

TODAY'S A/C

& REFRIGERATION NEWS

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



York Source 1 Open House in West Palm Beach (see page 6)



ASHRAE Miami Meeting - Building Commissioning in the Built Environment (see page 20)



SFACCA Meeting on Fair Labor Standards at the Funky Buddah in Oakland Park (see page B4)



2023 NFACCA Fall Golf Tournament at the Blue Sky Golf Club in Jacksonville (see page B6)

The AIM Act's Impact on HFC Gases

Reclaimed gases increase potential of continued supply
By Taylor Ferranti, Commercial Vice-President of Refrigerant Management, A-Gas



Jeff Schlichenmeyer
Publisher

HFC gases are a crucial part of a functioning, modern society. From keeping groceries cold and fresh to powering the AC in people's cars, these gases are an integral part of maintaining our safety and health. However, because these gases have high Global Warming Potential (GWP), federal and local governments are regulating HFC production and importation over the next decade and beyond.

The AIM (American Innovation and Manufacturing) Act was finalized by the US government at the end of 2021. This legislation introduced a phase-down plan for virgin HFC gases. From now through 2036, the US will reduce the production and importation of virgin HFCs by granting relevant businesses a set number of HFC allowances (or quota), which will decrease over time. Plus, state governments, such as in California, are introducing additional GWP-based HFC regulations. These will impact the sale, distribution, and entrance of bulk virgin HFCs or HFC blends

into California commerce.

As the demand for refrigerant gases will increase, so will the demand for cooling. Businesses will still need to maintain old equipment. With diminishing availability of supply, the market will turn to reclaimed gases to make up the difference. The good news is that the AIM Act has no impact on reclaimed HFCs, meaning they can be purchased without using HFC allowances. Plus, reclaimed HFCs offer the same performance quality as virgin refrigerants. Reclaimed refrigerants must meet the same standards (AHRI-700) as virgin refrigerants, and are considered equally effective.



Circular business models reduce waste for more efficient resource usage. By relying on existing products, we make better use of what we already have, avoiding the need to produce the equivalent quantity of virgin refrigerants. Circularity also incentivizes people to avoid leaking or venting refrigerants into the atmosphere. Turning to reclaimed HFCs enables participation in the circular economy and delivers benefits from a sustainable business model. In some cases, doing so could reduce the risk of interruptions to your business because of issues like supply chain availability.

go to page B5

North Florida's Newest HVAC Distributor

Penn HVAC Supply will soon be opening their doors in Jacksonville! Centrally located at 8226 Philips Hwy #290 Jacksonville, FL 32256 (½ mile from I-95 off Baymeadows Rd. and Philips Hwy).

Penn HVAC Supply is your one-stop shop, wholesale distributor in Northeast Florida. They are locally owned and operated. Through their partnerships with industry leading brands, they bring you an expansive selection of residential and commercial HVAC equipment, parts, supplies, tools, and accessories for all your install, service and repair needs. They are committed to always delivering an unsurpassed personal-

ized experience while providing quality, reliability, and support second to none.



Fernando "Tito" Quintana

Fernando Quintana aka "Tito" stated, "After over 30 years in the Wholesale HVAC Distribution Industry, I have decided to go on my own to offer a true one-stop shop experience for my local Residential and Commercial HVAC licensed contractors, while diligently promoting, representing, and supporting our brands. We are looking forward to the opportunity of earning your business."

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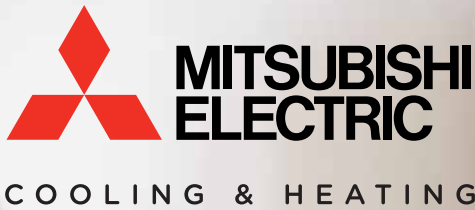
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Industry expert Ruth King has helped contractors get and stay profitable for more than 25 years.

Reach her at ruthking@hvacchannel.tv.

Last week I gave you the types of freedom (money, time, and location) and gave you the first step:

Step 1- Know how you generate revenue and maximize it. So, how DO you generate revenue? It's not just service, project, replacement, etc. These are the results of how you generate revenue.

It's billable hours. Your revenue production is based on how efficient your field labor is. If you pay your field team members for 8 hours a day, can you bill a customer for those 8 hours? If not, how many hours are actually billable?

If you are paying for 8 hours and only billing for 4 hours, then half their time is unproductive. If it is training, meetings, or something else that can help them do their jobs better, that's fine.

If it is wandering around in the warehouse, spending time at a parts house, stopping at the gas station and getting food, drinks, etc., stopping at the donut shop on the way to a job, etc. you've wasted the ability to generate revenue for that time.

Your field labor hours are perishable! If you don't use all 8 hours today, you can't save the unused hours and use them tomorrow. They are gone. Tomorrow you start fresh with another 8 hours.

Most of you keep your field personnel out of the supply houses. Here's a reminder why you should do this:

Assume:

Travel to the supply house: 30 minutes

Pick up parts/equipment/load into truck: 1 hour

Travel to the job: 30 minutes

A total of 2 hours of unbillable time per person.

Your billable percentage just went down to 75%.

How much did this really cost you? Assume:

Labor cost per person: \$30 an hour - Overhead cost per person: \$40 an hour - Net profit per hour that you lost per person: \$75 an hour

This two-hour trip to the supply house cost you \$145 an hour or \$290 per person. If a two-person crew went to the supply house, the crew cost you \$580 for that trip. Put your company numbers into the equation. It might be even more than \$580 for that trip.

Next Topic: 5 Little Changes that Can Create Big Profits. For some of you September is a slower month: summer is winding down and winter is not ramping up yet – the weather is gorgeous – customers don't need heating or cooling yet.

Implementing these five actions can increase profits and can be done in slower or busier times.

1. Get one more billable hour per day per field employee. This is easy to do:

- Tickler files to generate work in the slower times
- No lingering in the office after a meeting – 5 minutes after the end of the meeting they should be on their way to their first call
- Minimize travel time by starting their day near their homes and routing efficiently
- Installers have their trucks loaded and ready for them so they are in the shop less than 5 minutes a day
- For longer install jobs, materials needed the next day are called in by 3 PM so the warehouse person has time to pull them

2. No overtime for office personnel.

In the busier times they got used to those extra dollars in their paycheck. Now that it is slower, they should be able to do their jobs in a normal 40 hours work week.

3. Get out of debt...perhaps with the exception of vehicle loans which produce many more thousands of

dollars in revenue than the loan payment.

- Eliminate your interest expense by becoming your own line of credit
- Save your maintenance dollars
- Save 1% of all revenues that come in the door.
- Send your maintenance monthly recurring billing receipts to a savings account rather than your operations account so you never have to be tempted to not transfer those dollars to a savings account.

4. As an owner, get out of the way.

Are you a bottleneck? If your office is in the middle of everything you HEAR everything and get distracted – decreasing your productivity and the productivity of your team. If you trust your team, and you should, then move your office to a corner or out of the way so that you can't hear everything. They will come get you if they need help.

5. Do something to "recharge your batteries."

Get out of the office. Go play golf, tennis, hunt, fish, hike, or whatever you like to do. You will get great ideas when you aren't thinking about business. Write them down and implement them. These five little changes can add thousands to your bottom line.

2023-2024 Class Announcements

Are you, or do you know a smaller contractor who is struggling but wants to grow? My new on-line program for non-competing contractors under \$1 million in revenue starts Monday, October 2nd. Info: <https://keap.page/rk139/ffb-contractor.html>

Building Profit and Wealth

October 17-18, 2023 Atlanta, GA

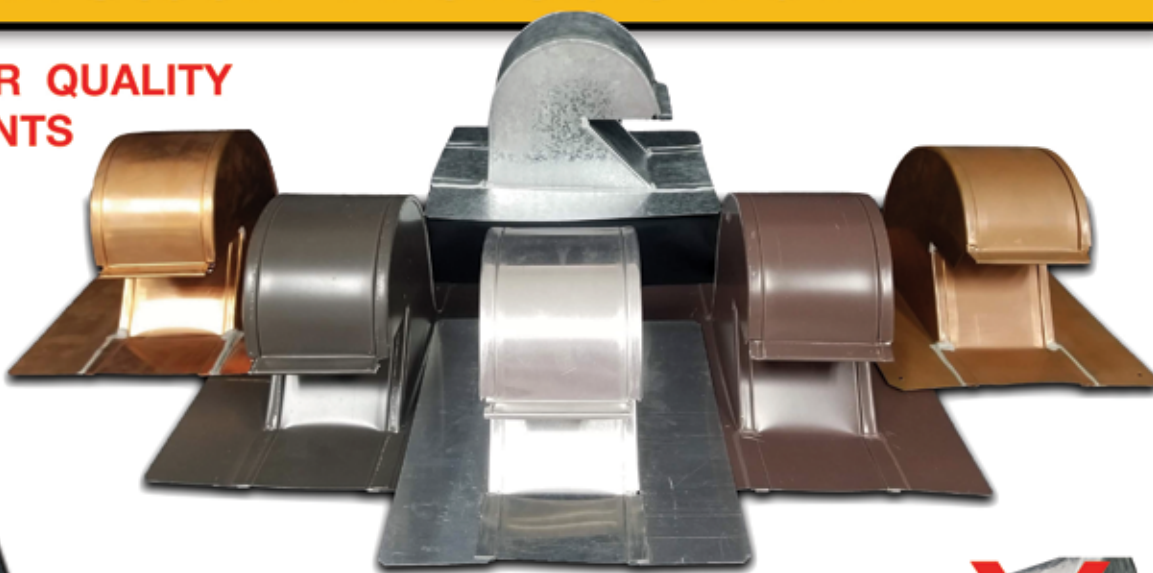
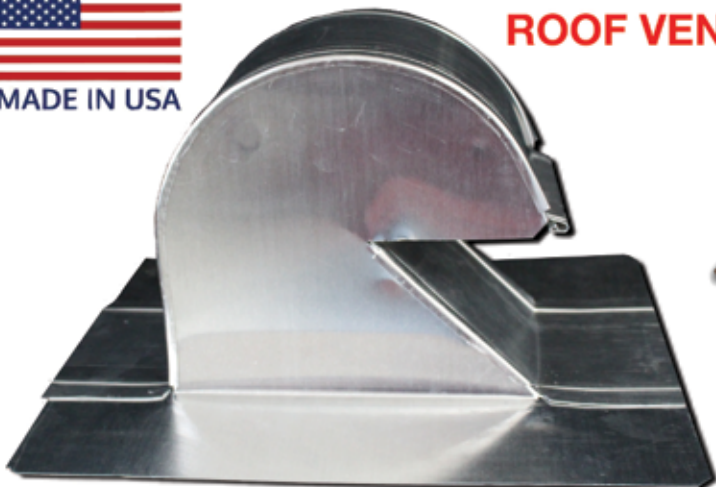
January 8-9, 2024 Atlanta, GA

February 1-2, 2024 Jacksonville, FL

Roof Vents In Stock - Available NOW

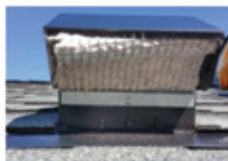


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The shelves are stocked full of Roof Vents with or without dampers, with or without screens, or with a screen and damper. Available in 4" through 10" and each is available in tall and extra tall.

As a reminder, roof vents with screens should NEVER be used for dryer vents.



FL Building CODE Chapter 15 Exhaust Systems M1502.3 Duct Termination

Exhaust duct terminations shall be equipped with a backdraft damper. Screens **shall not** be installed at the duct termination.



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Glide at Static Pressure

By Bryan Orr



Bryan Orr

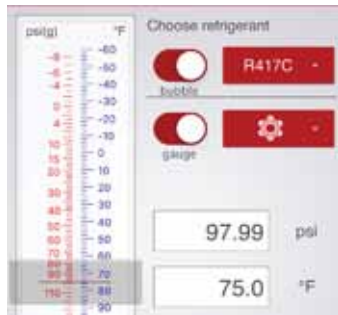
We've been pretty spoiled in residential and light commercial HVAC in the USA because we haven't needed to deal with glide much. In HVAC/R, glide is the window of difference between the boiling points in blended refrigerants; when you have a refrigerant

blend made up of different substances that is at a temperature between the boiling points of its source refrigerants, the vapor and liquid refrigerant will have different chemical makeups.

R-22, a pure refrigerant, has no glide. Even though R-410A is a blend, it's what we call a "near-azeotropic" blend, meaning it has very little glide; while we still have to show some caution when charging (inverting the tank and charging in the liquid phase), we can typically still top off R-410A systems without worry. The same can't be said of some of the other refrigerants that have become more common in the marketplace over the last few years. We can't just ignore glide.

