

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



York Source1 Celebrates their
Grand Opening of Sanford FL (see page 6)



Gemair Hosts Customer Appreciation
Day in Port St. Lucie (see page B4)



RGF Hosts 2023 Christmas Party
in Riviera Beach (see page 16)



Arco Supply Hosts Annual
Christmas Pig Roast (see page 22)



Tropic Supply Hosts Samsung
Mobile Training Center Show (see page 12)

The World's Largest HVACR Marketplace is in Chicago this Month



Jeff Schlichenmeyer
Publisher

Do not miss your chance to attend the 2024 AHR Expo to be held at McCormick Place in Chicago Jan 22-24. Manufacturers and suppliers from around the world will unveil the latest additions to their product line-ups, demonstrate what is new and innovative about the technologies, provide product details, and answer questions. It's no secret that both company and career success are built on personal relationships.

The AHR Expo attracts the top minds in the industry to keep you current on everything HVACR. In addition to the latest products and technology, we'll explore trending topics in all sectors of the industry including AI and controls, decarbonization,

plumbing & hydronics, heat pumps, refrigerants, workforce development, business and professional growth, and much more.

The AHR Expo will bring you face-to-face with the entire spectrum of HVACR industry professionals in order to maintain and grow existing relationships, and open doors to new networks and channels. Led by experts, the program features 100+ free sessions on today's best practices, industry trends, tips for improved ROI, and ways to boost your professional growth. Sit in on rapid-fire 20-minute presentations of new products & tech directly from manufacturers. Three theaters on the show floor will host 150+ presentations.

The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference. The show will be held at McCormick Place in Chicago on Monday, Jan 22, 2024, 10am-6pm, Tuesday, Jan 23, 10am-6pm, and Wednesday, Jan 24, 10am-4pm.



One-Year Reprieve for Installation of R-410A

In response to overwhelming stakeholder feedback, including over 230 letters from ACCA advocates and the lobbying efforts of ACCA and its allies, on December 20, 2023, the EPA agreed to change its "final rule" that would have banned installation of R-410A systems effective January 1, 2025. This is a huge win for ACCA and its members, averting a supply chain nightmare that would have severely impacted contracting businesses as early as next summer.

This new Interim Final Rule allows for the inventory of higher-GWP HFC equipment manufactured or imported before January 1, 2025, to be installed until January 1, 2026. The Technology Transition Rule still has wide-ranging implications for system repair and component replacement, recordkeeping and reporting requirements, and more! Read about the original rule in ACCA government relations manager Chris Czarnecki's previously posted blog, and see EPA's updated Frequently Asked Questions for details.

Importantly, the January 1, 2025 ban on manufacture of R-410a equipment remains in effect. Contractors must still prepare for the transition to mildly flammable A2L refrigerants, but this new rule averts a supply chain trainwreck. Fearing unsold equipment, distributors started cancelling orders and some manufacturers threatened to end production of current equipment in early 2024.

Almost all contractors responding a recent ACCA survey said such a rushed transition would cause challenges for their business, with just 18% saying A2L alternatives are currently available from their primary distributor and just 14% expressing confidence that building codes in their service area allow A2Ls in residential settings.

While an encouraging 70% of survey respondents said they're already doing their part by training and equipping their teams to install A2L equipment, it's clear that contractors need more time for this transition. A whopping 72% expected "significant difficulties" transitioning to alternatives due to inventory availability and a majority were at least somewhat concerned about being stuck with unsold R-410a equipment.

While ACCA is happy with this one-year delay in the installation ban, we still share concern that more needs to be done to address contractor concerns before making a hasty transition to new refrigerants. ACCA also submitted comments this week regarding EPA's HFC Refrigerant Management Rule, which threatens to further increase the regulatory burden on contractors related to this transition.

As ACCA celebrates the win on this delay, we would like to remind you to continue to take action on other hot industry topics. Article by Sean Robertson, ACCA's Vice President of Membership & Business Operations.



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February 1-3, 2024
held at Kalos Services
in Clermont, FL

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2024

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Your Business is a Tool How Well are You Using It?

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

**Reach her at
ruthking@hvacchannel.tv.**

Think of your business as a tool. It is there to help you achieve your personal goals. Whether those goals are to generate enough money so you can live the life of your dreams, spend more time with your family, buy everything you want whenever you want it, or another reason.

How well are you using your tool? The answer is “not well” for some of you. You’re not happy with your business, or you are a slave to your business, or it’s not generating the profits you want to accomplish what you want to do.

The answer is “very well” for some of you. You’re happy with your business, you have a great team working with you, and you are generating the profits you want to accomplish what you want to do.

As 2023 winds down, it’s usually a good time to think about how to use your business tool in 2024. Over the years I have created an easy way to do this. Get input from your employees so that everyone knows where the company is going and they have a stake in its success.

The most critical part of the planning process is to involve your employees. If you set goals, then they are your goals and some of your employees won’t buy in. If they have input, they will care about the results... and often push you to do things you might not have continued to focus on without the employees asking where you are with respect to X goal.

Here are six simple questions to ask your employees:

1. What went right in 2023?
2. What went wrong and what did you learn from it so that you don’t do it again?
3. Have you run into any new competition?
4. Have you seen any of our competition go out of business?
5. What would you like to see our company do in

2024? How can you contribute to making that happen?

6. What did we used to do that we stopped doing? Put these questions with their paychecks along with an envelope. They don’t have to put their names on their answers – just make sure they give the sealed envelopes to a person you designate by a specific date.

Compile the answers. You’ll see that the answers to these questions will start great discussions. Make sure you have them on “your employees’ turf” – in the field, at their desks, etc. rather than a formal meeting in your office.

Once you get the feedback, and determine the goals, put the goals where everyone can see them. If the goal is “at the top of the stairs”, you have to determine the stair steps, or objectives, to achieve the goals. Break the goals down into monthly objectives. Put the objectives somewhere you can see them and review them each month. Check off each objective as you complete it.

This is one of the best ways to ensure that the company goals will allow you to get your personal goals – and you’ll be using your tool well.

Next Topic: You Don’t Have to Do Annual Reviews: You Don’t Have to Do Annual Reviews...If you do this one thing

Almost everyone hates annual performance reviews – the managers doing the reviews and the employees who are the subject of the review. Why?

Most reviews are a surprise because there has not been communication throughout the year about great performance, adequate performance, or even a poor performance situation.

If you manage by key performance indicators, KPI’s, your employees get a score card every day, every week, or every month depending on the procedure/process being tracked.

In these cases, annual reviews may not be nec-

essary because the review is being done on a regular basis. Or, if they are done, they are NOT a surprise because the employee knows how he/she is doing on a regular basis.

Before you implement KPI’s please:

1. Make sure everyone has a job description and knows the minimum performance required (minimum KPI).
2. You know where the results are now. If they are below the standard you’d like, what will be done so that the employee meets that minimum standard.
3. You know how frequently the KPI will be tracked and what the communication method of performance will be. It might be a daily email and a weekly short meeting.
4. The employee knows what happens when the minimum KPI is not met.
5. The employee knows what the bonus is for exceeding the KPI level in what period of time. The bonus could be monetary, time off, a gift, etc.

Thanks to you: When you invest in today’s deal you are helping a woman who wants to enter the HVACR industry. 10% of the revenues from your investment will be donated to the Women in HVACR Scholarship Endowment fund. To make a donation go to www.womeninhvacr.org/endowment.

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

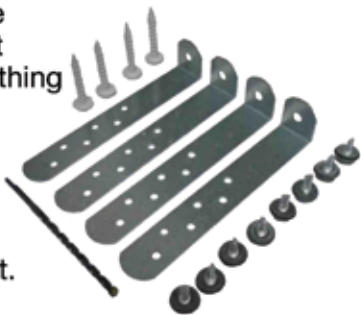
January 30-31, 2024 Jacksonville, FL



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Gratitude and Reflection



Bryan Orr

I remember having conversations on the floor of AHR in Orlando in early 2020. There was talk of this new superbug that was causing issues in Asia. That year we had the first podcast pavilion, we had great conversations with Alex Meaney, Michael Housh, Andrew Greaves, Jim Bergmann and Rich Trethewey. Leilani and Bert walked the floor making videos with vendors and HVAC School sponsors. This was on the tail end of the first symposium where we got together a merry band of HVAC nerds at our office and learned, laughed and spent time with enjoyable people.

Then the world turned upside down (to quote Hamilton). But honestly, things kept improving for us in HVAC School and in business. As many people have joked, the pandemic never seemed to come to Florida. It needs to be said, of course, that this was actually not true. We had several people close to us either pass or be greatly impacted and it certainly seemed like the world would never be the same. To be truthful, we can all see that it probably never will.

But without a doubt, 2023 has been the most challenging year I have faced. Without going into too much detail... We had one of our largest clients cancel all our projects due to a buyout, a significant theft from our business from a friend, personal struggles with depression and general negativity, good old fashioned midlife crisis, deaths, sicknesses, teenagers and run of the mill changes that we all need to face. A few days ago my grandfather passed away and a few days from now I will be having my 41st birthday. I don't expect you to feel sorry for me. I have absolutely NOTHING to complain about and all of the good in my life leaves me far better than I deserve.

And that brings us to Thanksgiving, which has always been and will always be, one of my favorite times of the year. In times of hardship, presidents have used Thanksgiving addresses as an opportunity for reflection. Facing crises that tested us as a nation, they called upon values of unity, courage, and gratitude to inspire hope.

When Abraham Lincoln addressed a country divided by Civil War, he appealed to God and to the shared blessings that persisted, urging Americans toward goodwill. Later, marred by Depression, FDR evoked the ideals of community and "unfailing helpfulness." As Cold War tensions mounted, Kennedy summoned the determination and resilience of the American people to overcome fear.

My favorite of all was George Washington who established the National day of Thanksgiving when he said, "Whereas it is the duty of all Nations to acknowledge the providence of Almighty God, to obey his will, to be grateful for his benefits, and humbly to implore his protection and favor."

What Washington understood, that I can quickly forget, is the importance of humility and reflection in the light of our tiny but imperative role in a MUCH BIGGER story. A story that we did not write, but one that we get to participate in.

We do not get to decide what will or won't happen. We cannot see what will be truly good or bad in the long run. Our current feelings or trials do not need to define us.

