

TODAY'S A/C

& REFRIGERATION NEWS

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Glasfloss and Tropic Supply Support Breast Cancer Awareness Month (page 22)



Ferguson Miami Hosts HOLA Customer Appreciation Day (see page 18)



ASHRAE Miami Chapter Technical Meeting at the 94th Aero Squadron (see page 20)



SFACCA October Program Meeting at the Funky Buddha (see page 12)



2023 PBACCA Golf Tournament at the Winston Trails Golf Club (see page B6-B7)

Daikin Launches Effort To Identify Under The Radar GWP Issue



Jeff Schlichenmeyer
Publisher

WALLER, Texas, October 17, 2023 — As government, manufacturers and contractors address the environmental impact of hydrofluorocarbons (HFCs), there's another issue, often lurking unnoticed, potentially raising both electric bills and greenhouse gas emissions: slow refrigerant leaks that may arise in HVAC units.

Often ignored until it becomes an expensive problem, non-catastrophic refrigerant leaks add up over a system's lifetime. Slow leaks can diminish system performance, increasing homeowner costs to achieve satisfactory indoor comfort. Plus, refrigerant leaks from an R-410A system have a high global warming potential (GWP), according to the Environmental Protection Agency.

But Daikin Comfort Technologies North America, Inc. (Daikin) aims to help mitigate those leaks by launching Charge Integrity, a new feature designed for its cloud-based services that alerts HVAC contractors if refrigerant charge levels drop below optimal thresholds.

"Loss of refrigerant into the atmosphere from HVAC systems impacts performance, efficiency and operational cost, while contributing to greenhouse gas emissions," explains Jim Cahill, IoT Solutions Business Leader for Daikin. "Traditionally, these loss-of-charge events often go unidentified until a homeowner complains about ineffective cooling or spiking electric bills."

By identifying slow refrigerant leaks, Charge Integrity enables Daikin Comfort Pro contractors to potentially address issues before they become severe. The powerful feature, now part of Daikin One cloud services, uses smart sensing to identify a non-catastrophic loss of refrigerant charge on many Daikin systems connected to the Daikin cloud, explains Cahill.



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The Event for HVACR will be held in Chicago this January

Looking to stay ahead of the curve? We attract the top minds in the industry to keep you current on everything HVACR. In addition to the latest products and technology, we'll explore trending topics in all sectors of the industry including AI and controls, decarbonization, plumbing & hydronics, heat pumps, refrigerants, workforce development, business and professional growth, and much more.

Led by experts, the program features 100+ free sessions on today's best practices, industry trends, tips for improved ROI, and ways to boost your professional growth. Sit in on rapid-fire 20-minute presentations of new products & tech directly from manufacturers. Three theaters on the show floor will host 150+ presentations.

The AHR Panel Series brings a wide variety of

leaders together to discuss trending topics and the impact across industry segments.

The AHR Expo brings together manufacturers and suppliers of all sizes and specialties to share ideas and showcase the future of HVACR technology. It's the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators, and other professionals to experience everything new in HVACR and build the vital relationships that grow businesses and careers. The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference.

The show will be held at McCormick Place in Chicago on Monday, Jan 22, 2024, 10am-6pm, Tuesday, Jan 23, 10am-6pm, and Wednesday, Jan 24, 10am-4pm.





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Are your employees holding you hostage?

- You're afraid to let them go.
- They demand a raise or they say they'll quit
- You let them get away with inappropriate behavior – either on the job or in the office

First, is your company culture engaging and empowering where people love to work there or is it toxic and unfriendly (whether you realize it or not)?

Many years ago, for a very short time, I worked with a contractor who paid the highest hourly wages in his geographic area...and they were about \$5 higher than everyone else. Techs came because of the hourly wage increase. Within a few months most left.

Why? Because the environment was toxic and unfriendly. It wasn't worth it to be miserable every day and hate their job...so they left.

What is the culture in your company? There is one, whether you've created it or not. Money isn't the only deciding factor as to whether someone stays and wants to work there. Communication with their leader and managers is a big factor.

If you've created a great company culture, then your employees should have KPI's. Clarity builds trust and trust builds culture. They should know what they are and get friendly but clear communications as to where they are in regards to those KPI's. There should be no surprises when they are doing well. There should be no surprises when they are not meeting those KPI's.

If they aren't meeting their KPI's or are costing the company money, then you must find their replacements. (Job cost every job and if there is a crew that continually has a negative net profit per hour, it's time to let that crew go).

I know, it's tough to find people. However, you can and will find them if you have a positive mindset to bringing on the best talent and building an engag-

ing culture.

One of my clients is in a really rural area. They searched in a 200+ mile radius to find employees. They found them. Did it take concentrated effort? Yes.

Did it take time? Yes.

If you have it in your head that you can't find the right people – then you won't find people. If you have it in your head that the right people apply for jobs at your company, then you will find the right people.

Think I'm crazy saying this? One of my clients prayed every morning and every evening. As part of the prayers he asked that the people who should not be at his company would leave and those that should be at his company, please apply. Within a few months all of the people who should have left were gone and he had some new, great field and office team members.

Of course during the day, he actively searched – he did a minimum of one thing a day to find the right people. (I'll tell more of the story during my 12 Days of Holiday Savings series starting Thanksgiving Day).

Then, you need a good assessment, interviewing and onboarding process which connects with who the employee is. Here's a great one that I've found which is designed for building great employee experiences from the day they connect with you. You can get a free trial. <https://dnabehavior.com/start-your-behavioral-journey-for-free>

Hire great people (this takes time) and they will be less likely to hold you hostage. They are proud to work with your company and be a contributing team member that does great things for your customers.

Next Topic: When You Click on This Link... In the past month I've gotten two texts – one supposedly from my gym and another supposedly from my insur-

ance company. Both texts said that my payment was past due and to "click here."

HA! First of all, none of my payments are late.

I went to my gym the next day and asked. The manager looked at my account and yes, I was up to date on payments. All of our payments to our insurance company are through ACH withdrawals. I verified that they were on time too.

Had I clicked on the link and entered information, my bank accounts/credit cards would have been compromised. You know what a pain it is to change everything when this happens.

If you get an email, a text, or other message saying your payments are late or wanting to change the payment method, NEVER assume these communications are legitimate. Always call your contacts, go to your vendor/customer website, your bank accounts, and verify payments you've made.

One of the latest scams: You receive a letter from your customer saying they want to change how your payments are made. Either payment from a different bank or changing from paying you by check to paying you by direct deposit into your account through ACH payments.

Please call your customer at your known telephone number and verify the changes...do NOT call the telephone number on the letter – even if the letter looks like it came from your customer.

Two recent painful losses: One for more than \$50,000 and another for more than \$78,000. Remember, it's not only the cash loss that hurts. Assuming that your net profit is 10% you have to generate \$500,000 or \$780,000 just to make up the losses.

Pass this Contractor Cents on to your accounting team, your wife, your kids, and others who have access to your credit cards and bank accounts. Save yourself some heartaches and sleepless nights.

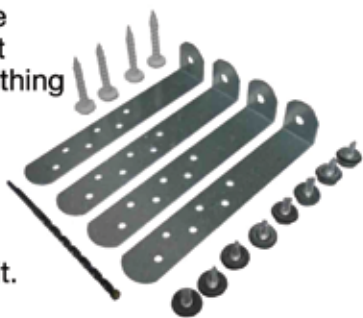


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Understanding Heat Pump Defrost Cycles: What Homeowners Need to Know

By Bryan Orr



Bryan Orr

Older Heat pumps may have a bad reputation but newer heat pump technology has been a game-changer for many homeowners, providing efficient heating and cooling throughout the year. But as with any piece of equipment, they have their quirks. One particular aspect that often raises eyebrows is the defrost cycle. Why does your heat pump make weird noises and then appear to steam? Let's delve into the science behind the defrost cycle to demystify this process.

Why the Ice Buildup?

First, let's understand why the outdoor coil gets frosted in the first place.

- **Natural Process:** As the heat pump operates, it extracts heat from the chilly outdoor air. In doing so, the outdoor coil's temperature drops below the freezing point of water. When this happens, moisture from the surrounding air condenses and freezes on the coil fins.
- **A Growing Problem:** A light layer of frost is standard and isn't a cause for concern. However, if the frost isn't addressed, it can develop into thick sheets of ice, which hamper the system's efficiency and proper functioning.

The Defrosting Dance

Defrosting is a carefully choreographed dance, orchestrated by the heat pump's sensors and controls.

- **Timed Routines:** Typically, heat pumps go

into a defrosting routine every 30 to 90 minutes of compressor run time when the temperatures require it, with each session lasting between 5 to 15 minutes on average.

- **Responsive Action:** Apart from these preset routines, modern heat pumps are also often proactive. They're equipped with sensors that keep an eye on the outdoor coil's temperature. If they detect excessive icing, they'll kick-start a defrost cycle, even if it's out of schedule. This is called demand defrost.

Signs of the Defrost Cycle

Now, if you're around when the heat pump decides to shake off its icy cloak, here's what you might notice:

- **Fan Halts:** The fan in the outdoor unit will temporarily stop. This helps the coil to warm up faster.
- **Refrigerant Reversal:** The refrigerant flow changes direction, making a U-turn. This rapidly warms up the coil, ensuring the ice melts away swiftly.
- **Steam Show:** As the ice melts from the heated coil, you might see steam vapor rising from the outdoor unit. Don't worry, your heat pump isn't throwing a fit. It's just a warm coil meeting cold ice.
- **Cooler Indoor Air:** While the outdoor unit is busy melting ice, the indoor blower fan continues to run. However, you might feel the air being slightly cooler than usual. If your system has auxiliary heat strips, they might kick in, leading to a brief, faint burning smell.
- **Sounds and Noises:** You might hear increased noise from the outdoor unit during this process, often a hissing then grinding

sound, a result of the refrigerant pressures changing.

The Takeaway

It's essential to remember that defrosting isn't a flaw in your heat pump's design. It's a feature that ensures optimum performance.

To Recap:

- **Expected Icing:** A thin layer of frost on your heat pump's outdoor coil is par for the course.
- **Automatic Clean-Up:** The system has built-in mechanisms to clear this frost, ensuring efficiency isn't compromised.
- **Sights and Sounds:** During defrosting, changes in fan activity, airflow, and noises are all typical.
- **A Sign of Health:** If you spot your heat pump defrosting, relax! It's just a sign that your system is working as it should.

So the next time you see your heat pump steaming away on a frosty morning, give it a nod of approval. It's just doing its job, ensuring you stay warm and cozy inside. Please don't call for service unless the unit stops heat completely or if the coil is covered in a sheet of ice.



