

TODAY'S A/C

& REFRIGERATION NEWS

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Google Nest Pro Hosts Saez Distributors
Deep Sea Fishing Outing (see page 16)



Tropic Supply Fights Local Hunger Hosting
Annual Food Drive (see page 22)



Oldach Sponsor of Copa Jibara Somos Sin
Paredes 2023 Golf Tournament (see pages 12-13)



AM Distributors Hosts Customer Appreciation
Event in Doral (see page B4)



WHVACR 20th Annual Conference at
Hyatt Downtown Jacksonville (see page B8-B9)

RGF Air Purifiers Evaluated In Study by Brown University School of Public Health



Jeff Schlichenmeyer
Publisher

Port of Palm Beach, FL (October 24, 2023) RGF® Environmental Group, Inc. PHI-Cell® air purifiers were included in an independent study by a team of researchers from the Brown University School of Public Health. Their findings showed the RGF® PHI-Cell® air purifiers were associated with a positive impact on the number of COVID-19 cases experienced within nursing homes.

During the COVID-19 pandemic, RGF® Environmental Group's PHI-Cell® in-duct air purifiers were installed by Smart Air Care in 81 nursing homes in the southeast US. In the study, Brown researchers used public data to compare trends in weekly COVID-19 cases and deaths before and after installation of the PHI-Cell® air purification systems at these 81 nursing homes.

The findings showed that, compared to pre-installation, weekly COVID-19 cases per 1,000 residents were lower in the post-installation period. Cases declined immediately after installation and then continued to decline over time.

Their research paper, titled 'The Benefits of Nursing Home Air Purification on COVID-19 Outcomes: A Natural Experiment,' has been published by The Journal of the American Medical Directors Association, a peer-reviewed journal.

Dr James Marsden, Executive Director of Science and Technology at RGF® Environmental Group commented on the study, "The Covid Pandemic was particularly devastating for nursing home residents. The study conducted by the Brown University School of Public Health demonstrated that RGF's PHI technology was associated with preventing Covid cases in nursing home environments. The study provides valuable insight into how nursing homes can be designed to effectively protect their residents from all types of microbiological hazards."

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. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality, best-engineered products on the market.

AirGuide Architectural Air Slot Diffusers Now Available

AirGuide Architectural ASD (Air Slot Diffusers) provide performance and style. Designed for many different applications, these top quality diffusers offer solutions to HVAC contractors and architects.

AirGuide Architectural Air Slot Diffusers are designed for sidewall, and ceiling installations with a concealed mounting flange frame (when installed the frame will be concealed and only the slot will be visible).

AirGuide Architectural Air Slot Diffusers are fabricated of high-quality aluminum 6063 extrusions available with 1/2", 3/4", or 1" slot width (soon will be available in 1 1/2" slot), and lengths up to 72" which offer excellent static pressure, throw and sound characteristics. Superior performance enables the use of a smaller unit to handle more air within acceptable performance ranges. A totally removable pattern control device will allow access for installation and balancing with the option of choosing the black extruded aluminum pattern control device that allows 100 percent pattern adjustment and volume control in the same unit.



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will allow access for installation and balancing with the option of choosing the black extruded aluminum pattern control device that allows 100 percent pattern adjustment and volume control in the same unit.

AirGuide has built over 50 years of trust, started out as the top pick for construction and retrofit projects in coastal states throughout the U.S. AirGuide manufactures the most reliable, energy efficient and sustainable all aluminum grilles, registers, and diffusers in the business, serving the worldwide market.



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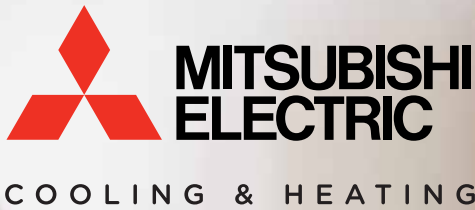
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What Expenses Go Into Direct Costs?

**Ruth King's
Contractors Cents**



HVAC Channel.tv

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

Reach her at
ruthking@hvacchannel.tv.

"Our gross margin is 60%. We're doing really well." "What costs do you have in direct costs?" "Just labor and equipment." "You're missing a lot of cost that should go in direct cost." What did I mean?

Direct costs or cost of goods sold are costs incurred when you produce revenue. Many companies just include labor and equipment to produce a product or service. This is only part of the direct cost that should be shown on your profit and loss statement.

Overhead costs are costs incurred to stay in business. These include rent, utilities, etc. and must be paid whether or not you produce revenue.

One of the biggest mistakes is not including commissions in direct cost. Commissions are not paid unless a sale is made and revenue is produced. Therefore, it is a direct cost.

Another is forgetting credit card charges or financing fees. You don't incur these costs unless you sell a product and a customer pays for it by credit card. Finally, you might have costs for shipping, permits, and warranty. All of these costs go into direct costs which lowers your gross profit and gross margin.

If you are pricing on the gross margin method rather than net profit per hour, including these costs will increase your sales prices to the customer.

Another question I normally get asked is, "should I include payroll taxes and truck costs in cost of goods sold?"

My answer is that it doesn't really matter. If you are including payroll taxes for field personnel make sure that you only include payroll and payroll taxes for billable hours (not meetings, vacation, holiday, etc.). This can make the direct cost calculations trickier.

Including truck expense is totally up to you.

Some owners feel that a truck is "glued" to the field employee and should be a cost of goods sold. Others feel that the truck expense such as insurance, payments, etc. are there whether there is a field employee in the truck or not. Either way is ok. Just be consistent.

If you are pricing using the net profit per hour method, it doesn't matter because you are determining the profit dollars you want for every billable hour. And the profit dollar is after all expenses – direct and overhead.

Next Topic: Three Warning Signs that You May Be Headed For a Cashflow Crunch

"We don't have enough money in our bank account to cover payroll." This is NOT what you want to hear from your bookkeeper the day before payroll is due.

The warning signs of an impending cash flow crisis are in your financial statements – you can fix them before they occur...when you pay attention. Here are the signs...most of the time:

1. Your current ratio is decreasing. Current ratio is current assets divided by current liabilities, ie things that are cash or turned into cash within a year divided by bills that have to be paid within a year.

Decreasing current ratio generally means decreasing ability to pay your bills and decreasing profitability. Find out why your company is becoming less profitable and fix the issue.

If your current ratio is under one – you ARE in a cash crisis – you can't cover your bills with current assets – the only way out is profitable sales.

2. Your Receivable Days are increasing. This ratio tracks the number of days from the time you send out an invoice to the time you get paid.

If you're a commercial contractor and you've

just sent out huge invoices, then yes, this ratio will increase for a short period of time. It should go "back to normal." Also, don't include retainage.

If you are mainly a COD contractor, this ratio MUST be less than 30 days, preferably less than 20 days. If receivable days increases from 5 to 10 days, that is a week longer to get your money. Why?

3. Your acid test is decreasing. This ratio is current assets minus inventory. Then take this sum and divide it by current liabilities.

If this ratio is less than half the current ratio (i.e. your current ratio is 2 and your acid test is less than 1) – you have too much money tied up in inventory.

If this ratio is decreasing and the current ratio is increasing you are building up inventory – a cash drain.

These are three quick and easy ways to discover that you might be headed for a cash flow crisis. Fix the issues and avoid the crisis.

2024 Class Announcements

Building Profit and Wealth

January 8-9, 2024 Atlanta, GA
February 1-2, 2024 Jacksonville, FL
April 9-10, 2024 Boston, MA

Service/Install Manager's Survival School

January 30-31, 2024 Jacksonville, FL

My Latest Operations Manuals

Service/Installation Manager Manual
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Questions? Call 770-729-0258 or my cell 678-296-4123.



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Weighing Refrigerant In and Out



Bryan Orr

If you don't use a scale every time you add or remove refrigerant, I suggest you begin doing so immediately, if not sooner. Weighing in while charging is fairly obvious, and it's useful so you can keep track of what you are using and how much to charge a customer.

When you have a system that has just been repaired, it is a good practice to weigh in the charge to factory specs plus or minus adjustments for the line set if it is a split system. That is all pretty evident, but why would you weigh a charge out? There are many reasons, but one good example is that whenever you have a failed compressor, weighing out the charge can help indicate whether possible undercharge or overcharge may have contributed to the failure. With any significant failure on an older system, weighing out the refrigerant can indicate whether a leak is likely. When possible, on major failures, you could even weigh out the refrigerant at the time of diagnosis just to ensure that a leak or a compensatory overcharge may be at play.

Using refrigerant recovery to find a possible cause or even diagnose leaks on non-functional systems is a next-level diagnosis in my book. (You can make it a real next-level skill by taking the free Advanced Techniques for Recovery course preview on the HVACR Learning Network.)

Use your scale.

Weigh in when adding charge.

Weigh out as a diagnostic aid and to ensure that you don't overfill your tank.

—Bryan

P.S. — We have a recovery tank fill calculator on our website and the HVAC School mobile app.

New Rep Agency Formed Building Health Group, LLC



In March of this year, Whit Parker and his wife Nicole, founded Building Health Group, LLC, introducing a groundbreaking approach to the Manufacturer's Representatives Agency model by incorporating a crucial element: Design. With a combined experience of 40 years, Whit and Nicole now lead the way in navigating the post-pandemic landscape within the HVAC/R and IAQ sectors.

Building Health Group collaborates with wholesale distributors to educate their dealers on diagnosing HVAC & IAQ concerns and elevating their service offerings. Remaining ahead of industry trends, BHG actively engages architects, designers, builders, and engineers to advocate for the inclusion of their products in relevant projects. These strategic relationships enable BHG to contribute to the design and detailing of indoor environments, utilizing Building Information Modeling (BIM), including MEP's, CAD, and Revit, to ensure comprehensive IAQ coverage. BHG's represented partners collectively contribute to the completion of a healthy HVAC system.

The Building Information Modeling utilized by

BHG incorporates devices and platforms designed to detect Indoor Air Quality (IAQ) issues, facilitating the development of effective solutions for diverse spaces. BHG plays a crucial role in conducting comprehensive testing services, employing locally trained service technicians who utilize accurate methods to identify anomalies in IAQ across conditioned spaces.

Today's service technicians are integral in delivering precise IAQ information to customers. Evolving from their traditional expertise in "beer can cold," HVAC technicians now act as healthcare and computer specialists, equipped to address the health implications of indoor air quality. Armed with fact-based data, these technicians educate both home and business owners on the effects of IAQ on human health. BHG trains technicians to provide remediation options based on factual data, prioritizing proven IAQ solutions over speculative products.

Building Health Group proudly represents HVAC/R & IAQ manufacturers with a strong emphasis on products made in the USA. Offering support at every touchpoint in the trade, BHG's commitment to education, testing, and collaboration establishes them as leaders in the pursuit of healthier HVAC systems and indoor environments. For more information, please contact us at (321) 696-9000 or visit our website www.buildinghealthgroup.com

Introducing ESCO's 608 Online Course... 2.0!

Brace yourself for the ride and dive into the newly developed EPA Section 608 Online Preparatory Course 2.0 - where learning meets laughter, and success feels like a celebration! ESCO Institute, the leading provider of EPA Certification, is thrilled to announce that the best course in 608 training and certification just got better! Our new, innovative, interactive course, designed to empower participants with greater control over their learning journey, is now available

online. The newly launched elearning course encompasses an array of educational resources, including written content, narrated lectures, comprehensive definitions, downloadable resource documents, embedded flashcards for exam readiness, knowledge quizzes at the end of each section, integrated activities, and much more. Visit us at hvacr.elearn.network. Registered proctors are encouraged to contact ESCO Institute for special pricing, and course review options.

