are all fuel-efficiency rated for miles per gallon (mpg). The government requires this rating, through testing, to help consumers understand part of the cost of ownership. The government has a standard protocol for the mpg testing so all vehicles undergo the same tests. Some of the testing is performed in a lab environment, and some is completed in the field.

When I was younger and my lifestyle was more aggressive, the vehicles I drove never met the rated mpg. Over the years I find that driving less aggressively results in meeting or exceeding the rated mpg. The rated mpg for our vehicle is 20. Wish us luck.

Miles Per Gallon and Seasonal Energy Efficiency Ratio

The government tries to enforce the same type of testing for HVAC equipment. They rate equipment using Seasonal Energy Efficiency Ratio (SEER). Higher SEER ratings mean the equipment does more with less energy used. SEER is a calculation of BTU output for energy used.

Unlike MPG, SEER doesn't include testing the entire system. Equipment is only one component of a complete comfort system. Every component like the return grille intake, return ducting, the indoor and outdoor equipment, the supply air duct, and the supply air registers affect the comfort system's efficiency. The complete HVAC system is manufactured in the customer's home, and no two systems are exactly alike.

HVAC Contractors are comfort system manufacturers. Comfort system manufacturing provides many opportunities for the contractor to determine the quality and craftsmanship of the installation. High-Performance HVAC contractors can really shine by making sure the complete system is efficient. If the contractor doesn't pay attention, that

can result in a system that causes misery for the homeowner.

One of the elements affecting system performance is airflow. Airflow is the basis for system performance and home comfort. Yet most contractors don't measure airflow. They assume the duct system is an acceptable match for the new equipment. This is rarely the case.

National Comfort Institute (NCI) gathers static pressure measurement results from across the nation and finds the average total external static pressure (TESP) on air handling equipment rated at 0.5 inches of water column is actually 0.82 inches of water column. This high TESP means the duct system is probably not sized appropriately for the air handler or furnace. The duct system is too restrictive resulting in limited airflow.

Comfort system performance is much like vehicle performance. If you take that new vehicle (rated at 20 mpg) - drive it to the Rocky Mountains, then hold the accelerator to the floor while driving up the mountain, you'll hear the engine beg and moan., You will feel the transmission shifting with a clunk, smell the heat from the engine. Of course, at this point the vehicle will not be able to get 20 mpg. Its system can't perform efficiently against those conditions and costly breakdowns will quickly follow.

Our industry manufactures comfort systems every day that face the mountain of restrictive duct systems. Contractors ignore the noises, ignore the uneven temperatures, and just hope the appliance will last through the warranty period. And worse contractors have taught homeowners to just accept a poor performing system by replying: 'Yes ma'am, just turn the volume up on the TV when the unit comes on. It's supposed to be that loud.' or 'No, that room is on the end of the duct system, it will never be as comfortable as the rest of the house.' or 'some houses are just dusty.'

These responses and many others can be traced

back to a bad duct system that is unmatched to the equipment.

The Good News

NCI offers courses aimed at helping you become a quality complete system manufacturer. The Air Test and Diagnostics class is an eight-hour course that can provide a great foundation for improving complete comfort system manufacturing. NCI has been performing and teaching airflow analysis for over 30 years and can help you to know what to measure, where to measure, and then how to interpret the measurements. I used NCI to train my team in my own business. Invest in learning how to match the duct system to properly sized equipment so you can manufacturer higher quality systems.

Installing equipment with a matched duct system results in comfort systems that perform more efficiently, quietly, and provide even comfort throughout the house. They are reliable and cause little to no warranty issues.

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 National Comfort Institute. 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.



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Ritchie Engineering Company Hires Western Regional Sales Manager



Bill Rackle

BLOOMINGTON, MN (August 15, 2023) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Bill Rackle, Western Regional Sales Manager.

With more than 10 years of experience in the HVAC industry, Bill got his start with Newell-Rubbermaid as an HVAC regional sales manager for Hilmor, Lenox and Irwin. Most recently, Bill was the National Account and Western Regional Sales Manager for Milwaukee Tool. He graduated with a B.A. in Marketing from the University of Northern Iowa.

Bill is responsible for driving sales in the West-

ern region, as well as contributing to the marketing and business development for the YELLOW JACKET® HVAC/R Division. “We are thrilled to welcome Bill to our team,” said Gary Lampasona, Vice President of Sales & Marketing. “He has a wealth of knowledge and experience that will serve our customers and brand very well.”

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to 1946 when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1950. For more information, please call (952) 943-1300 or visit our website at www.yellowjacket.com.

HARDI Distributors Report -6.4% Revenue Decline in June

COLUMBUS, Ohio, August 7, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by -6.4% percent during June 2023. The annual sales growth for the 12 months through June 2023 is 6.3% percent.

“We have sales declines during two of the first three months of cooling season versus the boom times of 2022,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “The weather has not helped. Cooling degree days were off by -22% in April, by -41% in May, and then by -23% during June.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was at 39 days during June. “Distributor sales growth is slowing but customers are not showing any strain,” said

Loftus. “DSO has a seasonal pattern, so we compare it to the corresponding prior year. The DSO was 39 during June of 2021, June of 2022, and June of 2023. No warning signs here.”

“Weather is not the only headwind for distributors this year,” said Loftus. “The annual pace of existing home sales has declined for 19 consecutive months and by 25% during the twelve months through June 2023. The broken supply chains allowed the annual pace of industry price increases to surge to 26% last spring. Passing through those price increases helped boost the reported sales growth. The annual price increase being passed through right now is less than 5%. The annual sales growth of Building Materials and Supplies Dealers in the Retail Sales report has been an effective leading indicator for TRENDS. That indicates this cycle is not close to the bottom yet.

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

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



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DOE & Partner Labs Provide Expert Perspective on the Future of the Heat Pump Industry

The HVACR industry is on the cusp of a transformative shift as the sales of heat pumps in the United States surpassed those of traditional gas furnaces in 2022. This trend is projected to gather momentum in the coming years, driven by the burgeoning movements toward decarbonization and electrification.

These cutting-edge heat pumps, employing inverter technology, demand a distinct skill set, differing from those used for installing legacy heat pump technologies. To ensure that HVACR educators, trainers, and professionals get firsthand information on this transition, members of the United States Department of Energy (DOE) and its partner laboratories will be presenting at the forthcoming HVAC Excellence National HVACR Education Conference.