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Treasury Releases Guidance on 45L Tax Credit for New or Rehabilitated Energy Efficient Home and Multifamily Construction

The Department of Treasury has released guidance to implement Section 45L, the energy efficient home credit, for contractors constructing or rehabilitating energy-efficient homes and multifamily housing. The tax credit provides up to \$5,000 per dwelling to home builders for constructing homes that meet certain efficiency program requirements. Democrats expanded Section 45L as part of their Inflation Reduction Act legislation, the expanded tax credit is available through 2032.

Home builders are eligible for the credit if the dwelling is constructed to meet Energy Star residential new construction or zero energy ready home program requirements and the home is sold before the end of 2032. For multifamily homes, the contractor must meet prevailing wage requirements.

Qualifying home builders are eligible for the following tax credits:

- \$2,500 for single-family homes meeting the applicable Energy Star Residential New Home program
- \$5,000 for single-family homes meeting the zero energy ready home program
- \$500 per dwelling of multifamily housing meeting the Energy Star Multifamily New Construction Program and paying prevailing wages
- \$1,000 per dwelling of multifamily housing meeting the zero energy ready home program and paying prevailing wages.

Alex Ayers is the Director of Government Affairs for HARDI. Alex serves as HARDI's primary lobbyist and policy expert. Alex has spent nearly a decade lobbying on the federal level and published papers and studies in various policy areas including taxes, energy, agriculture, and economics and has testified on tax policy. His research has been cited by organizations such as the Wall Street Journal, Forbes and the Tax Foundation.

YORK® Energy-Efficient Heat Pumps Recognized in Good Housekeeping's 2023 Home Renovation Awards

MILWAUKEE — (October 3, 2023) — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, announced today that the energy-saving YORK® YH2F 15.2 SEER2 1- and 2-Stage heat pump has been recognized in the Good Housekeeping 2023 Home Renovation Awards within the innovative heating and cooling category. After thoroughly reviewing in-depth technical data of thousands of companies/products, the engineers at the Good Housekeeping Institute recognized the YORK® YH2F heat pumps for their superior performance in energy efficiency, improved indoor air quality (IAQ), quiet operation and durability. A full list of winners can be found online at www.goodhousekeeping.com/home/renovation/a44870187/home-renovation-awards-2023.

"We are excited to be recognized by Good Housekeeping," said David Budzinski, president, global residential and light commercial, Johnson Controls. "Their expertise and consumer insights further emphasize homeowners' desires to reduce utility costs and enhance indoor air quality. The



YH2F heat pump accomplishes both criteria within a flexible, compact design while allowing homeowners to reduce their carbon footprint through a sustainable electric system."

The 1.5-5-ton YH2F heat pumps meet several energy efficiency standards, including Energy Star/Consortium for Energy Efficiency (CEE) Tier 1 requirements, reaching up to 16 SEER2 and up to 8.1 HSPF2 efficiency ratings. This high-performance system offers homeowners the ability to save up to 50% on utility costs compared to older, lower SEER systems while also reducing their carbon footprint. YH2F heat pumps can be matched with a YORK® residential gas furnace to create a dual-fuel system that automatically switches between heat sources based on energy costs or heating capacity in extremely cold weather.

Energy-efficient YORK® YH2F Heat Pumps may be eligible for tax and rebate incentives of up to \$2,000 through the Inflation Reduction Act (IRA) and may qualify for additional localized energy incentives to help homeowners off-set initial equipment costs.

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Final Rule Phasedown of Hydrofluorocarbons

On October 5, 2023, the EPA signed a final rule limiting the use of higher-GWP HFCs in new aerosol, foam, refrigeration, air conditioning, and heat pump (RACHP) products. This rule addresses petitions from various groups, including industry, environmental organizations, and state governments, granted by the EPA on October 7, 2021, and September 19, 2022. The EPA has set maximum GWP limits or specific HFC restrictions for most subsectors.

This rule operates by:

- Prohibiting the manufacture, import, sale, distribution, and export of products using higher-GWP HFCs.
- Prohibiting the installation of new RACHP systems with higher-GWP HFCs.
- Requiring labeling of all new products and components using HFCs.
- Mandating annual online reporting from manufacturers and importers of covered products and components.

These restrictions vary by sector and subsector, with the earliest starting on January 1, 2025, and the latest on January 1, 2028. Legacy RACHP components used for repairs are exempt from sales restrictions. Existing products and RACHP systems can continue to operate, and necessary components can be manufactured, imported, sold, distributed, or exported. The distinction between system maintenance and new installations is defined. Labeling requirements take effect concurrently with manufacturing and import restrictions (2025–2028).

Reporting obligations commence in calendar year 2025, with reports due 90 days after each year's end, beginning in 2026. Import and export provisions apply uniformly to domestically manufactured and imported products, with no U.S. manufacturing for export allowed for certain HFC-restricted products. Components for servicing legacy RACHP systems can be domestically manufactured and exported.

At the ESCO Institute, our commitment is to keep you well-informed about such developments as they occur, recognizing that while the simultaneous release of two major rulings may seem overwhelming, it is imperative that we all comprehend their significance and take the necessary steps to ensure compliance. In this brief, we provide summaries of these rulings and essential links for further exploration. Look for further breakdowns of these rulings in the coming days.

Spectroline® Introduces New Products: GLO Seal™ Kits

MELVILLE, NY— Spectronics is proud to announce the launch of two new kits for the GLO Seal™ product family. These new UV dye and AC sealant kits will provide customers with additional choices when it comes to selecting complete leak detection solutions.

The Advantage of Using GLO Seal

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About The Kits

The GLO Seal™ Stick Complete Fluorescent Leak Detection

Kit (SPE-MVLGSDS) and The GLO Seal™ EZ-Ject™ Complete Fluorescent Leak Detection Kit (SPE-MVLEZDS) are composed of everything needed to find and fix a leak. They come with (4) GLO Seal cartridges, injector and hose assembly, UV LED leak detection lamp, Glo-Away Plus dye cleaner, and R-410a adapter. Each cartridge treats up to 3.5 tons (12.3kW) of cooling, for a kit total of 14 tons (49.2kW) of cooling.

About Spectronics:

Spectronics Corporation has engineered the highest-quality, premium-performance leak detection dyes and products since 1955. As the inventors of ultraviolet fluorescent leak detection, they take pride in crafting the most superior leak detection dyes in the industry. They are a family-owned company with three generations of experience in delivering award-winning professional service and the industry's most powerful leak-detection dyes, additives, and lamps.

For additional information, call toll-free 1-800-274-8888. Outside the U.S. and Canada, call 516-333-4840. Visit their website at www.spectroline.com.



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For more info visit daikinfit.com

Chuck Jacobs Retires from GREE Tradewinds after 16 Years of Service with Watsco

It was an honor for Tradewinds' colleagues and friends to celebrate Chuck Jacob's retirement from the HVAC industry.

The celebration was held on Thursday, October 19th, at 6:30pm, at Max's Grill in Boca Raton where we enjoyed a delicious meal, had some lively conversation, and reminisce on the past.

Chuck worked for Watsco Inc. for 16 years, 9 years at Gemaire as a trainer of new territory managers, developer of online catalog and a member of the parts & supplies team. He spent his final years at Tradewinds Climate Systems (GREE) on the Product Manager team.

Prior to Watsco, Chuck worked as a salesman

for York, Westinghouse, and Worchester Controls.

During his retirement, Chuck plans to spend more time with family and friends, travel, play tennis and golf, do some skiing, and play his guitar.

Chuck, we wish you all the best as you enter a new chapter in your life. Thank you for your contribution to making the HVAC industry better.



The GREE Tradewinds Team gathered outside Max's Grill before the retirement celebration began



Chuck Jacobs and his wife Peggy enjoying the start of his retirement



It was a great evening to reminisce and celebrate with Chuck Jacobs at his retirement party!



It just happened to be Chuck Jacobs birthday as well, and everyone sang Happy Birthday and gave him a big cheer!



Chuck Jacobs has worked in the HVAC industry over 16 years



Chuck Jacobs was very surprised to receive a video tribute from many of his associates and friends



Susanne Sanchez, Chuck Jacobs, Susana Yingsi Xu, and Tatiana Force of GREE Tradewinds



Susanne Sanchez and Tatiana Force award Chuck Jacobs with a nice retirement plaque from GREE



Before the evening ended at Max's Grill, everyone celebrating Chuck Jacobs retirement took a group photo together





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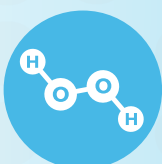
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SFACCA October Program Meeting Workers Compensation

The SFACCA October Program Meeting was held on October 18th, at 5:30 p.m. at the Funky Buddha Brewery, 1201 Northeast 38th Street Oakland Park, FL 33334. The topic was on how Workers Compensation Helps Business Owners. The Guest Speaker was Elizabeth Cranton, a Marketing Representative with Federated Insurance since 2012.

The program covered 1) Guidelines to understand

what is available. 2) Understanding Employer responsibilities. 3) What does Workers Comp Cover and what other coverage should you consider?

The SFACCA November Program Meeting will be held on November 1st, at 5:30 p.m., at the Funky Buddha Brewery. The program will be the yearly SFACCA Roundtable Meeting to plan future events and brainstorm on ways to improve the members ex-

perience. All SFACCA members are encouraged to register and attend the 2024 conference in Orlando, March 11 - 14, 2024.

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



David Becky of Cousins Air Conditioning with Matthew Phillips of Daikin Comfort



Kenneth Gibbs of Kenneth Gibbs Air Conditioning with Artie D'Attilio of Art Plumbing, AC & Electric



Jordan Velez and Dawn Spoto of Art Plumbing, AC & Electric



A nice time of networking at the SFACCA monthly meeting held at the Funky Buddha Brewery



Claudio Rubiera of Brown & Brown Insurance with Jeff Campen of Pyke Mechanical



Stacey Miller, Exec Dir of SFACCA, Gregg D'Attilio, SFACCA Pres Elect, Elizabeth Cranton of Federated Insurance, and Kelly Dexter, President of SFACCA



Erica Mattis, new Executive Director of FRACCA encouraged SFACCA members to register and attend the 2024 conference in Orlando, March 11 - 14, 2024



SFACCA Guest speaker Elizabeth Cranton of Federated Insurance spoke about how Workers Compensation Helps Business Owners




Elizabeth Cranton elaborated on what Workers Compensation does cover and what other coverage should you consider



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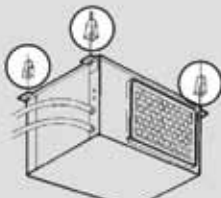
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Performance Pointers

By James Ball



Unlocking Success in Residential HVAC Service: The Role of the Customer Service Representative

In the realm of residential HVAC service, few roles are as vital as that of the person who answers the phone and schedules appointments. We often refer to this position as the Customer Service Representative (CSR) or, in some companies, the dispatcher. The CSR plays a pivotal role in preparing the customer for their service experience, and when performed effectively, can be the linchpin of a successful service call.