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GE Appliances Gives Power to People

Powered by Human-Centric Technology Ecosystem, GE Appliances to Offer Whole-Home Net Zero Energy Solutions at Every Price Point

LOUISVILLE, Ky. (November 27, 2023) – GE Appliances, a Haier company, today announced it will soon be offering whole-home energy solutions, at every price point, that will allow consumers to take control of their energy usage, save money and ease pressure on the nation's energy grid with products powered by proprietary technology and a human-centric technology ecosystem. The product suites will be unveiled in the first quarter of 2024.

"We electrified America, connected appliances and revolutionized life at home by creating solutions that changed the way we cook our meals, clean our clothes and dishes, heat our water, cool our homes and preserve our food," said Kevin Nolan, president and CEO of GE Appliances. "Now, building on our heritage and focused on the future, we're making our products more efficient than ever before with industry-first, proprietary, affordable technology that allows our appliances to communicate with demand management systems to reduce energy usage and resulting carbon impact without impacting performance."

Always looking for a better way, over the last 20 years, GE Appliances' engineers have developed innovations that allow its appliances, air conditioners and water heaters to communicate with demand management systems to schedule energy-intense operation cycles when energy from renewable sources is more readily available. For example, charging water heaters during lower-cost, off-peak hours for storage during higher-cost peak hours, and delaying refrigeration defrost cycles for a few hours to the next off-peak period.

In addition to the industry-first innovation, what makes these energy net-zero promoting home options different from competitors' offerings is the best-in-class, human-centric technology ecosystem that puts control of energy consumption in the hands of homeowners by helping them achieve net-zero status for their residences. Over the next three months, GE Appliances will be announcing partners in lighting, information technology, clean energy generation and storage, and energy management that will promote independence at the touch of a button by allowing energy creation and management.

"We're building a connected system that orchestrates your

home's electrical generation, storage and consumption through the power of innovation," said Nolan. "The bottom line is - we're making it easier for consumers to take back their power, save energy and save money with GE Appliances."

At GE Appliances, a Haier company, we come together to make "good things, for life." We're creators, thinkers and makers who believe that anything is possible and that there's always a better way. We're a company powered by our people, made stronger through our diversity — allowing us to grow closer than ever before to our owners, anticipate their needs and enhance their lives. We're

certified as a U.S. Great Place to Work™, named one of the Best Companies Since 1907, we've built innovative, quality products that are trusted in half of all U.S. homes. We sell appliances under the Monogram®, Café™, GE Profile™, GE®, Haier and Hotpoint brands. Our products include refrigerators, freezers, cooking products, dishwashers, washers, dryers, wine & beverage centers, air conditioners, small appliances, water filtration systems and water heaters. To learn more about our company, our brands, our Corporate Citizenship efforts, our economic impact, and working for GE Appliances visit www.geappliancesco.com.



Arco Supply, Inc Christmas Pig Roast

**Thursday, December 14, 2023
12:00PM - 2:00PM**

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Johnson Controls Awarded DOE Grant to Accelerate U.S. Heat Pump Manufacturing

MILWAUKEE — Nov. 20, 2023 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, has been awarded a \$33 million grant from the U.S. Department of Energy's (DOE) Office of Manufacturing and Energy Supply Chains to help increase domestic production of electric heat pumps by expanding three U.S.-based manufacturing sites. Combined, these facilities will be able to produce approximately 200,000 electric heat pumps per year, representing a nearly 200% production increase. This substantial volume will help drive energy affordability and energy security, while helping combat climate change and creating new jobs.

"We are thrilled to participate in this program and help drive the enormous impact it will have on energy security, reliability and affordability while achieving unprecedented progress in slashing carbon. We also are excited to create 1,000 new family sustaining jobs — a great boost for the communities we call home," said Katie McGinty, vice president and chief sustainability and external relations officer, Johnson Controls.

The grant is part of the first award from DOE's

authorization by the Biden Administration to utilize the Defense Production Act (DPA) to increase domestic production of five key clean energy technologies, including heat pumps. The Johnson Controls' project expands production of its York product line at its plants in San Antonio, Texas, Wichita, Kansas, and Waynesboro, Pennsylvania. Within these communities, Johnson Controls is partnering with local unions, economic development groups, and community colleges to expand internship, apprenticeship and long-term full time job opportunities.

Upon completion, Johnson Controls estimates the initiative will save 1.63 million metric tons of CO₂ emissions from residential heating and 25 million metric tons from commercial and industrial heating per year — the equivalent to greenhouse gas emissions from more than 5.5 million gasoline-powered vehicles driven for one year. The investment also will highlight the versatility of heat pump applications, which, in North America, have historically been concentrated in the residential sector.

"As we move toward achieving nation-wide reduc-

tions in greenhouse gas emissions, it is critical that our commercial, institutional and industrial sectors have the technologies necessary for effective decarbonization," McGinty added. "Some of our heat pumps will help homeowners cut their energy bills, while others can play a major role in commercial industries. For example, we already are working with large scale institutions on heat pump deployments that will cut emissions by more than 70% and costs by more than 60%."

Johnson Controls' heat pump customers have seen incredible results and are making immense progress toward their sustainability goals, not just in terms of carbon emissions, but also in reducing water use. Johnson Controls' heat pumps use electricity to efficiently move heat, rather than burn fuel. This makes heat pumps, which transfer three to eight times more working energy than they consume, a critical tool for reducing greenhouse gas emissions and cutting costs. Johnson Controls offers the world's most comprehensive range of heat pumps across residential, commercial, and industrial applications, and was recently recognized on Fortune's 2023 Change the World list for innovative and transformative heat pump technology.

Additionally, Johnson Controls' ongoing workforce development programs across the country are helping inspire and prepare tomorrow's talent for these high-demand and critical careers, like electric heat pump production, installation and servicing. This includes the company's largest philanthropic initiative, the Community College Partnership Program, which is investing \$15 million in 30 colleges across the United States to graduate students from historically under-represented groups and support them in preparing for and embarking on career paths in sustainable building practices.

To learn more about Johnson Controls heat pump technology, visit: johnsoncontrols.com/whatisaheatpump.

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry.

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Masking versus other Control Strategies for Reducing SARS-CoV-2 in Indoor Environments

Testing shows that RGF®'s REME HALO® provides more protection from the spread of SARS-CoV-2 than maskin



James L. Marsden, Ph.D.

Port of Palm Beach, FL (October 3, 2023) During the Covid Pandemic, it was determined that SARS-CoV-2, the virus that causes COVID-19, is primarily spread by respiratory droplets and aerosol particles that go into the air when people breathe, talk, cough, or sneeze. Because of how the virus spreads, CDC recommended several non-pharmaceutical interventions including, frequent handwashing, social distancing, room ventilation, HEPA filtration, and the use of well-fitting facemasks.

The level of protection provided by masks is dependent on the type of mask selected and how they are used. The use of the types of masks that offer the most protection, well-fitting surgical masks and KN95s was not widely implemented. In addition, masks are designed to capture large respiratory

droplets and we know that with SARS-CoV-2, there is a predominance of small particles. These factors combined to limit the effectiveness of masks.

The most effective strategies for preventing the spread of SARS-CoV-2 are technologies that remove the virus from the air we breathe in combination with frequent handwashing, and social distancing. From the beginning of the pandemic, CDC recommended room ventilation and HEPA filtration. These technologies combined with active air treatment systems that inactivate the virus can greatly reduce the risks in indoor environments.

An RGF® Environmental Group, Inc active air treatment device – REME HALO® was tested in a simulated room environment at Innovative Bioanalysis, a private laboratory in Cypress, CA. The results showed that the REME HALO® device provided a >99% reduction of the virus in the air. This reduction exceeds that which has been reported for masks when tested under the most favorable conditions – even the use of two masks.

Author: James L. Marsden, Ph.D.

DiversiTech® Corp. Acquires Niccons, GIA and Vorpa from Ethica Global Investments

November 13, 2023 (Duluth, Ga.) – DiversiTech® Corp., North America's leading supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R) professionals, announced today the acquisition of Niccons of Vicenza, GIA of Trecate, and Vorpa of Riccione, Italy. These three companies will significantly enhance the product range, service and manufacturing capabilities of DiversiTech Europe. The combined company will have over 300 employees, three distribution centers and six manufacturing plants in Europe that complement its seven manufacturing operations in North America.

Andy Bergdoll, CEO of DiversiTech, expressed enthusiasm for the acquisition saying, "We are thrilled to welcome the Niccons, GIA and Vorpa teams to the DiversiTech family. These three companies, in collaboration with our teams at Rodigas, ArtiPlastic, Castel and Pump House/DiversiTech UK, are committed to delivering a full range of HVAC/R parts, supplies and accessories to both our European and North American wholesale channel partners. We look forward to working with our customers in Europe to explore ways we can support their growth and simplify their supply chain for HVAC/R parts, suppliers and accessories."

Wilton Simpson Technical College HVACR Program Granted Accreditation



HVAC Excellence is pleased to announce Wilton Simpson Technical College in Brooksville Florida has been granted programmatic accreditation of their Heating, Ventilation, Air Conditioning, and Refrigeration (HVACR) Technologies Programs.

Programmatic accreditation, an independent, non-governmental third-party review, ensures that educational programs meet and exceed established standards of excellence. These standards guarantee that students receive the highest quality training necessary for success in the industry.

Accreditation standards cover the program comprehensively, including mission, administration, finances, student services, instructional design, program elements, facilities, equipment, cooperative training, and instructor qualifications. Rigorous examination of these standards assesses compliance with criteria for quality and effectiveness.

Achieving programmatic accreditation involves submitting a comprehensive self-study demonstrating compliance with all required standards. The accreditation review board compares the self-study to accepted standards. Upon approval, onsite evaluation assessors visit the school to verify compliance with established standards.

Benefits of Programmatic Accreditation: 1) Assurance that the program meets industry standards. 2) A powerful recruitment tool to boost program enrollment. 3) Ensures course and program validity, easing the transfer of credits. 4) Provides a goal-setting path for self-improvement and program growth. 5) Assists in establishing articulation agreements with educational and industry partners. 6) The Mechanical Service Contractors of America "MSCA" has named HVAC Excellence as its partner for technician recruitment. 7) Through an articulation agreement with the United Association of Journeymen and Apprentices, Graduates may be eligible for advanced placement opportunities into their apprenticeship program. 8) Accredited programs are listed in a public directory.

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Nidec/U.S. MOTORS®
Names New VP/GM
for HVAC



Tom Bourquin

ST. LOUIS, MO – Nov. 30, 2023 – Tom Bourquin has been promoted to Vice President and General Manager for the HVAC business segment at Nidec Motor Corporation. The U.S. MOTORS® brand products for HVAC systems include high-efficiency synchronous and variable-speed ECM motors

with integrated controls for superior performance and energy savings.

In his new role, Bourquin oversees the engineering, sales, and marketing departments. Additionally, his role involves fostering collaboration within HVAC in the areas of operations, finance, quality, and procurement.

Bourquin has 22 years of experience in motors, holding various roles in engineering and sales. His most recent position at Nidec was VP of Engineering for HVAC. Prior to joining Nidec, Bourquin spent five years as a product manager for HVAC component manufacturer Parker Hannifin – Sporan. He holds a BS in Mechanical Engineering from Washington University in St. Louis, and an MBA from Webster University.

“Tom brings to his new role a deep understanding of the engineering side of our business, as well as a wealth of knowledge of the HVAC industry. That combination will serve us and our HVAC customers well as we head into 2024,” said Tim Schamel, President of the U.S. MOTORS division of Nidec.

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

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to Quality with ISO 9001:2015
Certification Renewal

Port of Palm Beach, FL (September 19, 2023) RGF® Environmental Group, Inc. a Florida-based company, is proud to announce that they have successfully renewed their ISO 9001:2015 Certification for the design and manufacturing of purification products for the air, water, and food industries. ISO 9001:2015 is a worldwide recognized standard that specifies the requirements for an audited Quality Management System (QMS). The auditing and certification were conducted by TÜV SÜD and will continue to be maintained by regular surveillance audits.