Amid a rich lineup of more than eighty engaging sessions, this year's conference will prominently feature the design, implementation, and optimization of heat pump systems engineered to excel even in the most extreme frigid environments. Joining a distinguished cadre of manufacturers and subject matter experts, the conference welcomes

Jenny Wiedower, an ORISE Science, Technology, and Policy Fellow in the Building Technologies Office at DOE, and Jamie Kono, PE, a Research Engineer with Pacific Northwest National Laboratory (PNNL). These esteemed experts will seamlessly contribute their insights to help industry members grasp the evolving prerequisites for success in the HVACR sector.

The United States Department of Energy, in partnership with industry organizations such as HVAC Excellence, has embarked on a mission to establish new competencies and task to incorporate into basic training, comprehensive training programs, and certifications aligned with the transition to new-generation heat pump technologies, often referred to as cold climate heat pumps.

The significant technological shift in HVACR has wide-ranging impacts, particularly for educators. Adapting curriculum, acquiring new skills, securing funding for updated equipment, and obtaining approvals from various agencies are challenges educators must adeptly navigate as they guide the industry toward these new technologies. Their role in facilitating this transformation is paramount.

As the HVACR landscape shifts from conventional systems to cutting-edge technologies, new opportunities are emerging for contractors to expand their businesses. To fully capitalize on these prospects, prioritizing self-improvement and investing in the workforce is essential. Success in this evolving HVACR environment hinges on proper training, as the industry's technologies become increasingly intricate.

To explore the comprehensive spectrum of offerings at the National HVACR Education Conference, delve into the profiles of distinguished presenters and exhibitors, and secure your participation, visit escogroup.org and click the conference link.



Carrier Listed Among the Best HVAC Companies of 2023 by Forbes HOME

INDIANAPOLIS, Aug. 24, 2023 – Carrier has been named one of the Forbes HOME Best HVAC Companies of 2023 and Best Air Conditioning Brands of 2023. Carrier's Bryant brand also appeared on the best HVAC Companies of 2023 list. Both are part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Reviewers at Forbes HOME found Carrier to have high reliability and customer satisfaction ratings, readily available replacement and repair parts, and high-efficiency models available in all sizes to meet customer needs. Additionally, Carrier's commitment to energy efficiency and high SEER ratings consistently matches or surpasses the competition. The reviewers also noted Carrier's status as a founding member of Green Building Councils in Argentina, China, India, France, Kuwait, and Singapore, further underlining its commitment to solutions that matter for people and our planet for generations to come.

"We're very proud to be recognized for delivering HVAC systems that are more efficient, reliable and available than others reviewed," said Justin Kappy, President, NA Residential & Light Commercial HVAC, Carrier.

Carrier manufactures and installs a full range of products to address homeowners' comfort, health and budgets. This includes air conditioners, furnaces, heat pumps, ductless and variable refrigerant flow (VRF) systems, and air purification units.

Forbes HOME evaluated 18 HVAC companies based on 53 different attributes such as customer happiness ratings, efficiency scores, durability and maintenance, pricing and costs, national coverage, range of systems and warranty options. The team of reviewers is comprised of the editorial team and fact-checked by an advisory board of licensed professionals who looked for content accuracy and relevancy.

For more information, visit <https://www.carrier.com/residential/en/us/>.





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- **Drinks provided on the course**
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Allied Air Enterprises' Concord® 4HP17L Heat Pump Named Winner in 2023 Dealer Design Awards



West Columbia, South Carolina -- Allied Air Enterprises was recognized for excellence in product design in the 2023 Dealer Design Awards Program, sponsored by The News magazine. An independent panel of contractors judged the contest, naming the company's Concord® 4HP17L heat pump as the Dealer Design Awards winner in the HVAC Residential Equipment category. The ACHR News is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries.

With the growing trend around electrification and heat pumps that federal and local governments are driving through incentives and tax credits, the winning heat pump design provides a simplified transition for distributors and dealers to higher efficiency products under new testing standards. The 4HP17 utilizes existing indoor equipment, cutting the number of models being phased out by the 2023 regulations by more than half.

“For the 4HP17 heat pump, we started with a proven platform and kept design elements the field prefers, like corner-mounted line set connections with plenty of clearance to help make brazing and charging easier,” said Nicholas Orth, Senior Marketing Manager, Allied Air Enterprises. “The Concord heat pump has simplified a complex transition by utilizing our existing indoor equipment and allowing distributors and dealers to have an easier time stocking the right equipment.”

He noted the other major benefit makes it to the kitchen table, where Allied Air can provide single-stage heat pumps that meet the requirements for a \$2,000 tax credit from 1.5- to 4-tons in capacity in the U.S. The same is true in Canada, with the Greener Homes Initiative where Allied Air can help consumers meet the requirements for a \$4,000 incentive.

“Depending on what brand you’re looking at, a consumer would need to step up to multi-stage products to meet these requirements which adds to the price tag,” said Orth. These incentives are major savings for homeowners and we’re able to provide solutions at an attractive price point.”

He added that much of the industry had to relaunch their indoor line to support the new outdoor equipment, leaving many with stranded inventory that doesn't have a compliant system match. The new Concord 4HP17L single-stage heat pump reduces complexity by delivering AHRI system matches with Allied Air's existing line of indoor coils, furnaces, and air handlers.

Key features include:

- Meets ENERGY STAR® 6.1 requirements and qualifies for the Inflation Reduction Act of 2022 and 25C tax credits from 1.5- to 4.0-tons, giving consumers a \$2,000 incentive in the U.S.
- Meets the Canadian Greener Homes Initiative from 1.5- to 4-tons* and provides consumers up to \$4,000 in incentives and qualifies for select provincial incentives
- Compatible in dual-fuel applications
- Omniguard® all-aluminum tube and fin coil design with brass-to-copper line set connections. This helps provide a corrosion-resistant coil that matches with aluminum indoor coils and ensures installers don't need to learn new brazing techniques.
- Quiet Shift™ defrost which equalizes system pressures before shifting into defrost and reduces noise
- Factory-installed filter drier to protect the system from contaminants
- Thread-on high- and low-pressure switches for simple, quick service

*Excluding 2.0-ton system matches.

Learn more about Allied Air Enterprises at www.alliedair.com.

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Florida Air Conditioning Apprenticeship Graduation

August 3rd, 2023



The Florida Air Conditioning Apprenticeship Association (FACAA), in conjunction with the Palm Beach Air Conditioning Contractors Association (PBACCA), honored 21 2023 graduates at a banquet held on August 3rd at The Beach Club in Lake Worth, FL.