Replacement refrigerant blends

A while ago, Carrier announced that their replacement for R-410A will be R-454B, which they will call "Puron Advance." R-454B is the same blend used in Opteon XL41, which has been discussed in several other tech tips (linked below). Like R-410A, this A2L refrigerant blend has very little glide (only 0.2°F), but some of the other refrigerants you may encounter (like R-417C, shown above) have a rather severe glide. R-417C is the HFC retrofit option for systems that once used R-12 and HCFC R-12 retrofit blends.



The point at which a refrigerant is fully liquid before subcooling (or the point of the very first bubble in the liquid) is called the bubble point, and we use the bubble point to calculate subcooling. (It may sound silly, but I like to use "bubcool" to remember the link between bubble point and subcooling.)

The point when the mixture becomes fully vapor before superheating (or the first drop of liquid dew in a vapor) is called the dew point, and we use it for calculating superheat. (You can remember this one, too: "dewperheat.")

System impacts

Zeotropic blends (blends with glide) have several impacts on the system, including possible fractionation during leaks or improper charging. However, the one we notice most in a typical working system is in the evaporator. When a blend with glide enters the evaporator coil, it will start by boiling at a lower temperature. As it moves through the coil, the refrigerant temperature will increase until it hits the dew point before it starts to superheat. This means that neither the dew nor the bubble temperature is REALLY the evaporator temperature; the true effective evaporator temperature is somewhere in the middle. We call this the mid-point.

Because some of the refrigerant flashes off right

at the start of the evaporator, the effective midpoint isn't really the middle between the dew and bubble; it tilts more towards the dew. Copeland (formerly Emerson) recommends a more accurate estimate that would account for that "inlet quality." So, merely multiply the bubble point by 0.40, multiply the dew point by 0.60, and then add the two together to get a more accurate evaporator midpoint.

But let's say you connect to a system that is off or connect gauges to a tank. You think you know which refrigerant you're dealing with, but you can't be sure. How can you know for sure that the refrigerant in the tank or system is what you think it is?

Do you use bubble, dew, or midpoint for static pressure?

The answer is you use the bubble point. Now, I've not had anyone fully explain why to me, but it stands to reason in my head that, in the static state, the majority of the refrigerant mass in the system (or tank) is in the liquid state. Since it is neither in the process of boiling nor condensing, it would be at the bubble point. That's probably a very unscientific way of thinking about it, but it's what I've got for now.

—Bryan

P.S. – The folks over at ESCO Institute have a "Did You Know?" webinar about temperature glide and fractionation as they relate to the new refrigerants. It's free to watch, and you can get NATE credits by taking a quiz at the end. (The quiz is \$2.99, but it comes free, along with several other premium paid courses, when you purchase the HVACR Learning Network All-Access Subscription Bundle.



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York Source 1 Open House in West Palm Beach

September 7th, 2023

On September 7th, from 11am till 2pm, York Source 1 hosted a Open House at their West Palm Beach location. The warehouse was fully stocked and the York Source 1 team was ready to serve the local contractors who came to partake in the Open House.

Woody's Burgers Food Truck was on site grilling up made to order burgers and offering some other great selections to please the many appetites.

York Source 1 vendors and manufacturers representatives were in attendance showing their new products and giving product demonstrations.

With more than 24,000 industry leading parts and tools in their growing inventory (like Nu-Calgon, Klein, Copeland, ThermalFlex, Sporlan, Source 1 HVAC Service Parts and many other brands) they have what you need to get the job done right away.

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Butch Hegeman, John Petty, Phillip Hosein, Christopher Silvey, Robert Faby, Vic Interlandi, and Randall Claus of York Source 1



Alexis Terzado of Nu-Calgon with Phillip Hosein of York Source 1



Christopher Silvey and Vic Interlandi of York Source 1



Woody's Burgers Food Truck was on site grilling up some tasty burgers, dogs, veggie burgers, and chicken sandwiches made to order!



Joseph Rabor of One Hour Air Conditioning, John Petty of York Source 1, and Bryan Smith of One Hour Air Conditioning



Jim Schaefer of York Source 1 with Tuquan Russell of All Year Cooling



Robert Faby of York Source 1 with of Tarik Elamnari of Sansone Air Conditioning



Amy Alderman of Woody's Burgers with Reinaldo Antoni of York Source 1



Johanna Bueno of J.Nichols & Associates with Alexander Roman of Xtra Mile Cooling



Jim Schaefer of York Source 1, Darrell Heck of Kyzar Air Conditioning, Butch Hegeman of York Source 1



Christopher Silvey of York Source 1, Daniel Pastrana of John C. Cassidy Air Conditioning, John Gibbs of Sansone Air Conditioning



Robert Faby of York Source 1, Cedrick Johnson of All Year Cooling, and Vic Interlandi of York Source 1



Sal Miciotta of TWC Air Conditioning with Christopher Silvey of York Source 1



The lunch from Woody's Burgers Food Truck included a few different selections to please every appetite!



Richard Walcott and Landis Wright of Advanced Cooling & Heating with Bart Duncan of York Source 1

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RGF® Environmental Group Donates Air Purifiers to School Teachers in Palm Beach County through Education Foundation of Palm Beach County

Port of Palm Beach, FL (September 18, 2023) RGF® Environmental Group, Inc. continues its ongoing dedication to building a cleaner world for future generations. They graciously contributed air purifiers to the Education Foundation of Palm Beach County, solidifying a commitment to creating healthier learning environments.

RGF® has generously donated air purifiers at a value of over \$575,000 to support our hardworking educators in the School District of Palm Beach County through the Education Foundation of Palm Beach County's signature program, Red Apple Supplies. This program, which provides FREE school supplies and classroom resources to over 4,300 teachers impacting more than 58,000 students in 87 Title I schools, serves as an invaluable resource for our educators.

VP of Business Development Tony Julian states, "We're grateful for the opportunity to support these inspiring charities as they work tirelessly to make a difference in our community. Our contributions aim to enhance their efforts in supporting our valuable teachers. The result of this collaborative effort between RGF®, Education Foundation, and Frisbie Group, LLC, a private real estate investment firm based in Palm Beach, demonstrates the power of the public and private sector coming together to sup-

port teachers." "Contributions like this provide the spark to encourage more businesses to become involved with community educational outreach," says Nancy Bourne, head of Frisbie Group's 21st century educational initiatives.

RGF® is committed to igniting inspiration, uplifting communities, and creating environmentally friendly solutions for a cleaner future. Together with the Education Foundation of Palm Beach County and other 'Champions of Education', they are building a brighter future for the students of Palm Beach County.

RGF® manufactures over 500 environmental products and has a 38+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals.

RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities. RGF®'s Lakeland, FL facility adds over 40,000 square feet for backup production and lamp production. For more information, visit <https://rgf.com/>.



Barbara Judd, Red Apple Supplies; James Gavrilos, President/CEO Education Foundation; Tony Julian, RGF® VP of Business Development; Ashley Gibb, RGF® Director of Operations; Nancy Bourne, Frisbie Group; Lloyd Evans, Red Apple Supplies; Front: Tarneisha Hatten, Red Apple Supplies

Daikin Comfort Technologies Sponsors National HVACR Education Conference



Daikin Comfort Technologies, the world's leading manufacturer of HVACR equipment, is committed to advancing leadership and education within the HVACR industry. In recognition of the ever-evolving landscape of HVACR technologies and their significant impact on our sector, Daikin is joining forces with HVAC Excellence to sponsor the highly anticipated National HVACR Education Conference.

As the HVACR industry undergoes a remarkable shift towards next-generation heat pumps, with a particular focus on cutting-edge cold climate heat pump systems featuring innovative inverters, our industry stands on the brink of transformative change. Simultaneously, the phasedown of HFC refrigerants promises to usher in profound economic implications affecting all stakeholders. In this dynamic and ever-changing environment, the ability to adapt swiftly is paramount to success.

This conference will bring together prominent figures from esteemed organizations such as the EPA, Department of Energy, manufacturers, associations, and visionary leaders within the HVACR industry. These experts will share invaluable insights to help you navigate and prepare for the impending technological revolution.

No matter your role in this dynamic field, staying up to date with the latest knowledge and skills is essential to meet the forthcoming challenges.

Don't miss this opportunity to secure your future in the HVACR industry. Attend the National HVACR Education Conference and equip yourself with the expertise needed to thrive in this evolving landscape.

Learn more and register for the conference by visiting escogroup.org.

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Summer Hours: An Outlook On Contractor Demand

Field Edge is a platform used primarily by HVAC contractors to manage customers and services. They provide HARDI data averaging new quotes and new invoices across their user base as well as the average quote/invoice \$ amount. “New Quotes” is a relatively good proxy for replacement demand as quotes will typically involve replacement or installation of a new system whereas “New Invoices” captures more repair work. These estimates are not perfect, though, as some users have reported including non-HVAC related work in their reporting.

Through the summer, new quotes provided by contractors in the Great Lakes have improved a lot since April but remain deep in the red. Northeast, West, and Southwest states are inching closer to neutral growth with August showing some potential

for further recovery. The Central and Mid-Atlantic regions have stayed roughly the same since March. The Southeast was the only positively growing region through Q1, and the annual growth nearly doubled through Q2.

While overall quotes seem to be normalizing, many regions are experiencing growth in the \$ value of quotes and invoices which will protect both contractor and distributor margins. Except for the Mid-Atlantic states, which have exhibited high variance in the last few years, the amount quoted to end users lies around the 10% growth range with some regions pushing 20-30% growth.

Growth in the Central region quote values declined nearly 30 percentage points in Q2, falling from 38% to 9%. When considered alongside stagnant growth in new quotes provided, it appears safe

to conclude that replacement demand opportunities in the Central region are drying up. Quote totals in the Great Lakes grew to 24% alongside an improvement in the number of new jobs. Quote values in the Northeast and Southeastern regions remain around the 10% level that was present in Q1, and the Southeast also exhibits positive job growth. Finally, growth in Southwestern and Western quote values remain in the mid-to-high 20%’s.

Overall, the trends in New and Replacement end user demand is not as strong as the unsustainable growth during the pandemic era, but slowly we are getting back to normal. Weak weather this year as well as the expectation of a stronger economic end to 2024 sets distributors and contractors up for a stronger summer next year. Article by Tyler Drown, HARDI Market Intelligence Analyst.

ACCA Welcomes Florida Executive Paula Huband as Director of Events



Paula Huband

Alexandria, VA (August 21, 2023) - The Air Conditioning Contractors of America (ACCA) is pleased to announce the hiring of Florida executive Paula Huband as its next Director of Events. In this role, Huband will oversee all aspects of ACCA’s national education and networking events, including ACCA 2024 and more focused leadership development programs like ACCA Next Level – coming to Indianapolis October 16-17.

Since 2017, Huband has served as Executive Director of the Florida Refrigeration Air Conditioning Contractors Association (FRACCA) – ACCA’s allied contracting organization in Florida and co-host of the ACCA 2024 in Orlando, March 11-14, 2024.

Huband has also served as Executive Director for ACCA of Central Florida (ACCA/CF) since 2015 and owns a printing, marketing, and promotional products company--IdeaGirl Solutions-- building on three decades of experience in the printing industry.

Huband will join the ACCA team on September 1, 2023, allowing time for FRACCA and ACCA/CF to hire and onboard their new Executive Director, Erica Mattis.

“Facilitating a smooth leadership transition for FRACCA and ACCA/CF was very important for us in considering this hire on the eve of our joint program, ACCA 2024,” said Barton James, ACCA president & CEO. “I’m excited that we’ll now have two dynamic leaders in place to ensure the success of the upcoming conference and future collaboration; it’s a win-win-win for all three organizations.”

During her tenure, Huband grew ACCA/CF membership from 51 to 125 and reinvigorated their apprenticeship program. She took FRACCA from seven chapters to nine, launched a successful advo-

cacy day in Tallahassee, and organized four FRACCA educational conferences – one of the country’s most robust state contracting conferences. She has also shown extraordinary initiative and creativity in launching various smaller events like this year’s FRACCA-at-Sea educational cruise.

“Having joined me at the very first site visit of our ACCA 2024 venue, participated in recent ACCA events, and served on our Speakers Subcommittee, I can think of no individual better equipped to hit the ground running as Director of Events,” said Sean Robertson, ACCA’s vice president of membership and business operations. “I was particularly impressed that Paula had already lined up all 10 of FRACCA’s sessions for ACCA 2024 a full year in advance, and I’m excited to see her deep familiarity with contractor needs translate into stronger peer-led content going forward.”

For more information about ACCA, please contact Melissa Broadus, ACCA director of member communications and committee liaison, at melissa.broadus@acca.org or (703) 824-8842.