Joe Roman - Special Projects Manager,
Dan Nguyen Quality - Control Manager,
and Robert Munding - Quality Director

RGF® developed their QMS in 2017 and has since maintained the system to continually improve every aspect of their business, including administrative functions, product development, quality control, engineering, production, marketing, sales, logistics, and customer service. RGF® has once again strengthened their commitment to providing industry-leading environmental solutions and world-class customer service.

and indoor environments. For more information, please contact us at (321) 696-9000 or visit our website www.buildinghealthgroup.com

RGF® manufactures over 500 environmental products and has a 38+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 200,000 square feet of manufacturing, warehouse, and office facilities.

RGF®'s Lakeland, FL facility adds over 40,000 square feet for backup production and lamp production. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.



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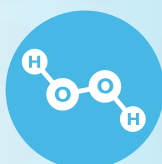
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The Oldach golf foursome which played in the pre-tournament game



Jose Adorno, Chris Rider, Corey Norris, Juan Rodriguez, Jesse Crawford, and Josh Marmetsehke of Ferran Services



Yanet Herrero and Nellie Loudin announce the tournament sponsors



The six team golf tournament leaders Louis Atilano, Hector Dominicci, Bryan Perez, Victor Berrios, Angelo Fernandez and Rodney Tello



Lynnette Alvarez, Moses Martinez and Fernando Garcia of Oldach Distributors



Lynnette Alvarez, John Paul, Angel Figueroa, Miguel Cotto, Douglas Candelario, Luis "Ernest" Melendez and Moses Martinez



Fernando Garcia of Oldach, Jonathan Torres, Lynnette Alvarez of Oldach, and Jose Oliveras



Lynnette Alvarez of Oldach records a golfers closest to the pin and a chance to win a Ducane split system



OLDACH Platinum of the Copa Jibara Sin Paredes Tournament

For the past few years, Copa Jibara has been held in Puerto Rico, this year 2023. it was held for the first time in Orlando FL. The tournament was held at the Orange Lake Golf Club in Kissimmee on November 3-5. Oldach Distributors was a Platinum sponsor, as well as other industry sponsors. Oldach had a tent placed on the course where they sponsored a closest to the pin, and gave away a Ducane Two Ton split system. Oldach also greeted the teams with cold beverages and a variety of snacks.

There was a participation of 144 players in 6 teams that visited from New York, Dominican Republic, Puerto Rico and a local team from Orlando.

Friday evening was the opening reception at the Legends Golf Club House. A presentation was given about the charity, and the golf tournament. Refreshments and dinner followed. The following two days were filled with the golf competition and then the final awards luncheon took place. Many great raffle prizes were awarded. Hector Dominicci of Ferran was the organizer of the tournament.

Back in 2016 Copa Jibara was developed as Golf Tournament to raise the necessary funds to cover the expenses of



The Oldach tent was popular stop on the course for some snacks and refreshments



Jose Ortiz, Kiara Sanchez, Lymaras Rosado, Eric Soto, and Jesus Perez of Ferran Services



Kyle Koch and Shawn Boone of Ferran Services



Lynnette Alvarez and Moses Martinez of Oldach, Jose Ramos, Lex Ramos, Eddie Lopez, and Monte Ramirez



Moses Martinez and Lynnette Alvarez of Oldach with Hector Dominicci of Ferran



Lynnette Alvarez of Oldach, Eric Soto, Tony Figueroa, Charo Arroyo, Jesus Perez, and Moses Martinez of Oldach



Moses Martinez and Lynnette Alvarez of Oldach, speaking to Tony Figueroa on his drive closest to the pin for a chance to win



The Oldach tent was the place to meet during the tournament!



Lynnette Alvarez, John Paul, Moses Martinez, and Carlos Morales of Oldach



Just finished the two day tournament, enjoyed a delicious lunch and waiting for the awards ceremony to begin



The Friday evening Kickoff party was a blast.... friends, food, refreshments, entertainment and a lot of laughs too



The Copa Jibara Team from Puerto Rico who put it all together for such a great cause!



Jay and Josh Rivera, Hector Dominicci and Erick Cuadrado



Getting ready to start the tournament after having a hearty breakfast



Fernando Garcia and Lynnette Alvarez of Oldach Distributors



Jose Davila, Paco Toledo, Freddie Colon, and Juan Marquez

inimum Sponsor Jibara Somos s 2023 Golf t in Orlando



SOMOS Sin Paredes 25th and 5th Camp celebration. Since then, the tournament, Copa Jibara SOMOS Sin Paredes, has been innovative, and has had the participation of professional golfers and amateurs alike, who have enjoyed a great weekend full of activities.

As a 501c Non Profit, Proyecto SOMOS Sin Paredes offers recreational, educational, social integration and assistance services free of charge to people with physical disabilities in Puerto Rico. Annually they celebrate Campamento Sin Paredes, a summer retreat for designed for adults, and Somos Campamento, a summer camp designed for children between the ages of 6-17. Both camps have duration of 5 days and are held in the ground of the Centro de Leonismo Puertorriqueño in Barranquitas; part of Lions Club International, in Puerto Rico.

Each participant has a volunteer who becomes their arms and legs to assist with all their needs for the duration of our camp. All of the staff are volunteers, and every donation received is used to offer our services and fulfill our mission. If you want more information about their programs, camps or institution, please visit www.somossinparedes.com.



Lynnette Alvarez of Oldach, Chelsea Wynn, Charlie Nieves, Luis Ivan Fremaint, and Josean Pardo



Fernando Garcia and Lynnette Alvarez of Oldach Distributors with Erick Cuadrado



Lynnette Alvarez of Oldach, Ryan Serfozo and Glen Mankes of Ferran, Moses Martinez of Oldach



Lynnette Alvarez of Oldach includes Glen Mankes of Ferran with an entry to win a Ducane system for a closest to pin drive



Chris Rider, Eric Maldonado, Moses Martinez and Lynnette Alvarez of Oldach, Grant Gengler, and Dayam Garcia



Jose Adorno, Lynnette Alvarez of Oldach, Orlando Mejia, and Moses Martinez of Oldach



Jose Daubira, Charles Vega, Sergio Romeo, Juan Marquez



Phillip Colon of Colon Air Conditioning getting some cold beverages from Moses Martinez of Oldach



Anthony Morales, Lynnette Alvarez of Oldach, Roberto Correa, and Moses Martinez of Oldach



Winner of the 2Ton Ducane split system from Oldach for closest to the pin was Luis Morales



The 2nd place winning team of the Copa Jibara Golf Tournament



The 1st place winning team of the Copa Jibara Golf Tournament

Performance Pointers

By James Ball



Grow Your High-Performance HVAC Business in 2024

During this year, I had the opportunity to assist several HVAC companies on their journey to become High-Performance HVAC contractors. One contractor is new to HVAC service and wants to grow his customer base. Unfortunately, his efforts to market and grow his service organization have not been as successful. My discussion with him pointed out the need of a well thought-out and inexpensive marketing program. Let's see what we can learn from his experience and avoid some of the same pitfalls.

Online Presence:

Investing in an active and professionally crafted website is non-negotiable. While some HVAC manufacturers may offer pre-formatted websites at a discounted rate, opting for a professionally created website is crucial. When potential customers search for terms like 'Air Conditioning,' your website should ideally appear among the top results, preferably in the first three listings.

An engaging and dynamic website is not only a virtual storefront but it's important for where you appear in Google's search rankings. Google prioritizes websites with up-to-date and interactive content. They emphasize the importance of regular updates.

To secure a prime spot in search results, your website must not only have great content but also ensure that this content is updated and relevant to the preferences of online search algorithms. Many of your customers will check out your website on their smartphone. So, your website designer should make sure your website is compatible for viewing on a cell phone as well.

Finally, it's a good idea to post recent reviews from customers and pictures of the work you did in their homes. Potential customers want to see the results of your craftsmanship and know that they can trust your company.

Social Media:

All of us want to do business with folks we know, relate to, and trust. Social media bridges the gap between being a stranger and being a company, your neighbors know and trust. Your company needs social media pages. Encourage co-workers to associate with your pages and post appropriate content to them.

Ask customers to post positive comments about your company on their neighborhood Facebook pages. You can also gamify the experience by asking them to catch your trucks around town and post pictures of them on Instagram with your company tagged. Make the engagement creative and fun. Social media is inexpensive and getting your customers involved will get soft referrals from each post. Get your technicians to tell your customer 'If you are happy with our work, post your experience everywhere. If you are not happy call the company owner. Here is their cell number.'

Social Media is not the place to have a discussion with an unhappy customer. Negative posts from customers will happen. Don't be afraid of them. In my business we made every effort to allow the customers to give us feedback without them feeling like they needed to go to social media. So, if a customer posted something negative, I would reply and ask them to call you, the owner. Make sure you provide them an acceptable resolution.

Most negative responses on social media result from NOT asking the customer if we did our job. At the end of every service visit be sure the customer knows you want them to be happy with how you addressed their issue. Have your office call back (Happy Call) after each visit to ensure the customer's issue was resolved.

Local Search Engine Optimization (SEO) and Pay-Per-Click (PPC):

Above we talked about using a professional website developer. They should optimize your website

for local search terms to ensure potential customers in your area search for your HVAC services. Your business should stand out prominently in search results. This process involves integrating location-specific keywords, maintaining consistent contact information across platforms, and encouraging customer reviews.

Simultaneously, employing targeted PPC campaigns allows for immediate visibility, especially for key services or promotions. When you seamlessly blend SEO tactics with strategic PPC efforts, you can elevate your online presence and ensure you aren't discovered by accident.

If you knew a potential customer was going to ask their neighbor who they used for HVAC, wouldn't you want your truck to pull up as soon as the question was asked? I would! This is what an optimized SEO and Pay-per-Click program can do. Your advertisement is in the right place at the right time. Use SEO with PPC for special programs like advertising for a Tune-Up special.

Customer Referral Program:

Implementing a customer referral program is a strategic and budget-friendly move for expanding your client base. Encouraging satisfied customers to become advocates for your services can have a powerful ripple effect. Offer incentives such as discounts or special promotions for successful referrals. This will not only motivate existing clients to spread the word but also create a positive cycle of word-of-mouth marketing.

Happy customers are your brand ambassadors. They are the best sources to promote your HVAC services to their family and friends. This approach not only leverages the trust built with current customers but also turns them into active contributors to the growth of your customer base. The trick with customer referrals is to ask for them. If you don't, you are much less likely to get referrals.

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Merry Christmas!

*Thank you to all our Distributors and Manufacturers
for your continued Support and Partnership!
Wishing you a Happy Holiday Season from everyone at:*

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Google Nest Pro Hosts Saez Distributors Deep Sea Fishing Outing



Fernando Ramirez of Google Nest giving a product seminar of all the Google Nest connected home items

Google Nest hosted a Product Seminar, Lunch and Deep Sea Fishing Outing for Saez Distributors and their customers on Saturday October 21st at the Rustic Inn Dania Beach. Fernando Ramirez, South Florida's Google Nest Pro representative, facilitated the awesome training seminar, and awarded many nice Google product prizes. Afterward, Saez Distributors and contractors were treated to an afternoon of fishing. Not many fish were caught but everyone had a great time bonding with their contractors, sales staff and managers. Saez Distributors is a key player in the development of the South Florida Market, supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties.



Jamie Bernat of Saez Distributors, Fernando Ramirez of Google Nest, Andy Saez and Carlos Borja of Saez Distributors



Fernando Ramirez of Google Nest informed contractors about all the Google related products



Fernando Ramirez of Google Nest awarding a Nest thermostat prize to Daniel Molinares of Saez Distributors



Fernando Ramirez of Google Nest explained how Google products help control temperature and save consumers money



Fernando Ramirez of Google Nest awarding a Nest thermostat prize to Yens Heredia Jr. of Artic Temp Inc



What an excellent turnout for the Saez Google Nest Fishing Outing!