Instead we have the opportunity to pause and to look back at all that we have been given and with humility we can be grateful. Not only because of what has happened, but because of what we get to participate in and in our tiny contributions we can see and sometimes even feel the hand of God.

Bryan

South Florida HVAC Contractors Questioning Heat Pump Mandate

Recently, a great deal has been made of the 8th Edition (2023) Energy Conservation Code, which comes into effect in just a few days, on January 1. Of greatest interest to HVAC residential contractors is the following paragraph:

R501.7.2 Electric Space Heating

Electric resistance shall not be the primary space heating system type used for complete central equipment replacements in Climate Zone 2.

In and of itself, this is quite shocking. It appears all replacement systems in that Climate Zone (basically all of Florida north of Palm Beach County) will have to be heat pumps. To put it into context, however, we must remember there are exemptions to the ECC:

C101.4.2 Exempt Buildings

Buildings exempt from the provisions of the Florida Building Code, Energy Conservation, include existing buildings except those considered renovated buildings, changes of occupancy type or previously unconditioned buildings to which comfort conditioning is added. Exempt buildings include those specified in Sections C101.4.2.1 through C101.4.2.4. (emphasis mine)

In a conversation with a Building Official at Martin County, he confirmed replacement systems to be exempt. This determination is based on the exemptions in section 101 of the ECC, above.

This is a big question that may take some time to sort out, and interpretation may vary among municipalities.

If you have questions or further insights, please respond to this email and we will do our best to keep this conversation up to date.

You can rely on PBACCA to bring you the latest and most authoritative information on HVAC industry issues in South Florida. Learn how to partner with other South Florida contractors to build your business and strengthen our industry. Please visit www.pbacca.org for more information.



The event for HVACR / Jan 22-24, 2024



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York Celebrates their Grand Opening in Sanford

December 7th, 2023

On December 7th, from 10am till 2pm, York celebrated their Grand Opening at their newest location in Sanford FL. The warehouse was fully stocked and the York team was ready to serve the local contractors who came to partake in the Grand Opening. York served up a variety of tasty fajitas with pork, chicken, and steak, with other side selections and Little Lulu's Italian Ice to please many appetites.

York vendors and manufacturers representatives were in attendance showing their new products and giving product demonstrations. The new York location is at 381 Evangeline Way, Sanford, FL 32771. The branch manager is Aaron Sewell. Call Aaron, or any of his team at 321-233-2878 to take care of all your product needs. With more than 24,000 industry leading parts and tools in their growing inventory (like Nu-Cal-

gon, Klein, Copeland, ThermalFlex, Sporlan, Source 1 HVAC Service Parts and many other brands) they have what you need to get the job done right away. Visit your local to see their full line of YORK® and Guardian® HVAC systems or discuss your needs with their HVAC Account Representatives. York carries ductless mini-splits, packaged rooftop solutions & indoor/outdoor split systems in every store.



The York Grand Opening Team at their newest location in Sanford



Ken North and John Petty of York



Samantha Comton, Landon North, and Aaron Sewell of York taking care of business in Sanford



Jessica Meir, Ken North, Tony Ramos, and Janet Englehart of York



York in Sanford served up a variety of tasty fajitas of pork, chicken, and steak, with all the side dishes



Mike Winkel and Sean Moseley of VOS - Value Oriented Sales with Rajesh Dubey of Phoenix Air Conditioning



Jody Long (center) of Nu-Calgon giving a product demonstration to York Sanford contractors



Ricardo Williams and Sean Appadu of Ferran Services and Ron Doeblor of Rheia



Mike Odell of York ordering some Real Fruit Italian Ice from Little Lulu's



Jeff Beatty of The McAllister Group with Nick Godwin of Ferran Services



There was a great turnout for the York Grand Opening celebration in Sanford



Mildred Nero of Hitachi, Jessica Meir of York, and Tim Hogge of Hitachi



Mike Odell of York, Anthony Knighton of Ditek, and Kevin Delahanty of York



Jim Derrico of Air Current, Tony Ramos of York, Jack Golden and Curran Golden of Air Current



Ellen Logue of ACCA/CF with Tony Duncan and Jessica Meir of York



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PBACCA Announces Pam Ripple's Retirement

Pam has been the Executive Director for the Palm Beach Air Conditioning Contractors Association (PBACCA) since 2006. She has tirelessly focused on driving our association to new heights over these 18 years.

Pam started out in our industry at MSI working with Dick McKinnon in 1981. Pam did some field work installing ducting and venting on several projects around Palm Beach County. In 1985 she started working with Sasso A/C where she managed the warehouse and assisted in new construction project pre-fabrication and production materials. During this time at Sasso, she started attending the apprenticeship school put together by PBACCA. In 1987 Pam was hired by Bond Plumbing Supply as the warehouse manager in the West Palm Beach location where she



worked until 2006.

In 2006 Pam moved into a new and challenging role, taking over our association, PBACCA. With the help of key members, she was able to sort through the new role and started to thrive. She was instrumental in improving all aspects of our association.

One of our Directors had this to say, "Working with her at PBACCA has been special for sure. I have enjoyed every minute of the many years working with her. Pam takes her responsibilities seriously and never shied away from the long hours particularly around event time. She has truly been the unsung hero for so many years."

Please join us in thanking Pam for her dedication and time as well as wishing her a wonderful next chapter!! Thank you, Pam.

RectorSeal Introduces pH-Pro™ to Enhance Condensate Management Products



Houston, TX, December 5, 2023— RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, is introducing pH-Pro condensate neutralizer products to the company's full line of condensate management products.

pH-Pro products are code-compliant and work to safeguard drains, sewers, septic systems, and treatment facilities from the acidic condensate produced by condensing appliances, including boilers, water heaters, and gas furnaces. Condensate neutralization is a code requirement in many parts of North

America. Where required, acidic condensate must be neutralized before it enters the drainage system.

RectorSeal now offers a variety of pH-Pro products, including tube style, recharge kits, and integrated condensate pumps. The tube-style neutralizers have patented, built-in unions with O-ring seals at each end. The unions ensure ease of installation, service, and media replacement. The clear tube allows for accurate visual inspection. All pH-Pro recharge kits include a spare O-ring when applicable for a secure connection. Two sack-filled condensate neutralizing pumps are available with up to 6 million BTU/h of appliance input and feature a large diameter screw-on cap for easy installation of pH-Pro media and visual inspection.

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Daikin to Sponsor Kickoff Event for National HVACR Education Conference

HVAC Excellence is thrilled to introduce a spectacular kickoff event for the upcoming National HVACR Education Conference. Taking place on Sunday, March 24, 2024, from 5:00 pm to 7:00 pm, this Welcome Reception promises to be a catalyst for an unforgettable learning experience.

Sponsored by Daikin Comfort Technologies, the world's largest HVACR equipment manufacturer, this special event commemorates a century of excellence and innovation in the HVACR industry.

Join us in celebrating a hundred years of Daikin's remarkable journey. The evening will be brimming with surprises, special moments, and a reflection on the profound contributions Daikin has made to the HVACR industry over the last century.

Prepare for an evening of excitement with engaging activities showcasing the evolution of HVACR technology and innovation. Connect with industry professionals, educators, and experts during this exclusive event for attendees. Seize the opportunity to learn about the past, present, and future of the HVACR industry, forging new relationships and strengthening existing ones in a dynamic and celebratory atmosphere.

The centennial celebration of Daikin sets the perfect tone for an event offering nearly 100 classes. In the face of recent EPA rulings and significant advancements from the Department of Energy and Department of Education, the HVACR industry is undergoing substantial changes. HVAC Excellence has curated a comprehensive schedule of classes during the event, held from March 24-27, 2024, at the South Point Hotel in Las Vegas, Nevada."

We are delighted to collaborate with Daikin Comfort Technologies to bring this extraordinary Welcome Reception to the National HVACR Education Conference. "This event promises to be a highlight of the conference, creating memories that will last a lifetime," said Eugene Silberstein, National Programs Director at HVAC Excellence.

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For more info visit daikinfit.com



Sam Martin, president ASHRAE Miami chapter, Juan Carlos Gonzalez of Dunham-Bush, and Juan Gonzalez of Tom Barrow Company

ASHRAE Miami Chapter 2023 Annual Holiday Social

The 2023 ASHRAE Holiday Social was held on Thursday, December 7th, from 7:00pm-10pm at Batch Gastropub in Miami.

In order to better serve our chapter and encourage membership, this event has been a complementary evening for the past nine years and we thank our great sponsors who make this event happen every year. It was a fun evening of Hors d'oeuvres, drinks and music to celebrate another ASHRAE Miami Chapter successful year!



Adrian Sanchez of Protec, Victoria Garcia Massimo of Air Zone, Christian Guzman and Andrew Abinader of Protec, and Alejandro Henao of Cors-Air



Stephany Holmes of Envelop Group, Sonia Arranaga of Daikin, and ASHRAE Miami president elect, and Tulia Rios of Cors-Air



Jaime Bernat, Javier Cepero, Carlos Borja and Andre Saez of Saez Distributors



Juan Carlos Roche, Adan Flores, Chris Guerra and Crystal Prafitt of B&I



Lamiha Nvdosvvic of Dunham-Bush, Giovanni Serauto of Envelop Group, Terry Warren and D'Angelo Serra of Dunham-Bush and Alejandro Henao of Cors-Air



Gerardo Castillo of RPJ Mep, Roger Coll of Integrated Cooling Solutions, Robert Ramos of Air Source, and Rodolfo Grullon RPJ Mep



Luis Prats of ICTB, Juan Carlos Gonzalez of Dunham-Bush, Cristina Martin, Alejandro Gutierrez, Linette Prats of ICTB, and Leo Ampie of Dunham-Bush



Brenda Martinez of Atmosair Solutions, Danny Diaz of Integrated Cooling Solutions, and Gustavo Lazaro of NV2A Group



Sam Martin, Tulia Rios, Sonia Arranaga, and Victoria Garcia Massimo of ASHRAE Miami wishing everyone a Happy New Year!