More than 50 instructors, employers, friends, families and other industry members attended the event to congratulate the graduates and celebrate with them. FACAA Program Director and past PBACCA President Steve Sparks and FACAA Com-

mittee Members hosted the banquet. Steve congratulated the graduates for their commitment, even during the pandemic, and thanked their families for the sacrifices they endured and also recognized the sponsoring employers for enabling the students to participate over the past four years.

Sara Baxter, Palm Beach County Commissioner District 6, spoke to the graduates about their value to build the community. She also said to keep learning and to excel in their business.

Steve Sparks introduced the instructors and

presented the graduates, along with Sara Baxter, and Kelly McCann. Graduates received their certificates along with gifts from Tropic Supply, Yellow Jacket, and the Florida Refrigeration and Air Conditioning Contractors Association.

Cody Hull was named Graduate of the Year and received an award from Peter Montana of ACProsite.com.

Steve Sparks reminded them of the PBACCA Maury Jacob Scholarships that is available to assist all motivated students.



More than 50 instructors, employers, friends, families, and other industry members attended the event to congratulate the graduates and celebrate with them!



Pam Ripple, PBACCA Director, Steve Sparks of FACCA, and Robin Worrell, PBACCA President making it all happen at the graduation!



Robin Worrell, PBACCA President welcomed the graduates and attendees, and gave an update of future events



Keynote Speaker was Sara Baxter, Palm Beach County Commissioner District 6 who spoke about their value to the community



Sponsors: John Riley-Al Packer Ford-Lincoln, Steve Sparks-FACCA, Ryan Reynolds-EV Dunbar, Rob Mayhew-Tropic Supply, Arturo Alba-Arco Supply



Instructors: Steve Sparks Director of FACCA, Kelly McCann, Jimmy Stanford, Nick De Canto, and Mike Swartz



The buffet prepared for the graduates by The Beach Club was delicious!



John Riley-Al Packer Ford-Lincoln, Steven Castillo of Robert R McGill Air Conditioning, and Arturo Alba of Arco Supply



Josh Newman, Fiona Domingas, Chris Rhodes, Morgan Brantley, Kelly McCann, and David Hutchison of CMI Air Conditioning



Robert McCulloch (Spectrum AC), Jennifer McWilliams, Robert and Naomi McCulloch



Cody Hull, Leslie Barron, Marina Martinez, Craig and Lisa Hull



Jimmy Stanford, Nick De Canto, Steve Cardona, Justin Resario, and Keneil McIntosh of TWC Air Conditioning



Instructor Jimmy Stanford, Ian Nelson, Austin Mettler, Cody Marx, Cody Hull, Keneil McIntosh, Ryan Busse, Robert McCulloch, Michael Hall, Fredi Hernandez



Instructor Jimmy Stanford, Jonathan Shipp, Cedric Stoner, Anthony Williams, Trevor Robinson, Joshua Newman, Frank Spargo, Monroe Ramage, Brandon Smith



Peter Montana of ACProsite.com presents an award to the Graduate of the Year Cody Hull

Modine Announces Sale of Coatings Aftermarket Application Facilities in California and Florida

RACINE, Wis., Aug. 29, 2023 /PRNewswire/ -- Modine (NYSE: MOD), a diversified global leader in innovative thermal management technology and solutions, today announced the sale of facilities in Temecula, California, and Tampa, Florida, to Protecall. The sale is expected to be completed by the end of September. The facilities provide aftermarket application services in which HVAC units are coated with anti-corrosion protection.

“This sale continues the process we started in 2021 with the closure of our Pompano Beach facility, and reflects our strategy to pursue the highest value opportunities,” said Neil Brinker, President and Chief Executive Officer of Modine. “The divestiture of these Coatings facilities shows our commitment to focusing on proven technologies and services that can accelerate profitable growth, such as product licensing.”

Modine will continue to own and license the spray-applied coatings used in aftermarket applications. Modine currently has more than 100 licensed applicators in the Americas region.

“Modine Coatings has had a long-term licensing partnership with Protecall and we are pleased to continue that relationship with the sale of these facilities,” said Mike Powell, Vice President and General Manager of Modine Coatings. “We are looking forward to continuing our focus on expanding Modine’s Certified Applicator Program, providing access for equipment and coil manufacturers to our network of coaters, and identifying new market segments for Modine’s coatings technologies.”

Information on Protecall’s full service menu can be found at www.Protecall.com and they can be reached at 888-345-8378.

At AHR Mexico 2023, Embraco presents its Aftermarket Portfolio Highlighting easy Installation and High Efficiency

Mexico City, September 2023 - Embraco, a global provider of refrigeration technology for the entire residential and commercial cold chain and brand of Nidec Global Appliance, will be at AHR Mexico 2023, from September 19th to 21st, at the booth 2034, with its innovative portfolio of compressors and condensing units. This year, the strategy focuses on the Mexican aftermarket and the offer to this segment includes products’ with high energy efficiency, easy installation and maintenance, long lifespan, low noise and fast availability. The company news is that its Apodaca’s factory counts now on a local production of condensing units (CDUs).

For Michel Moreira, Commercial Appliances Sales Director for North America: “AHR Mexico is an excellent opportunity to network with distributors, wholesalers, resellers, refrigeration technicians, and local manufacturers and share with them our future proof solutions. Within 52 years of history, Embraco has a solid reputation for its complete portfolio of compressors and condensing units. These last ones, now produced in our local factory, guaranteeing agility and best customer services”.

Since 1971, Embraco has been a global provider of refrigeration technology for the complete residential and commercial cold chain, counting on a broad, efficient and competitive portfolio for household, food service, food retail, merchandisers and medical applications. Its solutions are differentiated by innovation that exceeds customer’s most challenging expectations. Embraco is part of Nidec Global Appliance, a platform of Nidec Corporation. Further information at www.embraco.com

ASHRAE Announces Call for Abstracts for 2024 Annual Conference in Indianapolis

ATLANTA (August 24, 2023) – ASHRAE is now accepting abstract submissions for the 2024 Annual Conference to be held in Indianapolis, Indiana, June 22-26, 2024, at the JW Marriott Indianapolis.