The Rustic Inn prepared a tasty lunch for all the hungry fishermen!



Jon Porro of South Florida AC, Yens Heredia Jr of Artic Temp, Juan Carlos Chong and Javier Cepero of Saez Distributors



Raydel Mesa of South Florida AC with Juan Carlos Chong of Saez Distributors



Tony Morales of Morales and Son AC, Fernando Ramirez of Google Nest Pro, Osvaldo Rizo of Morales and Son AC, Andy Saez of Saez Distributors



Javier Cepero of Saez Distributors, Fernando Ramirez of Google Nest, Tony Morales and Osvaldo Rizo of Morales and Son Air Conditioning



Claudio Rubiera of Brown & Brown Insurance fixed his bait and is getting ready to cast



What a great time to learn and bond with Saez customers, sales staff and managers



Tony Morales of Million Air with Jamie Bernat and Andy Saez of Saez Distributors



Everyone had a excellent time even though not many fish were caught



Everyone who participated in the Saez Google Nest Fishing Outing came together for a group photo

*Thanks to everyone for
another wonderful year!
Have a Merry Christmas
and a happy, healthy
and prosperous 2024!
May The Spirit of God
bring you closer to Jesus*



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Fax: 954-358-1312

Performance Pointers

By James Ball
(continued from page 14)

Online Reviews:

When a customer shares positive comments or stories with you, ask them to share those online. Have a simple and quick method like a QR Code on the back of a business card so the customer can easily and quickly share their experience.

At my company, we had a short five-question survey with a self-addressed stamped envelope that we left with the customer at the end of a change out. When the survey came back to us, we would call the customer and ask if we could share their comments online.

Market the High-Performance Way:

High-Performance HVAC contractors make sure the quality of their work is reviewed. If you want to market your business, start by creating ways for customers to evaluate the quality of their experience with you.

Your company needs to measure how you are performing. Then it is a natural next step to share those successes. Reviews and referrals can easily become part of a quality control program, and they don't cost much once you have your website up and running.

The contractor that I mentioned at the beginning has done well with a website and SEO/PPC campaign. However, he has ignored social media, referral, reviews, and quality control to his detriment. I

look forward to seeing his results improve as he begins a quality control program.

Marketing should be the result of quality work and exceeding customer expectations. Capture those in pictures, reviews, and referrals to grow your reputation. Do not fall into spending money on advertising without knowing exactly what will result from the costs. Measure every expenditure and make informed decisions about marketing.

Remember, 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.national-comfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism and strengthen your company.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 763,301 units in September 2023, down 16.3 percent from 911,528 units shipped in September 2022. U.S. shipments of air conditioners decreased 8.5 percent, to 461,330 units, down from 504,064 units shipped in September 2022. U.S. shipments of air-source heat pumps decreased 25.9 percent, to 301,971 units, down from 407,464 units shipped in September 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 13 percent, to 7,232,656 units, down from 8,314,671 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 14.1 percent, to 4,244,595 units, down from 4,939,663 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 11.5 percent, to 2,988,061, down from 3,375,008 units shipped during the same period in 2022.



DOE 95% Efficient Consumer Furnace Rule Finalized

The U.S. Department of Energy has finalized its proposed rule requiring manufacturers to produce consumer furnaces with at least a 95% AFUE rating. The rule will go into effect five years after being published in the Federal Register, which should happen soon. The rule, by statute, is a date of manufacture rule, meaning this change will not

affect distributors' existing inventory.

HARDI opposed the proposed rule because of the impact on the retrofit market for consumers who currently have non-condensing furnaces installed. The changeover from non-condensing to condensing furnaces can be costly to consumers. We expect the rule to be challenged in the courts once it is published in the Federal Register.

lished in the Federal Register.

As we move closer to this transition to high-efficiency furnaces, and if the legal challenges are unsuccessful, we will look at how the Canadian market shifted from non-condensing to condensing furnaces over the last decade to try and learn lessons that can protect consumers from costly changes.

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DOE Announces \$169 Million to Accelerate Electric Heat Pump Manufacturing

NEW ORLEANS, LA — As part of the Current Administration’s Investing in America agenda, the U.S. Department of Energy (DOE) today announced a historic \$169 million for nine projects to accelerate electric heat pump manufacturing at 15 sites across the country. The selected projects are the first awards from DOE’s authorization, invoked by President Biden using emergency authority on the basis of climate change, to utilize the Defense Production Act (DPA) to increase domestic production of five key clean energy technologies, including electric heat pumps. Covered under President Biden’s Justice40 initiative and funded by the Inflation Reduction Act—the largest climate investment in history—selected projects will help build a clean energy economy, create good-paying manufacturing jobs, improve air quality, help families and businesses save money on their energy bills, and bolster national security by reducing energy resilience on foreign adversaries. The projects will collectively create over 1,700 high-quality, good-paying jobs in disadvantaged communities, supporting President Biden’s goals of spurring economic growth and maximizing the benefits of clean energy to all communities.

“Getting more American-made electric heat pumps on the market will help families and businesses save money with efficient heating and cooling technology,” said U.S. Secretary of Energy Jennifer M. Granholm. “Thanks to President Biden’s Investing in America agenda, these investments will create thousands of high-quality, good-paying manufacturing jobs and strengthen America’s energy supply chain, while creating healthier indoor spaces through home-grown clean energy technologies.”

“Today’s Defense Production Act funds for heat pump manufacturing show that President Biden is treating climate change as the crisis it is,” said John Podesta, Senior Advisor to the President for Clean Energy Innovation and Implementation. “These awards will grow domestic manufacturing, create good-paying jobs, and boost American competitiveness in industries of the future.”

“The President is using his wartime emergency powers under the Defense Production Act to turbocharge U.S. manufacturing of clean technologies and strengthen our energy security,” said President Biden’s National Climate Advisor Ali Zaidi. “This acceleration of electric heat pump manufacturing also shows how President Biden’s Investing in America agenda is advancing American innovation, cutting energy bills for hardworking families, and tackling the climate crisis – a win, win for our economy, our workers, and our planet.”

Heating and cooling buildings, homes, offices, schools, hospitals, military bases, and other critical facilities drive more than 35% of all U.S. energy consumption. Heat pumps efficiently provides comfortable temperatures for heating and cooling homes and businesses in all climates, especially when homes are well insulated, and can also provide more efficient water heating. When compared to gas boilers, heat pumps reduce greenhouse gas emissions by up to 50%. Electric heat pumps enable more American families and businesses to benefit from lower energy costs through American-made clean energy technologies, while supporting good jobs, reinvigorating American manufacturing, improving public health, tackling climate change. Additional savings are currently available through IRA Energy Efficient Tax Credit 25C tax credits to help consumers afford heat pumps. To learn more about savings and how heat pumps work, visit Pump Up Your Savings with Heat Pumps.

Heat pumps are critical to reducing the nation’s reliance on fossil fuels, bolstering national security, and boosting energy independence to strengthen national defense, lowering consumer energy costs, improving energy efficiency, and mitigating the climate crisis. This portfolio of selections will boost manufacturing of electric heat pump (air-to-air, geothermal, and air-to-water) and key components (compressors and refrigerants) This portfolio will lead to manufacturing in 13 states.

Falls and Ladder Misuse Fill Three of OSHA’s Top 10 Safety Violations

November 21, 2023—It’s a streak no one should be happy about. For the 13th year in a row, fall protection (general requirements) is OSHA’s No. 1 safety violation. Additionally, ladders came in third, and fall protection (training requirements) was eighth in the agency’s annual list of its Top 10 violations. The list was revealed last month at the National Safety Council Safety Congress & Expo in New Orleans and covers fiscal year 2023.

By the numbers, Fall Protection – General Requirements (1926.501) racked up 7,271 violations in that time, Ladders (1926.1053) had 2,978, and Fall Protection – Training Requirements (1926.503) had 2,112. Three violations in the Top 10 are related to falls and ladders, demonstrating how much work remains to be done in the realm of ladder safety and proper ladder usage.

The American Ladder Institute (ALI) is the only approved developer of safety standards for the U.S. ladder industry. Its signature safety initiative is National Ladder Safety Month, which is held in March. National Ladder Safety Month is the only program dedicated exclusively to promoting ladder safety at home and at work.

Each year, in addition to OSHA violations, tens

of thousands of people are injured and hundreds die in accidents caused by improper ladder usage. We have to do better. ALI believes ladder accidents are preventable with thorough safety planning, training, and continuous innovation in product design. The more people, organizations, and businesses that get involved, the wider the message spreads, and the more people learn about proper ladder safety.

The goals of National Ladder Safety Month are to decrease the number of ladder-related injuries and fatalities, increase the number of ladder safety training certificates issued by ALI, increase the frequency that ladder safety training modules are viewed on www.laddersafetytraining.org, and lower the rankings of ladder-related safety citations on OSHA’s yearly Top 10 list.

Companies with employees working at heights – and any companies invested in the manufacturing of ladders or their safe use – can become a leading voice on ladder safety at work and at home while developing a valuable brand extension by sponsoring National Ladder Safety Month. Those interested in helping ALI spread the word on safe ladder use can explore sponsorship opportunities today.

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ASHRAE Miami Technical Meeting - Significant Changes to the 2023 Florida Mechanical Code and 2023 Energy Code Changes

ASHRAE Miami Chapter held their Technical Meeting on November 14th, 2023 at 12pm, at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. The meeting presentation was about the “2023 Florida Energy Conservation Code Changes” by Timothy G. De Carion and “Significant Changes to the 2023 Florida Mechanical Code” by Rolando Soto from Broward County Board of Rules and Ap-

peals. The 2023, 8th Edition of the Florida Building Code goes into effect December 31, 2023.

ASHRAE Miami is inviting members to their Annual Holiday Social. Come join them for a lavish night out in the place to be, Batch Gastropub Brickell.

In order to better serve their chapter and encourage membership, this year will remain similar

to last year’s. This event will remain a complementary evening for members as it has been for the past eight years. Non-members are still welcome but will have to pay a reasonable fee.

Don’t miss the Miami ASHRAE and MCASF Joint Event - The Future of Refrigerants! Tues., Dec 12, 2023, 12-2pm returns to the 94th Aero Squadron in Miami.



Derrick Roberts of Cors-Air with Rick Conklin and David Vasey of Air Source Corporation



Luis Prats, Christina Martin-Hidalgo, and Alejandro Gutierrez of ICTB



Piero Palacios, Jimmy Bautista, Ricardo Guercioni and Vince Vilarchao of Tropic Mechanical



Raul Hernandez, Lester Dopico, and Elizabeth Fernandez of Shamrock Engineering with Merlyk Fernandez of Cosentini



Eduardo Suarez, Jose DoCampo and Ernesto Santana of Louis Aguirre and Associates with Adrian Sanchez of Protec Inc.



Sonia Arranaga, ASHRAE president elect with Sam Martin ASHRAE current president and Jose Martinez of Integrated Cooling Solutions



Sam Martin, President, ASHRAE Miami spoke to the members about the change in their email addresses



Rolando Soto, PE gave a presentation about the Significant Changes to the 2023 Florida Building Code



Timothy De Carion gave his presentation on the 2023 Energy Code Changes



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ASHRAE To Present Integrative Building Decarbonization Solutions at COP 28

Side event highlighting the use of global consensus-based standards in the design and operation of buildings

ATLANTA (27 November 2023) – ASHRAE, a global leader in sustainable technology resources for the built environment, will present innovative building decarbonization solutions at the upcoming 2023 United Nations Climate Change Conference (COP 28). The conference, hosted by the COP 28 UAE Presidency, will take place in Dubai from 30 November to 12 December 2023 and will bring together industry leaders, elected officials, policy-makers, scientists and businesses to collaborate on climate action and shape a more sustainable future.