Jorge Aragon of Trane, Gladys Estevez of BR+A Consulting Engineers, and Shiannis Combe of Trane

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With EPA Refrigerants Deadline Announced, NAVAC Expands Portfolio of A2L-Compatible HVAC/R Tools



Lyndhurst, NJ – NAVAC, the world's largest supplier of vacuum pumps in addition to a wide array of tools, gauges, charging machines, recovery units and industry-specific items, has further expanded its line of tools compatible with A2L refrigerants. The series extension comes amid news that the EPA will require technology transitions to equipment utilizing greener refrigerants beginning January 1, 2025.

Since legacy HFC refrigerants such as R-410A will still be used on a scaled-down basis, NAVAC's portfolio of HVAC/R tools are designed to handle both newer and older refrigerants. Industry groups as well as manufacturers like NAVAC have been spreading the word about the pending phasedown, and developing solutions to ensure a seamless transition to more eco-friendly refrigerants.

A2L refrigerants have higher flammability than their predecessors. Refrigerants in this class include R-32 and R-454B, which offer a lower global warming potential (GWP) than legacy products like R-410A. NAVAC is among the first HVAC/R manufacturers to offer a comprehensive line of A2L-compatible solutions, whose features include sparkless design, DC brushless motors, soft contact power switches, fans, and covered connections for all electrical terminations. Highlighted solutions include:

- NAVAC's Pro Series NP7DP2 Vacuum Pump features a dual-stage pump and a $\frac{3}{4}$ horsepower motor, and delivers a 7cfm flowrate and an ultimate vacuum down to 15 microns. The unit's integrated cylinder structure, coupled with forced oil circulation, assures high performance and reliability.

- To differentiate newer, slightly flammable A2L refrigerants from A1 non-flammable ones, refrigerant tanks containing R-32 and R-454B have adopted left-handed connections. To accommodate this change, NAVAC's NH5L Left-Handed Thread Hose helps ensure tight, leak-free connections to A2L refrigerant tanks. The new thread hose is easily discerned from traditional thread hoses by its orange color and two rings on the reverse threaded side (versus one ring on a conventional thread).

- Compatible with both R-32 and R-454B refrigerants, NAVAC's N2A4B Manifold Gauge effectively measures the pressure of various gases and liquids, helping technicians reduce leaks and system failures. Featuring a durable aluminum body and ball valves, the gauge can diagnose and determine the status of four refrigerants in total, surpassing the versatility of similar models. The N2A4B Manifold Gauge's impact-resistant design includes a molded protective shell and rubber covering for shock absorption, and an integrated folding hook design offers ease of transport.

For NAVAC, other A2L-compatible vacuum pumps include the NP4DLM & NP2DLM Cordless Vacuum Pumps, part of the company's BreakFree Series® of cordless HVAC/R solutions. The NP-4DLM features a high-performance lithium battery capable of up to one hour of continuous running time, while the NP2DLM is a compact, lightweight unit suitable for residential HVAC systems up to 5 tons with high-speed evacuation hoses. The company's popular NRP8Di and NRP6Di units – the market's first DC-driven vacuum pumps – also are A2L-compatible. Featuring a digital control inter-

face, the units offer unsurpassed intuitiveness with features such as task reminder, extended evacuation for improved vacuum, and precision vacuum measurement technology with digital display.

NAVAC's A2L-compatible recovery units include the NRDD Recovery Unit, recently substantiated as the market's fastest twin-cylinder recovery unit per UL certification data. The unit features a brushless DC motor that allows it to provide substantial power in a compact size and weight of just 25 pounds. This DC technology also provides better starting performance under low voltage conditions. The NRDC4M Recovery Unit – which, as the world's first DC inverter 4-cylinder recovery unit, is the fastest and most powerful machine of its kind on the market – also is A2L-compatible. Operating up to 40% faster than 2-cylinder units, the NRDC4M utilizes an efficient brushless DC motor and ultra-effective condenser with an oversized micro-channel coil and three cooling fans.

SMACNA Supports Order Requiring PLAs for Federal Construction Projects over \$35 Million

CHANTILLY, Va., December 19, 2023 SMACNA, supported by more than 3,500 construction firms engaged in industrial, commercial, residential, architectural and specialty sheet metal and air conditioning construction throughout the United States, today announced its support for the final rule issued to implement President Biden's Executive Order 14063 requiring Project Labor Agreements (PLAs) for federal construction projects over \$35 million.

SMACNA has long championed PLAs as a valuable tool and key element to ensure fair wages, skilled labor, and contracting transparency throughout a project to create the conditions needed for highly complex and often exceptionally large projects. It also ensures when seeking highly skilled contractors and union labor on large projects, that the work meets the highest possible quality standards, which is common in private sector projects, especially in the tech sector where no margin for error is acceptable. PLAs were first used on the big public works projects of the 1930s. Since then, scores of large projects, public and private, have been built across the nation using PLAs.

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Tropic Supply Hosts Samsung Mobile Training Center Show

Hands-on Demonstrations of the Samsung Product Line

During the months of December thru February, the Samsung Mobile Training Center will be visiting several Tropic Supply Resource Centers across the state of Florida. This is a great way to provide hands-

on introduction for all Samsung products including these innovative climate solutions: 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 con-

sole, 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).



The Samsung HVAC training class included a hands on introduction to several of their innovative products



The Samsung Mobile Training Center made a visit at the Tropic Supply Resource Center in Tallahassee T-21



Jason Godwin and Austin Harrell of Tropic Supply with Michael Glenn of Samsung



Michael Glenn of Samsung speaking with Damion Lawrence and Austin Bryant with Thermal Engineers



Michael Glenn of Samsung giving out some cooling towels because it is all about being cool here in Florida



Bobby Burnett of Tropic Supply, Michael Glenn of Samsung, and local Tropic Supply customer



Inside the mobile training center was filled with Samsung innovative climate solutions



Michael Glenn of Samsung (center) and Bobby Burnett of Tropic Supply, give an overview of the Samsung Multi Position Air Handler to Jacksonville contractors



The Samsung Mobile Training Center parked outside the Tropic Supply Resource Center in Jacksonville T-18

Happy New Year!

We want to thank all of our distributors, manufacturers, customers, and friends for an amazing 2023!

Joe Shukys, Shelly Shukys, Abby Datsko, Bailey-James Schommer, Sam Dornbusch



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Performance Pointers

By James Ball



Join a MIX Group in 2024

Most people don't understand how lonely owning and operating your own business can be. The stress of taking care of each customer's safety, health, comfort and system efficiency needs alone can be overwhelming. Plus, making sure those working with you are paid, their family's needs are met, assuring suppliers are paid on time, permits are taken out, and that you have proper licenses ... ugh. Why would anyone want to own and operate a business?

Many years ago, my dad joined a group of contractors put together by Ron Smith for his dominant market share (DMS) program. Luckily, my dad stayed committed to the meetings and would attend the semi-annual group gatherings with other contracting businesses all over the country. I remember when it was time for the group to meet at our place. We cleaned, painted, and organized, preparing for the group. I was frustrated at stopping our business to bring in other HVAC contractors. Honestly, I didn't see any advantage to having others come to our place. How could they tell us how to take any better care of our customers? I was missing the point behind this group gathering.

Recently I asked one of National Comfort Institute's (NCI) newest instructors, Rob Minnick, what he would tell others regarding how they could improve their business. Rob basically said they need to find some help. He went on to mention his experience with local mentors and how influential they had been for him and his business. To me, THAT is the point of getting involved in an ACCA (Air Conditioning Contractors of America) MIX (Management Information Exchange) Group. Here are some reasons for any business owner to get involved.

Most Roads Have Been Traveled Before

Business owners in general want to believe they have a unique approach to business and that is 'sort-of' true. However, most business processes are borrowed concepts. The owner may have a fresh ap-

proach, and that is great, but many of the processes work the same way, so maybe it doesn't hurt to mix those with fresh ideas.

For example, I remember when my business coach introduced our company to the idea of monthly payments for our maintenance agreements. We immediately sent that idea by email to our ACCA MIX Group, which was known as The Wise Guys. And of course, a couple of them said how monthly payments had improved their maintenance programs. One member agreed to make a presentation on his experience.

Of course, we started doing monthly payments after hearing The Wise Guys feedback and avoided some of the pitfalls already experienced by others. Also, we were able to use their processes and software support platforms.

You Don't Have to Go It Alone

In 2005 our business went through hurricane Katrina. The business flooded with six feet of water which destroyed the interior of the 8000 sq ft building. Our building was located about a half mile from the Back Bay of Biloxi, and we had never even been offered flood insurance.

Everything inside the building was lost and many of our trucks were disabled as well. We were in the middle of a personal disaster and professional disaster. Many of my co-workers lost everything.

Almost immediately all our forwarded phone numbers began ringing off the hook. We couldn't keep up and couldn't find talent available to hire. The DMS MIX Group responded. For nearly three years we used crews sent to us from members of the group. We set up RVs at our shop to house the crews because there were no hotel rooms available. Without that help, many of our customers would have suffered and been forced to find help from others.

Another unexpected benefit of this emergency help – getting to see how other companies set up to

do change outs. They offered suggestions for more efficient processes and better installation practices. Some of the MIX Group members even sent a salesperson along with the crews. I got to see different software and newer methods in action, which improved our business in the future.

A MIX Group Should Hold You Accountable

Both MIX Groups were involved with shared financials. It was so interesting to gain this perspective on the individual members by how their company performs. Wow, talk about intimidating. I had previously thought I ran a good business until I saw some truly incredible operations.

Financials showed me some areas where we could improve and some areas where we were doing well. I was able to ask how and see the results others had attained. I remember one of the MIX Group members in central Arkansas whose performance was consistently amazing. I couldn't wait to visit their place and see them in action. They were great and allowed us full access. You see they were trying to improve as well and wanted feedback.

Another direct benefit of reviewing others' financials was finding better general liability insurance from a great industry provider. This substantially lowered our operating overhead and allowed us to be more competitive.

We also found a great answering service because we started a conversation with a MIX Group member from Indiana who was using the service at a great discount over the after-hours service we used.

Mentors

Somehow my dad could pick out those members that needed a little help. Quietly he would get involved. Many business owners have no one with which to share personal struggles. It is hard being the problem solver all the time. Business owners need mentors too. Someone who understands and has been through the same issues.

go to page B5

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2023 Christmas Party

Giving back is what the Holiday Season is all about and RGF Environmental Group, based in Riviera Beach, hosted a fabulous Christmas party on December 21st, for several hundred people, which included their employees, families, and friends.