“Legislative initiatives, electrification, artificial intelligence and other technological and social forces are impacting ASHARE members across all aspects the built environment,” said technical conference chair Brian Fronk. “The program tracks for the 2024 ASHRAE Annual Conference in Indianapolis seek to explore the challenges and opportunities in responding to these changes, while continuing to focus on core HVAC&R fundamentals, equipment and research and development.” All accepted papers will be considered for publication in Science and Technology for the Built Environment, ASHRAE’s research journal. For more information on the call for abstracts and the 2024 ASHRAE Annual Conference, visit ashrae.org/2024Annual.

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

Central Air Conditioners and Air-Source Heat Pumps:

U.S. shipments of central air conditioners and air-source heat pumps totaled 978,661 units in June 2023, down 14.5 percent from 1,144,359 units shipped in June 2022. U.S. shipments of air conditioners decreased 12.4 percent, to 598,766 units, down from 683,649 units shipped in June 2022. U.S. shipments of air-source heat pumps decreased 17.5 percent, to 379,895 units, down from 460,710 units shipped in June 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.6 percent, to 4,735,684 units, down from 5,542,560 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 18.7 percent, to 2,712,457 units, down from 3,338,316 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 8.2 percent, to 2,023,227, down from 2,204,244 units shipped during the same period in 2022.



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Carrier & Auer Steel Sponsor the First WHVACR Regional Event of the Year



By night, the Improv in Brookfield, WI hosts some of the country’s leading comedians, but on the afternoon of August 1st, it hosted more than 50 women attending the first regional Women in HVACR regional event in 2023. Sponsored by Carrier and Auer Steel, the attendees represented existing members, new members and those interested in learning more about WHVACR from all over the region, and as far away as North Carolina. They spent the afternoon learning about different ways to build their personal and professional networks, competing for prizes in a trivia contest and building lasting relationships.

The theme of the educational portion of the event was Personal and Professional Success Takes a Village. Jane Sidebottom, 2023 Board Member for WHVACR presented ways to build your network and how to use your personal brand in network building, including:

Be strategic on your approach to networking. Engage in an event or organization with the mind-

set of “how I can help someone here versus” versus “what can someone here do for me.”

Take the time to craft your self-introduction. Being comfortable introducing yourself to others helps introverts and extroverts alike get to know you and can spark conversation and interest.

Attending training classes and volunteering can be great ways to network and may be more comfortable environments for relationship building.

A panel of members including:

- Kimberly Raduenz, Modine
- Angela Sherpinkas, Bass Air
- Ashly Hughs, Gustav Larsen

All shared their own ideas about how to build great relationships and sparked great conversation across the entire audience. Angela shared some tactics around using the local chamber of commerce involvement to leverage her own sales/marketing activities, while Ashly talked about her efforts on social media to expand her relationship. The panelists did

a great job of sparking idea sharing from the audience...with so many great ideas flying around...it was hard to get them all down on paper. The energy was infectious and spilled over into the social time after the training.

Carrier is committed to advancing women’s careers in the HVAC industry and proud to be a new sponsor of Women in HVACR. Their focus on intelligent climate and energy solutions that matter for people and our planet for generations to come is intertwined with their focus on ensuring women in the industry are part of that future. The opportunities are endless in this field, and they are excited to support, educate and uplift women all year round.

WHVACR are in the process of planning more regional events later this year and in 2024. You can keep up to date on all their events at www.WHVACR.org.

Authors: Jane Sidebottom, 2023 Board Member, Kearsten Huddleston, Carrier





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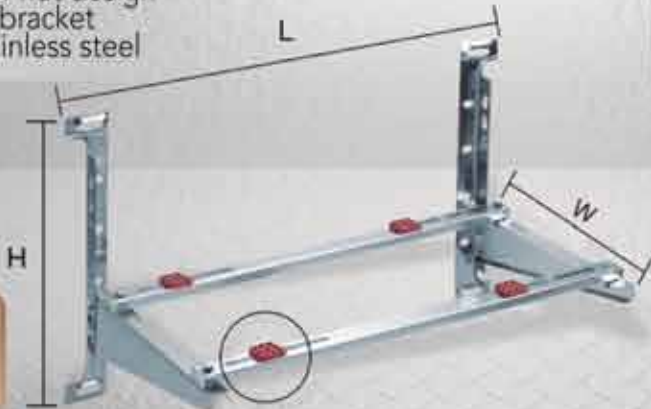
MODEL	WIDTH (W)	HEIGHT (H)	DEPTH (D)	RATED LOAD	BOX QTY	PALLET QTY
AHS-18HD-26	16-26"	18"	22"	500 LBS	1	40
AHS-24HD-26	16-26"	24"	22"	500 LBS	1	40
AHS-36HD-26	16-26"	36"	22"	500 LBS	1	20

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SSB43

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- Widen triangle bracket
- High quality stainless steel



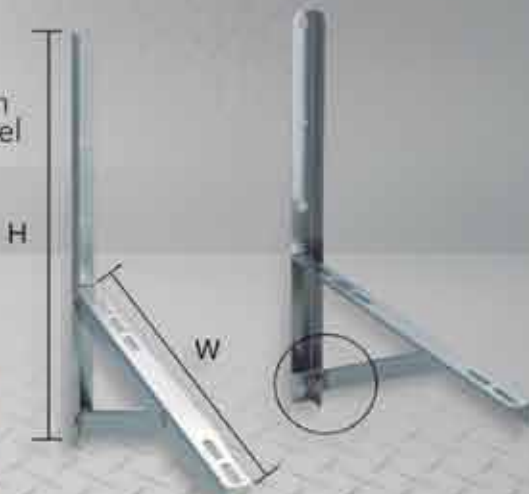
MAX LOADING
617 Lbs

PART No	DIMENSION (LxHxW)	MOUNTING WIDTH	MOUNTING DEPTH	MAX LOADING	BOX QTY	PALLET QTY
SSB43	43.3" x 21.7" x 19"	31.9"	16.5"	617 LBS	1	96

SSB21

FEATURES:

- Quick assembly
- Foldable structure design
- High quality stainless steel



MAX LOADING
529 Lbs

PART No	DIMENSION (LxHxW)	MOUNTING DEPTH	MAX LOADING	BOX QTY	PALLET QTY
SSB21	22.8" x 21.3"	14.8"	529 LBS	1	260

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MARS No.	Horsepower	Voltage
10858	1/5-1/2	115/230
10859	1/2-1	115/230

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MARS No.	HP	Volts	RPM	Rotation	Diameter
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10857	1/2-1	115/230	1075 Variable	REV	5.5"

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MARS No.	HP	Volts	RPM	Rotation	Orientation	Rheem Holes
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Message from FRACCA President Will Barnes



Announcing the New FRACCA Executive Director Erica Mattis



Please Welcome Erica to FRACCA as the incoming Executive Director. Erica was recruited by Paula Huband to take over effective September 1st, 2023. Paula Huband, has been our Executive Director since 2017, and will continue to work with Erica to promote FRACCA and its Chapters, while she begins a new role as the Events Director for ACCA.