The phone is typically the primary means of contact with customers. When it rings, you know a customer needs your help. Customers have often done their research, located your phone number, and made the call expecting you to respond promptly. How your CSR handles the initial phone call and schedules a visit conveys a lot about your professionalism and customer service.

For instance, if the phone rings multiple times before someone answers, it can give the impression that you don't care. In the HVAC, it's commonly recommended that calls should be answered within three rings or around 30 seconds to one minute. This prompt response time can significantly improve customer satisfaction. It's crucial for the CSR to greet each call with gratitude. They should acknowledge the customer's trust that your company will address their comfort needs. The CSR should also express empathy for the customer's situation and show that your firm genuinely cares about their concerns. CSRs should assure customers that the company will be their advocate throughout the service process. This approach sets the tone for a positive and reassuring customer experience.

Complete a Comprehensive Customer Profile

It's essential to start by building a thorough customer profile. During the conversation, CSRs should

repeat back to the customer their phone number, address, and zip code to ensure accurate record keeping. Accuracy is critical. Here in South Mississippi, there are several streets with the name Pine Drive. Often, my technician ended up at the wrong Pine Drive because my CSR failed to record the customer's address accurately.

Your service technicians need accurate address information.

Furthermore, the CSR should ask customers about the existing HVAC equipment's age and the last time it was serviced. Asking questions to gain a better understanding of the service issue's urgency is also the CSR's job. Additional pertinent information about children, sitters, or pets that may be present at the home during the service visit is priceless. Knowing the type and temperament of any pet is especially important to ensure a technician's safety.

Schedule a Time Window

CSRs can only guarantee an exact arrival time for the first call of a technician's shift. Subsequent calls are contingent on the varying lengths of service. This challenge makes offering a precise time nearly impossible. In my experience, it's most effective to provide customers with a two-hour arrival window and promptly inform them of any delays as soon as the CSR realizes them. It's vital to avoid the frustrating scenario of scheduling an arrival time between 11:00 am and 1:00 pm, only to show up at 5:00 pm.

To manage time effectively, the CSR should dispatch one call at a time to the technician. This strategy allows for real-time monitoring of the schedule and keeps the customer well-informed. The CSR should coordinate with the technician, ensuring that tech notifies them when completing their visit. This

approach allows the CSR to call the next customer and verify their availability before dispatching the technician. By consistently monitoring the schedule and keeping customers updated, you can enhance the overall customer service experience.

Set Expectations for the Service Visit

Setting clear expectations is the key to a successful service call. Your CSRs must find out who will meet the technician and authorize the work. They must ensure the customer understands the technician will provide pricing before any work begins, and will collect payment at the end of the service visit. Setting this expectation avoids payment issues and helps the technician collect before they leave the call.

Personal Touch

Before concluding the initial phone conversation, your CSR should ensure the customer knows their name. They should let the customer know that if they have questions or concerns, they can call back and ask for them by name. Great customer service happens when CSRs make every effort to ensure the technicians arrive as close to the scheduled time as possible. Your company should take full responsibility for ensuring the technician resolved the customer's issue and thank them again for their trust in your service.

Measure Performance

Start a personal score card and encourage your manager to review the customer service representatives' performance. Measure the number of calls scheduled, the scheduled-to-actual arrival time, completed customer information, and any other key performance indicator (KPI) to evaluate performance. Then, strive to improve.

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2024 ASHRAE Winter Conference to Focus on Decarbonization, Climate Change, AI and More

ATLANTA (October 26, 2023) – ASHRAE has unveiled the preliminary technical program for its highly anticipated 2024 ASHRAE Winter Conference, taking place January 20-24, 2024, in Chicago, IL. The technical program can be found online and in the ASHRAE 365 app.

With a focus on addressing the pressing challenges of decarbonization and climate change, the conference will feature 11 technical tracks and over 100 sessions, offering attendees a wealth of knowledge and insights. Participants will have the opportunity to earn Professional Development Hours (PDHs) while exploring tracks such as Decarbonization and Climate Change, Clean Spaces and Mission Critical Facilities, Tall Buildings Design, Artificial Intelligence, Refrigeration and Refrigerants and more.

"The conference gives attendees an unparalleled opportunity to discover practical and timely solutions to some of the greatest challenges facing the built environment," said Suzanne LeViseur, 2024 ASHRAE Winter Conference chair. "ASHRAE's decarbonization focus is included within all of the technical tracks, so that we can provide effective strategies on a variety of topics through the conference sessions."

Some examples of decarbonization related sessions include:

- Decarbonization in Cold Chain Process (Refrigeration and Refrigerants Track)
- The Logical Way to Tap Into Decarbonization: Hydronic District Energy Systems (Hydronic Systems Track)
- Beneficial Electrification (HVAC&R Systems and

Equipment Track)

- Grid-Interactive Buildings for a Decarbonized World (Decarbonization and Climate Change Track)

Additional trending session include:

- Laboratory Superhero: The Critical Plan to Save
- Pulling Back the Curtain on DEI
- Standard 241: You Have Questions; We Have Answers
- Artificial Intelligence for Buildings Performance Simulation
- Harmony in Action: ASHRAE Standards Paving the Way for Building Decarbonization
- What's the Fuss About Zero Trust Cyber Security for BAS Control Systems
- Who's Afraid of the Net Zero Wolf?

During the Plenary session, Canadian climate change solutions expert Chris Turner will give a keynote presentation on the global shift towards clean energy. ASHRAE Executive Vice President and Secretary Jeff Littleton will provide Society updates in his report and the accomplishments of ASHRAE's members will be recognized during the Honors and Awards ceremony.

At the President's Luncheon, 2023-24 ASHRAE President Ginger Scoggins will deliver her State of the Society address, marking progress toward initiatives outlined in the current Society theme, "Challenge Accepted: Tackling the Climate Crisis."

The ASHRAE Learning Institute will offer 18 courses during the conference. All courses are approved for continuing education credits toward main-

taining P.E. licensure.

Four new courses are being offered:

- Starting the Path to Net-Zero Buildings Using ASHRAE 90.1-2022
- Understanding ASHRAE Standard 241 Control of Infectious Aerosols – Background, Overview, and Key Requirements
- V in HVAC – Health and Energy Improvements Using the Indoor Air Quality Procedures
- Is Your Building Ready? Applying ASHRAE Standard 241 Control of Infectious Aerosols – Facility Assessment, Planning, and Implementation

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.

The cost to attend the conference in-person is \$755 for ASHRAE members (\$1,010 for non-members, which includes an ASHRAE membership for one year). Early bird discounts are available for registrations completed prior to November 26. Company packages are available for virtual registrants. Conference registration includes free entry to the co-sponsored 2024 AHR Expo, January 22-24, 2024. Please check the conference webpage for additional pricing. Members of the media may receive a complimentary press registration to attend the conference and AHR Expo, with a special invitation to join President Scoggins at a press coffee event.

To learn more about the 2024 ASHRAE Winter Conference and to register, visit ashrae.org/2024winter.

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EPA Proposes Increased Requirements for Reclaim and Leak Repair

The Environmental Protection Agency (EPA) has released a proposed HFC management rule designed to reduce leaks and venting of HFCs. While the rule does contain some expected components, the EPA has also included some proposals that were unexpected. Additionally, the agency is seeking advance comment on technician training requirements and is not proposing any changes to the current 608 program in this rulemaking. The proposed rule contains the following proposals:

- Extend leak repair requirements to appliances with more than 50 pounds of an HFC or substitute refrigerant with a GWP higher than 53
- One year after the rule is finalized, require appliances between 15 and 50 pounds of HFC or substitute refrigerant to comply with leak repair requirements
- Install automatic leak detection systems on commercial refrigeration or industrial process refrigeration

appliances with a charge size of 1,500 pounds or more.

- For new equipment the automatic leak detection system must be installed within 30 days
- For existing equipment, automatic leak detection systems must be installed within one year of the final rule
- EPA is proposing to require reclaimed refrigerant be used for the initial charge of the following types of equipment starting on January 1, 2028
 - residential and light commercial AC and heat pumps
 - cold storage warehouses
 - industrial process refrigeration
 - stand-alone retail food refrigeration
 - supermarket systems
 - refrigerated transport
 - automatic commercial ice makers
- EPA is also proposing that reclaimed refrigerant

be used for servicing or repair of the following types of equipment starting on January 1, 2028

- stand-alone retail food refrigeration
- supermarket systems
- refrigerated transport
- automatic commercial ice makers
- EPA is proposing similar reclaim requirements for fire suppression equipment along with required training and reporting in that sector
- EPA is seeking feedback on a proposal to require all disposable refrigerant cylinders be sent to an EPA-certified reclaiming or fire suppressant recycler to remove the remaining heel charge starting on January 1, 2025.
- EPA is seeking feedback on other possible methods for ensuring the heel charge in all disposable cylinders is recovered
- EPA is once again proposing to track the movement of all cylinders containing HFC refrigerants through the supply chain, including to the reclaiming for heel removal, with a stagger implementation starting on January 1, 2025, and a prohibition on the sale of cylinders without tracking on January 1, 2027.

ants through the supply chain, including to the reclaiming for heel removal, with a stagger implementation starting on January 1, 2025, and a prohibition on the sale of cylinders without tracking on January 1, 2027.

• This proposal was struck down by the District Court of Appeals in *HARDI v. EPA*, in which the court said, "The EPA has not identified a statute authorizing its QR-code and refillable-cylinder regulations."

• EPA is claiming that the court decision was limited to subsection (e)(2)(B) and, therefore, has the authority to re-propose it under subsection (h).

While the AIM Act does give EPA a lot of latitude under subsection (h) by allowing the agency to "promulgate regulations to control, where appropriate, any practice, process, or activity regarding the servicing, repair, disposal, or installation of equipment," the EPA is choosing to expand beyond that authority by claiming jurisdiction over the "entire practice, process, or activity, including aspects of it that may occur before or after the servicing, repair, disposal, or installation of the equipment." Allowing the EPA to claim this level of authority is a slippery slope that could allow the EPA to regulate activities at the OEM and distributor levels not granted by the AIM Act.

EPA is providing a 60-day comment period that begins when the proposed rule is published in the Federal Register. Please provide any feedback on the proposal to Alex Ayers at HARDI.