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*To the original owner, a 10-year parts limited warranty upon timely registration of new equipment. Warranty period is 5 years if not registered within 90 days. Jurisdictions wherein warranty benefits cannot be conditioned on registration will automatically receive a 10-year parts limited warranty. See warranty certificate for complete details.

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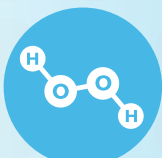
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Viviana Maguire Joins Daikin Comfort Technology



Viviana Maguire

We want to welcome Viviana Maguire to the Daikin Comfort Technologies team! Viviana is our new South Florida Territory Sales Manager covering the east coast from Boynton Beach to Port Saint Lucie.

Viviana brings over 11 years of sales and customer service experience with 3 of those years specifically in the HVAC industry. Her positive attitude, customer service and HVAC knowledge become a great FIT for our Daikin family. Daikin Comfort Technologies is growing rapidly, and it all starts with the right people.

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Nidec Names HVAC Aftermarket Salesperson of the Year



David Mangrum

SEPT. 12, 2023 (ST. LOUIS, MO) - Nidec Motor Corporation is proud to announce that David Mangrum has been named Salesperson of the Year for the company's HVACR Aftermarket Motors Group. David is the Sales & Business Development Manager for HVACR Aftermarket, covering covering North Texas,

Oklahoma and Arkansas. He joined Nidec in 2016 and has worked in the electric motor industry for 36 years.

"David has not only achieved sales goals but just as importantly provided crucial support to new and existing customers during the supply chain challenges of the past few years. We commend David for this well-deserved recognition," said Brad Jacka, Director of Sales, Aftermarket Motors.

Nidec Motor Corporation (NMC), headquartered in St. Louis, MO, is the leading manufacturer of commercial, industrial, and appliance motors and controls.

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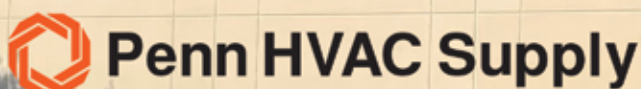
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Performance Pointers

By James Ball



Why Six Months Between Maintenance Visits?

How did the HVAC industry decide a six-month interval between maintenance visits is the best way to assure equipment longevity and your customer's comfort?

Picture a 1960s boardroom somewhere near an HVAC manufacturers central production facility. The room is full of accountants, lawyers, and one HVAC technician. They are trying to make sure the manufacturer has as little risk as possible for equipment failures. Maybe the dialog went something like this:

The HVAC technician starts out by saying, 'To take care of contractors the equipment needs a 10-year warranty'.

The rest of the room collectively rolls their eyes.

The accountants in misery declare, 'No way we can afford a warranty too'.

The lawyers break in, 'If we have a warranty, it must have some stipulations so we can avoid covering EVERY failure'.

Of course, the accountants love that idea. The room erupts into calamity and at the end of the meeting a warranty paragraph is issued. It includes a long list of requirements such as:

- Our approved dealer must install the equipment
- The part must fail before being replaced
- Charge the customer for the shipping
- The equipment must be maintained every six months.

I have a pretty good imagination and you know this is not how the maintenance interval was created but it does make me wonder.

Equipment manufacturers have a point. Equipment should be checked and a regular maintenance program is a good way to keep it operating and avoid breakdowns. Unfortunately, our industry concentrates mostly on the equipment and we tend to overlook the comfort provided to homeowners.

Let's keep in mind that homeowners prefer to have a real reason to take off work and be available for a few hours while a technician dismantles their system. Using the excuse that their last checkup was six months ago may not be valid any longer.

Safety – Health – Comfort - Efficiency

High Performance HVAC Contractors measure a system's performance to ensure the safety, health, and comfort of the homeowner as well as equipment efficiency. They measure and decide when the equipment will benefit from a maintenance procedure. Only dismantle the system (and your customer's day) when necessary to improve system performance. In my opinion this is the only acceptable interval to perform maintenance.

Make sure the home is safe by monitoring the air for containments. Low-level carbon monoxide (CO), monitoring is on top of the list. Do this with a monitor that uploads readings to the internet. Monitoring CO keeps the contractor informed of a safety issue within the home so they can respond as quickly as possible to eliminate the source.

Also keep customers safe and healthy by monitoring the humidity levels. High humidity inside the home is conducive to mold growth. You can monitor humidity using the equipment manufacturer's control system or a third-party sensor. Humidity should be maintained between 50% and 60%. A properly performing HVAC system will maintain humidity and keep the home environment safe from mold

growth.

Next, you should commission equipment properly by thoroughly cleaning the coils and blower then measuring airflow and static pressures. Once airflow is set, monitor the static pressures. Any change in static pressure can indicate a change in airflow. Airflow assures comfort and efficiency of the home. Every system added to a maintenance program should undergo proper commissioning to determine its performance. Poor performing systems should be improved before being eligible for a maintenance program. Sometimes that means modifying the duct system to allow the equipment to perform at the airflow needed to keep the home comfortable.

System temperature is another vital measurement to indicate system performance and indoor comfort level. System temperatures include dry bulb and wet bulb measurements. You can add in outdoor temperatures to have a more thorough understanding of performance. Why? Higher outdoor temperatures reduce the equipment's ability to remove heat from the indoor air. By monitoring these wet and dry bulb temperatures you can ensure the system is operating efficiently and providing homeowner comfort.

An additional way to keep your customer comfortable is to provide peace of mind. A maintenance program that includes 24-hour service accessibility provides that peace of mind because the customer knows help is readily available if there is a problem. Customers also have peace of mind when you make sure condensate is being removed. Monitor the drain to be sure condensate doesn't back up and damage a ceiling or floor in the home.

and equipment airflow. Many systems are available to monitor performance. Talk to your manufacturer or investigate SmartAC.com to get a monitoring system set up for your customer today.

go to page B12



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Quickly Detect Gas Leaks in Hard-to-Reach Places

BLOOMINGTON, MN (September 27th, 2023) – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the Combustible Gas Leak Detector.

The YELLOW JACKET® Combustible Gas Leak Detector P/N 69310 is the newest addition to our line of heating season test instruments. Combustible hydrocarbon gas (e.g. natural gases, LPG) measurements are digitally displayed in PPM, % Vol. and % LEL. With a rapid response time, the 69310 provides the ultimate detail for combustible gas leak detection. The user selected measure-

ment is also displayed in a bar graph ranging from 0 to 100% of full scale. Includes a convenient auto-zero drift adjustment and audible and visual indication in case of alarm. The flexible 11" wand (for hard-to-reach leaks) has the gas sensor mounted at the end for detection of low concentrations of hydrocarbons in gas appliances and pipes. An essential tool, this Combustible Gas Leak Detector ensures the safety, efficiency, and proper operation of residential and light commercial heating appliances.



For more information, visit www.yellowjacket.com/product/combustible-gas-leak-detector/

Register Now for the 2024 ASHRAE Winter Conference in Chicago

ATLANTA (September 14, 2023) – Registration is now open for the 2024 ASHRAE Winter Conference, to be held from January 20-24, 2024, in Chicago. The conference will provide attendees with the opportunity to learn about the latest technology in the built environment, as well as network with other professionals in the industry.

In addition to the conference, registration also includes entry to the co-sponsored AHR Expo, which will be held from January 22-24, 2024, at McCormick Place. The AHR Expo is the world's largest HVAC&R marketplace, featuring over 2,000 exhibitors and attracting more than 60,000 attendees from around the world.

"We are thrilled to host the 2024 ASHRAE Winter Conference and AHR Expo in Chicago," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "Chicago, with its rich history and vibrant

communities, is the ideal location for these cornerstone events to the built environment industry. The Winter Conference and Expo provide a great opportunity for experts, innovators and professionals from around the world to explore new concepts and trends, exchange knowledge and continue our mission of shaping a sustainable future for all."

Attendees will also have the opportunity to earn professional development hours (PDHs) and continuing education units (CEUs) for attending technical sessions. The full technical program will be available later this year.

In addition to offering a number of social events, recognitions and networking opportunities, ASHRAE will conduct business, committee and technical meetings leading up to and during the conference.

President Scoggins will provide an update on the 2023-24 Society theme, "Challenge Accepted: Tackling the Climate Crisis."

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.

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

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

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Elevate Education through Articulation Agreements

Under a new articulation agreement, the credits earned in select HVACR educational programs may be acknowledged by the United Associations Department of Labor, Bureau of Apprenticeship Program, the nations first registered apprenticeship program.

Students' frequently inquire about the acceptability of their credits at higher educational institutions. With this agreement in place, the curriculum offered at your school might be accepted by the UA, thereby creating advanced placement opportunities for your students.

This partnership represents prominent employers like Johnson Controls, Carrier Commercial, Trane Commercial, EMCOR, and others. Students accomplishments may be recognized, eliminating the need for repetitive coursework, providing advanced placement, while connecting to leading employers affiliated with the Mechanical Service Contractors of America (MSCA).

An articulation agreement, at its core, acts as a formal bridge between two educational institutions or organizations, offering a clear pathway for stu-

dents to transfer their academic achievements from one entity to another. The benefits of such forward-looking articulation agreements are manifold. Students' painstakingly earned credits and credentials are acknowledged, enabling them to avoid course repetition and potentially achieve advanced placement. Simultaneously, HVACR programs accredited by HVAC Excellence find their appeal to prospective students heightened, as they now present a transparent path to some of the industry's most sought-after employers.

For those instructor attending the National HVACR Education Conference, there will be a class on programmatic accreditation. This will give you the opportunity to learn about the standards, and meet members of the UA to discuss potential partnerships.

If you're curious to learn more about the promising opportunities for advanced placement within the UA HVACR apprenticeship program, as well as the intricate details of this agreement, I invite you to visit escogroup.org and explore the accreditation tab. If you have any questions, contact us at 800 394-5268.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 856,471 units in July 2023, down 4.9 percent from 900,209 units shipped in July 2022. U.S. shipments of air conditioners decreased 1.6 percent, to 529,700 units, down from 538,146 units shipped in July 2022. U.S. shipments of air-source heat pumps decreased 9.7 percent, to 326,771 units, down from 362,063 units shipped in July 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 13.2 percent, to 5,592,155 units, down from 6,442,769 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 16.4 percent, to 3,242,157 units, down from 3,876,462 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 8.4 percent, to 2,349,998, down from 2,566,307 units shipped during the same period in 2022.

AHRI is the trade association representing manufacturers of air conditioning, heating, and commercial refrigeration, and water heating equipment.

Copeland Introduces the White-Rodgers Universal Hot Surface Ignition Module

ST. LOUIS (September 12, 2023) – Copeland, a global provider of sustainable climate solutions, announced today the launch of its White-Rodgers™ 50E47U-843 universal hot surface ignition (HSI) module, an innovative control that is designed for maximum capability with existing HSI systems.

This product offers new features not typically found in universal HSI modules, such as combustion blower/pressure switch functionality; 24, 120 or 240-volt ignitor capability; and real-time flame current display.

These features allow contractors the ability to streamline inventory as it replaces over 325 part numbers across many common applications, including pool heaters, water heaters, gas furnaces, boilers and cooking and laundry equipment. An easy-install harness allows the transfer wiring connections before removing the existing module, providing contractors with an easier installation process.

The control is equipped with innovative features, including near field communication (NFC), which enables a wireless connection between the control and a mobile device. Using the White-Rodgers™ Connect mobile app, the module can be configured without power before installation. A newer feature within the app, Auto-Set, allows users to enter the replacement part number to configure to preloaded OEM settings, saving time and increasing efficiency. Once installed, the app provides fault codes with troubleshooting tips for quick and accurate diagnostics without having to count on flashing LEDs.

The HSI module is the latest in a growing portfolio of universal part offerings, enabling technicians to stock fewer parts on the truck and ensuring that the right part is always readily available. Additional products in the portfolio include the universal single stage HSI integrated furnace control and the White-Rodgers All-Spark intermittent pilot/direct spark ignition module, which replace more than 550 and 1,000 parts, respectively.

"Every year, we're seeing more technicians retiring than entering the trade," said Tom Buescher, platform leader, wholesale and new technology, Comfort Control for Copeland. "We remain committed to helping overcome that gap in the field by ensuring technicians have the right products to efficiently service and troubleshoot – saving time on each job site. Through the combination of our new HSI module and White-Rodgers Connect, the setup process is simple and more efficient."