Erica has an extensive background in working with Associations and managing numerous worldwide Conferences during her employment with Emerald Services. A UCF Alumni Rosen Chapter Past

Chair, and adjunct professor for UCF, her experience with the hospitality and service industry makes her a formidable leader in business.


Please welcome Erica and let's all get excited for the FRACCA/ACCA 2024 Conference right here in Orlando at the Sapphire Falls Resort. Also, the 2025 FRACCA At Sea Cruise Registration is OPEN!

Erica Mattis,
FRACCA Executive Director 407.676.0031
Erica.Mattis@fraccaair.com www.FRACCA.Org

A Special Thank You to all the Board and Members for 6 years of serving you as the FRACCA Executive Director. I look forward to continuing to support the FRACCA Members as I move into the next Chapter. See You in Orlando at the 2024 FRACCA/ACCA Conference and on the SEA in 2025!

-Paula C Huband

Air Pros USA Teams up with Florida Gators Football and Alachua Veteran Services to Provide Local Veteran with a Free A/C Unit



Gainesville, Florida (August 14, 2023) – The Florida Gators Sports Properties and Air Pros USA, a leading residential and commercial air conditioning services company and the official Air Conditioning partner for Gators football, came together for the annual “Saluting Those Who Serve” initiative with the Alachua County Veteran Services Division. They awarded Vietnam Air Force Veteran, Roy Garren, with a brand-new air conditioning unit and installation, free of charge.

Garren spent 20 years in the Air Force with nearly 1000 hours of flight time in Vietnam. He was awarded the Distinguished Flying Cross for heroism in Vietnam. After retiring in 1983, he began serving with the Navigators Ministry. Garren has served the military in this capacity for 40 years including three tours at the University of Florida. He currently serves on campus where he mentors and supports the university's ROTC units and guides students interested in careers with the military.


“Thank you for considering Roy for this gift,” says Kim Davis, Executive Director of Alachua County Veteran Services. “It is so fitting that this year's recipient is not only someone who has served our country, but also the Florida Gators' community. We thank Air Pros USA for providing this gift.”

“We are grateful for such a strong partnership with the Florida Gators,” said Anthony Perera, Founder and Chief Growth Officer of Air Pros USA.

“We are proud to be a part of this partnership with Air Pros USA to once again honor a deserving Veteran in our annual Saluting Those Who Serve initiative,” said Scott Stricklin, Athletics Director at the University of Florida.

Air Pros USA is continuously finding ways to give back to the community, including Veterans and military service members, to thank them for their service. For more information visit www.airprosusa.com.

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Where did the name MAPP gas come from?

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Is MAPP gas still available today?

No, in early 2008, true MAPP gas production ended in North America when production was discontinued at the only remaining plant still manufacturing it in North America. However, many current products labeled MAPP or Map//Pro are in fact MAPP substitutes. These versions contain mostly Propylene gas with some propane, dimethyl ether is included as a 3rd ingredient in some versions.

Does Uniweld offer a MAPP Gas substitute?

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SFACA August Program Meeting Annual Inspectors Panel

The SFACA August Program Meeting was held on August 9th at 5:30 p.m. at the Funky Buddha Brewery, 1201 Northeast 38th Street Oakland Park, FL 33334. This Program Meeting was the Annual Inspector Panel.

This always popular annual forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual concern and interest.

This was a great opportunity to get first-hand information and updates on new and current regulations. The meeting included networking, dinner and a panel discussion with several city and county inspectors from Tamarac, Lauderdale by the Sea, Coral Springs, Miami Dade and Broward County.

Many questions were answered at this meeting, including SEER2 rating clarification, dryer booster fans, what are the most common reasons jobs fail

inspections, tie downs and more.

The SFACA September Program Meeting will be held on September 6th, at 5:30 p.m., at the Funky Buddha Brewery, 1201 Northeast 38th Street Oakland Park, FL 33334. This Program Meeting will be about DOL Wage & Hour Issues for HVAC Contractors. The Special Guest Speaker is Jerome Post SHRM-SCP, Human Resources for the City of Fort Lauderdale. See you there!



Doug Lindstrom of Lindstrom AC, Viviana Maguire of Daikin Comfort, Craig Sanscrainte and Brad Lindstrom of Lindstrom AC



Jaime Bernat and Carlos Borja of Saez Distributors with Brad Cox of Plasma Air



Chris D'Attile and Matt D'Attile of Art Plumbing, AC & Electric
Jonathan Freyre of Cain Sales Company



Dave Fabrizo of Rectorseal, Cooper Graham of Leone Green, Andres Ponce of Target Sales, and Andy Taylor of Leone Green



Stacey Miller, Executive Director of SFACA, speaks to the members about the upcoming events



Bob Volin of Design Concepts, Ed Lawton of Enterprise, Jeremy Alton and Howard Pearl of Pride AC, Dave Sasson of Quality Air Conditioning



Raul Urrea of Modine, Jason Gonzales, Chris Tento, and Todd Williams of All Temperature Systems



There was a excellent Inspectors Panel turnout. Gregg D'Attile, SFACA Pres Elect, collected the questions to ask the inspectors on the panel



Ben Stegman, Inspector, of City of Tamarac with Dan Stegman of Ameritech



Brandon Schinabeck, Val Eguizabal, Jacques Leotaud, and Mike Lloyd of Gemaire Distributors



Inspectors: Tony Palacios - Tamarac, Fred Stoeger - Coral Springs, Simo Mansor - Lauderdale by the Sea, Timothy De Carion - Broward, Sean Simeon - Private Rolando Soto - Broward, Amador Barzaga - Miami Dade



Eric Nieves, Alloys Ferrara, Tony Ferrara, and Kenyon Lanham of Ferrara's Air



Scott Behanna of McLaughlin - Behanna Associates, Brad Carson of Target Sales, and Tyler Campbell of The McAllister Group



Eddie Figueora of AC Warranty with Jason Harr and Clay Hobbs of JB Warranties



Carlos Borja of Saez Distributors, Elias Baretto, Ramon Delgado, and Michelle Walter of Johnstone Supply Ware Group



Tony Palacios of City of Tamarac responds to the members on common code violations



Dr. Ana Barbosa, Director, Broward County Board of Rules and Appeals with Kelly Dexter, President SFACCA



Rolando Soto, Broward County Chief Inspector, shares with SFACA members what new rules are coming in 2024

The Importance of Lineset Protection for HVAC Pipes Penetrating Walls



HVAC linesets are vital to the performance and reliability of a ducted or ductless heating and cooling system. While copper linesets

may look impervious to damage, they require proper installation, care, and maintenance to ensure that they provide adequate refrigerant flow to ensure the optimized performance of the HVAC system.