During the conference, ASHRAE will showcase the power of design-thinking and consensus-based standards in providing integrated solutions for the entire lifecycle of buildings, aiming to decarbonize the sector as a whole. With the Society's expertise in developing standards and guidance, ASHRAE offers a scalable framework that empowers governments, building owners and operators in adopting sustainable building practices.

"Decarbonization of our existing global building stock is one of the greatest challenges in achieving sustained reductions in greenhouse gas (GHG) emissions," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "ASHRAE's commitment to developing consensus-based standards and guidance provides an excellent foundation for governments and municipalities to make the transition to a more sustainable future. We are proud to support the goals of COP28 and consider it a privilege to collaborate with like-minded industry partners from around the world on solutions that accelerate our goal for all buildings to operate at net zero by 2050 or sooner."

ASHRAE leadership will participate in an official COP 28 Side Event titled "Design Thinking, Global Standards, & Integrative Solutions for a Net Zero Built Environment," 08 Dec 2023, from 15:00 – 16:30 GST (6:00 – 7:30 AM EST). During this event, ASHRAE will participate in a panel discussion focusing on how the building sector plays a leadership role in reducing GHGs and present resources available from ASHRAE to help achieve carbon reduction goals. This livestreamed side event is organized by the American Institute of Architects (AIA), ASHRAE, the Australian Forest Products Association (AFPA), the IVL Swedish Environmental Research Institute Ltd. (IVL) and the Royal Institute of British Architects (RIBA).

ASHRAE, along with the International Code

Council (ICC) and Architecture 2030, will feature an exhibit titled Buildings and Infrastructure | Core Solutions, 01 December thru 03 December 2023. In this exhibit, ASHRAE will share information on existing building and energy codes/standards, green technologies and design solutions and how to use them in the reduction of global GHG emissions.

ASHRAE, and several of the world's leading building industry organizations, issued a letter to government representatives attending COP 28 committing to their leadership role in achieving net zero greenhouse gas emissions in all new buildings in operation by 2030 and pledging support for representatives in attendance.

"ASHRAE and the signatories of the building industry letter that we issued to governments participating in COP 28, underscores our collective commitment to advancing sustainable building practices and reducing the environmental impact of the built environment in the climate crisis. By leveraging our extensive networks of expertise and knowledge to promote the adoption of net zero technologies, we aim to drive the global building stock towards a more sustainable and resilient future," said Scoggins.

For more information about ASHRAE's participation in COP 28, including access to the livestreamed side event, a list of signatories to the building industry letter to governments and the Society's involvement in past conferences, visit ashrae.org/COP28.

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

As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations within the HVAC&R community and across related industries.

The Society is showcasing integrated building solutions and sustainability in action through the opening of the ASHRAE Global Headquarters building in metro-Atlanta, Georgia.

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

RenewAire ERV Wins TecHome/Builder's Brilliance Award



PHOENIX—RenewAire®, a Waunakee, WI-based manufacturer of HVAC and indoor air quality (IAQ) products, received a Brilliance Award on Nov. 7 at the TecHome/Builder and Housing Transformation Summit in Phoenix. Re-

newAire's residential and light commercial building energy recovery ventilator (ERV) entry, the EV Premium Series won the Automated Ventilation System (HRV and ERV) section in the HVAC/IAQ category.

A panel of single and multi-family housing industry members judged dozens of the year's most innovative and technologically advanced housing products, services and solutions, according to John Galante, president, AE Ventures, Boston, who announced the awards and hosted the event. The EV Premium Series' MH, LH and SH models' details are now posted at <https://builderinnovator.com/renewaire-ev-premium-series-ervs/>. Winners in other categories span all the building trades and include some of the housing industry's most prestigious brands, such as General Electric, Panasonic, Dish, Eaton and others.

The hard-wired EV Premium Series' innovations align with the seventh-annual Brilliance Awards' underlying automation technology theme. The residential and light commercial ERVs use energy efficient electronically commutated (EC) motors as they replace stale, contaminated indoor air with fresh outdoor air. Static plate enthalpy cores transfer energy from exhaust air to efficiently precondition outdoor air for optimum cooling, heating and humidity control. The variable speed fan automatically adjusts to remove airborne contaminants. The Boost Mode's demand-ventilation strategy is activated by occupancy sensors, or a space's manual remote push-button to maintain safe levels of CO₂, VOC and other airborne contaminants.

Besides easy installation, the ERV's Dial-A-Flow digital controller allows contractors to make quick and easy outdoor/indoor air balance and system airflow adjustments. This field adjustability is particularly advantageous during pandemics. The American Society of Heating, Refrigerating and Air-Conditioning Engineers' (ASHRAE) new Standard 241 "Control of Infectious Aerosols" recommends higher amounts of outdoor air to dilute infectious pathogens during pandemics. ERVs help buildings achieve these higher rates of air changes, but without an energy penalty because of their heat recovery capabilities. For more information, please visit www.renewaire.com



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Tropic Supply's Food Drive to Help Fight Local Hunger was a Great Success!

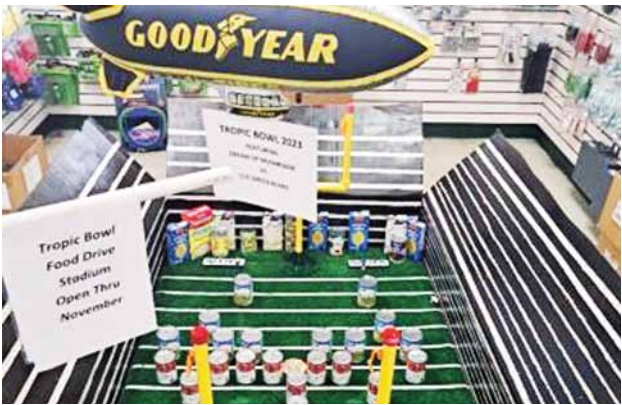


“Show Some Luvin and Fill Up The Oven” at T-22 - Ocala Resource Center

Tropic Supply is so excited to announce the great contractor participation in their annual November Food Drive! There were some amazing supplier prizes given away too! Tropic Supply's 22 Resource Centers throughout the state of Florida collected 1825 food items and \$811 cash. The Orlando location donated 310 pounds of food which is the equivalent of 259 meals! Donations were delivered to 19 different organizations throughout the state.

It's great to see how creative the Tropic Supply Resource Centers can get when they work together on such a great cause!

Special thanks to all the Tropic Supply customers who donated food to make the food drive a great success! For each donation, customers were given a chance to win one of 27 prizes valued at \$200 or more.



Tropic Bowl 2023 between The Jolly Green Giants and The Campbells Soup Team was exciting!



I am just a lonely single shopping cart looking for some food support to fill me up to overflowing



The Tropic Bowl Food Drive Stadium at T-12 Port Charlotte was packed with supporters to fight local hunger



Generous giving to fight local hunger takes a big heart and a big box too at T-15 East Tampa



Football is the Name and Fighting Local Hunger is the Game at T-11 Cape Coral



Welcoming Fall and Harvest Time at T-6 Tropic Supply Ft Pierce



T-14 Tropic Supply Sarasota is a contest winner with their “Drive Out Hunger” display



It is amazing what takes place when we all work together!



Tropic Supply customer Mark dropping off his food donation



I have made some more food friends along the way to fight local hunger!

Thank you to all our customers, distributors and manufacturers for your support in 2023.

Merry Christmas and Happy New Year!

Tim Roberfs - Rick Farrow - Michael Hollis - Jonathan Freyre - Christy Kerlin



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DEAL 4
Klein - 66070
7-Piece Flip Impact Socket Set



DEAL 5
Klein - CL445
HVAC Clamp Meter



DEAL 6
Klein - D53010
10-Inch Plier Wrench



DEAL 7
Yellow Jacket - 95780
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DEAL 8
Yellow Jacket - 93870
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DEAL 9
CPS - BTCK
BLACKMAX Tube Cutter Kit



DEAL 10
CPS - VPS6DU
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DEAL 11
CPS - VG200
Vacuum Gauge



DEAL 12
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NAVAC-NEF6LM
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Ft. Lauderdale S. (T-4): (954) 522.2874
Ft. Myers (T-8): (239) 278.1117
Ft. Pierce (T-6): (772) 465.4707
Jacksonville (T-18): (904) 332.0990

Miami N. / Export (T-1): (305) 652.7717
Miami S. (T-3): (305) 255.0438
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Naples (T-10): (239) 643.7118
Ocala (T-22): (352) 512.6980
Orlando (T-17): (407) 219.3255
Port Charlotte (T-12): (941) 255.8330
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St. Petersburg (T-23): (727) 373.4003
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Tallahassee (T-21): (850) 300.6595
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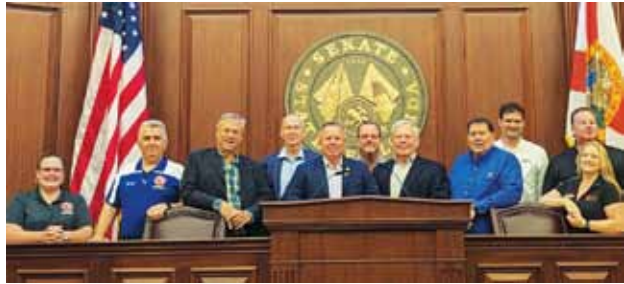
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Message from FRACCA President Will Barnes



The FRACCA Board had a great visit to The Florida Capital, Tallahassee where we spent our Day on the Hill meeting with Legislators and Representatives that can further our HVAC Industry Initiatives. Following the success from last year where Representative Melony Bell (Polk County) and Senator Ed Hooper (District 21) assisted with the upgrade to the NOC to \$15,000. This year the board had a huge task ahead with 7 Legislative Priorities that needed to be heard and explained in more detail so that the Senators and Representatives can make informed votes and help support the HVAC industry as well as the consumers.

2024 Legislative Priorities for FRACCA

1. Disconnect Switches
2. Sales Tax Exemption
3. Middle School Introduction to Trades
4. Direct Funding for Apprenticeships
5. Building Code Petitions
6. HVAC Sales Tax Holiday
7. Continue to Support Tort Reform

After speaking to 21 Senators and Representatives from across the state, the FRACCA Board left Tallahassee feeling confident that they had a voice, and it was heard. Looking forward to the Vote in December.

The FRACCA board also handed the 2023 Legislative Champion Awards to Senator Jim Boyd and Representative Randy Maggard for their assistance on the bill that allows HVAC Transfer of Warranty.

In 2024 the FRACCA Conference will be held in conjunction with the ACCA National Conference at The Sapphire Falls Resort, Universal Studios Orlando from March 11th – 13th. There will be amazing educational sessions with 14 CEU available, in addition you will get to experience the National side of ACCA. With over 100 Vendors and a special “Florida Pavilion” for our supportive partners, this is the event to attend in 2024. Please look for much more information in the mail and via email on this.



“Indoor Air Pod” w/ Gary Moody

Gaslight Studio STL is proud to produce and release the newest podcast focused on the rapidly evolving world of Indoor Air Quality, or “IAQ” for short. Host Gary Moody has a robust LinkedIn “influencer” account that totals 20K followers, that continues to grow due to his consistent distribution of news and updates in the IAQ world, while maintaining an incredibly neutral stance allowing for ALL ideas and opinions to thrive in the IAQ marketplace. The show’s simplistic description mirrors the hosts own actions that shine a light on this incredibly important subject matter:

“Indoor Air Pod is a show that focuses on our shared surroundings with industry heavyweights that are dedicated to: Designing, Developing, Manufacturing, and Disrupting the status quo in order to make ALL our spaces cleaner and safer for everyone.”