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A-Gas to Attend 2023 FMI Energy & Store Development Conference

Industry leaders will highlight refrigerant regulatory shifts and more

Bowling Green, OH – A-Gas, a world leader in environmentally responsible lifecycle refrigerant management, announces its attendance at the Food Industry Association's Energy & Store Development Conference. A-Gas representatives Tim Amburgey, Director of National Accounts; Jason Lewis, Director of National Accounts; Don Carter, Regional Account Manager; and John Carlson, Regional Account Manager will be in attendance. From October 2-4, in Baltimore Maryland, conference attendees can connect with food retail industry peers to learn about the latest innovations in food retail energy, refrigeration, sustainability, and store design. The conference will allow attendees to connect on the industry's most pressing issues.

From refrigeration to integrating the circular economy into refrigerant management practices and shifting regulatory legislation, A-Gas brings extensive industry experience to the conference floor.

A-Gas is the world leader in the supply and lifecycle management of refrigerants. Over decades of heavy investment in state-of-the-art recovery and

reclamation technology, A-Gas has been able to provide businesses with on-site EPA-certified recovery, cylinder swap, and reclamation services. These not only add an additional revenue stream for businesses but facilitate the continued availability of these critical resources in times when supply chains are especially tight. Most important for the food retail industry is A-Gas' commitment to ongoing partnership with its customers to provide regular portfolio-wide refrigerant services and product assurance.

Among other topics, A-Gas representatives will be present to help attendees navigate an ever-changing regulatory environment. More specifically, A-Gas aims to help California food retailers understand and plan for regulations that impact them, such as State Bill 1206 (SB 1206), which prohibits the sale and distribution of bulk HFCs or HFC blends that exceed set GWP limits.

A-Gas' approach to lifecycle refrigerant management will help stores meet these regulations. With a focus on EPA-certified recovery and reclamation processes, A-Gas helps businesses meet

HFC compliance while contributing to a growing circular economy for refrigerant gases.

A-Gas looks forward to this opportunity for food retail industry leaders to learn about the critical ways we can operate more efficiently as an industry—making better use of the materials at our disposal and ultimately driving the next generation of cooling and refrigeration. To learn more about A-Gas' offerings: <https://www.agas.com/us/products-services/refrigerant-services/>.

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

For over 30 years, A-Gas has supported our clients and partners on their environmental journey by supplying lower global warming gases and actively increasing the circularity of the industries we serve, building a sustainable future. For more information, please visit www.agas.com/us.

Malco Wins 2023 Pro Tool Innovation Awards

ANNANDALE, MINN. (Sept. 14, 2023) — Malco Products, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, today announced that it has earned 2023 Pro Tool Innovation Awards for its Andy™ Aluminum Handled Offset Left Snips in the Hand Tools-Cutting category and its Adjustable Siding Gauge in the Spacers category.

Now in its eleventh year, the Pro Tool Innovation Awards evaluate hundreds of cutting-edge tools from across a wide variety of industries and manufacturers. This year, 99 different manufacturers and brands submitted over 465 products in dozens of categories for a chance to take home a 2023 Pro Tool Innovation Award.

The awarded products stood out for their innovative features, superior power delivery, revolutionary ergonomics, technological advancements, improvements in jobsite safety, or exceptional value.

"We are pleased to receive this recognition from the Pro Tool Innovation Awards, as going the extra mile to create tools that help our end-users perform better on the jobsite is the number one priority at Malco," said Rebecca Talbot, Malco's vice president of marketing. "Both of these tools were designed with the end-user in mind, and include specific features designed to improve speed and efficiency on the job."

Executive director Clint DeBoer expressed admiration for the ongoing innovation in the industry: "This marks our 11th year of hosting the PTIA Awards, and each year we witness an increasing level of innovation from both large and small companies."

DeBoer added, "every Pro Tool Innovation Award celebrates a product developed by people who really believe that the standard we're used to is no longer good enough."

Malco's two 2023 product award winners include: **Andy™ Aluminum Handled Offset Left Snips 12" (MC12L)**

Malco's Andy Aluminum Handled Offset Left Snips 12" (MC12L) is an innovative new addition to the company's popular Andy™ snips product line.

This versatile tool with offset handles ensures that HVAC and building construction trade pros can make longer, tighter, higher-quality straight and left curve cuts in many types of materials, including sheet metal, metal roofing, aluminum, stainless steel, steel siding, and vinyl.

Verified by internal testing, the MC12L Andy Snips offer the following advantages over competing products:

- Superior material flow for up to 60% faster cutting speeds
- Up to 45% longer cuts when operating one-handed
- The highest maneuverability for continuous cut radii half the size of leading competition, with better cut quality
- Lower jaw made of investment-cast tool steel allows for starter holes as small as 1/2"

Adjustable Siding Gauge (SGA)

Malco's new Adjustable Siding Gauge (SGA) is an innovative new all-in-one installation tool that eliminates the need to use multiple gauges for varying siding widths, while eliminating the need to use shims and/or have more than one person to complete projects. It's specially crafted for siding and construction pros, making it the ultimate tool for rapid siding installation both in its simplicity and efficiency of use, saving contractors and installers time

and money.

Built with an adjustable 5/16"–5/8" clamping range and an adjustable 4"–8" (1/4" increments) facing range, contractors and installers can quickly and easily hang different types of fiber cement siding, LP Smart Siding and other lap siding of various widths. The adjustable clamp ensures materials are held firmly held in place while the adjustable reveal ensures the siding is properly positioned. Malco's SGA also supports full 16-foot length lap siding for fast one-person installation.

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



Modine Announces New Electric Infrared Product Line

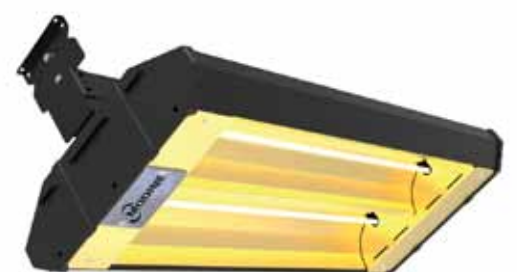
Racine, Wis. – Sept. 5, 2023 – Modine (NYSE: MOD), a leader in innovative heating solutions in the HVAC industry, has announced the launch of a new electric infrared product line. With this new product offering, Modine is expanding its portfolio of energy-efficient and low-emissions heating solutions for a wide range of commercial and residential applications.

The new MEL Series is a high-wattage, commercial-grade high-intensity electric infrared heater with outputs ranging from 750 to 11,400 watts. The heaters are equipped with a specially designed reflector for optimal radiant heat output with a replaceable tungsten element that provides a fast heat up time. The unit can be wall, ceiling, or recess mounted with optional accessories making it suitable for a variety of locations ranging from patios, open air dining, vestibules, and many other commercial spaces.

"At Modine, we are committed to helping our customers lower greenhouse gas emissions and reduce their carbon footprint," said Jon Schlemmer, Vice President and General Manager of Modine's Heating business. "The MEL Series provides our customers with a low-emissions heating product that can be used in a wide range of applications. We're excited to add this new product to our growing line of electric heating solutions. Our team is committed to offering products that support Modine's purpose of engineering a cleaner and healthier world."

The MEL Series is a perfect heating solution for a wide range of applications from outdoor patios to warehouses, with operational benefits that include: Highly efficient energy transfer - Lower mounting heights - Heat and light energy are balanced to reduce glare and provide high output - Input voltages of 120V to 480V - UL-certified for residential outdoor use and commercial indoor and outdoor use.

For more information on Modine heating solutions, visit <https://www.modinehvac.com/>.



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ASHRAE Miami Technical Meeting - Building Commissioning in the Built Environment - Principles, Process, Procedures, and the Future

ASHRAE Miami Chapter held their Technical Meeting on September 12th, 2023 at 12pm, at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. The meeting presentation was titled “Building Commissioning in the Built Environment - Principles, Process, Procedures, and the Future.” by Ross Montgomery, PE, ASHRAE Distinguished Lecturer, and ASHRAE Fellow.

This talk was about HVACR commissioning while highlighting our ASHRAE Standard 300 series, 202,230P, Guideline 0 and 0.2, and sample commissioning project applications and photos. Ross taught about what Commissioning is and what it is not. One subject included air tightness testing with case study examples using blower doors and site AHU’s.

Other meeting items included the ASHRAE Society Theme for 2023-24, CRC2023 Trinidad Summary - pictures and Miami Chapter Presentation, the Chapter Board and Leadership Team for 2023-24, and ASHRAE Job Listings.
There is also a new website. Visit at <https://www.ashraemiami.com/> Join ASHRAE and become a member!



Alejandro Gutierrez, Cristina Maiden, and Louis Pratt of Integrity Controls and Test & Balance with Jorge Gaitan of Airzone North America



Henrique Benedetti of Fincantieri with Peter Kane of Andrews Filters and Sergio Gonzalez of Ducting Company



Cristian Gonzalez of Turnkey International with Jose Martinez and Joshua Corredor of Integrated Cooling Solutions



Ryan Singh of Capture Air with Ross Jimenez and Sam Perez of Smart Building Solutions



Haleh Moghaddasi and Anna Campos of EXP



Lionel Son of Turnkey and Nabil Maroun of ECSG Energy Cost Solutions



Mike Montan of Jascko, Tulia Rios of Cors Air, Sonia Arranaga of Daikin, Sam Martin ASHRAE Miami, Ross Montgomery and Haleh Moghaddasi of ASHRAE




Ross Montgomery, PE, ASHRAE Distinguished Lecturer, and ASHRAE Fellow spoke about Building Commissioning in the Built Environment



Sam Martin, President, ASHRAE Miami updated the members on the Chapter Board and Leadership Team for 2023-24

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The 5th Annual HVACR Training Symposium Starts February 1st, 2024!



As you all know, the HVACR Training Symposium is one of my favorite events of the year. It's a special time when some of the finest HVAC/R edu-

cators and professionals all come together to share knowledge, get a look at some great industry books, and share a passion for making the HVAC/R industry even better.

Since we're only a few months away, here's a sneak peek at some of the features of this year's symposium and some links to resources. This year's symposium will be a little later than in previous years. It will run from Thursday, February 1st to Saturday, February 3rd.

As with previous symposiums, we will be offering two ticket options: in-person (\$159) and virtual (\$26).

The in-person ticket grants you access to the event in-person, which will be held at the Kalos HQ: 236 Hatteras Avenue, Clermont, FL 34711. You will also receive breakfast and lunch on all three days and unlimited access to the session recordings after the event.

The virtual ticket grants you unlimited virtual access to all sessions, which will be streamed live and provide an interactive experience for virtual ticket holders. Session recordings will also be available after the sessions have ended at hvacrschool.com. You may purchase virtual tickets even after the symposium has ended.

Both options will provide a means of earning up to 16 NATE continuing education hours with a certificate!

You can learn more about the 5th Annual HVACR Training Symposium, including parking, lodging, and FAQs at <https://hvacrschool.com/Symposium24>.

ASHRAE Wraps Up Successful 2023 Building Performance Analysis Conference

ATLANTA (September 22, 2023) – Embodied Carbon and Operational Energy were the focus of the 2023 ASHRAE Building Performance Analysis Conference held recently in Austin, Texas.

The theme of the conference “Holistic Building Analysis: Linking Operational Energy, Embodied Carbon and Comfort” centered on a comprehensive approach of evaluating and designing buildings.

“This year's conference emphasized the importance of considering not only a building's energy consumption during operation, but also its carbon footprint throughout its lifecycle, while keeping occupant comfort and well-being in mind,” said John Bynum, Conference Chair. “This theme challenged building professionals to rethink traditional building practices and adopt integrated strategies to create more sustainable and livable buildings.”

The two-and-a-half-day conference drawing 240 building industry professionals, included keynotes, paper sessions, seminars, vendor demonstrations, panel discussions and debates from more than 90 presenters.

Keynote sessions featured presentations from Jason DeGraw (Extreme Events and the Role of Modeling in a Resilient Future), Duncan Cox (Whole Life Carbon, is This the Right Approach?) and Alejandra Menchaca (Early Design: The Greatest Opportunity to Influence Performance).

Top attended sessions were:

- Modeling for Carbon and Embodied Energy I – This session covered important aspects related to building and construction decarbonization.

- Fishbowl Session – This session allowed members of the audience to freely “join and exit” a panel discussion on a topic introduced by the panel moderator, 2023-24 ASHRAE President Elect Dennis Knight.

- Occupant Health, Wellbeing and Comfort – This session included three presentations on occupant comfort in indoor and outdoor settings and from thermal and visual perspectives.

In conjunction with the conference, the 2023 LowDown Showdown modeling team competition was held where integrated teams of architects, engineers, designers and energy modelers worked together to create outstanding

designs that solve real-world building efficiency challenges. This year's competition asked teams to envision a new creative reuse of the Houston Astrodome to provide needed urban amenities and to do so within the constraints of reduced fossil fuel use and reduced carbon emissions.