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Performance Pointers

By James Ball
(continued from page 14)

To be a High-Performance contractor, you must provide a service experience that stands above others. Document your service call process and be sure your CSR understands each step. High Performance doesn't happen by accident. Plan each customer interaction out and document them so you have a path to not only deliver top-quality HVAC service but also provide a positive and reassuring experience for your customers.

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

If you're an HVAC contractor or technician interested in learning more about High-Performance HVAC, contact Jim at jimb@ncihvac.com 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.



Current Administration Increases Federal Cost-Share for Hurricane Ian Recovery

WASHINGTON -- FEMA Administrator Deanne Criswell announced today that Commander In Chief made additional disaster assistance available to the state of Florida to supplement recovery efforts in the areas affected by Hurricane Ian between Sept. 23 – Nov. 4, 2022.

The President authorized the federal cost-share for public assistance to be increased from 75% to 90% of total eligible costs.

"It has been a little over a year since Hurricane Ian devastated Fort Myers and surrounding communities in Florida. Sadly, more than 140 people lost their lives, and over 33,000 survivors were displaced from their homes," said Administrator Criswell. "However, Floridians remained strong in the face of this tragedy, and with the support of our federal, state and local partners, we have used every tool at our disposal to help Florida recover from this disaster.

To date, the Biden-Harris Administration has provided over \$8 billion in federal assistance, and this latest cost-share adjustment means that even more federal assistance is on the way. The road to recovery is long, and at times difficult, but FEMA will be there every step of the way."

To date, federal support following Hurricane Ian for Florida totals \$8.69 billion:

- FEMA provided \$1.13 billion in grants to more than 386,000 households in 26 counties.
- The U.S. Small Business Administration approved \$1.94 billion in disaster loans for homeowners, renters and businesses.
- FEMA's National Flood Insurance Program paid \$4.38 billion for more than 47,300 claims filed.
- FEMA obligated more than \$1.8 billion to reimburse state and local applicants for emergency response, debris removal and repair or replacement of public facilities.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 877,200 units in August 2023, down 8.7 percent from 960,374 units shipped in August 2022. U.S. shipments of air conditioners decreased 3.2 percent, to 541,108 units, down from 559,137 units shipped in August 2022. U.S. shipments of air-source heat pumps decreased 16.2 percent, to 336,092 units, down from 401,237 units shipped in August 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 12.6 percent, to 6,469,355 units, down from 7,403,143 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 14.7 percent, to 3,783,265 units, down from 4,435,599 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 9.5 percent, to 2,686,090, down from 2,967,544 units shipped during the same period in 2022.

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Ferguson Miami Celebrates HOLA Customer Appreciation Day!

October 11th, 2023

Ferguson HOLA- Hispanic & Latin American Business Resource Group hosted a very special “Customer Appreciation Day” coinciding with Hispanic and Latin American Heritage Month on Wednesday October 11th, at the Miami Branch location.

This event was a great opportunity to express Ferguson’s gratitude to their loyal customers but also to do so in a way that reflects their dedication to fostering a diverse and inclusive community.”

Several product vendors were on site showing their new products and answering questions, plus customers were served a delicious Paella which was prepared right on-site. There were prizes, and nice giveaways too.

This special event introduced some HVAC products that will be available at select Ferguson Plumbing locations like Durastar Mini Splits, Nest Pro Products, and Milwaukee Tools.

At Ferguson, they have a very distinctive culture

anchored in customer service. They are a relationship business. Together they help build more than homes and office buildings. They help build relationships, trust, confidence and community.

Ferguson is a leading value-added distributor in North America providing expertise, solutions and products from infrastructure, plumbing and appliances to HVAC, fire, fabrication and more. They exist to make their customers’ complex projects simple, successful and sustainable.



The Ferguson Miami HOLA Customer Appreciation Day was busy all day at the counter



Hugo Fuenmayor and Roger Medina of The W Hotel Group with Fernando Ramirez of Google Nest Pro



Rachel Evans, Jose Lopez, Felix Colon, Clayton Riddle, Peter Noble, and Alex Llana



Peter Noble of Ferguson with customer Danny Milanes and Maria Acosta of Ruud Air Conditioning



Amazonia Party Rental Miami prepared a delicious Paella on-site at Ferguson



Eric Alayon of GROHE - American Standard, Llisel Espejo, customer of Ferguson, and Carlos Briceno of GROHE - American Standard



Rob Sarmiento and Freddie Hernandez of Milwaukee Tools, Jose Lopez of Ferguson, and Mark Singleton of MV Piping Solutions



Ferguson Miami Team working together to make HOLA Customer Appreciation Day a big success!



Fernando Ramirez of Google Nest Pro with Jose Lara, Lester Enriquez, and Carlos Perez of Hydra Tech Plumbing



Matt Daniele and Alex Sanchez of Ferguson, Emma Alvarez and Dayron Forte of Ritz Carlton, and Maria Acosta of Ruud Air Conditioning



Peter Noble, Andrea Chico, Courtney Whitaker, Alex Llana, and Javier Alfonso of Ferguson



Daniel Alvarez, Carlos Lajara, Rachel Evans, and Andrea Chico of Ferguson



Amazonia Party Rental Miami did a fabulous job catering to all the hungry customers, vendors, and employees



The Ferguson HOLA Welcoming Team came together for a group photo



Carlos Lajara, Andrea Chico, Rachel Evans, and Daniel Alvarez of Ferguson

HARDI Distributors Report 4.5% Percent Revenue Increase in August

COLUMBUS, Ohio, October 12, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.5% percent during August 2023. The annual sales growth for the 12 months through August 2023 is 5.7% percent.

“August is the last meaningful month of cooling season, and this summer was mixed,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “There were some unusual heatwaves in the headlines this summer, but nationally the cooling degree days were off by about 20% during May and June, then close to normal during July and August.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 40 days during August 2023. “The DSO is shortest during the summer and longest during winter,” said Loftus. “The post-Covid DSO for August has been very close to 40 since August 2020. The stability or consistency is amazing, especially after the Fed’s actions and the market’s response.”

“HARDI distributor’s peak annual sales growth rate was just before the Fed began increasing rates during March of 2022,” said Loftus. “Distributor sales growth has been under pressure as the Fed increased rates eleven times during the past eighteen months. Hopefully the Fed is about done, along with the downward pressure on distributor sales growth.”

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.

Aspen Manufacturing Introduces New Downflow Kits for Greater Performance

Humble, Texas, October 4, 2023 - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential, multi-family, and light-commercial heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, introduces new downflow kits specific to the drain pan type. Effective immediately, there are now downflow kits for metal drain pans and separate downflow kits for plastic drain pans.

The new kits, sold separately, are available as individual packages and will contain easy installation instructions.

Two downflow kits are available for metal drain pans: DWNFLWM-16 for 16-inch-deep metal pans and DWNFLWM-18 for 18-inch-deep metal pans. A single kit, DWNFLWP, is the order number for plastic drain pans. This kit provides a simple, single solution for all plastic drain pans.

All kits support Aspen’s C- and D-Series coils for downflow/counterflow installations. Manufactured housing coils and air handlers will be shipped with downflow kits included.

“We’re introducing the new Aspen coil downflow kits to enhance our customer’s experience and provide the highest quality products,” said Riley Archer, Vice President Sales and Marketing at Aspen. “The easy-to-install kits are designed to make installation more efficient and provide greater reliability. It’s just one more reason why smart contractors rely on Aspen.”

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, AspenPro and Airmark brands.

Ferguson HVAC in Port St Lucie is Now Open for Business

Ferguson HVAC is pleased to announce that their new location in Port St. Lucie is now open for business. The address is 13825 SW Anthony F. Sansone Sr. Blvd., Unit 1, Port St. Lucie, FL 34987. The branch manager is Sam Mazzei, and you can phone him at 772-619-1104 or email at sam.mazzei@ferguson.com

Stop by their new Port St Lucie location for all your residential and commercial HVAC needs. This location offers a full line of aftermarket and OEM parts with over 50,000 sq. ft. of warehouse and counter space.

Major equipment lines include Ruud, Durastar, and Fujitsu, with IAQ and connected solutions and all the supplies you need for any job!

Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment, parts and supplies. HVAC contractors across the country rely on them for the best unitary and ductless equipment brands and for a wide-range of



HVAC products including accessories, controls, air distribution supplies, and service and repair parts. Their highly trained associates are experts on the products they carry and offer the training, consultation and technical support you need to service your customers.

Ferguson HVAC Branches are supported by an advanced network of 12 distribution centers strategically located around the country. Their superior logistics system means you’ll find the products you need, when you need them, all backed by the world-class customer service you’ve come to expect from them.

Ferguson raises the bar for industry standards. For over 60 years, we have been delivering world-class service to our customers. They supply HVAC contractors with the products needed to complete residential, commercial and new construction jobs. We provide free delivery for your orders, whether it’s to your shop or to a jobsite.

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ASHRAE Miami Technical Meeting - How to Streamline the Florida Building Code Wind Load Approval Process for Rooftop Equipment

ASHRAE Miami Chapter held their Technical Meeting on October 17th, 2023 at 12pm, at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. The meeting presentation was about “How to Streamline the Florida Building Code Wind Load Approval Process for Rooftop Equipment.” The speaker was Alfonso Fernandez-Fraga, PE, ASHRAE Life Member and past Chairman for the

Miami-Dade County Board of Rules and Appeals. Everyone may have a different understanding of the Florida Building Code 301.15 and Equipment NOA requirements, and this presentation helped clarify many misconceptions on the approval process and help identify the requirements to meet Code. The next meeting will be on Nov. 14th at 12pm,

at the 94th Aero Squadron. The topic will be the “2023 Florida Energy Conservation Code Changes” by Timothy G. de Carion and “Significant Changes to the 2023 Florida Mechanical Code” by Rolando Soto from Broward County Board of Rules and Appeals. There is also a new website. Visit at <https://www.ashraemiami.com>. Join ASHRAE and become a member!