HVAC linesets are comprised of copper refrigerant tubing and insulation. Both components can be vulnerable to various environmental factors that degrade the lineset's ability to provide reliable performance. It seems obvious, but physical damage to a lineset can lead to refrigerant leaks, reduced system efficiency, and potential performance issues. External sources leading to damage include accidental impact, improper installation, or exposure to sharp objects during construction or renovation activities. A product like AC Leak Freeze® is a great solution for small leaks. It can revitalize linesets by permanently sealing small, hard-to-find micro gas leaks. To avoid physical damage concerns, always ensure the linesets are installed correctly by following the manufacturer's guidelines and industry-related best practices. That includes securely anchoring the linesets, avoiding sharp bends or kinks, and using appropriate supports and hangers to prevent sagging or stress on the lineset. Also, provide sufficient clearance around the linesets to allow for proper airflow and ventilation. Avoid placing obstructions or objects near the linesets that could impede airflow or cause heat buildup.

Moisture on linesets can lead to multiple issues. Excessive moisture can lead to corrosion of the copper tubing and can also degrade the lineset insulation if not correctly shielded. Improperly insulated linesets can generate condensation due to external humidity. Further, high humidity levels can promote mold and mildew growth within the lineset insulation, which can impact indoor air quality and the performance of the HVAC system. Corrosion can

weaken copper tubing.

Covering or insulating HVAC linesets is a standard practice for most HVAC technicians. Depending on the geographical location of the HVAC system, foam or rubber insulation is often a code requirement. However, lineset insulation, when exposed to direct sunlight or UV radiation for extended periods, can cause the insulation to become brittle, crack, or degrade over time. Many codes require that lineset insulation receive additional protection by being covered.

Without proper protection, the refrigerant inside the lineset can become overheated, and in extremely cold temperatures, the lineset may be more susceptible to freezing or damage. There are a couple of solutions to consider when protecting lineset insulation. First, the use of vinyl tape designed for HVAC use can be used to wrap the lineset insulation and protect it from environmental factors. When using tape, be careful not to place any control wires directly on the copper tubing. Vibration caused by the operational effects of the HVAC system can cause the control wire insulation to rub off or cause a weak spot on the copper tubing. The vibration could cause a leak or broken control wire in either case. The other option is to use rubber tubing to cover linesets. Care should be taken, again, to avoid allowing the control wires to rub against the lineset. Like form insulation, the rubber insulation can be taped completely to avoid moisture intrusion and protect against environmental factors. To avoid the time and potential hassle of taping an entire lineset, consider using OutSet™ Jacket. It's an innovative hoop and loop insulation jacket that provides a simple, easy, compliant, and reusable covering for HVAC linesets. Outset Jacket can be installed directly over new or existing lineset foam or rubberized insulations.

A popular protection option for linesets that are attached to a structure either vertically or horizontally to the HVAC system is a lineset cover. They will not only protect the lineset from potential damage but enhance the beauty of the installation. Lineset covers are available in an array of colors suitable to match the exterior of any home or building. The

adjustable lineset covers provide ample room for the lineset, the lineset insulation, and the control wires and offer additional support for the lineset. Lineset covers are likely the most practical, easiest, and most durable solutions for protecting a lineset cover from physical damage, moisture, and corrosion. Look for the brands Fortress, Slimduct, and Cover Guard for exceptional, high-quality lineset covers.

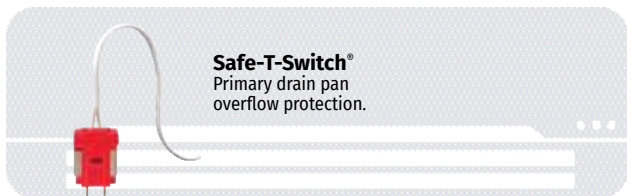
When installing or repairing a lineset, it's important to include the wall intrusion where the lineset enters the structure as part of the lineset protection procedures. Improper lineset wall penetrations can pose challenges and potential problems if not properly addressed. Improperly sealed wall penetrations can result in air leakage, leading to energy losses and reduced HVAC system efficiency. Moisture infiltration is possible when the wall penetration is not correctly sealed and can lead to conditions described earlier. Often it is difficult to connect the lineset insulation effectively to the area where the wall penetration exists. Not only does that allow rodents and other pests to enter the structure, but it can also lead to energy losses, decreased system performance, and potential condensation issues. Lineset wall penetrations can be unsightly if not appropriately addressed. That can lead to the appearance of a low-quality installation and reflect poorly on the HVAC technician's reputation. Finally, consider future service and maintenance of the HVAC system. Removing or replacing lineset insulation during a service or maintenance call can damage the lineset or create additional costs to replace a section or the entire lineset insulation.

A simple remedy to nearly all lineset wall penetration issues is to use OutSet Seal. It's an easy-to-install, hinge-style cover that protects and beautifies lineset wall penetrations. It's an adjustable solution that seals wall penetrations for ducted and ductless HVAC system installations. It resists mold growth, deters rodents and insects, and is UV resistant.

HVAC linesets are designed to last as long as or longer than an HVAC system. With proper installation procedures and added protection, HVAC linesets can provide decades of service.