Several food stations were available with a large selection of delicious foods and drinks. Santa's DJ kept the party rockin, and there was festive decor

everywhere, which looked like a winter wonderland! Santa, Mrs. Claus, and his Elf's made a grand entrance, and gave a gift to each child who attended! They had a big snowball competition with over 10,000 cottony snowballs that dropped down from above.

Guests enjoyed a horse drawn carriage ride through the enchanting lighted holiday trail. The

kids played in a gingerbread bounce house, competed in inflatable axe throwing, and participated in arts and crafts and more.

RGF employees, family, and friends had a great time starting off the Christmas season together! RGF Environmental Group wishes everyone a Happy and Prosperous New Year! Thanks RGF for another great Christmas Extravaganza!



The kids played in a gingerbread bounce house, competed in inflatable axe throwing contest, and participated in arts and crafts



The guests enjoyed a horse drawn carriage ride through the enchanting lighted holiday trail



Tony Julian and Gerard Peters of RGF Environmental Group



Ron Fink RGF President/CEO, with his wife Gail Fink



It really was a fun Winter Wonderland at the RGF Christmas Extravaganza



Edwin Rivera, Edna Molina, Brenda Betancourt, and Nena Nau of RGF Environmental Group



RGF knows how to have fun for the whole family!



Doug Lindstrom of Lindstrom AC, Angela Sollard of RGF, John Brescia of Cousins AC, Neil Arteaga of Refricenter, Ron Fink of RGF, and Armondo Arteaga



Walter and Kathy Ellis of RGF Environmental Group



The buffet lines were full with hungry RGF employees, their families and friends



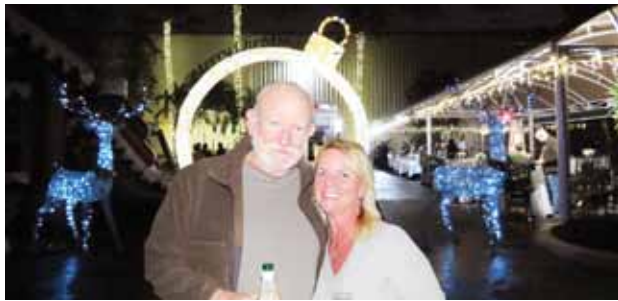
The Belkas family of RGF coming together in front of the Christmas tree



Such a great variety of delicious foods to select from!



RGF employees, family, and friends had a great time starting off the Christmas season together!



George Waite and Robin Broderick of RGF Environmental Group



Scott Frum and Elke, with Tiffy Reeg and Jeff Behary of RGF Environmental Group



The kids of RGF were not shy showing Santa their excitement and appreciation. Santas Elf called the children up one by one to receive their gift



Snowballs were released from above which started a big indoor snowball fight between the children and adults



Everyone had a blast throwing snowballs at one another!

New Compact Centrifugal Heat Pump By YORK® Delivers High-Temperature Water with Superior Efficiency



MILWAUKEE – Dec. 12, 2023 – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has re-engineered the industry-leading YORK® CYK Water-to-Water Compound Centrifugal Heat Pump to deliver superior operational savings and stringent sustainability standards. Now available in a smaller 400-ton capacity, the newly launched YORK® CYK heat pump fills a North American market gap by providing a practical, right-sized decarbonization solution for use in existing commercial building applications.

“As part of our ongoing commitment to sustainability, we have evaluated our legacy equipment roster to develop future-ready solutions that meet the rapidly evolving sustainability requirements faced by today’s building professionals,” said Todd Grabowski, vice president and general manager of Applied Equipment at Johnson Controls. “The CYK is a prime example of this innovation and supports

the brand message of YORK applied equipment that ‘We’re Not Waiting for the Future. We’re Engineering It.’ The base design surpasses ASHRAE 90.1 standards for energy efficiency and provides the flexibility to further enhance efficiencies based on the unique needs of each building.”

The YORK® CYK can reduce water and operational costs by as much as 50% when compared to traditional boiler and chiller applications. The YORK® CYK heat pump is available with optional ultra-low global warming potential (GWP) refrigerants, R-1234ze and R-515b, to further support decarbonization and net zero goals.

Additionally, the heat pump delivers high-temperature hot water up to 170 degrees Fahrenheit by utilizing two electric motor-driven centrifugal compressors arranged in series. The design achieves simultaneous hot and chilled water cooling within the same equipment making it three-to-five-times more efficient than a traditional boiler and chiller combination. With the addition of an innovative double bundle condenser technology, the CYK can effectively manage unbalanced load conditions – high cooling load with low heating load – in a more compact footprint than alternative solutions.

In addition to reduced carbon emissions, the YORK® CYK heat pump delivers significant savings through reduced annual water and operational costs, and a streamlined installation process. The innovative design is compatible with existing high-

temperature hot water heating systems, eliminating the need to replace air handlers and terminal heating devices, which is often required to accommodate the lower water temperatures associated with other heat pump products. When these benefits are combined, building professionals can expect a short-term payback on the equipment investment.

Additional YORK® CYK heat pump features include:

- Optional variable frequency drive further enhances performance and efficiency
- Energy-efficient turndown up to 30%
- Built-in capacity control for each compressor enables enhanced performance during off-design conditions
- Flexible design can be customized to reach hot water temperatures beyond 170 degrees Fahrenheit

The YORK® CYK heat pump is ideal for medium to large commercial buildings, university campuses, hospitals, industrial processes and district energy applications and can be used in new building or retrofit applications.

At Johnson Controls 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.

Cooper&Hunter Continues to Support the Florida Panthers as They Enter Their 30th Season.



Cooper&Hunter, a global manufacturer of air conditioning systems, is proud to announce that it has renewed its sponsorship of the Florida Panthers, the professional ice hockey team based in Sunrise, Florida. This will be the sixth consecutive season that Cooper&Hunter will be supporting the Panthers as they compete in the National Hockey League (NHL).

Cooper&Hunter and the Florida Panthers share a common vision of excellence, innovation, and community engagement. Cooper&Hunter’s sponsorship of the Florida Panthers is more than just a business deal. It is a reflection of the strong bond that exists between the two entities, as well as their mutual respect and appreciation. Cooper&Hunter’s President, Marat Terchiyev, expressed his excitement about the renewed partnership:

“We are thrilled to continue our sponsorship of the Florida Panthers, a team that we admire and respect for their achievements and values. We are honored to be part of their journey as they enter their 30th season with the NHL, and we look forward to celebrating their successes with them and their loyal fans.”

As part of its sponsorship, Cooper&Hunter has made some new and exciting additions to the Amerant Bank Arena, the home arena of the Florida Panthers. These include:

- A stunning wall mural that showcases Cooper&Hunter’s products, as well as its logo and slogan. The mural is located inside the plaza arena and will be visible to all visitors as they enter the venue.
- An upgrade of the LED Ribbonboards that surround the rink. The Ribbonboards will display Cooper&Hunter’s new graphics and animations, as products and services.



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RectorSeal Introduces pH-Pro™ To Enhance Condensate Management Products (Continued from page 8)

"RectorSeal is proud to include pH-Pro condensate neutralizer products in our full line of condensate management products," said Karina Eureste, Product Development Manager at RectorSeal. "Our entire lineup is tested and trusted to provide our customers the best solutions to avoid costly damage caused by condensate."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. and it now plays a leading role in CSW's Contractor Solutions segment. Please visit www.rectorseal.com for additional details.

ACCA 2024: Transformative Learning Experience for HVACR Industry Professionals

Alexandria, VA (November 14, 2023) - HVACR professionals from across the nation are invited to participate in ACCA 2024, a premier event that promises a transformative learning experience for business owners, entrepreneurs, consultants, and innovators in the industry. Hosted in partnership with the Florida Air Conditioning and Refrigeration Contractors Association (FRACCA), the conference will be held at the picturesque Loews Sapphire Falls Resort in Orlando, Florida, March 11-14, 2024.

Attendees will have the opportunity to optimize their businesses for success by learning from industry stalwarts and experts. The conference boasts a robust agenda featuring educational sessions and engaging speakers focusing on vital topics such as workforce development, leadership, finance, and technical aspects. These sessions are tailored to address the critical is-

ssues essential for businesses' success in the HVACR industry.

The conference will feature an inspiring keynote address by Jake Havron, renowned speaker and strategist, sponsored by Rheem and Rudd. Havron's transformative journey from nurse to acclaimed professional speaker and strategist has empowered individuals and organizations to achieve their dreams through results-driven coaching. In his keynote session, Havron will challenge traditional notions of leadership, unveiling the "4 Pillars of Influence" and providing attendees with the tools to connect deeply with their teams, foster collaboration, and inspire positive change within their organizations. This session promises to redefine attendees' approach to leadership and equip them with the skills to lead with influence and innovation.

One of the highlights of ACCA 2024 is the collaboration with FRACCA, enhancing the event with an even broader range of content and networking opportunities. Attendees will join a network of best-in-class peers and gain insights not only from expert speakers but also from fellow industry professionals. Attendees have the opportunity to acquire Florida CE credits from the FRACCA educational side, and also enjoy the incredible business and technical sessions ACCA provides.

Aside from the educational sessions, attendees can look forward to top-tier product and service providers, offering insights into the latest industry innovations. The conference will also provide ample opportunities for informal networking, allowing attendees to connect with peers from around the country while enjoying the tropical paradise atmosphere on the doorstep of Universal Orlando Resort.

"We are excited to bring together the best minds and talents in the HVAC industry for ACCA 2024," said Paula Huband, director of events at ACCA. "Our collaboration with FRACCA, coupled with our stellar lineup of speakers and engaging sessions, promises a unique learning experience that will empower attendees to drive their businesses to new heights."

For more information about ACCA 2024, or any of ACCA's programs, please contact Melissa Broadus, ACCA director of member communications & committee liaison, at melissa.broadus@acca.org

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Saez Distributors Host Customer Appreciation Events at the Ft Lauderdale and Doral Locations



Luis Chinaea, Jorge Saez, and Luis Montoya spreading some Holiday Cheer!

On December 19th and 20th, Saez Distributors hosted two Customer Appreciation Events to celebrate the Holiday season. Both the Broward and Doral locations were spreading some holiday cheer with a delicious lunch served with desserts and drinks.