Guz Gomez, Nelson Hernandez, and Javier Noriega of Jascko Corp



Ruben Abreu of Walker Reid Strategies, Inc., Albert Shub of F.E.S. Inc and Alberto Juarez of Daikin



Brenda Martinez Atmos Air Solutions, Jose Martinez, Rafael Vicenz, and Evan Lastres of Integrated Cooling Solutions



Francisco Garcia of Francisco Garcia Consulting Engineers with Alfredo Utset and Juan Utset of NESI Solutions



Keith Miller of Cors Air, Rafael Palacios of Epic Forensics Engineers, and Derek Roberts of Cors Air



Carlos Mesuri, Richard Russo and Bill Miller of HVAC Associates



ASHRAE Miami members on the Chapter Board and Leadership Team for 2023-24



Alfonso Fernandez-Fraga, PE spoke about how to Streamline the Florida Building Code Wind Load Approval Process for Rooftop Equipment



Sam Martin, President, ASHRAE Miami spoke to the members on future events

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Glasfloss, Ruud and Tropic Supply In Support of Breast Cancer Awareness Month

Glasfloss, and Tropic Supply made a \$6,000 donation to Susan G. Komen to provide financial assistance, education, and support services for underserved individuals who are actively undergoing breast cancer treatment.

During the month of October, many Tropic customers entered a selfie contest to win 1 of 4 neat Ruud-Branded Carhartt® Foundation Molded Base Tool Bags. Any contractor who purchased any two cases of Glasfloss filters on a single invoice received a FREE “KEEPING PINK COOL” T-shirt. To enter the Ruud branded Carhartt® Foundation Molded Base Tool Bag contest, contractors needed to take a

selfie wearing the Keeping Pink Cool T-shirt while installing a Glasfloss filter. Then they emailed their selfie to Marketing@tropicsupply.com. Contestants were required to like Tropic Supply’s Facebook page, and then they were entered for that weeks drawing. One winner was selected randomly each week. Drawings were held on Oct. 6th, 13th, 20th and 27th. See some of the the winners below!



1st week winner for the Selfie Contest was Tristen Hayes of Sterling Service. He received a Free Ruud-Branded Carhartt® Tool Bag



The ladies of La Paloma Blanca (The White Doves) Restaurant in Naples coming together in unity to support the cause!



House Comfort Solutions displaying their “KEEPING PINK COOL” T-shirts and getting ready for Halloween



3H AC of Tampa Bay coming together in support of Breast Cancer Awareness!



Jerry Brittingham AC & Heat “KEEPING PINK COOL” at the Tropic Supply Daytona Beach Resource Center



2nd week winner for the Selfie Contest was Blake Wolf of Florida Air Specialists. He received a Free Ruud-Branded Carhartt® Tool Bag



Techs from Air Concepts received their free “KEEPING PINK COOL” T-shirts for their Glasfloss purchase



Victoria Simpson, Bonita Ruffing, and Leslie Brown from location T22 Tropic Supply Ocala wearing their “KEEPING PINK COOL” T-shirts



Fede Leclerc with Edd Helms A/C & Electric received his free “KEEPING PINK COOL” T-shirt for his Glasfloss purchase



3rd week winner for the Selfie Contest was Andrew Cieslak of Cool Today. He received a Free Ruud-Branded Carhartt® Tool Bag



Southeast Heating & Cooling stocking up on Glasfloss filters at Tropic Supply Sunrise wearing his “KEEPING PINK COOL” T-shirt



Conner's Cold Services in full force “KEEPING PINK COOL” serving the West Palm Beach Area



Mitch Munoz of AAA Able Appliance Service with Brad Bowers of Tropic Supply Sunrise wearing their “KEEPING PINK COOL” T-shirts



Behrens Heating & Air Conditioning wearing their “KEEPING PINK COOL” T-shirts for stocking Glasfloss filters



4th week winner for the Selfie Contest was Austin R Bryant with Thermal Engineers Inc. He received a Free Ruud-Branded Carhartt® Tool Bag

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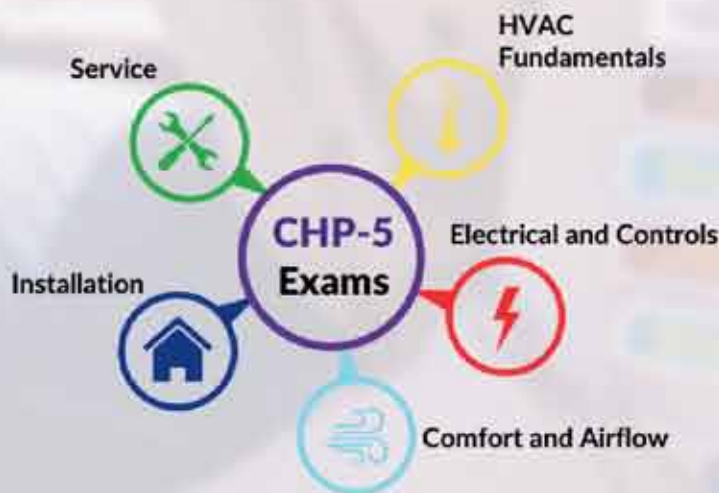
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Canned Soup
Ketchup/Mustard
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Canned Meat
Cooking Oil

Each donation will earn you one entry into our raffle for a chance to win one (1) of the twenty-seven (27) prizes listed below.*

*Minimum of one winner per Tropic Supply Resource Center

RAFFLE PRIZES

- (1) One \$200 VISA gift card courtesy of Target Sales
 - (1) One mystery gift card courtesy of Sporlan
 - (1) One Yeti Roadie 24 hard cooler, (1) one PRO-Fit Precision flaring kit, and (1) one PRO-Fit swaging kit courtesy of Rectorseal
 - (1) One 63325, Deluxe Alloy Ratchet Tube Bender Kit from Yellow Jacket
 - (1) One gift basket of Refrigeration Technologies products courtesy of Refrigeration Technologies
 - (1) One \$200 Home Depot gift card courtesy of Russell
 - (1) One oxy-actylene torch kit courtesy of Harris Products Group
 - (1) One iWave C courtesy of NuCalgon
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 - (1) One cordless Milwaukee Drill courtesy of Allied Air
- (2) Two Sensi wi-fi stats courtesy of White Rodgers
 - (1) One portable AC (CH-STLS-14AC) courtesy of Cooper&Hunter
 - (1) One Lightstick/Lightstick Plus courtesy of DustFree
 - (1) One \$250 credit courtesy of MA-Line
 - (1) One \$200 gift card courtesy of Ruud
 - (1) One coffin box courtesy of The Metal Shop
 - (2) Two jugs of 410A courtesy of Honeywell
 - (2) Two LuxPro P521Us, (1) one LuxPro P111, (1) one LuxPro P711 courtesy of Johnson Controls, Inc.
 - (1) One #CI445 HVAC Clamp Meter, (1) one #ET600 Insulation Resistance Tester, (1) one #IR10 Dual-Laser Infrared Thermometer courtesy of Klein Tools
 - (1) One \$200 cooler courtesy of Chamberlain (Seal & Designs)
 - (1) One VPS6DU courtesy of CPS

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How to Meet the Demand for Increased Training in the Trades

For every person entering the trades, five more are retiring, according to a 2019 study by ISHN. Those retiring are taking years of knowledge with them. Not only that, but HVAC is a quickly growing industry: according to ACCA, there will be 13% more HVAC mechanic and installer jobs in 2028 than in 2018, a higher percentage than average across occupations. The industry is growing, but it is losing people—and what they know.

Finally, as the HVAC industry shifts to be more mindful of the environment, standards for energy quality and efficiency are shifting to match. These changing standards are new information that needs to be communicated to all, including those who already have years of knowledge and experience.

In 2022, the application rate for young people seeking technical jobs dropped 49% compared to 2020, according to NPR. As the industry grows even while retirement rates climb, it’s more important than ever to attract the next generation to the trades by showing them what opportunities are available.

Then, as new recruits join, it is important that they receive proper training, providing a path for career development and success within the industry—no company succeeds without its employees’ success. The more quickly new recruits are brought up to speed on products and procedures, the more effective they will be in a shorter time span.

Not only do new employees need training on how to use products, but experienced employees need training on new standards—for example, the 2023 increase in the minimum SEER rating for residential systems. Per end user feedback, employees also need to know what applications their customers are using their product for. As the world changes, needs within the industry change, and companies need to be able to communicate this to their employees.

Distributors need to adapt to the change in the industry, attracting new recruits to the industry and keeping their team members up to date. As distributor team members are provided training, they not only become knowledgeable on industry standards, but on current products, becoming more confident and leading to higher sales. The sooner this training happens,

the sooner employees will build this confidence and become a greater asset to the team. Distributors need to stay ahead of the curve to stay competitive. When you provide training to your team members, they become experts, helping you build a reputation based on trust and respect.

It starts with attracting new recruits. The trades can be introduced at a high school level, and companies can provide support for such curriculum by sharing their own online courses or sending professionals for hands-on training. As more students understand the benefits of working in the trades, more young people will join the industry.

As people retire from your company, their knowledge retires with them unless employees are properly trained. When new team members join, they should receive onboarding training, helping them to understand not only their position, but the company, and the industry, as a whole.

But training doesn’t stop with new employees—team members should be continuously periodically trained, whether it’s on new standards in the industry, new products, or material that hasn’t been reviewed in a while. This training helps employees continue to feel supported by the company and act as a knowledgeable resource for your customers.

This training can—and should—be shared through various formats. In-person demonstrations are perfect for demonstrating practical knowledge, such as how to work certain pieces of equipment. Mentorships between novice staff and senior team members allow tenured knowledge to be passed down. Finally, online training courses are an easy and efficient way to ensure every team member completes onboarding, compliance, and safety courses, as well as remaining current on the newest products and standards.

Embracing the changes in the industry demands a commitment to comprehensive training – a strategy that can propel the industry forward by preserving knowledge, fostering growth, and ensuring excellence. Through a combination of training formats, distributors and companies alike can champion a future where knowledge is seamlessly passed on and the trade continues to grow. *Article by BlueVolt*

American Residential Services Announces 2023 ARS Cares Program

MEMPHIS, Tenn., Oct. 2, 2023 /PRNewswire/ -- American Residential Services (ARS/Rescue Rooter), the nation’s leading provider of HVAC and Plumbing services, has announced a call for nominations for its ARS Cares Community Heroes initiative, which awards free HVAC systems or water heaters to deserving recipients in the many communities ARS serves. The Community Heroes initiative is an extension of the year-round ARS Cares program, which provides a new system to deserving homeowners suffering without heat, air conditioning, or water heaters.

ARS is requesting submissions from the general public to identify community members in need of a new HVAC system or water heater. Individuals can submit nominations for the ARS Cares Community Heroes program via ars.com/ars-cares.

“ARS is committed to giving back and ensuring the comfort of homeowners,” said Scott Boose, CEO of ARS. “We are proud to offer top-quality products and installation services free of charge to our community heroes – military veterans, first responders, teachers, healthcare professionals, and many more who give so much to others.”

Open immediately, the nomination period for the Community Heroes initiative will close on Friday, October 20. ARS’s national network of brands will select a recipient in each entry market, and selected homeowners will be notified by early November. Installations will be completed by late November. Eligible recipients will be selected based on criteria that include community impact and financial need.