First place was awarded to team “Carbon Lighters.” See the team's complete project overview on the Modeling Challenge webpage, ashrae.org/2023LDSd.

All sessions will be recorded and posted for on-demand viewing within 72 hours of the originally scheduled session. Presentations will remain available online for approximately 12 months after the conference has taken place.

Next year's conference will be rebranded as the 2024 ASHRAE Conference For Integrated Design, Construction & Operations, June 24-26, 2024 in Indianapolis, Ind. The conference will be hosted in conjunction with the 2024 ASHRAE Annual Conference. For more information, visit ashrae.org/cidco24.

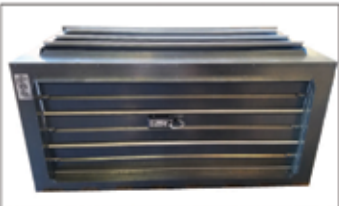


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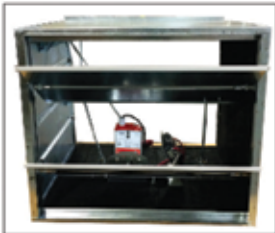
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- Email your SELFIE to Marketing@tropicsupply.com. Include your name, company name and phone number.



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One winner will be selected randomly from all entries received during each week. Drawings will be held on October 6, 13, 20 and 27. Winners will be contacted via phone the same day and prizes will be mailed immediately. Submission of your selfie gives Tropic Supply consent to post your picture to the Company's social media sites.

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Message from FRACCA President Will Barnes



Dear Members,

I am pleased to report a month of significant activity for the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) as we prepare for the upcoming 2024 Legislative Session. I have for you below the pertinent details you should be aware of.

Legislative Preparations

The legislative landscape began to take shape last week when House lawmakers convened in Tallahassee to designate Representative Dany Perez as the next Speaker of the House. Hailing from Miami Dade County, Speaker-Elect Perez, a Republican lawyer, is committed to prioritizing democratic processes and meticulous policy evaluation. He stated, "The question should not be whether we can pass this bill, but whether we should."

FRACCA Activities

Our Vice President of Government and Community Relations, Edward Briggs, recently addressed our RACCA Chapter through a Lunch and Learned session. The event focused on reviewing accomplishments from past sessions and outlining our legislative priorities for 2024. We are also actively engaging with the Florida Department of Education on Apprenticeship Programs and pursuing legislative sponsors for our key initiatives, particularly workforce training.

Important Dates

Please mark your calendars for our Board Meeting on October 12th at Trane in Tampa and our Tallahassee advocacy trip from November 14th to 16th. These events present invaluable opportunities for direct dialogue with lawmakers on issues affecting our industry.

Policy Watch

The Legislature is considering a broad deregulation of education, from pre-kindergarten to higher education. FRACCA will monitor this closely and engage in discussions as necessary to protect the interests of our members and our industry.

Legal Developments

A recent court ruling in Hillsborough County halted the operations of the Property Assessed Clean Energy (PACE) program. The case has implications for tax collectors and local governments statewide, and we will continue to update you on its progress.

Legislation of Interest

Rep. Linda Chaney has filed a bill proposing amendments to the state's child labor laws, while Rep. Jervonte Edmonds advocates for enhanced tenant rights. Both statements could directly affect our industry, and we will keep you informed of their legislative journey.

Additional Initiatives

We also seek clarification from the Department of Business and Professional Regulation (DBPR) regarding HB 1203, specifically concerning the registration and transfer of HVAC warranties. Our team is closely watching the developments around bills that deal with Career and Technical Education (CTE) courses and their potential classification as honors courses.

Participation Opportunities

Our House Page and Messenger Program is now active. Those interested in hands-on legislative experience are encouraged to contact Edward Briggs at edward@teamrsa.com.

Your input and participation are vital for the success of our collective endeavors. Thank you for your continued support.

Sincerely,
William Barnes, President, FRACCA

VULKAN LOKPRESS MINI CORDLESS ASSEMBLY TOOL

With over 40 years of experience and well over two billion connections in the field, VULKAN LOKRING has developed, manufactured, and installed mechanical tube joining systems for the refrigeration and air conditioning markets.

In the United States, VULKAN's primary focus has been working with original equipment manufacturers (OEMs) using 'Single Ring Technology' to join tubes on domestic refrigeration systems, and providing service solutions for technicians, when a sealed system requires repair.

Service connectors, also known as '00 Series Connectors', are available to join tubes sized from 1.3mm to 10.5mm for refrigeration systems. Assembly requires precise measurements, material preparation and the use of the HMRK-V hand assembly tool, or the LOKPRESS MINI cordless assembly tool.

The LOKPRESS MINI greatly reduces the complexity of assembly by freeing up one hand to maintain tube insertion, which is normally used to operate the HMRK-V to close a connector.

Simply put, the LOKPRESS MINI can make technicians an expert in seconds compared to days of practice and use with the HMRK-V. The LOKPRESS MINI. (L14004432) will soon be available from LOKRING Distributors with new technician friendly pricing in December 2023.

Included in the set is the LOKPRESS MINI, Charger, Battery and Case. If you have any questions, please contact your American VULKAN sales representative, or your local authorized distributor!

Please scan the QR Code for a link to the '00 Series LOKRING Knowledge Base' where you can view our Catalog, Distributor List and Training Materials. Included in their catalog are solutions for manufacturer specific repairs, leak detection, refrigerant recovery, evacuation, and charging.

LOKPRESS MINI

CORDLESS ASSEMBLY TOOL

VULKAN

Available December 2023

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Set Includes: Carrying Case, Lokpress Mini Tool, Battery, US Charger

Does not include Assembly Jaws

New Technician Friendly Pricing

Contact your Vulkan Distributor today



SFACA September Program Meeting Fair Labor Standards

The SFACA September Program Meeting was held on September 6th, at 5:30 p.m. at the Funky Buddha Brewery, 1201 Northeast 38th Street Oakland Park, FL 33334.

This Program Meeting was about DOL Wage and Hour Issues - Fair Labor Standards and what it means for HVAC Contractors. The main items that were discussed were: Exemptions, Overtime, and

Workweek standards. Guest speaker was Jerome Post, Director of Human Resources at the City of Fort Lauderdale.

Jerome holds multiple certifications, including Senior Professional in Human Resources (SPHR) and Senior Certified Professional (SCP) through the Society for Human Resources Management (SHRM).

The SFACA October Program Meeting will be held on October 4th, at 5:30 p.m., at the Funky Buddha Brewery, 1201 Northeast 38th Street Oakland Park, FL 33334.

This Program Meeting will be about Condensation. It will be worth 1 CEU credit and is open to all HVAC techs and contractors! Looking forward to see you there!



John Sause of Art Plumbing, Air Conditioning & Electric, with Dave Nunes of AGS Fleet



Carlos Borja of Saez Distributors with Michelle Walter and Ramon Delgado of Johnstone Supply



Arthur D'Attila and Dawn Spoto of Art Plumbing, Air Conditioning & Electric



Tony Ferrara of Ferrara's Air, Bob Volin of Air Design Concepts, and Stephany Marcial of Pride Air



The Funky Buddah prepared a nice buffet that the SFACA members enjoyed!



Stacey Miller, Executive Director of SFACA, Jerome Post of The City of Fort Lauderdale, and Kelly Dexter, President of SFACA



Gregg D'Attila, SFACA Pres Elect, with Jeremy Atman and Howard Pearl of Pride Air Conditioning



Jerome Post, Director Human Resources of the City of Fort Lauderdale spoke about Fair Labor Standards and what it means for contractors



Stacey Miller, Executive Director of SFACA, shared all the events coming up

Danfoss North America President Speaks on Decarbonizing Cities during Climate Week NYC



Danfoss North America president Rick Sporrer presented Danfoss' most recent whitepaper, "Roadmap for Decarbonizing Cities," on September 19 at the Chrysler Building in New York City. The presentation was part of a three-day Sustainability Summit, organized by the Danish consulate during Climate Week NYC. Organized by Climate Group and run in coordination with the United Nations and the City of New York, Climate Week brings together leaders from business, government and the climate sector to discuss progress toward addressing climate change and the challenges ahead.

This year's Climate Week theme is "We Can, We Will." Danfoss firmly believes that we can and will meet our climate goals and is committed to developing the technologies and solutions that will help lower carbon emissions and reduce energy consumption.

One of the most crucial keys to meeting climate goals will be energy efficiency as it is the single largest measure the world can take to reduce energy demand.

Energy efficiency is, and always should be, the 'first fuel' for clean energy transitions. The technology is available, and it's the quickest and most cost-effective carbon mitigation option.

Decarbonization is a key pillar of Danfoss' ESG (Environmental, Social, Governance) goals, as it works toward achieving its own goal of becoming carbon-neutral across its global footprint by 2030.

"Roadmap for Decarbonizing Cities," the company's recent whitepaper, emphasizes that cities offer some of the best possibilities to optimize urban planning and accelerate a green transition, and there are already accessible, cost-efficient technologies capable of cutting emissions sufficiently to meet global climate goals. But political leaders need to take action to ensure the infrastructure exists for the technologies to be adopted and scaled. With cities accounting for two-thirds of global energy consumption and more than 70% of annual global carbon emissions, and with increasing urbanization, it is clear that in order to reach the goals of the Paris Agreement, business and political leaders must commit to decarbonizing our cities.

Examples noted:

- Energy-efficient heating and cooling in buildings. By adopting low-carbon technologies such as heat pumps, buildings can significantly reduce their greenhouse gas emissions. If all urban areas and cities in Europe, the US, and China invested in energy-efficient heating and cooling of buildings, this would contribute 20%

- to the 1.5C target of the Paris agreement.
- Electrification of urban transport would contribute 28% to the target.
- Sector integration. Excess heat can provide for a substantial portion of heating/cooling needs in cities. This heat can be reused, but a holistic approach to energy reuse in cities is crucial to build out this capacity and decarbonize the power supply of cities.

"Cities are the key to reaching our climate goals," said Sporrer. "While some cities, like New York, are implementing energy efficiency standards and mandating reductions in carbon emissions, we still have a long way to go to make our cities cleaner and more sustainable. I was glad to be part of the conversation on how we can harness innovative technologies to meet our climate goals."

Danfoss engineers solutions that increase machine productivity, reduce emissions, lower energy consumption, and enable electrification. Our solutions are used in such areas as refrigeration, air conditioning, heating, power conversion, motor control, industrial machinery, automotive, marine, and off- and on-highway equipment. We also provide solutions for renewable energy, such as solar and wind power, as well as district-energy infrastructure for cities. Our innovative engineering dates back to 1933. Danfoss is family-owned, employing more than 40,000 people, serving customers in more than 100 countries through a global footprint of 95 factories.

The AIM Act’s Impact on HFC Gases (from cover story)

To be properly reclaimed, HFC gases must be contained and recovered, never leaking into the atmosphere. Learning the safest and most effective processes out in the field will ensure businesses have a steady supply of HFCs. For example, venting HFC gases and releasing refrigerants into the atmosphere is not only illegal, it contributes to environmental harm and depletes the supply source for these gases.

Ensure proper recovery by capturing HFCs in recovery cylinders and never venting. Then, you can work with a reclamation partner to turn the gas back into a usable product. Once a reclaiming partner has the material, they can get to work on separating, processing, and reclaiming the gases before laboratory testing and analysis to certify them for quality assurance purposes.

There’s been a misconception in the field that mixed refrigerants cannot be reclaimed, and if they are, they’re of inferior quality. That’s simply not true. While separation is an additional, complex step in the reclamation process, it is still best to reclaim mixed refrigerants.

Well before the introduction of the AIM Act, A-Gas began heavily investing in separation technology. Instead of instituting penalties for mixed refrigerants, which many reclaimers do, A-Gas compensates those who work with us to reclaim their used refrigerants, regardless of their condition. But, to gain the most value and highest purity through the reclamation process, it’s smart to avoid mixing refrigerants.

In choosing a reclamation partner, it’s important to work with an organization that has the experience, capacity, and relevant technology needed to provide the highest-quality product possible. A-Gas is a global company with offices in Europe, the UK, and Australia—places that are leaps ahead of the US in their phase-down schedules—as well as other countries that are just beginning their phasedowns. A-Gas’ global offices share best practices across our locations, which has equipped the US team with the necessary information to be best prepared.

With that knowledge, A-Gas invested in becoming the leading EPA-Certified reclaiming partner with the capacity to handle a massive increase in demand before the AIM Act came about. A-Gas’ lifecycle refrigerant management approach provides businesses with a singular partner for their refrigerant recovery, reclamation, and supply needs.