The show is distributed on all the major Podcast platforms including Spotify, Apple Podcasts, Google Play, Amazon Music, and more... Link to show can be found here: <https://indoorairpod.podbean.com/>

If you have any questions, are interested in advertising on the show, or have a guest suggestion to elevate the conversation, please contact: JB Anderson, Producer - jb@gaslightstl.com



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AM Distributors Hosts Customer Appreciation Event

November 17th, 2023

AM Distributors hosted a Customer Appreciation Day at their Doral location on November 17th from 8am till 2pm. This event was a great opportunity for AM Distributors to express their gratitude to their loyal customers. The event started with a hearty catered breakfast of scrambled eggs, sausage, toast and then later lunch was served, with roasted pig, chicken, chorizo, and steak strips with all the tasty side dishes.

Several product vendors were on site showing their new products and answering questions, plus

there were several 65" flat screen prizes, and nice giveaways too.

AM Distributors began operations in March 2014, a new company with new energy and new attitude towards business, always meeting the needs of its customers to provide immediate solutions.

The team is led by its owner and general manager Ariel Morales. With over 25 years experience in the industry of air conditioning and heating, AM Distributors has worked with construction companies, contractors, installers, private institutions and

government agencies. In our short time as a Miami based distributor, they have become one of the biggest and most important companies of South Florida with locations in Doral, Hialeah, and Miramar.

Their staff has the experience to offer solutions in record time, giving you peace of mind. Expect the products you need to finish the job, the service you need to get it done and the expertise you need to get it right. This was a really nice Customer Appreciation event to kick off the Thanksgiving and Christmas season.



The friendly customer service team at AM Distributors taking care of your product needs



Steve Huelsman of The McAllister Group with Ariel Morales of AM Distributors



Ariel Morales of AM Distributors with Dougie Marty of AirGuide Manufacturing



Miguel Madrid, Daniel Rodriguez, Yoendris Nunez of AM Distributors, Elio Martinez of AM Metal Shop, Steven Gavada, and Alberto Fuentes



Hungry contractors enjoyed a complete breakfast in the morning and roasted pig, steak, chicken, and sausage for lunch



Andres Ponce of Target Sales (right) doing a product demo for Adrian Poso, Javier Fernandez both Sr. and Jr. of Fernandez Air Conditioning



Javier Romero of AM Distributors (right) was busy at the counter all day, serving customers on Customer Appreciation Day



Lester Figueroa of Cold Concepts, Alex Figueroa of Frosty Frog AC, and Rene Trato of Cold Concepts



Fernando Ramirez of Google Nest Pro with Harry Bal, Mike Ramos, and Junior Eacatur of MMA Air Conditioning



Lucas Rasuk and Sergio Vitale of Air Miami Refrigeration with Johanne Bueno of J Nichols & Associates



Ignacio Meron Sr. and Jr. of Meron Ductwork with Manuel Gonzales of AM Distributors



A delicious lunch was served which included roasted pig, chicken, chorizo, and steak strips with all the tasty side dishes



Andy Taylor of Leone Green (right) gives a braising demo to techs from Heat & Cool AC, and Octavio Figueroa from York



The warehouse crew at AM Distributors working hard to get you in and out quickly to get back to your project



One of the many big 65" flat screen TV winners was Romany Vasquez of EMP3 Solutions



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Merry Christmas
Happy New Year

Thank You for another Great Year!



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RACCA Golf Tournament Winners



Tom Barrow 1st Place: Dan McHenry, Donny McHenry, Austin Grey, Chase Walker



Ferguson HVAC 2nd Place: Ben Reich, Matt McKean, Paul Cardinal, Drew Pelletier



Carrier Enterprise 3rd Place: Joe Bersani, Chuck Mclemore, Sean Blackburn, John Anello



Long Drive and Closest to the Pin: Mitch Hartshorn, Carrie Osiel, Christina McHenry, Dan Thompson

HARDI Distributors Report -4% Revenue Decline in September

COLUMBUS, Ohio, November 1, 2023 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by -4% percent during September 2023. The annual sales growth for the 12 months through September 2023 is 3.5% percent.

“Distributor sales during September were off by -4% from September 2022, but that number needs some context,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “September this year had one less billing day than the prior year. We estimate the sales growth was near 1% with the same number of billing days versus September 2022 when sales were up by 17.6%. Sales this month are up by 12.9% versus September of 2021.” From that perspective it looks like distributors are treading water at an elevated level.

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 41 days during September 2023. “The DSO has a normal seasonality throughout the calendar year,” said Loftus. “The post-Covid DSO for September has remained near 41. There is still no sign of stress from distributor customers despite the Fed’s actions to slow the economy.”

The post-Covid U.S. economy has been incredibly resilient. Despite the Fed increasing rates eleven times since the spring of 2022, the 336K new jobs during September was the strongest monthly increase since 472K during January, and the latest GDP growth of 4.9% was stronger than most estimates. “The performance of our economy during the past year has been very impressive. We expect the higher interest rates will cool our economy during the year ahead,” said Loftus.

Nidec’s New Commercial Buildings Market Manager Focuses on HVAC Motor Solutions



Mike Zeller

ST. LOUIS, MO – Nov. 20, 2023 – Mike Zeller was recently hired as Market Manager for the commercial building segment of Nidec/U.S. MOTORS®. This division develops and manufactures high-efficiency OEM motors for HVAC systems designed for commercial buildings. The U.S. MOTORS® products for HVAC systems include high-efficiency synchronous and variable-speed ECM motors with integrated controls to deliver high performance and energy savings.

In his new role, Mike is responsible for new business development, pricing, and strategy development and implementation. He comes to Nidec with significant HVAC experience, most recently managing a sales and product management team at Hoffmann Brothers, a St. Louis area HVAC service and equipment provider.

Through Mike’s leadership and coaching, Hoffmann Brothers helped customers make the switch to higher efficiency units using EC (electronically commutated) motors, which are a key product line that Nidec offers.

Mike holds an MBA from Lindenwood University and a BSBA from University of Missouri-St. Louis.

Nidec’s U.S. MOTORS brand is an industry leader in motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors. More information on the products can be found at www.usmotors.com. With headquarters in St. Louis, Mo., Nidec Motor Corporation (NMC) is the leading manufacturer of commercial, industrial, and appliance motors and controls.



Wishing our valued customers,
distributors, and manufacturers a very

Merry Christmas

and a Healthy, Happy New Year!



for more information visit www.hvacreps.net - or email: rob@hamiltonassociatesinc.com



SAMSUNG

Mobile Training Center Show

HANDS-ON DEMONSTRATION OF THE SAMSUNG PRODUCT LINE

The Samsung Mobile Training Center will be onsite to provide a hands-on introduction to the Samsung product line. Stop by to see these innovative climate solutions in action!

No Registration Necessary

Samsung Products on Display:

- 3.0e High Wall
- 3.0i High Wall
- 3.0 High Wall
- HYLEX with matching Mortex AHU
- FJM with 7K 3.0e. slim duct, floor console
- DVM Eco with 360 cassettes: white and black
- DVM S Max Heat with MCU box
- Controls (Advanced Wired Controller, thermostat adapter, BACnet and Lon controls)
- TV
- Speakers



Lunch will be provided from 12-1 p.m.

Giveaways for all attendees. Enter our Grand Prize Raffle for a chance to win a 43" Class Crystal UHD Samsung Smart TV!



Tuesday, December 19

T-21 Tallahassee Resource Center
111-2 Hamilton Park Drive
Tallahassee, FL. 32304
(850) 300-6595
7:30 am – 12 pm

Thursday, December 21

T-18 Jacksonville Resource Center
6631 Executive Park Ct., Ste. 101
Jacksonville, FL 32216
(904) 332-0990
7:30 am – 2 pm

Tuesday, January 9

T-8 Fort Myers Resource Center
6450 Arc Way, Fort Myers, FL 33912
(239) 278-1117
7:30 am – 12 pm

Wednesday, January 10

T-11 Cape Coral Resource Center
785 N.E 19TH Place, Cape Coral, FL 33909
(239) 989-0088
7:30 am – 12 pm

Thursday, January 11

T-10 Naples Resource Center
4325 Domestic Avenue, Naples, FL. 34104
(239) 643-7118
7:30 am – 12 pm

Tuesday, January 16

T-12 Port Charlotte Resource Center
20100 Veterans Blvd, Port Charlotte FL 33954
(941) 255-8330
7:30 am – 2 pm

Wednesday, January 17

T-14 Sarasota Resource Center
7533 Claxstrauss Drive, Sarasota, FL. 34240
(941) 378-0910
7:30 am – 2 pm

Thursday, January 18

T-23 St. Petersburg Resource Center
12395 Belcher Road, Ste. 320, Largo, FL. 33773
(727) 373-4003
7:30 am – 12 pm

Wednesday, January 31

T-7 Mid-Miami Resource Center
3770 NW 21st Street, Miami, FL. 33142
(305) 638-9673
7:30 am – 2 pm

Tuesday, February 27

T-21 Tallahassee Resource Center
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7:30 am – 12 pm

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Jacksonville (T-18): (904) 332.0990

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Sunrise (T-20): (954) 835.6020
Tallahassee (T-21): (850) 300.6595
Tampa E. (T-15): (813) 514.1198
Tampa W. (T-16): (813) 514.9939
West Palm Beach (T-5): (561) 684.3997



The First Timers Meeting was held the first day with over 200 in attendance



Laurelyn Arriaga, Kristin Gallup, Becky Hoelscher, and Colleen Keyworth answered questions in the First Timers Meeting



Jackie Tutko of The Metal Shop displaying her true leadership skills by giving directions to the ladies



Stephanie Cooper, Jimayne Dutton, Emily Black, Angie Swartz, Nicoloy Boyette, and Catherine Bares



Candace Schleisner, Danielle Putnam, Melody Chaney, and Raynard Chaney of The Flat Rate



Jennifer Marker, Lauren Anthony, Cheryl Kennedy, and Denise Mayer



Emily Black, Tanya Steindl, and Tiffany Dextraze of Daikin Comfort Technologies



Michelle Shorter, Marcia Christiansen's daughter played the saxophone during the Welcome Reception



Maria Miller, Madison Derenthal, Felicia Reynolds, Danielle Renfro, Kristin Gallup, Jennifer Corino, Cecilia Hayward, Cheryl Kennedy



Nick Vosburgh, Jeannie Steinbuch, Sean Moseley, and Elaina Wellstead



Marcia Christiansen, President of WHVACR, thanked the sponsors, introduced the board members, and welcomed everyone to the "Go Bold" conference



Sara Hammond stirred up some excitement by announcing the first keynote speaker



Mary Kelly, Author and Hall of Fame Speaker, spoke about How to Lead Yourself and Your Teams Through Crisis, Challenge, and Change



Angie Snow of WHVACR, Daisy Weill of NATE, and Lori Tschohl, Pres Elect of WHVACR



Zachary Perge of HARDI revealed the current outlook and future performance of the HVACR industry, and how it will affect your business



Amberley Snyder gave an inspirational message about her life journey before and after a tragic accident which left her paralyzed from the waist down



Ladies of Rheem taking a pose at the cocktail reception before the Gala dinner and awards started



The winners of the \$5000 WHVACR Scholarships: Jennifer Espinoza, Leigha Oliver, Zozie Smith, Nardia Pierre, Elexus Williams, Shade Williams



Eight WHVACR received an award from "The News" for Top Women in HVAC

Women In HVACR 2023 Conference in Jacksonville

Jacksonville, FL - The Women in HVACR (WHVACR) organization marked its 20th Annual Conference from November 6-8, 2023, in Jacksonville, Florida, with a record-breaking attendance of over 530 industry professionals, including more than 200 first-timers. The conference, themed "Go Bold," lived up to its name by offering a rich array of networking and educational opportunities set against the scenic backdrop of downtown Jacksonville.

Marcia Christiansen, the 2023 WHVACR President, expressed her enthusiasm about the event's success, stating, "This year's conference provided a unique opportunity for amazing networking and education in a waterfront setting. We are thrilled about the record attendance, which reflects the growing interest and participation of women in the HVACR industry."