The ARS Cares program was established in 2016 to support the communities where we live, work, serve, and play. Since that time, ARS branches have completed more than 230 home services makeovers, donating over \$1.6 million in equipment and services to deserving recipients.

To learn more about ARS Cares and view official Terms and Conditions, please visit www.ars.com/ars-cares.

Glasfloss Industries Hires New COO



Darryl Heffline

Desoto, TX – Don Kingston, CEO, today announced the hiring of Darryl Heffline for the position of COO.

“It is with great pleasure that I announce the appointment of Darryl Heffline to the newly created position of Chief Operating Officer for Glasfloss.

Mr. Heffline brings over 25 years of experience in manufacturing, logistics and serving customers. With his degree from Penn State in Business Logistics and his years of experience with companies such as Kimberly-Clark and Bell Helicopter, he will bring depth to our already talented leadership team. His philosophy of employee and customer first fits perfectly with the established Glasfloss business philosophy,” said Don Kingston, CEO.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company is 100% employee owned and operated and serves all major commercial, industrial and residential HVAC filtration markets.

For more information on Glasfloss and its products, please visit: www.glasfloss.com

Danfoss DSG Compressor Named Cooling Category Winner in 2024 AHR Expo Innovation Awards



Danfoss is proud to announce that their DSG compressor has been named the winner in the Cooling category of the 2024 AHR Expo Innovation Awards. The annual awards competition honors the most inventive and original products, systems, and technologies that will be showcased at this coming January’s International

Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo) in the categories of building automation; cooling; sustainable solutions; heating; indoor air quality; plumbing; refrigeration; software; tools & instruments; and ventilation.

The DSG features an innovative design to enable a smooth transition to low-pressure, low-GWP refrigerants. Specifically designed for low pressure refrigerants such as R1234ze with low global warming potential, it provides chiller systems with a wide range of compressor capacities to support unit design requirements.

- Supported applications include but not limited to:
- 100-600kW Hydronic Systems – air to water and water to water units with both single and dual refrigeration circuits
 - Comfort cooling air to water chillers
 - Comfort cooling and reversible water to water chillers
 - IT cooling air to water and water to water chillers

- Process air to water and water to water chillers with positive temperatures
- Chillers for medium temperature small/medium cold rooms

Single compressors are available from 20 to 40 tons of refrigeration and larger capacities are available in manifolded configurations to offer enhanced system design flexibility. The DSG platform has been designed so that the physical compressor size is virtually the same as with R410A. To achieve this, the entire compressor has been newly designed internally from the ground up to take advantage of all the available area inside the compressor shell. The DSG also has an optimized intermediate discharge valve inside the compressor to further enhance part load capacity operation and energy efficiency.

“The DSG enables a smooth transition to low-GWP refrigerants without a major increase in compressor size,” said Nick Mislak, regional segment marketing director for HVAC at Danfoss. “Its optimized design makes it one of the most innovative compressors on the market today, and we are proud to be recognized with this award.

Winners of the AHR Expo Innovation Awards program are selected by a panel of third-party ASHRAE member judges who evaluate all award entries based on innovative design, creativity, application, value and market impact. This year’s award winners will be recognized in a formal ceremony during the 2024 AHR Expo, which takes place January 22-24 in Chicago.

Ferguson Hosts Ruud Endeavor Inverter Training Class in Fort Lauderdale FL



Randy Zolick and Donny Figuero of Ferguson HVAC were the facillitators of the Ruud Endeavor Inverter training

During the month of October, Ferguson HVAC hosted several Ruud Endeavor Inverter Training Classes in Florida. On October 18th, this class was from 8:00 am.-12:00 pm. at the Ft. Lauderdale Ferguson location. The facillitators were Randy Zolick and Donny Figuero. Breakfast was provided.

There was a great turnout for the Endeavor Mid and High-Tier Inverter training class where local contractors learned about the unique features of these systems, including controls that switch from slow speed inverter control to line voltage for 100% capacity of the new rotary compressors.

The Endeavor training covered the setup using the Bluetooth from your phone, plus instructions about remote diagnostics, contractor app and EcoNet Setup.



Randy Zolick revealed controls that switch from slow speed inverter control to line voltage for 100% capacity of the new rotary compressors



There was a great turnout for the Endeavor Inverter training class where local contractors learned about the unique features of these systems

The class also included an equipment overview, understanding the nomenclature, and installation instructions. One segment was devoted to outdoor components, controls, drives, compressors and start-up. Another segment covered indoor components, air handlers and operation.

The remainder of the training consisted of the proper installation processes, wiring, start up, commissioning, and sequence of operation. In the closing, troubleshooting was discussed.

The difference between a great contractor and an average one is what they know. While knowledge is gained through experience, our contractors have the advantage of a great partner in Ferguson HVAC because we offer training at select locations.



Randy Zolick of Ferguson HVAC discussed the benefits of using the Contractor App and setting up the EcoNet thermostat

Florida-Based Air Pros USA Named Official A/C Partner for the Florida Panthers

DAVIE, Fla., Oct. 12, 2023 /PRNewswire/ -- Air Pros USA, a leading residential air conditioning services company and one of the fastest-growing heating, ventilation, and air conditioning companies in the nation, is honored to announce it has become the official Air Conditioning partner for the Florida Panthers. This is a multi-year partnership and the first NHL partnership for Air Pros USA.

Starting this fall, Air Pros USA will receive corporate partner benefits with the NHL team, most notably their logo embellished on the state-of-the-art unique Fanboni. Panthers Territory Members and Group ticket buyers have the opportunity to book a ride on the Fanboni which runs in between periods for a memorable experience on the newly retrofitted Zamboni.

“We are excited that Air Pros USA is joining the Florida Panthers corporate partner family,” said Panthers Chief Revenue Officer Shawn Thornton. “As one of the fastest growing Heating and Air Conditioning companies in Florida, we are aligned on delivering best-in-class customer service and an enhanced, elevated experience to our fans.”

This year marks the 30th Anniversary Season for the Florida Panthers, making this joint venture even more meaningful. Air Pros USA is thrilled with this opportunity to partner with a team of this caliber and looks forward to continuing their community outreach and philanthropic mission with giveaways and promotions.

“In sync with the Florida Panthers, our fervor for the great state of Florida and our dedication to ensuring everyone stays cool is unwavering,” declared Anthony Perera, Founder and Chief Growth Officer for Air Pros USA. “The Florida Panthers consistently bring joy to fans both on and off the ice, and we’re ecstatic to unite our efforts with theirs.”

For more information about Air Pros USA, visit www.airprosusa.com. Air Pros USA was founded in South Florida on the promise of integrity, reliability, and putting our customers first.

Bryant Women in HVAC in New Orleans October 2-5, 2023



There were great Keynote speakers at the Bryant Women In HVAC “Cause & Effect” conference at the Ritz Carlton in New Orleans



Dawn Pennachiette and Jennifer Corino of CE Florida, Amy O'Grady of Charlie's Tropic Heating and Air, Lisa Bates of Global Air Conditioning



Bryant Women in HVAC made their own Mardi Gras parade on Bourbon Street complete with a Marching Band

Nidec/U.S. MOTORS® names new VP of HVAC Sales & Marketing

ST. LOUIS, MO – Oct. 10, 2023 – Morgan Silvey has been promoted to Vice President of Sales & Marketing, HVAC, at Nidec Motor Corporation. The U.S. MOTORS® brand products for HVAC systems include high-efficiency synchronous and variable-speed ECM motors with integrated controls for superior performance and energy savings.

In his new role, Silvey is responsible for driving sales growth and implementing marketing programs and strategies for both the OEM and Aftermarket HVAC business units under the U.S. MOTORS platform.

“Morgan has been instrumental in building and developing an Aftermarket motors team that serves a strong customer base, and we are pleased to announce his promotion,” said Tim Schamel, President of the U.S. MOTORS division of Nidec. “He’s been a dedicated leader at Nidec for more than 10 years and came to us with a background in HVAC motors, so his experience has been an important factor in our success.”

Silvey started with Nidec in 2013 as a Market Manager on the HVACR Aftermarket team. He was promoted in 2016 to Director of Marketing for the Aftermarket business. Before joining Nidec, Silvey held positions in operations and OEM and distribution sales/marketing with Regal.



Morgan Silvey



Dennis Campbell

Silvey earned a Black Belt in Lean Six Sigma, and holds a BA in Communications and English from Truman State University and a MAE from Lindenwood University.

“I have really enjoyed our team at Nidec and look forward to expanding my knowledge and experience within the HVAC business unit,” Silvey said.

Replacing Silvey in his previous role is Dennis Campbell, who has been promoted to Senior Market Manager, HVAC. He is responsible for driving sales growth and implementing marketing strategies and programs for the Aftermarket Motors business group.

Campbell has more than 18 years of experience in HVAC motors. He started with Nidec in 2011 as Training Manager for the Aftermarket team, then was promoted to Regional Manager for the company’s western U.S. sales. Prior to Nidec, Campbell held positions with Emerson Electric in the motor division. Campbell holds a Bachelor of Business Administration from the University of Illinois.

Nidec/U.S. MOTORS is an industry leader in motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors. More information on the products can be found at www.usmotors.com.

Lennox Donates HVAC Units to Homeowners Across North America, Providing Much Needed Relief

RICHARDSON, Texas, October 17, 2023 – Through its Feel The Love program, Lennox donated nearly 500 HVAC units to deserving homeowners during the Installation Week event on October 7-14, completing a record-breaking year for the annual program.

For the 14th year, Lennox has partnered together with its dealer network across 43 U.S. states and Canadian provinces to provide new heating or cooling equipment and installation at no charge for inspiring community leaders. Recipients included veterans, teachers, first responders and resilient families in need of a new HVAC system following a record-hot summer.

“We received a record number of nominations for this year’s program, and we are proud to see how this initiative continues to make a difference in our recipients’ daily lives year after year,” said Gary Bedard, Executive Vice President and President, Lennox Residential Heating and Cooling. “At Lennox, the continued success of the Feel The Love program is a testament to our long-standing commitment to giving back to the community and the strong partnership with our dealer network.”

In addition to increased year-round comfort, recipients can expect significant energy savings from the high-efficiency heating and cooling equipment donated through Feel The Love. These units reduce recipients’ energy usage by approximately 30% to 40%, having a long-term impact on homeowners’ energy bills and the environment.