Luckily, the phase-down will take place over time. For now, businesses should look to minimize their allowance usage with reclaimed HFCs. When HFCs are used, selling them to reclamation companies will generate additional income for businesses to use on future equipment costs while ensuring the continued availability of HFCs during the transition.

A-Gas has the technology, capacity, and experience to guide businesses through these legislative shifts. A-Gas offers consultation for long-term planning, throughout the phase-down and beyond. If businesses don’t have a plan for navigating a restricted HFC supply chain, it would be beneficial to get one in place.

A-Gas also offers EPA-compliant refrigerant removal via its Rapid Recovery® service, the largest refrigerant recovery service in the world. Proper, safe recovery is the bedrock of lifecycle refrigerant management, without which reclamation or reuse cannot occur. Rapid Recovery® is an on-site service, making it easy for businesses to stay compliant and participate in the circular economy.

Additionally, Rapid Exchange® offers a simple on-site cylinder swap, where A-Gas goes to a customer’s location and exchanges full recovery tanks for clean, empty, and in-date cylinders, providing the business with EPA documentation. A-Gas will then pay the business for its used gases. Businesses can also purchase reclaimed refrigerants directly through A-Gas, without exchanging or recovering their own gases.

To learn more about the lifecycle refrigerant management services A-Gas offers, click here: <https://www.agas.com/us/products-services/refrigerant-services/>

One Year Later, Hurricane Ian Recovery Continues with Nearly \$8.7 Billion in Federal Support

WASHINGTON -- From Fort Myers to Central Florida to Daytona Beach, Hurricane Ian cut a wide swath of destruction unlike anything most Floridians had ever experienced. One year later, the state and dozens of communities continue recovery operations with the support of federal partners, the private sector and voluntary organizations. To date, federal support totals \$8.69 billion, including:

- 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.
- The National Flood Insurance Program paid \$4.38 billion for more than 47,300 claims filed.
- FEMA obligated more than \$1.26 billion to reimburse state and local applicants for emergency response, debris removal and repair or replacement of public facilities.

Damage from Hurricane Ian is estimated at \$115 billion, including insured and uninsured losses, making it the third costliest cyclone to strike the United States, after Katrina and Harvey, according to NOAA.

FEMA provided rental assistance and funds for basic home repair for 386,000 Florida households. More than 4,500 families were provided temporary hotel stays while looking for longer-term housing, and most have found other lodging. More than 1,360 households were given the keys to FEMA temporary housing, including travel trailers, manufactured housing units or apartment homes leased by FEMA for hurricane survivors.

To speed up damage assessments and applicants’ home inspections, FEMA used geospatial information systems and other technology in response and recovery operations.

FEMA operated 57 Disaster Recovery Centers in affected areas with 138,000 visits from survivors, and FEMA Disaster Survivor Assistance teams visited 354,600 homes. The U.S. Small Business Administration operated six Business Recovery Centers and two Loan Closing Centers.

Voluntary organizations have been active since the storm made landfall. with cleanup, financial and housing aid, mental health and other types of support. “We’ll be here until the job is done,” said Howard.



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2023 NFACCA Fall Golf Tournament at the Blue Sky Golf Club in Jacksonville

September 22, 2023

The 2023 NFACCA Fall Golf Tournament took place at the stunning Blue Sky Golf Club on Friday, September 22nd with an 8:30am Shotgun Start with over 40 golfers.

Thank you to our Amazing Sponsors! Nimnicht Chevrolet, Advanced Work Vans, and American Standard Heating & Cooling.

Air Angels Putting Contest Winner: John



1st Place Gross: NFACCA Lek Gjoka, Jacob Knight, Joe Crawford, and Ryan Roberson of Johnstone Ware Group, Sean Moseley of Value Oriented Sales

Wade. Longest Drive #1: Matthew Glass, Closest to the Pin: #11 David Green.

1st Place Gross: Jacob Knight, Joe Crawford, Ryan Roberson, and Sean Moseley. 2nd Place Gross:: Tom Sullivan, Alex Puente, and Nick Deihl. 3rd Place Gross: Chris Winkel, Trey Meadows, Gregg Schroeer, and Ray Green.

1st Place Net: Matt Wassner, Doug Regula, and



2nd Place Gross: Tom Sullivan of Rectorseal, NFACCA president Lek Gjoka, Alex Puente and Nick Deihl of Johnstone Ware Group

Mike Regula. 2nd Place Net: Chris Tuttle, Brad Kelly, Jesse Ham, and Woody Bunch 3rd Place Net: Joseph Blasco, Chris Siegrist, Aaron Sarnac, and Mike Evans.

Everyone had a great time relaxing out on the course seeing old friends, and playing some golf! Many great prizes were awarded over lunch at the end of the tournament!



3rd Place Gross: Lek Gjoka of NFACCA, Chris Winkel and Gregg Schroeer of Baker, Trey Meadows of Chill Tech, and Ray Green of Thigpen HVAC - absent



1st Place Net: Matt Wassner, Doug Regula, and Mike Regula of McGowan's Heating & Air, NFACCA president Lek Gjoka



2nd Place Net: Chris Tuttle, Brad Kelly, Jesse Ham, and Woody Bunch of Team Snyder, NFACCA president Lek Gjoka (2nd from right)



3rd Place Net: Joseph Blasco and Chris Siegrist of Tropic Supply, NFACCA president Lek Gjoka, Aaron Sarnac and Mike Evans of Evans Air Conditioning



Air Angels Putting Contest Winner: John Wade of Northeast Florida Heating & Air



Closest to the Pin Winner: David Green with NFACCA president Lek Gjoka



Longest Drive Winner: Matthew Glass of Bowen, Miclette, & Britt Insurance Agency with NFACCA president Lek Gjoka

Johnson Controls' Launches Energy Efficient Air-To-Water Heat Pump In North America

MILWAUKEE – (September 21, 2023) – Johnson Controls, the global leader for smart, healthy and sustainable buildings, today announced the launch of the next-generation YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump – a high efficiency air-to-water heat pump for the North American market. The YORK YMAE is a sustainable, future-ready solution for offices and schools that want to minimize their environmental impact and electrify their heating and cooling. The YORK YMAE uses R-454B, a refrigerant that cuts climate impact by nearly 80% compared with R-410A refrigerant. The YMAE will be offered in single and packaged-module configuration.

“The YORK® YMAE heat pump is a proven industry leader around the world, and we’re proud to further optimize its design and make it available to a new market,” said Andrew Graybill, director of product management for air-cooled chillers, Johnson Controls. “Its efficient performance and low-GWP refrigerant will empower customers in North America through a sustainable, future-ready heating and cooling solution.”

By utilizing low-GWP R-454B, the YMAE is compliant with upcoming regulations by the U.S. Environmental Protection Agency (EPA) through the American Innovation and Manufacturing (AIM) Act. The AIM Act directs the EPA to phase down hydrofluorocarbon (HFC) production and use by 85%

over the next 15 years, with the next major phase-down going into effect Jan. 1, 2024. In addition to the YMAE, YORK will use R-454B across all its scroll compressor products. As a global leader in sustainability, Johnson Controls was a strong voice in support of passage of the AIM act and works hard to advance policies that spur the kinds of clean technologies that can tackle climate change.

Using the award-winning YORK Amichi™ platform as a foundation, the advanced YORK YMAE features all new hardware, including new-to-market, electronic vapor injection (EVI) scroll compressors, updated heat exchangers and an optimized frame. EVI technology significantly improves system capacity and efficiency and allows the YMAE to provide high water temperatures at low ambient conditions.

Highly flexible, the modular YMAE features two-pipe and four-pipe versions and serves a wide range of applications. The four-pipe system makes it possible to simultaneously heat and cool different areas of a building by moving heat from one area to another, improving efficiency and occupant comfort. The heat pump’s modular design makes it possible to multiply capacity with a minimal footprint. Up to four modules can be kitted together, factory-tested and shipped as a single unit, simplifying installation and speeding up commissioning. The YMAE joins the YORK family of heat pumps which serve appli-

cations that range from small commercial buildings to district heating, and is part of the OpenBlue platform of connected equipment.

The YORK YMAE will be available on a short lead time. Units will be available to order and begin shipping this year. Product details can be found in Johnson Controls Solution Navigator, a one-stop, real-time platform that speeds up and simplifies the building management process and makes it easy to find products that best meet application needs.

To learn more about the YORK YMAE air-to-water heat pump, visit www.york.com/commercial-equipment/chilled-water-systems/ymae_heat_pump_chiller_ch or search for “YMAE” in the Johnson Controls Solution Navigator.



YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump

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Graham Floyd, Andrew Glerum, Joseph Post, Alyssa Vinson, Shawn Simmons, and Randall Deutsch of Tropic Supply at T-6 Ft Pierce



Ken Darin of Regal Rexnord with Luis Blardoni and Luis Echevarria of The King of Cold



Charlie Del Vecchio (grandson), Charles Del Vecchio, and Chuck Del Vecchio of Tropic Supply



Clint Folsom of Marion Schools, Vicky Simpson of Tropic Supply, Roger and Richie of All American Air, Tod Sutherland of Tropic Supply T-22 Ocala



Nathan Gates of Family Air Experts, Keith and Terri Thompson (center) of AC Keith Inc., Bruce Tutt of Tropic Supply, Dalton Logsdon of Family Air Experts



T-1 Tropic Supply North Miami taking a group photo with some vendors and customers



Elio Amador and Luis Robles of Tropic Supply T-1 North Miami



Gary Giaimo, Colin Kelly, Jason Nieman, Dustin Kuhn, and Nick Tomarchio of Tropic Supply T-17 Orlando



Mallory David of Sporlan and Sam Dornbusch of BTU Reps giving product demonstrations at Tropic Supply T15 East Tampa



Charles Bruyn, Caster Fuentes, Oscar Osorio and Elio Amador of Tropic Supply T-1 North Miami



Edwin Velez of Cooper&Hunter (left) showing techs how to service Mini Splits quickly and efficiently



Brandon Smith of Steve Smith AC, Andy Glerum of Tropic Supply, James Whittemore of Air Care, and Rob Hamilton of Hamilton & Associates



Gerry Valenzuela and Elio Amador of Tropic Supply with Junior McMisth of Miami Dade County Public Schools



Bobby Burnett, Keegan Ivey, Chris Siegrist, Rodney Kerse, Abe Betancourt, Wayne Sterling, Jermaine McNish of Tropic Supply T-18 Jacksonville



Elio Amador of Tropic Supply with David Kogan of Master Mechanical Services



Scott Mahaney, Mark Harris, Leo Torres, Don Holland, Greg Fleming, and Santos Casiano of Tropic Supply T-23 St Petersburg



Aaron Romig, Rob Mayhew, Bruce Tutt, and Andy Glerum of Tropic Supply waiting for some delicious grilled Brats!



Tim Shields, Michael Hysmith, and Pete Calucci of Tropic Supply T-14 Sarasota

Customer Appreciation

Thanks Everyone For



Bryan Cabrera and Braulio Cabrera
of I Am AC, Air Conditioning Solutions



Blue Narcisse of HYVAC Air Conditioning,
Rob Mayhew of Tropic Supply, and
Jay Lund of Artic Air Conditioning,



Alexis Terzado of Nu-Calgon, Juan Pavetti and
Mario Toledo of Tropic Supply, Yusiel Cabrera of
Extreme Air Service, Gil Ledoux of PED Associates



Denzil Irving of Indian River State College
with Drew Garland of DiversiTech



Ladies Selfie at Tropic Supply T-20 Sunrise
Marybell Rios, Brittney Rodriguez,
Jennifer Concepcion, Heather Anusbigan, Jackie Gil



Elio Amador of Tropic Supply with
Ivan Aburto of Copeland

Association Cookouts

AD SHOW

Celebrating With Us!