The event featured an impressive lineup of speakers, including Mary Kelly, an author and Hall of Fame speaker, who shared insights on leading through crisis and business growth. Another highlight was Amberley Snyder, a motivational speaker, who shared her inspiring journey of overcoming adversity after a life-altering accident. Lilah Jones, Head of ISV's



The Welcome Reception took place on the Riverdeck with perfect weather



Brenda Kilmore, Janet Englehart, and Christyn Mueller of Johnson Controls



Shyann Imhoff, Lisa Lowder, Megan Beck, Jillian Thigpen, Alexa Cohen, Veronica Timar, Amber Spitale



Robin Brooks, Kathryn Samson, Dee Ann Odom, Crystal Naegle, and Kristen Davies



Michelle Kelly, Tabatha Schwartz, Bailey McCormick, and Kate Fitzgerald



Danielle Bowland, Lori Abbot, Ruth King, Lindy Robinson, Olivia Roberson, Stephanie Boyer, Jessica Slaughter, Jennifer Simpson

10th Annual Jacksonville

& Marketplace Sales - Northam at Google, empowered attendees with her keynote on embracing authenticity and living boldly.

Attendees, ranging from field technicians to manufacturers and everyone in between, were engaged in sessions covering topics such as marketing strategies, technical workshops, and best practices for employee retention. The conference underscored WHVACR's commitment to supporting career growth in the HVACR industry through professional networking, mentoring, and education.

During the conference's Tuesday night Gala the organization presented 6 female technicians with \$5000 scholarships to assist in their education, training, and pursuit of a career in the industry. Additionally recognized was long time board member and former president Colleen Keyworth for her 9 years of service and contributions to WHVACR as she rolls off the board at the end of this year. The organization invites those interested in supporting its committees or learning more about its programs to visit www.womeninhvacr.org for further information.



Renee Tomlinson, Lisa Cherney, and Eugene Silberstein of The ESCO Institute



Candice Ralston, Hali Caldwell, and Linda Rodriguez of Quietflex



The Rheem Team ladies were in full force at the "Go Bold" WHVACR conference



Lisa Clark, Jillian Thigpen, Rachel Bush, and Samantha Bowles of Johnstone Supply Ware Group



Mary Saavedra, Robin Armijo, and Laurelyn Arriaga of McDaniel Metals



The Sponsor Expo was packed between keynote speakers and breakout sessions



Molly Allison spoke about "Women in the Workplace" – "Stand Out and Stand Together"



Kerri Kupp, Becky Hoelscher, Tanya Steindl, and Kristin Gallup



Ruth King, one of the founders of WHVACR (center) takes a photo with two conference attendees



Sean Ince, Megan Ince, Andria Asewell
Haleigh Ince of Island Service Group



Colleen Keyworth receives special award for her over and above service to the WHVACR organization



Keynote speaker Lilah Jones spoke on Staying Bold: Embrace Your Authentic Self & Unlock You!



Lori Tschohl, Pres Elect of WHVACR announced next year's conference will be held in Dallas

A-Gas to Attend HARDI 2023 in Phoenix

Bowling Green, OH – A-Gas, a world leader in responsible lifecycle refrigerant management, announces its attendance at the 2023 HARDI conference in Phoenix, AZ. From December 2-5, HVACR industry leaders can learn about the importance of reclamation in lifecycle refrigerant management practices. Especially in the face of the AIM Act and the resulting national HFC phase-down, reclaimed refrigerants will play a massive role in ensuring a steady supply of HFCs across the United States.

In looking for a reclamation partner, it's crucial to look for one that is EPA-certified and a holistic, circular approach. A-Gas has been a consistent leader in the reclaimed gas space for the past three decades. By investing in state-of-the-art refrigerant recovery via the Rapid Recovery® service, separation, reclamation, and destruction technology and services, A-Gas has developed a circular economy approach to the refrigerant lifecycle.

Through providing efficient and comprehensive refrigerant gas services with a focus on reclamation, A-Gas restores used refrigerants to an effective state and reintroduces them back into the market. A-Gas continues to supply reclaimed HCFCs, such as R123, and R22, to support the current install base. Their proven track record of supplying these refrigerants to wholesale suppliers so they can support their customers.

A-Gas' lifecycle refrigerant management is a circular system—one that ensures the continued availability of these resources in the face of market constraints. Utilizing reclaimed gases alleviates the pressure of relying on an already strained supply while minimizing usage of the AIM Act quota allocations.

Stop by booth 1207 to learn more about reclamation and how we can partner with your business for the future. For more information about A-Gas, visit: www.agas.com/us

ASHRAE Releases Guide on the Role of Grid Interactivity in Decarbonization

ATLANTA (November 2, 2023) – ASHRAE has released a new guide focusing on the critical role of grid interactivity in the decarbonization process.

The Grid-Interactive Buildings for Decarbonization: Design and Operation Resource Guide is the second in a series of guides developed by the ASHRAE Task Force For Building Decarbonization (TFBD) and provides information on maximizing carbon reduction through buildings' interaction with the electric power grid.

“Grid-interactive buildings actively engage with the energy grid. They utilize smart technologies, renewable energy sources, and energy storage systems to optimize energy consumption and generation. This allows them to respond in real-time to grid signals, thereby reducing overall demand and GHG emissions,” said ASHRAE TFBD chair Kent Peterson P.E., Presidential Fellow. “Integrating buildings with the electrical grid is a critical component in the decarbonization process. It's an emerging focus for building professionals, and ASHRAE is thrilled to provide new guidance as we collectively work towards a more sustainable, resilient, and energy-efficient built environment.”

Decarbonizing the electric grid necessitates a fundamental shift towards a dynamic, two-way relationship between buildings and the grid. This approach enables buildings to respond flexibly to grid conditions, including time-varying carbon emissions rates. In recent years, the significance of this two-way communication has grown, driven by the integration of renewable energy sources, grid reliability concerns and the impact of extreme weather conditions. These factors have prompted utilities, grid operators and the building community to reassess the role buildings can play in supporting grid reliability and decarbonization by reshaping their energy consumption patterns.

The guide offers best practices, design consider-

ations and operational guidelines to target the three primary value streams of grid integration:

1. Reduced Carbon Emissions: Learn how to make significant contributions to reducing carbon emissions through smart building-grid interaction.
2. Cost Savings: Discover strategies to optimize energy usage and save on operational costs.
3. Resiliency: Enhance your building's ability to withstand and adapt to changing grid conditions, ensuring uninterrupted operations.

While the guide primarily focuses on commercial and multifamily buildings, it also includes relevant aspects for the residential and industrial sectors. In addition to design guidance, the resource guide provides operational recommendations for both new and existing buildings, empowering them to optimize their available demand flexibility.

The Grid-Interactive Buildings for Decarbonization: Design and Operation Resource Guide can be purchased from the ASHRAE Bookstore or by contacting ASHRAE Customer Service by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

The ASHRAE Task Force For Building Decarbonization (TFBD) webpage includes technical resources, information, videos and publications to expedite the adoption of climate change mitigation policies and reaffirms the Society's goals stated in the ASHRAE Vision 2020 report, approved by ASHRAE's board of directors, as well as the ASHRAE Position Document on Building Decarbonization, to achieve net zero GHG emissions in operation for all new buildings by 2030.


ASHRAE will host the seminar “Grid-Interactive Buildings for a Decarbonized World” that will take place at the 2024 ASHRAE Winter Conference, January 20-24, 2024 in Chicago.



YORK
Thursday
December 7th, 2023
From 10:00 AM - 2:00 PM
(321) 233-2878

381 Evangeline Way, Sanford. FL 32771





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Using Energy at the Right Time can Save Billions in Energy Costs, Lower Carbon Emissions and Strengthen the Power Grid, New Whitepaper Reveals

A new analysis commissioned by Danfoss reveals that an ambitious but realistic roll out of demand-side flexibility technology in the EU and UK can save 40 million tons of CO₂ emissions each year by 2030, more than Denmark's domestic climate footprint. In the U.S., demand-side flexibility, combined with optimized efficiency and the adoption of electric power sources, could save over \$100 billion in energy costs and lower carbon emissions from buildings by over 90 percent by 2050.

Rolling out demand-side flexibility technologies can make the grid more resilient and create substantial economic benefits for societies and households. Managing our energy more effectively and lowering demand in peak periods can reduce the risk of potential outages by lowering the strain on the grid. Consumers will see savings on their utility bills, as the cost of electricity is lower during non-peak periods.

Kim Fausing, President and CEO, Danfoss says: "We are leaving the fossil fuel era, but we haven't prepared our energy system for the future because we are neglecting energy efficiency as one of the main tools to lower emissions. The grid is not ready to use all the renewable energy we are making rapid progress to produce. We must take steps to utilize energy efficiency solutions - such as demand-side flexibility technologies - that not only help us to use less energy, but to use the right energy at the right time. We have the solutions, but we need action."

Demand-side flexibility refers to the levelling out of energy consumption to prevent periods of simultaneous high demand and low supply, which is especially important for an energy system based on renewables. The deployment of demand-side flexibility technologies can lower demand during expensive peak hours and reduce the amount of fossil fuels in the energy mix.

In buildings, for example, AI-driven technologies can save up to 20 percent in a building's energy costs by combining building, weather, and user data to predict heating and ventilation demand.[i] Observations on 100,000 flats equipped with this technology, based mainly in Finland, show that the maximum power usage was reduced by 10-30 percent.[ii] Meanwhile, load-

shifting can also be automated to cool supermarket freezers down to a much lower temperature than required outside the peak demand hours with the freezers effectively operating like a battery storing energy. This 'supercooling' technique means refrigerators can be switched off during the peak hours of energy demand, both lowering stress on the grid and saving money for the supermarket.

Renewables need to make up 70 percent of the energy mix by 2050 if the goals of the Paris Agreement are to be reached. However, the energy system is not yet prepared to manage the natural peaks and troughs of renewable energy supply.

The new whitepaper from Danfoss, "Energy Efficiency 2.0: Engineering the Future Energy System", presents the most cost-efficient way to prepare for the future energy system. It focuses on the deployment of a full-scale electrification of society, demand-side flexibility measures, wise use of hydrogen and storage and maximizing the use of excess heat.

By transitioning from a fossil energy system to a fully electrified one, it is possible to cut up to 40% of final energy consumption. Electrification is itself a form of energy efficiency.

Through demand-side flexibility, the EU and UK can annually save 40 million tons of CO₂ emissions and achieve annual societal cost savings of €10.5 billion by 2030. Similarly, households can save on average 7% on their electricity bills. In 2050, households are estimated to save 10% on electricity bills and €15.5 billion annual societal costs.

In the US, optimizing efficiency, demand flexibility, and electrification in buildings can save up to \$107 billion in annual power system cost savings alongside a 91% reduction in carbon emissions from buildings by 2050.

In 2030, up to 53% of the global energy input will be wasted as excess heat. However, much of this heat can be captured and reused to heat buildings and water through deeper sector integration.

On a global scale it is theoretically possible by 2050 to recover 1.228 TWh of excess heat from hydrogen produced through electrolysis - this is equivalent

to almost two thirds of today's global heat generation from coal, the largest source of heat.

Kim Fausing adds: "Electrification, demand-side flexibility, conversion, storage, and sector integration must take center stage in a future energy system enabling an energy grid powered by renewables. Seeing is believing, and, often, decision makers simply don't know that we already have the solutions we need to not only reduce carbon emissions, but also to deliver substantial economic savings both at a societal and customer level. It's about time for decision makers at all levels to prioritize energy efficiency and set the right regulatory and economic framework to reach net zero by 2050."

Professor Nick Eyre, Professor of Energy and Climate Policy at University of Oxford & Senior Research Fellow in Energy at the Environmental Change Institute, says: "We need to rethink energy efficiency and place it at the center of the race towards full decarbonization. This means enabling the electrification of end-uses not previously served by electricity. It also means creating a highly flexible energy system to avoid carbon-intensive demand peaks. Historically, energy efficiency has delivered the largest share of greenhouse gas mitigation and reinventing it for the era of renewables will enable us to continue this trend and achieve net zero by 2050."