Manufacturers Representatives were in attendance discussing the new products available for 2024. Saez customers enjoyed the food, fun, and friendship! What a nice way to celebrate the Holiday season. A big thank you to Saez Distributors! Saez has been a key player in the development of the South Florida market, supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties.



Brad Carson of Target Sales, Carlos Borja and Jaime Bernat of Saez Distributors, Andres Ponce of Target Sales



Saez Broward Team: Luis Chinaea, Adriana Rodriguez, Jordan Diaz, Jonathan Diaz, Michee Gustin, Roy Robinson, Richard Walker, Peter English



Fernandez Ramirez of Google Nest, Jessica Vetencourt and Israel Herrera of Cool & Heat, Gordon Blake of Sea & Sun Creative AC



Luis Chinaea, Master Chef at preparing his own delicious Paella at Saez Distributors in Broward



Everyone loved the tasty Paella and special Macaroni Salad made and served in Broward



Javier Palacios of Saez Distributors with Leo Sea and Saul Meikle of Glacier Air Conditioning



Taking a nice holiday break to enjoy the Christmas season with friends



Luis Montoya of Saez Distributors serving up a delicious lunch to Saez customers and friends at the Doral location



Arthur Lodato of A-Discount AC, Shemar Jones and Osman Perez of Air Concepts, Jaime Bernat of Saez Distributors, and John Hilson of A-Discount AC



It was a full house at the Doral Saez Distributor location



Andre Saez with his father Jorge Saez of Saez Distributors



Javier Cepero, Luis Chinaea, Carlos Borja, and Jaime Bernat of Saez Distributors



Carlos Borja (standing) of Saez Distributors speaking with local contractors, vendors, and friends at the Doral location



The ladies of Saez Distributors found a good place to enjoy lunch together



The Broward Saez Distributor location was busy during the customer appreciation event



Chris Palmer of Friedrich with Luis Montoya of Saez Distributors



Gemaire Distributors Presents The Fall American Standard Dealer Meeting At Sea



December 12, 2023, DEERFIELD BEACH, FL
What an incredible time was had as our business group set sail for a most unique adventure; our dealer meeting was held on the Royal Caribbean, Liberty of the Seas ship, out of Fort Lauderdale Port Everglades. The experience was grand, and our teams enjoyed excellent quality time with our best American Standard dealers, vendors, and partners.
With the re-introduction of the Dealer Meeting at Sea, presented by Gemaire Distributors, American Standard dealers and vendor partners could enjoy the sun and beaches while learning about the latest and most significant HVAC trends, programs, and busi-

ness enhancements for 2024. With 100% attendance, this was not only a hit but also gave us great insight as to why elevated business meetings are needed in our industry.
This four-day, three-night event was held on the Royal Caribbean's Liberty of the Seas Cruise Ship. This incredible experience is a snapshot of how Gemaire cultivates business relationships with industry professionals. This style of working retreat is a great example of how it benefits the customer to do business with the leading independent distributors of heating, air conditioning, water heating equipment, parts, and supplies. Our special guests enjoyed all the ship had to

offer, From supercharged slides and adrenaline-amping rides to delicious dishes, action-packed nightlife, and jaw-dropping entertainment. They also took in some time visit the beautiful Nassau and Coco Cay Islands.
Since 1969, Gemaire has developed and flourished into the HVAC distribution powerhouse it is today. As one of the largest HVAC distributors in the country, we are ready to serve you with vast inventory, experienced and qualified staff, and quality products at all our branches.
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HAPPY NEW YEAR

Thanks Everyone For Your Support In 2023!



TODAY'S A/C & REFRIGERATION NEWS

2024

Copeland's Sensi™ Smart Thermostats Now Integrated With Woosh Smart Air Filtration Solution



ST. LOUIS (December 18, 2023) – Copeland, a global provider of sustainable climate solutions, announced today that its Sensi™

smart thermostats are now integrated with Woosh's Smart Air Filtration solution, allowing Sensi users to maximize the smart capabilities of their thermostat. The Woosh solution includes an air quality monitor to deliver real-time updates of essential air-quality indicators and a smart air filter which leverages 3M™ Filtration Technology and sensors to determine filter life.

When the Woosh Air Quality Monitor and Smart Air Filter are paired with a Sensi smart thermostat, users can transform their home's HVAC system into a smart air purifier for the entire home. For example, if the Woosh Air Quality Monitor senses poor air quality in the house, it will trigger the Sensi smart thermostat to turn on the system fan to circulate filtered air throughout the home. The integration ultimately allows users to have greater control over their indoor air quality through access to real-time data that removes the guesswork, allowing for more consistent clean air.

The partnership is part of Copeland's continued commitment to expanding its smart home integrations with the newest technologies on the market, while building on the company's deep, 100-year legacy of HVAC expertise.

"Integrating with Woosh enables Sensi smart thermostats to do more with a home's HVAC system," said Brendan O'Toole, vice president, Sensi product platform for Copeland. "By monitoring indoor air quality and leveraging the Sensi platform to engage active filtration, we are empowering our customers to take control of their indoor air quality and get closer to a healthier home."

Indoor air quality has never been more important. People are spending 90 percent of their time indoors, and concentration of indoor air pollutants are on the rise (Source: National Institute of Environmental Health Services). The integration of the Sensi smart thermostat and the Woosh Smart Air Filter and Air Quality Monitor

allows homeowners to safeguard against poor indoor air quality through real-time monitoring and updates.

"Smart thermostat integrations are critical to delivering on our mission of improving indoor air quality," said Winston Mok, CEO, Woosh Air. "Partnering with Copeland and their Sensi smart thermostat platform has allowed us to pioneer innovative approaches to whole home filtration and air quality management."

Sensi smart thermostats are available at retail stores, online marketplaces, through HVAC contractors and at www.sensicomfort.com. Woosh Smart Air Filtration products are available at www.woosh-air.com.

About Copeland

Copeland, a global provider of sustainable climate solutions, combines category-leading brands in compression, controls, software and monitoring for

heating, cooling and refrigeration. With best-in-class engineering and design and the broadest portfolio of modulated solutions, we're not just setting the standard for compressor leadership; we're pioneering its evolution. Combining our technology with our smart energy management solutions, we can regulate, track and optimize conditions to help protect temperature-sensitive goods over land and sea, while delivering comfort in any space. Through energy-efficient products, regulation-ready solutions and expertise, we're revolutionizing the next generation of climate technology for the better. For more information, visit copeland.com.

About Woosh

Woosh Air is a San Francisco based technology company focused on improving indoor air quality and HVAC performance using data. For more information, visit woosh-air.com



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Arco Supply Hosts Annual Christmas Pig Roast

December 14th, 2023



Arturo Alba Jr, Cecilia Alba, Ana Rich, Arturo and Julia Alba Sr, welcomed everyone to their annual Christmas pig roast

In keeping with their yearly holiday tradition, Arco Supply welcomed their customers, friends, and family to partake in the 2023 Christmas Pig Roast, held on December 14th, from noon till 2pm at their location in Lake Worth.

The warehouse was decorated in the holiday festive spirit and the seats filled up quickly. Everyone enjoyed delicious Roasted Pig served with Boiled Yuca, Congris (Rice and Beans), Potato Salad, Rolls and plenty of tasty desserts and drinks. This event was truly a real nice “Thank You” in appreciation to all their customers. Arco Supply has been serving the South Florida HVACR trade since 1979.



John Lee, Ray Strong, and Jorge Fernandez of Arco Supply carving the roasted pig



This yearly Christmas Pig Roast has been a Arco Supply tradition for over 25 years



The team from Cool World AC came out in full force to enjoy the Christmas Pig Roast at Arco Supply!



Everyone enjoyed the delicious Roasted Pig served with Boiled Yuca, Congris, and Potato Salad



Alvaro Suarez of Taylor Made AC, Ryan and Wade Maloy of Maloy's AC, Tom and Marie Donegan of Donegan Air, Donald Taylor of Taylor Made AC



Fidel Martinez of Copeland, Ray Strong of Arco Supply, and Marjorie McAllister of Copeland



Josh Messier, Andres Barrero, Hernan Hamacho, and Jerry Chadwick of Good Ol' Boy Air Conditioning



Gail Pepe of Daikin, Chris Brown of Arco Supply, Viviana Maguire and Rosie McGovern of Daikin



The Arco Supply Team came together to wish everyone a Merry Christmas!



Many thanks to Arco Supply for bringing everyone together!



Dave Schopp of Leone Green, Arturo Alba Sr, of Arco Supply, Gil LeDeoux of PED, Alexis Terzado of Nu-Calgon, Andy Taylor of Leone Green



The warehouse was decorated in the holiday festive spirit and the seats filled up quickly with hungry contractors



Angela Garcia, Brad Carson, Scott Behanna, Jonathan Freyre, Michael Williams, Johanna Bueno, and Norm Sorel



Justin Adkins, Tyler Peacock, and Alex Peacock of All Pro Air Conditioning



Chris Brown of Arco Supply, Bill Aho of A&H AC, Donald O'Bryan of Preferred Air, and Arturo Alba Sr, of Arco Supply



Rich Pertrocine of CMI Air Conditioning Arturo Alba Jr. of Arco Supply, and Dave Hutchinson of CMI Air Conditioning

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SAMSUNG

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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!



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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 Claxtrauss 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
111-2 Hamilton Park Drive, Tallahassee, FL. 32304
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Uniweld Products came together for company photo at their annual holiday celebration

Malco Launches “Gold Standard” Hole Cutters with Impact Rated Cutter Bits

ANNANDALE, MINN. (Dec. 5, 2023) — Malco Products, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, has launched new Hole Cutters with Impact Rated Cutter Bits (HC1/HC2) that are compatible with all impact drivers and drills, making them the Gold Standard in hole cutter versatility.

Unlike anything else on the market, Malco’s hole cutters feature a hex insert for ultimate flexibility for use on either an impact driver or a drill. Quickly install into the chuck of any corded or cordless drill as small as ¼” (6.35 mm) in just a few seconds -- these cutter bits are highly durable for long-lasting quality you can trust. And, if used with an impact driver, trade professionals can expect faster-than-average cutting times, which means you can get the job done faster and more efficiently than ever before.