Giuseppe Ferrando of Dynamiq with
Norman Sorel of Hamilton and Associates



(1st&3rd) Jason Gladey and Jared Norman of
Custom Air Systems with (2nd&4th) Dalton Logsdon
and Nathan Gates of Family Air Experts



Jay Herman and Todd Straus
of Cherokee AC & Heat Solutions



Glenn Paetow of Allied Equipment (right)
showing how to increase profits using the
System Shield Labor Concession Program



Graham Floyd of Tropic Supply,
Rick Kulczynski of A-All Major Brands Corp.,
Rob Mayhew of Tropic Supply



Yani Soto of Tropic Supply with
William Delgado of Eco Natural Air



(Back) Barry Mitchell, Alan Schudel, Mike Cuoco,
Erick Borda, (Front) Korey Martin, Manny Guillaury,
and Marty Castillo of Tropic Supply T12 Port Charlotte



Kiernan Tetreault of Accu-Temp AC
with Drew Garland of DiversiTech



Jim Kiley, Ray Sanfilippo, Michael Aversano,
Jimmy Acevedo, Chris Perry, and
Micheal Blankenship of Tropic Supply T-8 Ft Myers



Norman Sorel of Hamilton and Associates
and Ken Darin of Regal Rexnord at
Tropic Supply T-1 North Miami



Some happy contractors enjoying
a delicious grilled lunch at
Tropic Supply T-20 Sunrise



Joe Post, Nigel Roberts, and
Darryl Cook of Tropic Supply T-6 Ft Pierce

Johnson Controls-Hitachi Air Conditioning Introduces AIR365 Hybrid Dual Fuel Residential HVAC System

IRVING, Tex., September 13, 2023 – Johnson Controls-Hitachi Air Conditioning today introduced the new Hitachi air365 Hybrid dual fuel system, which combines a heat pump and furnace to provide efficient, economical comfort to homeowners year-round, while reducing carbon emissions. The air365 Hybrid system features an innovative, dual fuel module that attaches to a gas furnace and is paired with an external, Hitachi Mini VRF heat pump as the primary heating and cooling source. Depending on the outside temperature, it automatically uses the most efficient heating source to provide comfort, save energy, and reduce emissions and utility costs.

“Dual fuel heat pump systems are a sustainable way to heat and cool homes, providing homeowners with a solution to effortlessly cut their own carbon emissions and energy costs,” said Manuel de la Fuente, vice president and general manager of Johnson Controls-Hitachi Air Conditioning North America. “Sustainability is at the heart of everything we do, and the Hitachi air365 Hybrid dual fuel system demonstrates our commitment to developing best-in-class solutions that deliver superior comfort and lower operating costs while protecting the environment.”

When temperatures are extremely low, most heat pumps must rely on energy-intensive, electric resistance “strip” heating, which can significantly increase utility costs and strain the electric grid. To maximize efficiency, a smart sensor in the dual fuel module monitors outdoor ambient temperature. If it reaches a temperature where the heat pump cannot efficiently meet the indoor heating demand, the system automatically switches to the furnace, ensuring the system is operating at peak efficiency. For example, when pairing a Hitachi Mini VRF heat pump with a YORK® YP9C Modulating Gas Furnace as part of a dual fuel system, homeowners can cut utility costs by up to two thirds compared to conventional heating systems.

The Hitachi Mini VRF is available in 3-, 4- and 5-ton models and offers an extended operating temperature range, as low as 23 F (-5 C) outdoor ambient temperature in cooling mode and as low as -4 F (-20 C) in heating mode. Depending on the model, the rated cooling capacity is 36,000 to 60,000 BTU/h and the heating capacity is 40,000 to 64,000 BTU/h. All models feature Night Shift, which allows the outdoor unit to operate as quietly as 44 decibels. The Dual Fuel Module features a mounted electronic expansion valve that provides extremely

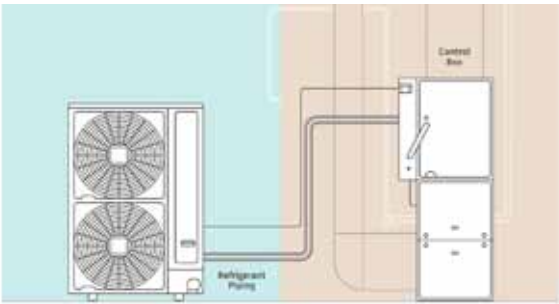
accurate modulation and greater efficiency. There are currently many federal, state and local tax incentives encouraging homeowners to upgrade to energy efficient heat pumps, greatly reducing the upfront cost of new equipment.

“The air365 Hybrid dual fuel systems can qualify for multiple rebates and incentives, such as the ‘25C energy efficient home improvement tax credit’ expanded by the Inflation Reduction Act,” added de la Fuente. “It’s important for contractors to talk to homeowners about these opportunities since it may make equipment more accessible to a wider population.”

The air365 Hybrid system is simple to install, with fast placement and setup:

- Best-in-class piping length of up to 984 feet allows for greater installation flexibility and makes the system suitable for a wider application range.
- Compatible with most furnaces available in the market, the Dual Fuel Module easily mounts onto the furnace cabinet using common opening sizes.
- Prepackaged wiring harnesses, relays and control parts and point-to-point connection between outdoor unit and furnace streamlines wiring.
- An electronic expansion valve (EXV) kit and controls are pre-installed to the surface of the Dual Fuel Module.
- The system is compatible with any 5-wire thermostat, with no adaptors required for third-party device integration.
- Homeowners will be able to remotely access their dual fuel system thanks to its cloud-based smart phone application

To learn more about the Hitachi air365 Hybrid dual fuel system, please visit www.hitachiircon.com/air365hybrid.



Trox Corporation Acquires Zonex Systems

Randolph, NJ. – Trox Corporation announced its acquisition of California based Zonex Systems. Trox, and its New Jersey based subsidiary ZONEFIRST’s President Dick Foster stated, “The acquisition of Zonex Systems brings together the two oldest manufacturers of zoning dampers and zone control systems in the industry. The parallel paths of both companies, their histories, one being on the east coast, the other on the west, one being residentially focused, the other being commercial, both being started by our fathers and the complimentary product offerings makes this a very synergistic

combination.”

Zonex Systems President Jeff Osheroff stated, “After so many years working with my Dad and seeing the great potential zoning continues to offer in the HVAC Industry, I’m exceedingly happy to partner with an industry veteran, Dick, Trox and ZONEFIRST to provide the industry’s most comprehensive mix of zoning and control solutions for the residential and commercial controls markets.”

Both companies will continue to operate independently as plans progress for integration.



AI Takes Center Stage at ServiceTitan’s Annual Pantheon Conference

ORLANDO, Fla.--(BUSINESS WIRE)--PANTHEON 2023 – ServiceTitan, a software platform built to power the trades, today announced a suite of new products powered by artificial intelligence (AI) to empower residential and commercial contractors with groundbreaking technology to supercharge their businesses. Powered by Titan Intelligence, the company’s own AI solution purpose-built for the trades, these new cutting-edge solutions allow its customers to automate, predict, and optimize across their entire business.

“Over the past year, the world has seen a dramatic acceleration in AI advancements and ServiceTitan is making sure that the trades industry will be at the forefront of this technological revolution,” said Vahe Kuzoyan, president and co-founder at ServiceTitan. “For far too long, the trades industry has had to play catch-up when it came to technological innovations. But ServiceTitan has flipped the script by ensuring every hardworking contractor has access to powerful AI tools at the same time, if not before, any other industry.”

Several of these new AI-powered products and more were announced today at Pantheon 2023, ServiceTitan’s annual user conference, including:

- Ads Optimizer maximizes the ROI of every dollar spent on an advertising campaign by educating Google Ads to focus on potential customers who are actively looking for service providers while avoiding users who aren’t. The feature also predicts which zip codes will have the most demand and automatically prioritizes ads for those specific locations.
- Dispatch Pro runs thousands of scenarios to get the right technician to the right job, allowing dispatchers to invest more time delivering a superior customer experience. Dispatch Pro’s algorithm also finds the best technician for every job based on the technician’s specific set of skills, recent sales performance, proximity to the job, and more – all to maximize profit.
- Integrated Financing gives contractors the tools they need to grow their business and protect their margins. The feature allows ServiceTitan’s customers to strategically control plans from multiple preferred financing providers on a single job, improving their customers’ approval rates. It also gives technicians confidence in offering plans that will ultimately win more high-value jobs easily.
- Second Chance Leads automatically detects unbooked phone calls from potential customers within minutes of the call ending, and specifically flags missed calls that the algorithm believes can be saved. The tool works in the background to identify missed opportunities so ServiceTitan customers don’t have to.

“At ServiceTitan, AI means ‘Automated ROI,’” said Ara Mahdessian, co-founder and CEO of ServiceTitan. “We want to automate all the inefficient processes that steal precious hours away from contractors and their teams every single day, and at the same time provide actionable insights and powerful features to meaningfully grow their revenue. Our AI-powered tools allow our customers to focus their time and energy on what they’re best at, and most passionate about - solving problems for their customers and delivering the best quality service.”

To learn more about all of the new features and announcements at Pantheon 2023 visit: www.servicetitan.com/blog/pantheon-2023-live-coverage



Selfie from Women In HVACR at the Pantheon 2023 - ServiceTitan

Defying Extreme Temperatures: GREE MultiPRO Systems Excel In Extreme Heat And Cold

For HVAC contractors, ensuring consistent indoor comfort for clients is paramount. However, many HVAC systems falter in extreme temperatures, leading to dissatisfaction and frequent maintenance calls. Enter GREE's MultiPRO systems, a solution designed to excel where others fall short. In this article, we'll explore how GREE challenges common HVAC myths and why MultiPRO stands out as the preferred choice for contractors.

There's a prevailing myth in the HVAC industry: mini-splits can't lower indoor temperatures more than 20 degrees below outdoor temperatures, especially under extreme heat. This belief has deterred many some from considering mini-splits as a viable solution for regions experiencing intense temperatures. However, not all mini-splits are created equal, and GREE's MultiPRO systems are a testament to that.

To address these rumors, we dove deep into publicly available data from GREE and competing mini-split brands. The results were astounding. GREE MultiPRO systems consistently outperformed other high-end inverter-based systems by up to 9,000 BTUs under extreme temperatures, as high as 115 degrees Fahrenheit. In simpler terms, while the 20-degree myth holds true for other brands, it doesn't for GREE MultiPRO. Even under the most grueling temperatures, the MultiPRO ensures optimal cooling, debunking the myth and setting a new industry standard.

From the blistering 105°F in Dallas to the scorching 115°F in Phoenix, GREE MultiPRO systems have consistently proven their mettle, delivering unmatched cooling when it's needed the most. Even in the face of harsh winter weather, GREE systems stand resilient. Their renowned performance in low-ambient conditions ensures that the cold outside doesn't affect the warmth inside.

GREE's commitment to R&D has resulted in the MultiPRO systems, a blend of cutting-edge technology and innovative design. The MultiPRO systems aren't just about cooling. They also so provide super efficient heating. Even in the coldest conditions, these systems maintain their efficiency, ensuring that indoor comfort is never compromised.

The GREE MultiPRO is not just another HVAC system; it's a testament to advanced engineering and design tailored for modern needs. With the capability to handle up to 10 zones using a single outdoor unit, it offers unparalleled flexibility in installation. Its ultra-long piping of up to 985 ft. ensures that even the most challenging spaces can be catered to with ease. A diverse range of indoor mini-split air handler options, from wall mounts to ceiling cassettes, ensures that every space, be it residential or commercial, can benefit from optimal temperature control. Smart Temperature Control, advanced torque control, and automatic fault detection are just a few of the features that make the MultiPRO stand out. Whether it's the sweltering heat of summer or the biting cold of winter, the GREE MultiPRO promises consistent, efficient, and whisper-quiet performance, making it the preferred choice for those who prioritize comfort and reliability.

With GREE MultiPRO systems, contractors can assure clients of year-round comfort. The efficiency of GREE MultiPRO systems translates to tangible cost savings. Lower energy consumption means reduced utility bills, a selling point that contractors can emphasize to potential clients.

For HVAC contractors, the choice is clear. GREE MultiPRO systems offer a blend of reliability, efficiency, and performance when your clients need cooling under extreme conditions. As the demand for consistent indoor comfort grows, contractors equipped with GREE's offerings will be better positioned to meet client expectations. Dive into our extensive online resources, from detailed installation manuals to troubleshooting guides. And for those aiming to optimize their system choices, our System Builder tool is an invaluable asset. Choose GREE, and ensure unparalleled comfort for your clients, regardless of the weather outside.

Modine Donates More Than 600 Backpacks To School Students

Racine, Wis. – September 13, 2023 – Modine (NYSE: MOD), a technology and indoor air quality leader in the HVAC industry, provided students with more than just clean air during back-to-school season. The company donated more than 600 backpacks containing important school supplies to students in Virginia, Michigan, Rhode Island and Wisconsin to lend a helping hand and reduce the financial impact on families and schools.

"We wanted to show the community that we care for our children inside and outside the classroom," said Kimberly Raduenz, Manager, Strategic Marketing for the IAQ division at Modine. "While our core purpose is engineering a cleaner and healthier world, we recognize that many students need more than just excellent indoor air quality at school. We wanted to help children start the school year off on a positive note."

In Virginia, Modine representatives visited F.W. Kling Elementary and Enderly Elementary, both part of the Buena Vista School District. In Michigan, Modine and their local Michigan representative, Bolhouse, provided supplies to Jenison Public Schools.