Toby Morgan, Senior Manager, Built Environment at Climate Group, says: "As we electrify everything we can and build a flexible grid fit for the future, we cannot forget energy efficiency. The greenest form of energy is saving energy, and efficiency means we need fewer wind farms and fewer battery facilities. AI can help turbocharge progress on energy efficiency, optimizing electricity usage for any given time of day. Yet AI's role in connecting up climate-smart technologies in one integrated, energy efficient building is where it gets really exciting. AI can optimize the use of rooftop solar when it's sunny, make decisions on when to draw on the building's battery storage, or the batteries of EVs plugged into its charging points when it's not, plus choose an optimum time to sell renewable electricity back to the grid when demand is high."

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Marcone Sponsors Event Supporting Families of First Responders

ST. LOUIS, MO (November 29, 2023) – Marcone, a leading North American distributor of home and commercial kitchen appliance, HVAC, plumbing and pool and spa repair parts and equipment, is proud to have sponsored the 36th annual Guns ‘N Hoses event. Held November 22 at the Enterprise Center in St. Louis, the event is a fundraiser for Backstoppers, which supports the families of fallen or injured first responders. It raised about \$1 million and featured 12 boxing or mixed martial arts matchups.

Marcone is a longtime sponsor of the Guns ‘N Hoses event. “With our headquarters in St. Louis, it is particularly important to Marcone that we support the men and women keeping our hometown safe each day,” said Greg Fleischut, President of Marcone Appliance Parts. “The families supported through the funds made at this event have given the ultimate sacrifice, the life of a loved one, to bolster our community.”

The money raised at the event will contribute toward the \$2.5 million that Backstoppers spends to support 95 families — including 70 children — in the St. Louis area each year. Since the first Guns ‘N Hoses event in 1987, more than \$11 million has been raised.

The New Flat Rate Introduces HVAC Lite Price Book

DALTON, Ga., Nov. 29, 2023 /PRNewswire/ -- The New Flat Rate, the No. 1 price generating software for home service contractors, has announced the launch of HVAC Lite, their new pricing menus designed for easy readability, which helps technicians confidently present options to customers alleviating any potential nervousness.

Different from the fully-featured version of The New Flat Rate’s pricing menus, HVAC Lite removes the verbal packaging component and replaces it with tasks that are written in everyday language.

“The New Flat Rate was designed to do the selling for the technician, and it works. But, in some instances, we have seen situations where technicians are nervous to present the pricing options if they are not used to the language in the verbal packaging,” said Danielle Putnam, president of The New Flat Rate. “HVAC Lite simplifies that language and allows technicians to be more confident when selling services to customers. After running beta tests, contractors reported increased service sales and limited technician resistance when using HVAC Lite. They also reported no customer resistance.”

When using HVAC Lite, contractors saw an average HVAC service ticket price of \$741, well above the national average service ticket of \$258 when using traditional flat rate pricing. The average HVAC service ticket when using the full version of The New Flat Rate is \$843.

“The vast majority of contractors still prefer the full version of The New Flat Rate because of its ability to double or even triple service sales, but HVAC Lite still provides an impressive increase in service revenue over traditional flat rate pricing,” Putnam said. “Overall, our goal is to provide an option for every contractor and technician, and HVAC Lite is just our latest offering as we continue to grow and evolve.”




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Daikin Applied Introduces Magnitude WMT: A High-Efficiency Water-Cooled Chiller with an Ultra-Low GWP Refrigerant

MINNEAPOLIS, Nov. 29, 2023 /PRNewswire/ -- Daikin Applied today introduced Magnitude® WMT, a next-generation magnetic bearing centrifugal chiller that is able to deliver market-leading energy efficiency at all points of operation. WMT is the only chiller designed for the ultra-low global warming potential (GWP) refrigerant R-1233zd(E) that also features oil-free magnetic bearing technology and a two-stage compressor. This combination provides premium performance and reliability while helping decrease carbon emissions and environmental impact.

“Magnitude WMT is the new gold standard for centrifugal chillers, and a sign of the future of sustainable heating and cooling,” said Jim Macosko, vice president of product and sustainability solutions at Daikin Applied. “The chiller checks all the critical boxes for engineers and owners — comfort, efficiency, reliability — and reduces a facility’s carbon footprint at the same time. These are the markers of the advancements that Daikin has and will continue to bring to the industry.”

Reducing Emissions and Maintenance

The use of low-GWP refrigerants is one of the pillars of building decarbonization. And the WMT helps customers further their environmental goals by using R-1233zd(E), a high-efficiency refrigerant with ultra-low GWP of 1. Plus, the chiller’s magnetic bearing compressor with a variable frequency drive provides additional energy efficiency gains, and eliminates lubrication, mechanical seals, wear surfaces and gears. With only one main moving component, the oil-free design reduces friction and potential points of failure, which simplifies maintenance and extends the life of the equipment.

Energy Efficiency in a Smaller Footprint

The WMT’s compressor features a two-stage impeller layout enhanced by a refrigerant economizer. The dual-stage setup maximizes part-load performance, which is important because most chillers operate at off-design conditions approximately 99% of the time. With industry-leading full-load efficiency of 0.50 kilowatts per ton (kW/ton) and part-load efficiency of 0.30 kW/ton, the WMT is up to 40% more efficient than standard centrifugal chillers. Achieving these benchmarks while simultaneously offering the smallest unit footprint and volume size compared to similar chillers gives engineers an ideal option for equipment retrofits and applications with limited space.

Reliability for Mission-Critical Facilities

RapidRestore® and RideThrough®, standard features in Magnitude chillers, offer peace of mind during complete or temporary power loss in data centers and other mission-critical facilities. WMT’s low in-rush current at startup is ideal for operations with backup or emergency power systems, and offers the best restart, capacity ramp-up and power trip resilience capabilities to maximize uptime, and decrease disruptions to cooling and vital services. These features can even reduce costs by eliminating the need for a facility to have a waterside economizer.

The unique design and attributes of the Magnitude WMT create an opportunity to deliver more efficient comfort solutions across several vertical markets and support industry decarbonization efforts overall. To learn more about the WMT and the full range of Daikin Applied solutions, and to find a local sales representative, visit www.daikinapplied.com. Also, follow Daikin Applied on LinkedIn for the latest on commercial HVAC equipment, services and trends.



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Johnson Controls' North American Headquarters Showcases Collaboration, Productivity, and Sustainability



MILWAUKEE — November 15, 2023 — Johnson Controls recently celebrated the renovation of its North American Headquarters in Glendale, Wisconsin. The 144,000-square-foot facility exemplifies Johnson Controls' dedication to the productivity and wellbeing of its nearly 1,500 local employees. With its new OpenBlue Innovation Center, it also serves as a showcase of solutions for building owners, operators, and other industry leaders to create a new class of smart buildings that are secure, healthy, and sustainable.

"This campus has been designed to create a culture of collaboration and sustainability with our OpenBlue digital platform at the core of its design," said Vijay Sankaran, chief technology officer at Johnson Controls. "We look forward to welcoming visitors to the OpenBlue Innovation Center, where together, we'll shape the future of building technologies."

Showcase for North American Customers

The Innovation Center is a nearly 12,000-square-foot interactive space that will host thousands of visitors per year from a wide range of industries and provide interactive product demonstrations, cutting-edge virtual reality technology, and other multimedia sessions.

"This new innovation center will serve as a source of inspiration for our customers, helping to improve the design, operation, and maintenance of their indoor environments, ultimately driving value for their businesses," said Julie Brandt, president of Building Solutions North America at Johnson Controls. "By engaging with our leading experts and exploring the latest advancements, our customers will gain a comprehensive understanding of how connected, data-driven solutions provide deeper insights into their building's performance."

The Glendale location is the eleventh to join Johnson Controls' growing network of OpenBlue Innovation Centers across the globe.

Enabling an Optimized Environment

In addition to the OpenBlue Innovation Center, the full Glendale campus also is a demonstration of how building technology and design can improve a building's efficiency, reduce environmental impact, and improve occupant experiences.

Technology plays a central role in reaching these goals. Johnson Controls' OpenBlue solutions, integrated with its Metasys building automation system and other third-party devices, serves as the centralized control network. This platform offers facility management staff a unified view to track performance metrics of building systems, such as the energy usage of its heating and cooling systems, lighting, and shade controls.

Recognizing that buildings are responsible for approximately 40% of global greenhouse gas emissions, Johnson Controls provides sustainable solutions to its customers while also setting ambitious targets for reducing its own environmental footprint. To help drive these goals, the campus includes a ground-mounted solar photovoltaic array system, generating 250 kW of power and reducing greenhouse gas emissions by 827,000 pounds annually. Further, Johnson Controls on-site heat pumps that use electricity to circulate energy rather than burn fuel are expected to cut winter heating costs by around 29%.

The renovations also are an investment in Johnson Controls' working environment to foster a positive culture for employees and other occupants. Reimagined floor plans and contemporary workstations give employees multiple work-points to utilize. Additionally, the newly implemented lighting system not only contributes to energy savings, but also enhances occupant comfort and productivity.

Furthering its commitment to its employee wellbeing, the Johnson Controls Glendale campus has achieved the prestigious WELL Health-Safety Rating from the International WELL Building Institute (IWBI) for the past two years. In addition to high-efficiency filtration and fresh air ventilation, the campus has an extensive indoor air quality (IAQ) monitoring platform to ensure optimal IAQ. Maintaining the WELL Health-Safety Rating, as well as leveraging Johnson Controls industry-leading IAQ technology through the OpenBlue digital platform, exemplifies Johnson Controls' dedication to creating healthy working environments that support high-performing teams for its employees and visitors, as well as its customers.

"As a leader in the smart buildings industry, Johnson Controls is committed to continually evolving our campuses to implement the latest and greatest digital solutions and design principles for more sustainable facilities and a top-notch workplace culture," continued Brandt. "By transforming our North America headquarters, just as we do for our customers every day, we're truly putting our core values and offerings into action to show what's possible for our teams and visitors."

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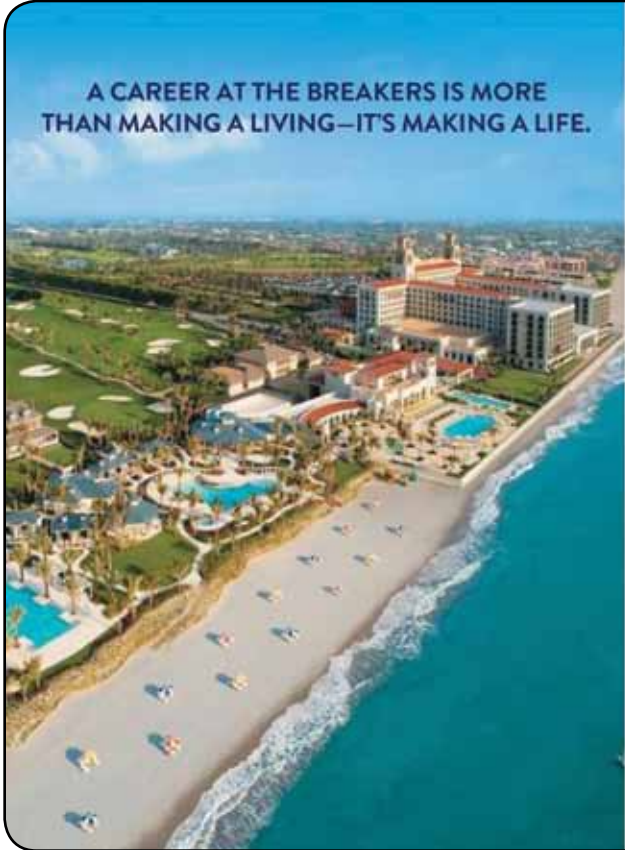
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