Malco’s impact rated cutter bits meet the 1-year life expectancy in 26-gauge metals (normal use) when used both in a drill and impact driver, and fit both Malco Sheet Metal Hole Cutters HC1, cutting 2” to 12” diameter circles and HC2, cutting 2” to 24” diam-

eter circles:

HC1 Hole Cutter: adjustable for making 2 to 12” (51 to 305 mm) diameter holes.

HC2 Hole Cutter: adjustable for making 2 to 20” (51 to 508 mm) diameter holes.

With its lightweight aluminum frame and low-profile design, Malco’s new hole cutter bits are easy-to-carry and feature a mill-type cutting edge. The large flat allows for easy adjusting of the cutting-edge location simply by sliding the bit up or down, which also has the benefit of extending bit life. But when the cutter bit does wear down, it can be easily replaced so it can continue to be used for years and years to come!

“At Malco, our number one priority is to create high-quality products that help get the job done faster and more efficiently, and these new hole cutters and bits do just that,” said Rebecca Talbot, Malco’s vice president of marketing. “Our team’s innovative design makes this tool super portable and allows users to quickly switch to cutting holes with their impact driver, right on the spot. Plus, with the Malco name, they know they are using a product that is durable and built to last—something we are very proud of.”



Cooper&Hunter and MBM Motorsports: A Partnership for Speed and Innovation



range of products for residential and commercial applications with inverter technology for Mini-Splits and all duct and ductless solution.

Cooper&Hunter also offers the best commercial solution with URBAN VRF technology. MBM Motorsports is a professional stock car racing team based in Statesville, NC with more than 730 race starts between the NASCAR Cup Series and NASCAR Xfinity Series.

Cooper&Hunter’s Marketing Director, Jake Neto, expressed his enthusiasm about the new partnership: “We are very excited to join NASCAR as a sponsor of MBM Motorsports, a team that we admire and respect for their achievements and values. We are proud to support Ryan Newman, a driver who has proven his skills and talent in the sport. We believe that this partnership will bring great benefits to both parties, as well as to our customers and fans.”

Cooper&Hunter’s sponsorship made their debut at the Homestead-Miami Speedway race on October 21st, 2023, where Ryan Newman drove the No. 66 car with Cooper&Hunter’s logo and colors. The race was part of the NASCAR Cup Series, the premier series of NASCAR, which features the best drivers and

teams in the sport. Cooper&Hunter understands that the HVAC market moves fast just like NASCAR, and so it wants to bring that speed to its new sponsorship. Cooper&Hunter hopes that its sponsorship will help boost the performance and visibility of MBM Motorsports, as well as increase its brand awareness and recognition among NASCAR fans and customers.

Ryan Newman, is a very experienced and successful driver. Newman has been racing in NASCAR since 2000, and has accumulated 18 NASCAR Cup Series wins, 7 Xfinity Series wins, and 1 Truck Series win. He also won the 2008 Daytona 500, the 2013 Brickyard 400, and the 2023 SRX Series championship. Newman is nicknamed “Rocket Man” for his speed and skill in qualifying.

Newman is also known for his resilience and courage, as he survived a horrific crash at the 2020 Daytona 500, where his car flipped and caught fire. He miraculously walked out of the hospital two days later, and returned to racing after two months. Newman is grateful for the support and prayers he received from his fans and fellow drivers, and is determined to continue his racing career. Newman is looking forward to driving the car sponsored by Cooper&Hunter and is confident that he can deliver good results for the team and the sponsor. He said: “I am honored to be part of the Cooper&Hunter family, and to drive the No. 66 car for MBM Motorsports. I appreciate the opportunity and the trust that they have given me. I hope to make Cooper&Hunter and MBM Motorsports proud, and to give the fans a great show.”

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 532,569 units in October 2023, down 29.9 percent from 760,038 units shipped in October 2022. U.S. shipments of air conditioners decreased 22.6 percent, to 306,735 units, down from 396,208 units shipped in October 2022. U.S. shipments of air-source heat pumps decreased 37.9 percent, to 225,834 units, down from 363,830 shipped in October 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.4 percent, to 7,765,225 units, down from 9,074,709 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 14.7 percent, to 4,551,330 units, down from 5,335,871 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 14.0 percent, to 3,213,895, down from 3,738,838 units shipped during the same period in 2022.

Next Generation Stud Finder Expedites HVACR Work



HVACR contractors need to find wood studs. Finding the voids between studs is necessary to quickly assess how much room there is behind the wall to reroute ductwork or mount a new fixture. It can be particularly important to understand if the studs are plumb or if fire blocking is present. HVACR contractors now can use advanced, second-generation stud finders from Zircon Corporation which utilize multiple sensors and sophisticated signal processing to help filter out false positives, minimizing the risk of misidentifying objects as studs.

Zircon, a wholly owned subsidiary of ZRCN Inc., has been in the stud finder game for more than 40 years. In 1980, the company manufactured the original StudSensor™ stud finder and invented the category.

The company’s latest innovation is the Wood Stud SuperScan® advanced stud finder with Target Control® technology and FILTERz™ cancellation. By analyzing the complex data streams from multiple sensors and controlling the result using sophisticated intelligence, the stud finder can find wood studs and filter out metallic objects such as plumbing, conduit, straps, brackets, screws, protector plates, or ductwork behind the wall. The technology also alerts users to the presence of other low density, non-metallic targets like plastic pipe and PEX tubing.

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

To minimize the risk of cutting into dangerous electrical wires, the device also provides WireWarning® detection, which indicates the presence of live, unshielded AC electricity.

The stud finder has a new and improved user interface which provides an intuitive “go/no go” indication in response to what is being sensed. A new haptic vibration and a patented SpotLite® pointer shines an arrow-shaped beam on the wall, to clearly indicate the target’s location.

For HVACR contractors, the ability to determine quickly and more accurately what may be behind the wall before cutting into it will substantially increase productivity and safety. They would do well to upgrade their existing stud finder with this affordable, next-generation model.

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



Gemaire Hosts Customer Appreciation Day in Pt. St. Lucie

December 1st, 2023



George Hernandez, Mike Lloyd, Diane Lavin, Billy Pasciotty, Junner Cleveland, Mark Fabrizio, Juan Flores, Melissa Horton, and John Bueno

On Friday December 1st, from 9am to 1 pm, Gemaire Port St. Lucie hosted their Customer Appreciation Day. Manufacturers' Representatives were on site, showing all their newest products available at Gemaire. Mission BBQ was on site, serving tasty BBQ with all the delicious sides. There were some great raffles too. and many great product specials that were also available.

This Gemaire branch is located at 659 NW Enterprise Drive, Port St Lucie, FL 34986. Mark Fabrizio is the branch manager and he, or his team can be reached at (772) 340-5505. Mark stated, "It is great to show our customers how much we appreciate them, especially at the start of the holiday season."



Fidel Martinez (right) of Copeland speaking to three technicians from Stryker Electric and Air Conditioning



Bart Chavarria, Richard Liberty, and Carlos Dieppa of Bethel Products



Scott Behanna of Ron McLaughlin and Associates giving product demonstrations on VIVE Thermostats



Andres Ponce of Target Sales revealing new surge protection products from Rectorseal



Johanne Bueno of J Nichols and Associates showing local Gemaire contractors the new Klein hand tools now available



Kevin Beatty of The McAllister Group displaying better copper line protection



Richard De Rita of Gemaire, Fidel Martinez of Copeland, and Mark Duetsch of Gemaire

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February 10, 2024

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Registration & Breakfast Sandwich- 8:00 am
Tournament Warm-Up - 8:30-9:30am
9:45 Safety Meeting
Shotgun Start - 10:00 am
BBQ Lunch, Raffles and Awards Celebration - 12:30 pm

PLAYER OPTIONS
• Single Player- Early Bird \$200 | Regular \$225 Includes 10 rounds of ammo and 10 targets for warm up, tournament fees, golf cart, team ammo, ticket for Breakfast sandwich and lunch buffet at awards celebration
• Foursome - Early Bird \$800 | Regular \$900 Includes 10 rounds of ammo and 10 targets for warm up, tournament fees, golf cart, team ammo, four tickets for breakfast sandwich and lunch buffet at awards celebration.
• Foursome/Station Sponsor Early Bird \$900 | Regular \$1,000 Includes 10 rounds of ammo and 10 targets for warm up, tournament fees, golf cart, team ammo, four tickets for breakfast sandwich and lunch buffet at awards celebration Sign with logo at Station.

SPONSORSHIPS
All sponsor will receive signage at the tournament in addition to recognition on the PBACCA website and event promotions.

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Performance Pointers

By James Ball
(continued from page 14)

I remember a MIX Group member who was on the verge of losing everything. The mentorship he found in the group not only helped him save his business but his marriage as well. It is hard when you are in the daily chaos a business brings to see the path to take. Mentors can help. Being a member of a MIX Group gives you the opportunity to find mentors and to be a mentor.

These are just a very few benefits of joining a MIX Group and I honestly can't think of any reason not to join. Think of a MIX Group as a board of di-

rectors for your company. Commit to the group and stay active to reap the most benefits. ACCA has a webpage, ACCA MIX Groups® - ACCA, that makes it easy to find a MIX Group. Set a goal to get involved and reap the benefits for yourself and your company.

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.nationalcomfortinstitute.com is full of free technical articles and downloads to help you improve your professionalism.

HARDI 2023 Annual Conference in Phoenix Surpasses Last Year's Attendance

Photos by Lance Lackey

COLUMBUS, Ohio, December 12th, 2023—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded its Annual Conference Tuesday, December 5th in Phoenix, AZ with another year of record-breaking attendance.

HARDI welcomed more than 1,940 attendees to Phoenix, including 519 wholesaler attendees from 180 companies, 40 Solution Center providers, 34 unique member sponsors, and a sold-out Booth Program featuring 250 vendors to its 2023 Annual Conference, Ascend in Phoenix, AZ. This year's conference surpassed all before it with the highest number of attendees to date and is a testament to the HVACR industry's enthusiasm for networking and consuming educational content. "We are beyond excited to see the members come together to collaborate and connect," said Allison Greene, HARDI's Marketing Director. "The HARDI team's hard work provided a superior collection of speaker content and networking opportunities to enable members the opportunity to elevate their strategic planning as well as their personal growth initiatives."