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Wes Godfrey of Tropic Supply, Matt Foster, David Foster, Gil Ledoux of Uniweld with Joe Zvolenski of Tropic Supply



Charlie and Chuck Del Vecchio with Eric Barnett of Tropic Supply, Don Taylor, retired from Taylor Made Air Conditioning



Port Charlotte Fire Department showing some love at T12 Tropic Supply Port Charlotte



Alexis Perez of Rightway Air Conditioning with Tim Charles Ephrim of Walmart Facilities, Seth English of Tropic Supply, Charles Ephrim of Walmart Facilities



Adam Kilpatrick of Tropic Supply talking with Mario Dragustinovis from Almighty Cooling and Heating at Tropic Supply T15 East Tampa



Richard Hoefs and Richard Craig of Handle Refrigeration with Dan Sesler of Tropic Supply



Everyone at Tropic Supply T5 West Palm Beach enjoying the Customer Appreciation Lunch and Sue Hagenbaumers Retirement



Dwight Forcey, Wes Godfrey, Hamlet Ferreras, Rafael Baez, Randall Bogle, Joe Homan, Joe Zvolenski, Jim Drake of Tropic Supply



Tyler Campbell of The McAllister Group (center) showing Fresh-Aire UV products at Tropic Supply T11 Cape Coral



Everyone coming together to celebrate Sue Hagenbaumers 25 years and retirement!



Lance McMann of Horizon Air Conditioning, Rob Mayhew of Tropic Supply, and Alexis Terzado of Nu-Calgon



Sam Dornbusch of BTU Reps (front) giving product demonstrations at Tropic Supply T19 Daytona Beach



The 30 Slide Food Truck was on site serving Chicken Tenders and Fries, Buffalo Chicken Fries, and Chicken and Waffles!



Dan Blanchard with Anchor Construction of Tampa, Clary Kinloch with Allied, and Mallory David of Sporlan at Tropic Supply T23 St. Petersburg



Contractors having a well deserved break at Tropic Supply T2 Ft Lauderdale North



Isabelle Silva from Tropic Supply, Mitchel Mutor with Code Three Service and Repair, and Brad Bowers from Tropic Supply T-20 Sunrise



It is Taco Time for lunch at Tropic Supply T23 St Petersburg



Rob Brock of Tropic Supply with Jose Galiettis of Galiettis AC at the T11 Cape Coral location

Customer Appreciation



Adam Kilpatrick and Simon Stolbach serving customers at Tropic Supply T15 East Tampa location



Ryan and Wayne Malloy of Malloy's Air Conditioning with Chuck Del Vecchio of Tropic Supply



Frank Barron of Tropic Supply with Brad Munson of Munson's AC and Heating



Jody Long of Nu-Calgon with Roberto from L&K Air Conditioning at Tropic Supply T17 Orlando



Winston Wade of Northern Air Conditioning, Sue Hagenbaumer of Tropic Supply, Richard Hoefs of Handle Refrigeration



Eric Salinas, Dave Movie and Rick Ramnarine of Excell Refrigeration, Dave Taylor Retired of Taylor Made Air Conditioning

Association Cookouts

AD SHOW



There was a steady line to Sue Hagenbaumers office telling her "Thanks" and wishing her all the best in her retirement!



Edwin Velez of Cooper&Hunter servicing Mini Splits quickly and efficiently at Tropic Supply T11 Cape Coral



Gil Ledoux of PED Associates instructing proper technique for brazing aluminum



Mario Vivas of Mario E Vivas & Sons at Tropic Supply T15 East Tampa



Sue Hagenbaumer celebrating 25 years of service with her retirement cake at Tropic Supply West Palm Beach



Alexis Terzado of Nu-Calgon, Randy Poulette and James Clark of Randy Poulette Air Conditioning



Tropic Supply T12 Port Charlotte giving proper evacuation techniques with Tod Sutherland



Wayne Sullivan of Tropic Supply, Misty Kosachiner of Beers Group, Frank Barron of Tropic Supply



Rick Healy of TNC Air Conditioning, Mike Adcock of Tropic Supply, and Andrew Hackett of TNC Air Conditioning



Rafael Ramirez of Tropic Supply, Daniel and Patrick O'Donnel of O'Donnells AC, Sue Hagenbaumer of Tropic Supply, and Tim Nelson of Tim's Refrigeration



Joe Homan at Tropic Supply T2 Ft Lauderdale North trying his skill at brazing



Glenn Paetow of Allied Equipment, Mario Dragustinovis from Almighty Cooling & Htg, and Adam Kilpatrick with Tropic Supply



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Bluon Introduces MasterMechanic, an Innovative AI Based on 50,000 Tech Support Calls to Help HVAC Technicians Diagnose Problems in the Field

IRVINE, Calif. — August 29, 2023 — Bluon, Inc., an innovative software company focused on bringing productivity gains to HVAC contractors and their service technicians, today introduced MasterMechanic, a breakthrough AI tool for HVAC technicians that allows them to instantly diagnose and solve problems in the field, using only natural language. The beta product is available publicly to the entire industry for a limited time at bluon.ai.

MasterMechanic is the first generative AI tool created to assist HVAC technicians. It represents the next stage of tools for service technicians and the beginning of a fundamental shift in how they will handle challenges in the field. MasterMechanic is an assistive application, designed to give HVAC technicians step-by-step answers to specific, complex problems in language that is easy to follow and very specific to the issue at hand.

MasterMechanic is similar to ChatGPT, but instead of being trained on generic internet content, it's trained on Bluon's brand-agnostic and comprehensive body of HVAC data. Bluon's HVAC data includes nearly 50,000 problem-solution scenarios experienced in the real world and the knowledge of some of the top mechanics in the trade. As a result, the system understands a huge breadth of HVAC issues, in virtually every system type from residential to complex commercial units. It knows how technicians describe problems, and how to provide immediate, practical guidance. Bluon's data is unrivaled, making it uniquely suited to develop AI solutions, particularly in the complex and nuanced world of HVAC equipment.

"You can think of MasterMechanic as the collection of Bluon's vast HVAC knowledge. It's like a superintelligence for the industry. This early beta version has been very impressive and even shocking at times. We have an ambitious roadmap for it and are excited to continue expanding its capabilities," said Peter Capuciat, chairman and CEO, Bluon.

"We've been really impressed with the progress in the machine learning community; it's helped us maximize the possibilities of Bluon's immense set of HVAC data. Under the hood, MasterMechanic uses a combination of machine learning approaches including reinforcement learning with human feedback (RLHF), retrieval augmented generation (RAG) in high dimensional vector space, and large language models (LLMs)," said Adam Curry, SVP, Bluon.



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Heatcraft Refrigeration Products debuts new CO2 Transcritical Certification

STONE MOUNTAIN, Ga. — August 28, 2023 — Heatcraft Refrigeration Products, a manufacturer of commercial refrigeration equipment and systems, is excited to unveil its new CO2 Transcritical Certification class, designed to empower experienced refrigeration professionals with advanced knowledge. This course builds on the foundation of the CO2 Transcritical Technology 101 program.