“I can’t thank [Lennox and John Lock Air Conditioning & Heating Service Inc.] enough. I

can breathe, I’m relieved, I don’t have to worry,” said Danielle Staffeldt, Feel The Love 2023 recipient in Hamburg, New York. “It’s such a powerful thing to be able to give to people and know that people care about complete strangers. It just means so much. I’m so grateful.”

Since Feel The Love was founded in 2009, the program has changed the lives of more than 2,300 families by providing heating and cooling systems for homeowners in need. Stay up to date on the Feel The Love program by following along with @LennoxFeelTheLove on Facebook. To nominate a member of your community for next year’s Installation Week, visit FeelTheLove.com.

Lennox is a leader in energy-efficient climate-control solutions. Dedicated to sustainability and creating comfortable and healthier environments for our residential and commercial customers while reducing their

carbon footprint, we innovate with our cooling, heating, indoor air quality, and refrigeration systems. Additional information on Lennox is available at www.lennoxinternational.com or by contacting investor@lennoxintl.com.

The Lennox Residential business has served homeowners as a trusted home comfort solutions and energy-efficiency innovator since 1895. Offering some of the quietest and most efficient units on the market, Lennox’ industry leading product design has been recognized with more Dealer Design awards than its competitors combined and multiple ENERGY STAR® Most Efficient certifications. For more information about how Lennox is redefining air, visit Lennox.com.



John Lock Air Conditioning & Heating Service Inc. partnered with Feel The Love to donate HVAC equipment to a deserving homeowner.

Field Controls Introduces The Welspace Indoor Air Quality Monitoring System

Field Controls would like to announce the launch of a new product, the WelSpace indoor air quality monitoring system, powered by NBD Air. This indoor air quality monitoring system incorporates an ingenious sensor designed to revolutionize the way you experience your environment. This cutting-edge solution empowers you to save electricity costs and effortlessly monitor, operate, and manage crucial indoor air quality (IAQ) conditions.

WelSpace meticulously tracks a range of crucial indoor pollutants, including PM2.5, CO2, formaldehyde, temperature, humidity, and VOCs. Your environment is under the watchful eye of our advanced technology, ensuring you always know what you and the people in your building are breathing. The Airbox sensor measures and calculates the air change rate and the infection risk index, and you can assess potential risks and act in real-time with accurate information provided in the web console app. The flexibility of remote monitoring allows you to manage IAQ conditions even when you’re not on-site.

WelSpace works by integrating with your existing HVAC system, making it a budget-friendly solution. An Edge Gateway is installed and connected to the economizer or rooftop handler through Wi-Fi. Then, an Airbox sensor is installed in every room to monitor that space’s unique, localized air quality. The sensor connects to the HVAC system, portable air purifiers, in-duct air purifiers, thermostats, window actuators, and other IAQ equipment. WelSpace sensors detect changes in the environment and ventilate only when necessary to save you electricity while maintaining a healthy environment.

The benefits of WelSpace include reduced energy costs, enhanced health and safety of the building occupants, an improved working environment, reduced absenteeism, compliance with building codes, seamless integration, comprehensive IAQ management, and maintenance savings.

AHR Expo Announces 2024 Innovation Awards Winners

WESTPORT, Conn., Oct. 12, 2023 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the winners of the 2024 AHR Expo Innovation Awards. Winners are chosen annually in ten industry categories, representing the most innovative products and technologies in the market..

“There’s no shortage of innovation in HVACR right now,” said Show Manager, Mark Stevens. “To be recognized as an award winner is a true honor and an indication that we as an industry are responding to real problems with creative solutions. The Innovation Awards aim to highlight this innovation trajectory and celebrate those that are pushing the bar.”

The Innovation Awards draw hundreds of manufacturers to enter breakthrough designs for new and never before seen solutions or improvements upon existing products and technologies. All entries are reviewed and selected by a panel of third-party judges made up of distinguished ASHRAE members. Evaluations are based on overall innovative design, creativity of the product or service offered, product or technology real-world application, as well as overall potential market impact.

“It’s encouraging to see so many entries and the growth the awards program brings year to year,” continued Stevens. “Manufacturers across the industry are responding with solutions for cost savings, energy savings, production efficiency and are filling performance gaps in product and technology. Congratulations to our 2024 winners, we look forward to supporting your journey of innovation in Chicago and

beyond!”

In addition to celebrating innovation in HVACR, the Innovation Awards provide a means to strengthen the industry by allowing for the AHR Expo Workforce Development program, which aims to grow the industry through programming geared to inspire future members of the HVACR community. Funds collected from the entry fees are donated to programming at the student level, including show field trips, curated introductions to professionals and manufacturers, laboratory equipment and monetary donation to student programs in the hosting city. Learn more about workforce development on ahrexpo.com.

Winners for the 2024 AHR Expo Innovations Awards include:

- BUILDING AUTOMATION**
Winner: 75F Innovation: 75F HyperStat Split
- COOLING**
Winner: Danfoss Innovation: DSG Compressor
- HEATING**
Winner: Ephoca Innovation: Nextac - The next generation of PTAC
- INDOOR AIR QUALITY**
Winner: WellStat Innovation: WellStat
- PLUMBING**
Winner: Rheem Water Heating
Innovation: Triton® Light Duty (50- and 75-gal-lon)
- REFRIGERATION**
Winner: AirGreen
Innovation: AirGreen-BMIL Brine-based DX Cold Room Heat Pump

- SOFTWARE**
Winner: Interplay Learning
Innovation: SAM (Skill Advisor and Mentor)
 - SUSTAINABLE SOLUTIONS**
Winner: Midea Residential Air Conditioning
Innovation: Midea PWHP
 - TOOLS & INSTRUMENTS**
Winner: INFICON
Innovation: FLUE-Mate™ Combustion Analyzer
 - VENTILATION**
Winner: HVAC Manufacturing and Technology Inc. Innovation: SAV® - Smart Air Valve
- In addition to category winners, one overall Product of the Year winner will be announced and awarded in Chicago. This prestigious honor is awarded based on exceptional leadership in HVACR innovation.
- The AHR Expo is the essential event for HVACR professionals, attracting the most comprehensive gathering of the industry from around the globe each year. The show provides a unique forum where manufacturers and suppliers of all sizes and specialties come together to share ideas and showcase the future of HVACR technology. Since 1930, the AHR Expo has remained the industry’s best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to experience everything new in HVACR and build relationships. The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE’s Winter Conference.



21st Annual Golf Tournament at Winston Trails Golf Club October 28th, 2023



On October 28th, PBACCA held their 21st Annual Golf Tournament at Winston Trails Golf Club, with around 92 Golfers who teed off at 8:30am. Breakfast sandwiches and coffee were provided before tee time. The awards lunch followed the tournament.

Over \$2,000 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund. Beneficiaries of the Education & Scholarship Fund were, The Royal Palm Beach High School Air Conditioning Program, and The Maury

Jacobson Scholarship Fund.
PBACCA would like to thank all of the sponsors, participants, volunteers and Winston Trails Golf Club for helping make this tournament possible! Unifirst sponsored the hats. Winners are as follows:
The Par 3 Poker Winner was Brian Smith. 1st Place Tournament Winner was Unifirst: David Graham, Ross Collette, Mark Deloach, and Paul Wesolowski. 2nd Place was Johnstone Ware Group: Randy Poulette, Jerry Poulette, Bryce Gaff, and Peter Bartuska. 3rd Place was Lindstrom Air Con-

ditioning: Doug Lindstrom, Brad Lindstrom, Dave Murphy, and Neil Arteaga. Longest Drive Winner, sponsored by Ferguson HVAC was Tim Povlos. Straightest Drive Winner sponsored by Arco Supply was Gary Herman. Closest to the Pin Winners, sponsored by Federated was Paul Wesolowski, Brian Smith, and Dave Knafo.
The Grand Prize Winner was Jerry Poulette of Poulette Air Conditioning who won the 65" Flat Screen T.V. which was sponsored by Goodman and State Energy. Hope to see you again next year!



The registration process included a tournament hat and goodie bag



Winston Trails Golf Pro going over course rules before tournament starts



Golfers drive off to their assigned holes to start the tournament



Sam Ryan, Juan Cambroner, Rafael Perez, and Christian Maca of Arco Supply



Arturo Alba, Tory Orr, Jon Torrez, and John Lee of Arco Supply



Jim Pickard, Rich Petrocine, Connor Collin, and Robert Ronzka of CAVH HVAC



Cody Hull, Dave Hutchison, Jacob Macqueen, and Josh Newman of CMI Air Conditioning



Brian Smith, Rick Healy, Seth English, and Mike Talmao of Decon 7



Nick Davis, Sean Caplan, and Ken Ottoway of EDS Air Conditioning



Dave Elbers, Al Goldin, Alan Long, and Mike Mcdougall of Farmer & Irwin Corp.



Nick Johnson, Ryan Clapp, and Matt Carter of Ferguson HVAC



Jay Tirronen, Matt Daniele, and Alex Garcia of Ferguson HVAC



Steve Ruud, Wendy Whaler, Steve Washington, and Brian Smith of Island Air Conditioning



Randy Poulette, Jerry Poulette, Bryce Gaff, and Peter Bartuska of Johnstone Supply Ware Group



Steve Rimel, Dave Knafo, Manny Benavides, and Steve Macarone of Johnstone Supply Ware Group



Doug Lindstrom, Brad Lindstrom, Dave Murphy, and Neil Arteaga of Lindstrom Air Conditioning



Sean Whalen, Rick Ross, Marques Pflum, and Tim Schloesse of All County Sheet Metal



Zac Linde, Ken Plummer, Rafael Castillo, and Brigido Natera of Gemaire



21st Annual Golf Tournament

at Winston Trails Golf Club

October 28th, 2023





Will Enriquez, Gregg Zielinski, Brian Fullerton, and Scott Anthony of Robert R McGill



Steve Sanders, Jason Ploysungvarl, Joe Prestigiacomio, Tim Povlos, of Stephen K Denny



Rob Mayhew, Justin Bossie, Ed Bossie, and Carla Bossie of Tropic Supply



David Graham, Ross Collette, Mark Deloach, and Paul Wesolowski of UniFirst



Scott Russell, Chris Basso, Chris Messier, and Harry Christiansen of Ultravation



Ricky Sheltra, Travis Sheltra, Gary Herman, and Derek Powell of PRP Construction



3rd Place Winner Lindstrom AC: Doug Lindstrom, Brad Lindstrom, Dave Murphy, and Neil Arteaga



2nd Place Winner Johnstone Ware: Randy Poulette, Jerry Poulette, Bryce Gaff, and Peter Bartuska:



1st Place Winner Unifirst: David Graham, Ross Collette, Mark Deloach, and Paul Wesolowski



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JAN 22-24 / 2024

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Next Gen Stud Finder Expedites HVACR Work



For HVACR contractors, maximizing efficiency while minimizing costly mistakes means knowing as well as possible what is behind a wall before cutting into it. To work safely, contractors typically rely on stud finders to locate studs, a task important to support heavy fixtures, and be alerted to the presence of live AC electricity.