The event featured six keynote speakers whose presentations inspired and informed the nearly 2,000 attendees with topics focusing on innovation, work-

force management, and current geopolitical factors impacting not only the industry but global affairs. HARDI welcomed Meagan Johnson, known as a Generational Humorist, who kicked off the conference with her opening keynote presentation, Zap the Gap: Generational Differences Reexamined, which explains the differing generational values that impact marketplaces and the workforce. Geopolitical strategist, Peter Zeihan, wowed attendees with his expert understanding of demography, economics, politics, and technology to help them prepare for an uncertain future. The conference concluded with Olympian and NY Times bestselling author Vince Poscente's inspiring presentation about activating one's purpose and accelerating growth, which challenged the audience to do what the competition is not willing to do.

The conference featured 26 breakout sessions, many of which showcased valuable insights on business development and benchmarking data by HARDI's Market Intelligence team. The conference's four Regional Forecast sessions examined region-specific economic and regulatory factors that will impact the industry in the coming months.

HARDI used the event as a platform to make important announcements regarding changes to its Board of Directors. This year, it was announced that

Rhonda Wight, Refrigeration Sales Corp, will be ending her second term as HARDI Chair and the Board will welcome Loran Liu, Standard Supply and Distributing Company, as the new Chair. Along with Rhonda Wight, it was announced Brian Blaushild of Famous Enterprises served his last term on the board. Both outgoing board members provided invaluable insights and expertise for members throughout their time and while their presence will be missed, they'll remain active members of the HVACR community. HARDI's newest Board Members are Todd Shadden, Century HVAC Distributing, Inc. and Layne Miller, Geary Pacific Supply. "We can't thank our outgoing board members enough as they've been vital and welcome leaders in the community. The newest Board Members, Todd and Layne, will surely do the same as they've already made valuable contributions in their short time on the Board and to HARDI's community," said HARDI CEO, Talbot Gee.

With a growing number of HARDI's LATAM members, it is even more important that there are more opportunities for them to network and connect with each other as well as the greater HARDI membership and staff. The Annual Conference is just one of those opportunities and it is a pleasure to have them on-site and in-person.



Bobby Cupp, Patti Ellingson, and Joe Hlavacek of Pro1 IAQ Thermostats



Matthew Cowley and Antwon Jobity of Spectroline



Linda Rodriguez and Kelly Blashke of Quietflex Manufacturing



Sam Roti of Linesets Inc. with Matt Hoover of Gunder & Associates



Earl Miller, Gil Ledoux, and Jeffery Bottiger of Uniweld Products, Inc.



Joey McDaniel and Laurelyn Arriaga of McDaniel Metals



Mark Gunder of Gunder and Associates, Shelia Harris and Jason Lewis of A-Gas



Alexander Rivero of ComfortStar / Smart Electric



Tom and Kristen Richie of Richie Products - Yellow Jacket



SFACCA Ugly Christmas Sweater Party and Casino Night



Tiffany Bausch of Enterprise, Rick Coppola of Chevrolet, Pat Halfpenny of Moss, Jeremy Altman of Pride AC, Ed Lawton of Enterprise and Raymet Martinez of Advance Workforce

The SFACCA December Meeting was held on December 6th at 5:30 p.m. at Tropical Acres Steakhouse in Fort Lauderdale. SFACCA celebrated their Annual Holiday Party - Ugly Christmas Sweater Party and Casino Night! Attendees were excited to roll the dice during this festive evening and take a chance on winning some fun prizes! There were plenty of casino games, raffles, heavy appetizer stations, drinks, and desserts. The January meeting is scheduled for Wed. Jan. 10th at Galuppi's 1103 N Federal Hwy, Pompano Beach, FL 33062



Eddie Abreu, John Bueno, Marlon Castellanos and Jacques Leotaud of Gemaire Distributors



Jaime Bernat of Saez, Fernando Alonzo of Master Cooling, Elias Barreto and Ramon Delgado of Johnstone Supply Ware Group, Andre Saez of Saez



Kristina Tidwell and Jeff Grubbs of Knapheide



Ray Ratliff, Stephanie Marcial, and Jeremy Altman of Pride Air Conditioning



SFACCA members experienced the thrill of winning just like in Las Vegas!



Jeff Pierson, Paul Gaylle, Ricardo Alsinia and Steve Jones of Port Nexus



Blackjack is by far the most requested and preferred game of any Casino party



Andy Sanchez of Protech with Viviana Maguire of Daikin



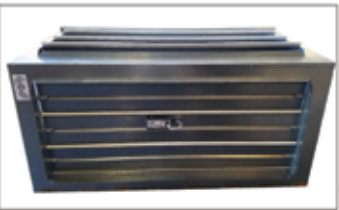
There was a large turnout for the SFACCA Ugly Christmas Sweater and Casino Night



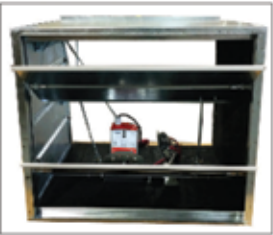
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Upflow (1.5 - 5 ton unit for residential/commercial uses.

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SCHEDULE
Registration - 8:45 am
Pre-Tournament Warm-Up - 8:45-9:45am
Shotgun Start - 10:00 am
BBQ Lunch, Raffles and Awards Celebration - 12:30 pm

This is a family friendly event for all skill levels. Please feel free to bring your own gun rent one from the facility for \$10.

PLAYER OPTIONS

- **Single Player - Early Bird \$175 | Regular \$225**
Includes tournament fees, golf cart, team ammo, ticket for lunch buffet, one raffle ticket and awards celebration.
- **Foursome - Early Bird \$550 | Regular \$650**
Includes tournament fees, golf cart, team ammo, four tickets for lunch buffet, four raffle tickets and awards celebration.
- **Pre-Tournament Warm-Up - \$30**
Includes 10 rounds of ammo and 10 targets. Use your own or rent from the facility for \$10.

SPONSORSHIPS
All sponsors will receive signage at the tournament in addition to recognition on the SWACCA website and event promotions.

Tournament Sponsor - SOLD	Lunch Sponsor - \$1500 (buy-out \$2500)
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Trophy Sponsor - \$600	Yeti Sponsor (multiple) - \$525
Breakfast - \$500	Cart Sponsor (2) - \$350
Ammo Sponsor (3) - \$300	Station Sponsor (multiple) - \$200

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Message from FRACCA President Will Barnes



ACCA and FRACCA are coming together to take your business to the next level with the premier annual education and networking event for HVACR contractors!

FRACCA will provide the education and networking you've come to expect – a dedicated educational track that qualifies for at least 14 CE credits and Florida Pavilion in the expo. But this year, we're going big! Floridians will enjoy exclusive rates that provide full access to three days of ACCA's world-class educational content and networking with best-in-class peers and industry innovators nationwide!

- Learn practical solutions you can implement immediately.

- Forge connections with best-in-class peers and industry experts.

- Prepare for emerging technologies and generational transitions.

- Enhance your leadership skills and inspire your team.

ACCA and FRACCA are super excited about the Keynote speaker, Jake Havron. Jake will challenge your notions of leadership, aiming to astound with new possibilities. Discover his "4 Pillars of Influence" and learn to connect deeply with your team. Other sessions include:

- Manufacturer Leadership Forum

- Contractor Forum
- ACCA Town Hall
- Lessons in Leadership

ACCA has always been the conference for serious contractors, but this year, we're amping up the fun! Bring your team and your family for more social events than ever and we're a short water taxi ride away from Universal CityWalk and the parks themselves, where you'll enjoy early admission. Contact events@acca.org for information about group pricing and social passes for friends and family.

This year's registration is through the ACCA National website. Be sure to select the FRACCA All-Access Pass registration type for savings of about \$200 off regular rates. Your price will reflect an additional discount of

up to 30% if you're a member of both organizations. Join or upgrade your ACCA membership before registering for maximum savings. You can also create a free account to register without joining—simply hit the login button to get started. If you have any trouble registering, please contact Matt Levinson on the ACCA National team at (703) 824-8853 or membership@acca.org and he'll take care of it for you.

Interested in exhibiting in the Florida Pavilion with FRACCA, space is still available. Please contact Erica Mattis 407-676-0031 or erica.mattis@fraccaair.com



NAVAC, Trane, and Target Sales Toys for Tots in South Florida



Shout out to Frank Oquendo and Trane Technologies! There will be many kids receiving gifts during holidays thanks to you and your team!

Conditioned Air Company Announces Strategic Acquisition of A/C Designs, Expanding Service Area to Northeast Florida

NAPLES, Fla., Dec. 18, 2023 /PRNewswire-PRWeb/ -- Conditioned Air Company, the leading residential HVAC service and new construction services provider in Southwest Florida, proudly announces the acquisition of A/C Designs of St Augustine. Conditioned Air has been providing quality services since 1962 and is consistently recognized as the best of the best in the communities they serve. This acquisition marks the second acquisition in 8 months for Conditioned Air as it executes on its strategic growth strategy. A/C Designs was founded in 2002 by Ed Tennant and has become the leading residential HVAC service and new construction service provider in Northeast Florida. Likewise, A/C Designs is consistently recognized as the best of the best in the communities they serve. The companies' combined operations cover some of the fastest growing areas of Florida, with the combined enterprise representing one of the largest organizations focused on residential HVAC service in Florida.

Greg Johnson, Executive Chairman and CEO of Conditioned Air, shared his enthusiasm about the partnership, saying, "We are excited to partner with A/C Designs, a company that has an outstanding culture and a quality reputation. This relationship allows us access into the Northeast Florida region. I am personally honored to work with Corey and his leadership team as we accelerate their growth."

"We are excited to partner with A/C Designs, a company that has an outstanding culture and a quality reputation. This relationship allows us access into the Northeast Florida region." - Greg Johnson, Executive Chairman and CEO of Conditioned Air

A/C Designs, led by President Corey Tennant, has been a family-driven enterprise with a rich history in the HVAC industry. Corey Tennant expressed his excitement for the collaboration, stating, "I have spent my professional career helping my father build A/C Designs to what it is today. I always dreamed of being able to take A/C Designs to the next level, and with the knowledge and help of Conditioned Air, we are going to make those dreams come true."