Modine donated backpacks to Webster Avenue

Elementary in Providence, Rhode Island, at an event that included Antojitos Emanuel, a local food truck.

"Back to school shopping can be difficult and overwhelming for some students," said Maria E. Acevedo, family ambassador at Webster Ave Elementary School. "Modine eased that concern with their generous donation of school supplies, backpacks and water bottles, embodying community commitment at its best. Not only did families receive school supplies, everyone in attendance at our back-to-school celebration enjoyed hot, fresh food. We're very thankful for this partnership and look forward to it for many years to come."

In Racine, Wisconsin, where Modine is headquartered, the company donated backpacks, water bottles, and school supplies through three Community-Oriented Policing (COP) houses. These physical homes, strategically placed within residential neighborhoods, are staffed by law enforcement professionals and other service providers and open to the public to help strengthen relationships and facilitate building stronger communities. To learn more about Modine IAQ solutions, please visit <https://www.modinevac.com/>.



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Performance Pointers

By James Ball

(continued from page 14)

Maintenance when needed

High-Performance HVAC Contractors who monitor systems can then perform maintenance when the system needs it, not just because six months have passed. Monitored systems that are commissioned properly and have sealed duct systems will need more than six months between maintenance visits. High traffic homes with pets may need a shorter interval between visits. Instead of guessing, why not let measurements decide the interval between cleanings?

National Comfort Institute instructs classes for combustion performance (CO) and system performance. To understand more about the points to monitor and how to use the points to measure performance, check out the next Airflow Testing & Diagnostics Online Live Training (nationalcomfortinstitute.com). This eight-hour class is a great introduction teaching you to measure static pressure and equipment airflow. Many systems are available to monitor performance. Talk to your manufacturer or investigate SmartAC.com to get a monitoring system set up for your customer today.

Measure – Don't Guess!

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

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

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Unico Announces North American Distribution of High-Efficiency Chiltrix Air-To-Water Heat Pumps

ST. LOUIS (September 1, 2023)— Unico, Inc., the market leader in small-duct central heating and air conditioning systems, announced they will distribute Chiltrix air-to-water heat pumps throughout North America. "This joint venture will bring our customers the very best in indoor comfort and energy efficiency," said Unico brand marketing manager Ashton Gavelek.

Chiltrix produces the CX35 and CX50 series of smart heat pumps, providing optimized heating performance and capacities ranging from 2.0 – 3.5 tons cooling, and 3.4 – 4.8 tons heating, making them ideally sized for residential applications. While traditional condensing units measure efficiency in SEER, air-to-water heat pumps measure efficiency using IPLV (Integrated Part Load Value), measuring equipment operating efficiency at various capacities. The CX35 has an IPLV of 23.27, and the CX50 has an IPLV of 21.2, ranking these units as the most efficient hydronic units available today.

Pairing Unico's unique small duct system with a Chiltrix air-to-water heat pump will provide an un-

paralleled indoor comfort system for homes, pushing the boundaries of HVAC technology, comfort and efficiency. "For years our customers – HVAC distributors, contractors, and designers, builders, and owners of older or custom homes - have been looking for the best way to match the Unico System with the high efficiency of air-to-water heat pumps. There is no better hydronic match up than these Energy Star-awarded Chiltrix models," adds Ms. Gavelek.

Unico provides design services to HVAC contractors, building professionals and homeowners, including plans and material lists for heating, air conditioning, ventilation, underfloor heating, domestic hot water, and radiant cooling. Unico also supports all installing contractors with comprehensive installation and operational training.

States Ms. Gavelek, "In the pursuit of Net Zero energy and the advancement of 'Electric Home' HVAC systems, our collaboration with Chiltrix takes residential HVAC comfort and efficiency to the next level and continues our commitment to provide the very best indoor comfort solutions on the market."

Carrier's New Indianapolis Technical Training Center Launches to Address HVAC Technician Shortage

INDIANAPOLIS, Sept. 15, 2023 – Today, Carrier launched its new 6,000-square-foot training center on the West Side of Indianapolis with a ribbon cutting ceremony and several local distributors and public officials present. The event was hosted at one of the largest gas furnace manufacturing plants in the world, Carrier's Center of Excellence for gas furnace production. The launch of the technical training center marks the completion of a multi-million-dollar investment by Carrier in training the next generation of skilled HVAC technicians. The center is opening in advance of the 2025 refrigerant phasedown where Carrier technicians will be trained on products using Puron Advance™ (R-454B), Carrier's next generation lower-GWP refrigerant, in preparation. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Over the next 10 years, it is estimated that there will be a 400,000 HVAC technician shortage that may negatively impact homeowner experiences, increase wait times for installation and maintenance of

units, and leave business owners with the challenge of finding qualified employees.* Carrier's new technical training center aims to address this challenge by training more technicians with state-of-the-art technology and labs. The center includes six distinct labs featuring 41 fully functional systems; including three ducted system labs, operational two-pipe and the future three-pipe VRF labs, and a ductless lab, which includes Crossover systems to train on the latest ducted and ductless combinations. Carrier's existing self-paced, online training courses average 11,000 hours of technical training consumed each year. As a result of this new, in-person technical training center, annual capacity for an additional 30,000 hours of hands-on training has been added.

Carrier's commitment to addressing the technician shortage is further exhibited by its Tech Up program, an ongoing effort to develop and empower the next generation of HVAC technicians. For more information visit <https://www.carrier.com/residential/en/us/>.

HARDI Distributors Report 5.2% Percent Revenue Increase in July

COLUMBUS, Ohio, September 6, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 5.2% percent during July 2023. The annual sales growth for the 12 months through July 2023 is 6.2% percent.

“Unusually warm temps were in the headlines during the past month but July 2022 was very warm also,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “July 2023 had 4% more cooling degree days than normal, but that was off by -4% from July 2022. Under those conditions, the 5% sales gain with only a modest price benefit, and after the -6% decline in June, looks like a solid report and helped preserve the six-handle on the annual rate for one more month.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remained at 39 days during July as it was in June. “The normal DSO for this time of year pre-Covid was in the mid-40s,” said Loftus. “I was expecting the DSO to revert to the pre-COVID levels by now. Either this is the new normal for summer or the economy is steady and the financial fitness of customers remains solid. It could be both.”

“The annual pace of existing home sales, an important leading indicator of home HVAC equipment replacement demand, has dropped from 4.6 million in the spring to 4.3 million which is off by -25% since last summer. The current demand is off by about 20% from the 5.3 million pre-Covid normal pace,” said Loftus. “Replacement demand is likely to remain subdued after home mortgage rates pushed through 7.5% while more than 60% of home mortgages are 4% or less.”

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.

Malco Announces 2023 HVAC Trade-Pro of the Year Winners

ANNANDALE, MINN. (Sept. 21, 2023) — Malco Products, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, today announced the winners of its annual HVAC Trade-Pro of the Year Award program. The 2023 HVAC Trade-Pro of the Year Award recognizes and honors exceptional HVAC professionals who are dedicated to the industry, on-the-job safety and their communities.

The 2023 program recognized five top HVAC contractors and technicians from across the U.S.:

- Jared Alexander, Lead HVAC Installer, DeZiel Heating & Air, Buffalo, Minnesota
- Jennifer Manzo, Owner, Valeriani Air Conditioning, Naples, Maine
- Ricky Meyers, Owner and Operator of Meyers Heating and Air, LLC, Fredericksburg, Virginia
- Lee Fores, Instructor and HVAC Owner, Southwest Texas Junior College & Air-Tek Heating & Cooling, Uvalde, Texas
- Bob Kler, Instructor, Brownson Technical School, Anaheim, California

“Malco is proud and inspired by the 2023 HVAC Trade-Pro of the Year winners for their commitment to their trade and communities,” said Malco president and CEO Rich Benninghoff. “These HVAC professionals go above and beyond to share their talents with the industry and support important causes.”

Each of the winners will receive a Malco tool kit valued at \$1,000, awarded by their local distributor. Nominations for Malco's 2024 HVAC Trade-Pro of the Year program will open in January 2024.

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

For more information about Malco Products, visit www.malcoproducts.com. Malco Products, based in Annandale, Minnesota, is one of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC and building construction trades. Backed by over 70 years of history, these specialized tools are built to last, rigorously tested and backed by a limited lifetime warranty. Malco is proud to be 100% employee-owned. Malco earned a Manufacturing Excellence Award from Twin Cities Business Magazine in 2022 and was named the 2018 Medium Manufacturer of the Year by the Minneapolis/St. Paul Business Journal. For more information about Malco, visit www.malcoproducts.com.

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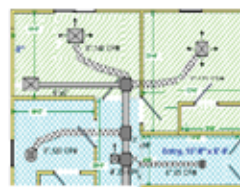
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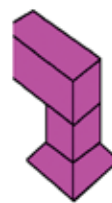
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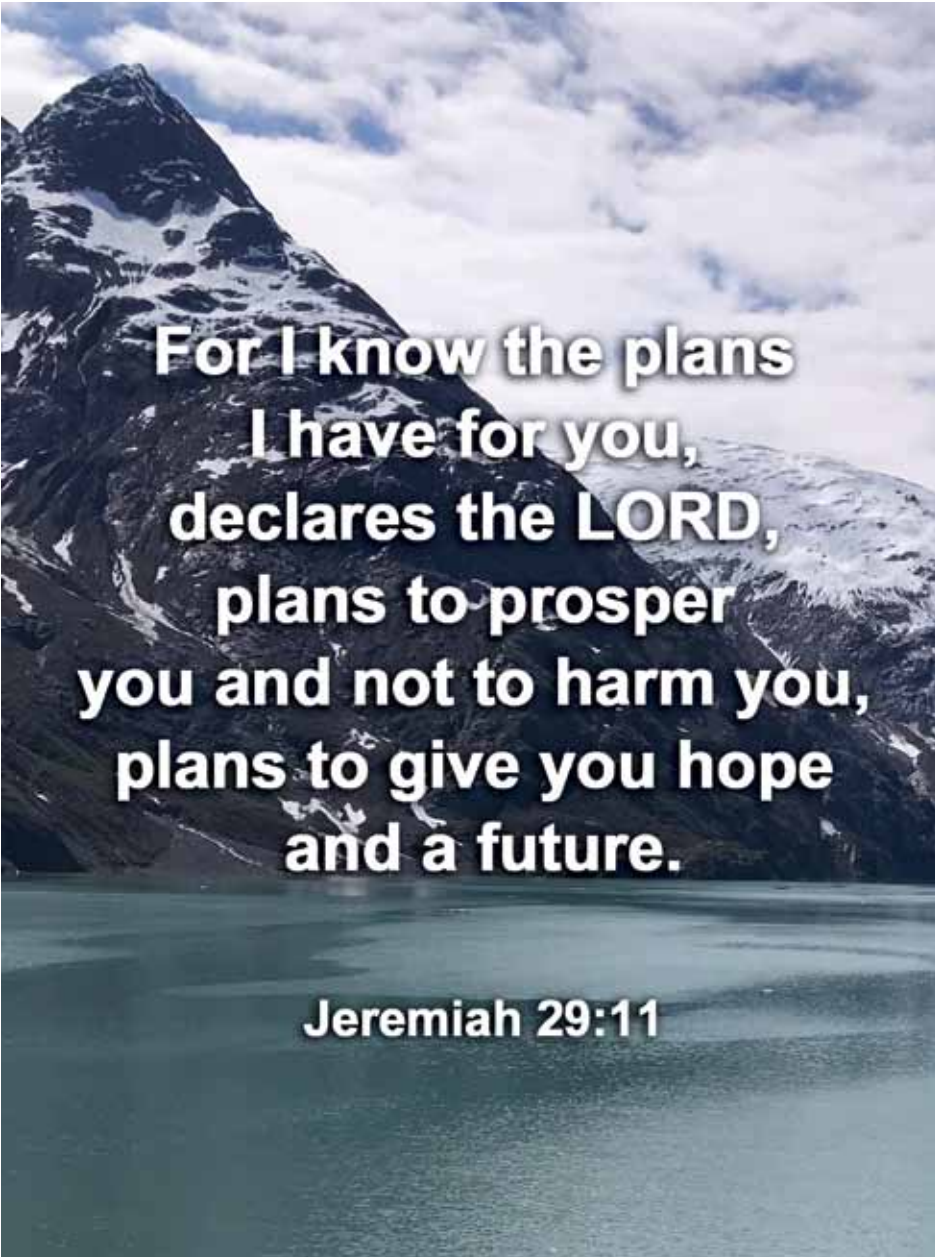


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