HVACR contractors can now use advanced, second-generation stud finders from Zircon Corporation which utilize multiple sensors and sophisticated signal processing to filter out false positives, minimizing the risk of misidentifying objects as studs.

Zircon, a wholly owned subsidiary of ZRCN Inc., has been in the stud finder game for more than 40 years. In 1980, the company manufactured the original StudSensor™ stud finder and invented the category. The Silicon Valley-based company produces more than just stud finders. It designs and manufactures an extended range of sensor technologies in electronic hand tools including wall scanners, metal detectors, circuit breaker finders, drill guides, water detectors, and leveling tools.

The company's latest innovation is the Wood Stud SuperScan® advanced stud finder with Target Control® Technology and FILTERz™ cancellation. By analyzing the complex data streams from multiple sensors and controlling the result using sophisticated intelligence, the stud finder can find wood studs and filter out metallic objects such as plumbing, conduit, straps, brackets, screws, protector plates, or ductwork behind the wall.

DeepScan® mode locates the center of wood studs and metal up to 1½ inches (38 mm) deep behind walls. A MetalliWarning® indicator will display when metal is detected.

Additionally, the technology can alert the user to the presence of other low density, non-metallic targets, like plastic pipe and PEX tubing. To minimize the risk of cutting into dangerous electrical wires, the device also provides WireWarning® Detection, which indicates the presence of live, unshielded AC electricity.

The stud finder has a new and improved user interface that provides an intuitive "go/no go" indication in response to what is being sensed. A new haptic vibration and a patented SpotLite® Pointer shine an arrow-shaped beam on the wall, providing additional assurance that the target has been identified.

For HVACR contractors, the ability to quickly identify what may be behind the wall before cutting into it will substantially increase their productivity and safety.

Given the opportunity to see a much clearer picture of what is behind the wall, HVACR contractors would do well to upgrade their existing stud finder with this affordable, next-generation model that is sure to become the new standard in scanning.

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

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Carrier Leads with Sustainable, Next Generation Lower-GWP Refrigerant Puron Advance and Industry Training Programs

INDIANAPOLIS, Oct. 25, 2023 – Carrier is continuing to lead in sustainability efforts by phasing in the lower global warming potential (GWP) refrigerant R-454B, commercially known as Puron Advance™, to its residential systems complete with new mitigation and reclamation components. Additionally, Carrier's industry-leading training programs recently opened for enrollment as distributors and dealers ramp up for the changeover in products, navigating tough kitchen table conversations, and phasing-out inventory. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"Our customers, employees and planet were top of mind when we started collaborating on what changes needed to be made to not just address the refrigerant phasedown in 2025, but to provide the best solution for residential ducted, ductless and light commercial applications for years to come," said Nick Arch, Managing Director of Residential HVAC, Carrier. "We're confident that Puron Advance is the lower-GWP, non-ozone depleting potential, solution that will help homeowners achieve their sustainability goals now and in the future."

With a GWP of 466 – a 75% reduction from R-410A – and non-ozone depleting potential, Puron Advance refrigerant was selected as the best solution to minimize environmental impact and provide longev-

ity based on the United Nations Montreal Protocol Kigali Agreement phasedown plan. Carrier worked closely with regulators and research groups to develop standards, codes and regulations that will help ensure the safe use of R-454B.

Additionally, Carrier has systematically rolled out multifaceted training programs through online courses, in-person training at its new technical training center in Indianapolis, advanced launch materials and webinars, reaching over 800 dealers so far. Carrier also sponsored a free webinar through ACHR News on Oct. 24.

Carrier is redeveloping its portfolio of HVAC systems, enhancing from the inside out so units are lighter, technology-enabled, and equipped with new-refrigerant specific components to support with refrigerant transportation, handling, installation, and leak mitigation and reclamation – ahead

of regulatory changes. Changes above and beyond regulatory requirements include lighter coils such as Vertex™ Technology, enhancements to communicating capabilities through IntelliSense™ Technology, incorporating Near Field Communication for faster installation and servicing, and refrigerant-specific additions such as new leak sensors, differentiated labeling, and early training.

For more information, visit our Puron Advance FAQ page.



Rheem® Opens New Fort Smith Innovation Learning Center



ATLANTA, Oct. 12, 2023 /PRNewswire/ -- Rheem®, a leading global HVACR and water heating manufacturer, celebrated the grand opening of its cutting-edge Innovation Learning Center (ILC) in Fort Smith, Arkansas. The ribbon-cutting event, inclusive of speeches given by Rheem leadership, Senior Vice President and General Manager Rheem U.S. Air Conditioning Division Kevin Ruppelt and Fort

Smith-based Rheem Director of Operations Andrew Welch, followed by remarks from Mayor George McGill and an exclusive behind-the-scenes tour of the facility and lab, and company-wide picnic, marked this momentous occasion on Thursday, Oct. 12.

Rheem®, a leading global HVACR and water heating manufacturer, celebrated the grand opening of its cutting-edge Innovation Learning Center (ILC) in Fort Smith, Arkansas.

Rheem®, a leading global HVACR and water heating manufacturer, celebrated the grand opening of its cutting-edge Innovation Learning Center (ILC) in Fort Smith, Arkansas.

“Today, we not only celebrate the opening of this Innovation Learning Center, but we also commemorate a significant milestone for Rheem, the state of Arkansas, and the city of Fort Smith. This center, spanning over 3,700-square-feet of showroom and classroom space, along with over 7,000-square-feet of conference rooms and office space, stands as a beacon of progress and learning,” said Ruppelt. “This achievement is a testament to the dedication, collaboration, and innovative spirit that defines Rheem.”

The Fort Smith Innovation Learning Center highlights Rheem’s ongoing commitment to education, innovation and quality. This \$5 million investment in the local community boasts an impressive 10,000-square-foot facility designed to cater to the diverse training needs of both Rheem’s air conditioning division and water heating division specialists.

“We are committed to being active participants in the Fort Smith community. The skills and knowledge gained here will not only benefit our employees but will also be a driving force in strengthening our local economy,” said Welch. “We hope to inspire our local young people to see a future for themselves and their families by working in manufacturing and skilled trades.”

This multifunctional center serves as an immersive environment, inviting HVAC and plumbing contractors, wholesalers, specifiers, engineers and others to directly engage with Rheem’s comprehensive range of residential and commercial HVAC systems, as well as water heating products. The ILC is equipped with cutting-edge technology to facilitate various training sessions, conferences, seminars, workshops, and other events.

The classrooms within the ILC have been meticulously designed to provide interactive learning experiences, equipped with state-of-the-art technology for seamless live audio and video streaming. Rheem has a specialized hands-on classroom that comes equipped with tools and utility connections, allowing for demonstration installations and diagnostic training.

The launch of the ILC was part of a larger Rheem investment, more than \$20 million, in supporting the growth, learning and development of the trade industry and in the Fort Smith community. Rheem’s Fort Smith facility has been a cornerstone of its U.S. air conditioning business unit and HVAC equipment manufacturing for more than five decades. This substantial commitment seamlessly aligned with Rheem’s overarching 10-year strategy to invest in fostering growth, leading through innovation and fulfilling its commitments to its customers. For more information on Rheem’s training, please visit www.rheemtraining.com.

HVAC Equipment Market to grow by USD 48.34 billion from 2022 to 2027

NEW YORK, Oct. 23, 2023 /PRNewswire/ -- The HVAC equipment market is expected to grow by USD 48.34 billion between 2022 and 2027. However, the growth momentum of the market will progress at a CAGR of 6.22% during the forecast period. The market is segmented by end-user (non-residential and residential), product (air conditioning equipment, heating equipment, and ventilation equipment), and geography (APAC, Europe, North America, Middle East and Africa, and South America). The report analyses the market size and growth and provides accurate predictions on the growth of the market.

Increasing residential and commercial construction activities is a key factor driving market growth. The growth is due to population growth and regulatory support from various government authorities for building projects, infrastructure development has increased globally at a considerable rate for commercial and residential buildings. Furthermore, in developing countries such as the UAE, Saudi Arabia, India, and China there is an increasing demand for housing and commercial buildings. Hence, these factors are expected to drive market growth during the forecast period.

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Give thanks to the Lord, for he is good; his love endures forever.

—1 Chronicles 16:34



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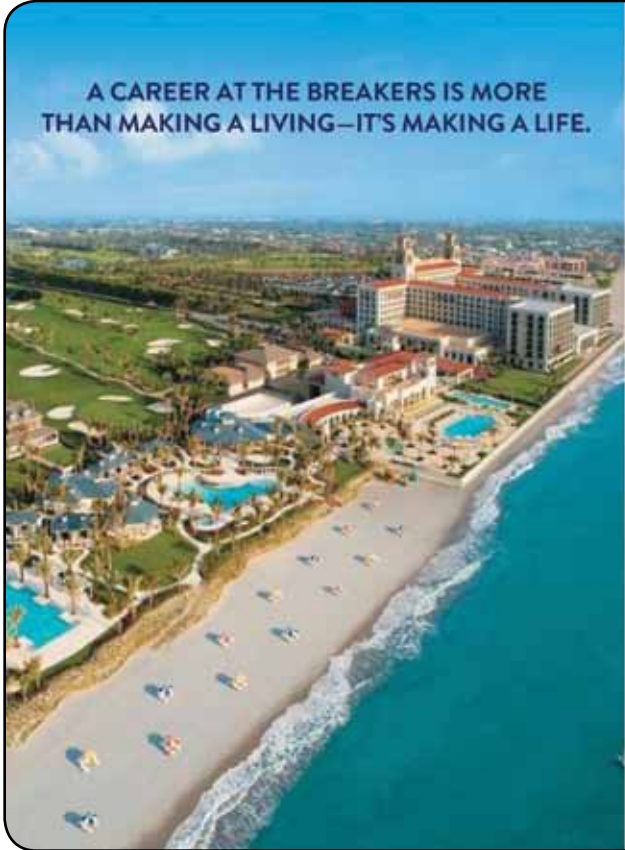
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TODAY'S A/C NEWS

November 2023
Volume 35 / Number 4
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580 / FAX 866-320-2773
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

POSTMASTER:
Send address changes to
Today's A/C & Refrigeration News
P0. Box 451821,
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher
Copyright © 1988-2023 in series
Today's A/C & Refrigeration News

Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

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