This advanced class focuses on CO2 transcritical refrigeration systems, equipping attendees with the skills to master controls, startup procedures and system commissioning. Ideal for seasoned professionals looking to excel in specialized refrigeration systems.

The course offers interactive lectures, hands-on controller setup activities using a CO2 rack, and practical training on an operational CO2 rack system within Heatcraft's state-of-the-art R&D Lab.

In addition to the new CO2 Transcritical Certification class, Heatcraft has released its complete Fall Training Calendar, featuring a range of courses designed to enhance skills and expand knowledge in refrigeration systems.

"Product training and certification can be a key tool — and differentiator — for contractors looking to grow their business," said Don Fort, senior technical trainer, Heatcraft Refrigeration Products. "Our variety of courses, led by instructors who average nearly 30 years' experience in the field, range from basic

refrigeration principles and core electrical training to more advanced topics such as electronic controls and CO2 transcritical technology."

In-class courses offered this fall at the Heatcraft Training Center in Stone Mountain include:

- Basic Refrigeration and Installation 101
- Basic Electrical & Refrigeration Diagnosis 101 (Two-Day Course)
- Hot Gas Defrost — Mohave™ 101
- intelliGen™ 101
- CO2 Transcritical Technology 101
- intelliGen™ & HFC Products 201 (Two-Day Certified Program)
- CO2 Transcritical Technology & Controls 201 (Two-Day Certified Program)

In addition, Heatcraft is offering several free webinars:

National Landscape of the HFC/HFO Phaseout. A discussion with Mike Pennington, director of engineering for Heatcraft, on current and future regulations that will impact the refrigeration industry in the coming years. — Sep. 5

A2L Refrigerants. This basic course covers the classifications for refrigerants with a focus on what are sometimes called "mildly flammable" refrigerants available today. — Oct. 26; Nov. 7; Nov. 16

For additional information about Heatcraft, including course descriptions, please visit HeatcraftRPD.com/training.

DOE Awards Refrigerant Research Project to AHRTI

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), the research arm of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), has been selected by the U.S. Department of Energy for a \$1.8 million funding award negotiation to conduct essential research on low-global warming potential (GWP) refrigerants. AHRTI will lead a research project to characterize heat transfer and pressure drop performance of new low-GWP refrigerants.

"This research will support the implementation of The American Innovation & Manufacturing (AIM) Act and provide U.S. manufacturers with accurate refrigerant correlations to help them design and commercialize efficient air conditioning and heat pump products using more environmentally friendly refrigerants," said AHRI President & CEO Stephen Yurek, adding that, "the research will fo-

cus on next-generation refrigerants having a GWP of less than 150 with an eye toward helping make U.S. manufacturers more competitive in the global market."

Through this research project, AHRTI will develop accurate heat transfer and pressure drop correlations for lower-GWP refrigerants covering a range of key factors, such as heat exchanger tube diameters, materials, inner surfaces, and operating conditions. The developed correlations will be implemented in publicly available models for system design and optimization. This project is one of the 29 projects selected by DOE through its Buildings Energy Efficiency Frontiers and Innovation Technologies (BENEFIT) funding opportunity to develop advanced building technologies and retrofit practices that enable healthier households and communities and reduce energy waste.

Malco Appoints Bill Spohn and Nataline Lomedico to its Board of Directors



Bill Spohn



Nataline Lomedico

ANNANDALE, MINN. (August 24, 2023) — Malco Products, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, recently added Bill Spohn, president, CEO and majority owner

of TruTech Tools, LTD, and Nataline Lomedico, president and CEO of Giroux Glass to its board of directors. Both Spohn and Lomedico bring decades of experience in the manufacturing, building construction and HVAC industries. Their appointments mark the completion of Malco’s transition to a strategic board.

Spohn is a leading expert in HVAC measurement and building performance, serving as president and CEO of TruTech Tools—the leading online reseller of tools and test instruments for HVACR and Building Performance professionals. He is also the creator and host of the Building HVAC Science podcast, which covers an array of topics in building science and HVAC diagnostics, as well as human comfort, health and safety. Spohn will use his expertise and insights to help guide Malco’s strategies within the HVAC vertical and e-commerce business.

Lomedico has held several leadership positions at Giroux Glass including treasurer, controller and CFO, and currently serves as president and CEO of the employee-owned commercial glazing and glass company. Lomedico has worked in the construction industry for over 24 years, mostly within executive management roles within the construction industry. Lomedico also successfully ran her own business assisting small- to medium- sized construction companies streamline processes to optimize their financial and growth strategies—an area in which she will provide insights and strategic guidance for Malco.

“Both Bill and Nataline bring deep experience in their respected fields that will be invaluable to Malco as we focus on growth into new markets and channels,” said Malco president and CEO Rich Benninghoff. “Both are leaders within their respected fields and have played pivotal roles in their respective industries, and we are proud to have them join our board.”

These two board appointments officially complete Malco’s transition to a strategic board as the company continues to implement its strategic growth plan. Malco has enjoyed a sharp increase (to nearly 13%) in annual growth since 2020, nearly doubling the previous three-year segment, 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 expand its depth and capabilities.

Members of Malco’s strategic board include:

- Phil Sponsler, board chair
- Rich Benninghoff, president and CEO of Malco Products
- Paul Delahunt, former president and CEO of Renewal by Andersen
- Bill Sharpe, co-founder of Pathfinder Companies and Pathfinder Consulting
- Bill Spohn, president and CEO TruTech Tools
- Nataline Lomedico, president and CEO of Giroux Glass

For more information about Malco Products, visit www.malcoproducts.com. Malco Products, 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 and building construction trades. Backed by over 70 years of history, these specialized tools are built to last, rigorously tested and backed by a limited lifetime warranty. Malco is proud to be 100% employee-owned. Malco earned a Manufacturing Excellence Award from Twin Cities Business Magazine in 2022 and was named the 2018 Medium Manufacturer of the Year by the Minneapolis/St. Paul Business Journal. For more information about Malco, visit www.malcoproducts.com.

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Wiring diagram and service information inside cover

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Sanford (407) 324-8003
Lakeland (863) 665-4045

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Stuart (772) 781-0102
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Ft Walton Beach (850) 362-6880
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