Ed Tennant, founder of A/C Designs, and a seasoned HVAC veteran with 40 years in the industry, sees this acquisition as an opportunity to secure the future of his company. "After four decades in the HVAC business and building A/C Designs to be one of the largest companies in Northeast Florida, I want the company to continue to prosper and grow, and I want to give A/C Designs the best opportunity to sustain that growth. I chose Conditioned Air to partner with to take the company to the next level, as their business plan and core values align with ours. I very much look forward to watching the continued success of A/C Designs."

The company looks forward to leveraging the strengths of both organizations to provide enhanced residential home services in Florida.

Cooper&Hunter Sponsors SUNY Delhi HVAC School



Cooper&Hunter, a leading air conditioning manufacturer, has recently announced its support and sponsorship of the SUNY Delhi HVAC School, a renowned institution that offers high-quality education and training for future air conditioning technicians. Cooper&Hunter has donated 17 items, including Mini Split equipment of different capacities, to the school, as part of its commitment to innovation and social responsibility.

The donation was received by Michael T. Sullivan, representing the School of Applied Technologies at SUNY Delhi, who expressed his gratitude and appreciation for Cooper&Hunter's generosity and vision. "We are very thankful to Cooper&Hunter for this valuable contribution to our HVAC program. These state-of-the-art equipment will enhance our students' learning experience and prepare them for the challenges and opportunities of the industry. Cooper&Hunter is not only a leader in air conditioning technology, but also a partner in education and workforce development," he said.

Cooper&Hunter is known for its advanced and energy-efficient air conditioning products, such as the Mini Split systems, which offer superior performance, comfort, and savings for residential and commercial applications. The company has a strong presence in the US market, with a network of distributors and dealers across the country. Cooper&Hunter also has a global reach, with operations in more than 55 countries.

According to Mr. Marat Terchiyev, the CEO of

Cooper&Hunter USA, the donation to the SUNY Delhi HVAC School is part of the company's mission to innovate not only as an air conditioning manufacturer, but also as a supporter of the next generations of air conditioning technicians. "We are proud to sponsor the SUNY Delhi HVAC School, which is one of the best in the nation. We believe that by providing them with our Mini Split equipment, we are helping them to train the future experts of the HVAC industry, who will be able to install, maintain, and repair our products with excellence and professionalism. We also hope that this donation will inspire more young people to pursue a career in HVAC, which is a rewarding and dynamic field," he said.

The SUNY Delhi HVAC School offers associate and bachelor degrees in HVAC, as well as certificates and continuing education courses. The school has a modern and well-equipped facility, with labs, workshops, and classrooms that simulate real-world scenarios. The school also has a faculty of experienced and qualified instructors, who teach both theoretical and practical aspects of HVAC. The school has a high placement rate, with graduates working in various sectors, such as residential, commercial, industrial, and government.

The donation from Cooper&Hunter will enhance the quality and diversity of the equipment available at the SUNY Delhi HVAC School, and will allow the students to learn and practice with the latest technology in the market. The donation will also strengthen the relationship between Cooper&Hunter and the SUNY Delhi HVAC School, and will open new possibilities for collaboration and mutual benefit.



A-Gas to Attend AHR Expo 2024 in Chicago

Bowling Green, OH – A-Gas, a world leader in responsible lifecycle refrigerant management, announces its attendance at AHR Expo 2024. The conference and exhibition will bring HVACR industry professionals together in Chicago, Illinois from January 22-24. Conference attendees can visit A-Gas at booth #S7197 in the South Building to learn how lifecycle refrigerant management incentivizes safe recovery and capture of refrigerant gases, which, in turn, enables a continued supply of HFC refrigerants in the midst of the AIM Act HFC phasedown. Utilizing state-of-the-art refrigerant gas recovery and reclamation technologies, A-Gas offers a circular solution for refrigerant gas needs.

A-Gas has been a consistent leader in the reclaimed refrigerant space for over three decades. By providing efficient and comprehensive refrigerant gas services with a focus on circularity through refrigerant reclamation, A-Gas reprocesses used refrigerants to the AHRI-700 standard and reintroduces them back into the market. In addition to supplying reclaimed HFCs, such as R134a and R410A, A-Gas also supplies reclaimed CFCs and HCFCs, including R22, to support the current install base. A-Gas Rapid Recovery® supports businesses by providing high-speed on-site refrigerant recovery to ensure every pound of refrigerant is recovered.

A-Gas' circular approach of recovery, reclaiming, and repurposing refrigerants 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 in the face of the AIM Act HFC phasedown. In fact, utilizing reclaimed refrigerants, like those that A-Gas supplies, does not use up any quota allocations while additionally ensuring the continued availability of these vital resources for years to come.

Committed to sharing information with the industry, A-Gas will livestream short informational sessions from its booth, allowing AHR attendees and those unable to make the event in person to learn. Watch them from A-Gas' booth #S7197 or from the A-Gas Americas YouTube channel (@agasamericas):

- Refrigerant Recovery: The Foundation for Lifecycle Refrigerant Management
- Monday, January 22 at 11 am Central Time
 - Tuesday, January 23 at 11 am Central Time

- AIM Act: How to Manage the Latest Stepdown
- Monday, January 22 at 2 pm Central Time
 - Tuesday, January 23 at 2 pm Central Time

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

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



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Tomokazu Hosoi Named President of Fujitsu General America



Tomokazu Hosoi

to a doubling of company sales – twice – during his assignments to the U.S.

“Our real strengths lie in our customer-first and family-like company culture,” stated Hosoi. “We seek to enhance our support for customers, closely measuring our performance as we strive for operational excellence.” “Fujitsu’s widely recognized for its superb support and training for our contractor customers,” he added. “We remain fully committed to this.”

Recently, Tomokazu Hosoi was promoted to President of Fujitsu General America (FGAI), after serving for six months as interim president and COO of the company. For 7 years prior to his role as interim president and COO, Hosoi was VP of business development. Achievements since joining Fujitsu in 2001 include contributing

Hosoi’s vision for FGAI is to become an energy saving solution provider. “Currently, we’re selling reliable, super-efficient air conditioning and heat pump systems. Yet we also aim to provide a holistic energy-savings solution for end-users while, at the same time, helping to secure a decarbonized future for local communities.”

Hosoi began his career in 2001 in international sales at Fujitsu. He then held marketing roles at FGAI between 2005 and 2011. Returning to Japan, he became section manager for North and South America and Oceania, a role he held for four years. In 2015, he returned to NJ-based FGAI, concluding those years as VP of business development. During this time, he initiated alliances with US companies such as Rheem, Ventacity Systems, and Westinghouse. These collaborations aimed to expand not only FGAI’s ductless systems core business, but also broader lineups, including unitary and ventilation systems.

Hosoi earned a BS degree in English Linguistics at Nanzan University in 2001; he also attended California State University, Fullerton.

Johnson Controls’ Metasys 13 Release



Johnson Controls’ release of the Metasys 13 system creates scalable upgrade paths for customers with legacy system components. The world-class Metasys interface, uniquely designed to maximize building operator efficiency by displaying the most relevant information to quickly and concisely troubleshoot a system, is now available on the Metasys SNx series network engines and is accessible through any client device type (phone, tablet,

- PC). Additional key features at this release include:
- Logic Viewer to highlight command priority and reduce troubleshooting time
 - Metasys UI Alarm Notification Bar, helping the logged-on user identify, troubleshoot and resolve issues quickly
 - New Johnson Controls BACnet/IP Router and Modbus Gateway to streamline integration time and costs
 - Enhancements to the Local Controller Display, CG controllers with display, and SNC network engine display models – including live trending – to reduce time spent on field tasks



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Ecoer Heating and Cooling Systems Introduces Decades Smart Heat Pump Series



DULLUS, Va., Dec. 12, 2023 /PRNewswire-PRWeb/ -- Ecoer, a trailblazer in high-efficiency heating and cooling solutions, proudly unveils its latest advancement in sustainable home climate control—the Ecoer Decades Smart Heat Pump Series. Boasting superior SEER2 and HSPF2 ratings, this state-of-the-art series is poised to deliver outstanding energy efficiency, substantially reducing the carbon footprint of households across the nation.

The Decades Smart Heat Pump Series epitomizes Ecoer’s steadfast commitment to eco-friendly technology. The heat pumps, designed for homeowners seeking both performance and sustainability, deliver optimal comfort without compromising on green principles.

Beyond showcasing Ecoer’s dedication to technical innovation, the series underscores the company’s promise to make energy-efficient products more accessible and affordable for consumers.

Ecoer’s prowess in pioneering heating and cooling technologies has garnered prestigious accolades, including the AHR Expo 2021 Innovation Awards and recognition as a Finalist for the NEWS Dealer Design Awards 2020 – Bronze. These honors serve as a testament to Ecoer’s unwavering pursuit of excellence and innovation in the HVAC industry.

Individuals keen on minimizing their ecological impact while elevating their home comfort experience are invited to explore the future with Ecoer’s Decades Smart Heat Pump Series. For detailed information about these groundbreaking products and their benefits, please visit Ecoer’s Website at <https://www.ecoer.com>.



Cooper&Hunter, a leading company in HVAC technology and energy efficiency, has announced its proud to start to sponsorship of Zoo Miami Foundation in November 2023, the non-profit partner of Zoo Miami, one of the largest zoological parks in the US. The sponsorship is part of Cooper&Hunter’s mission to support wildlife conservation and environmental sustainability, as well as to give back to the local community.

Zoo Miami is home to more than 2,500 animals representing over 500 different species, many of which are endangered or threatened in the wild. The zoo also conducts research and education programs to raise awareness and inspire action for wildlife protection. Cooper&Hunter’s sponsorship will help the zoo continue its vital work and enhance the well-being of the animals.

As HVAC experts, Cooper&Hunter has also provided technical assistance to the zoo by featuring its Astoria units in various animal habitats. The Astoria units are designed to offer optimal climate control, energy efficiency, and easy maintenance. They ensure that the animals have a comfortable and healthy environment that suits their natural needs.

Jose Romano, the President and CEO of the Zoo Miami Foundation, expressed his gratitude for Cooper&Hunter’s generous support. “We are very thankful to Cooper&Hunter for their sponsorship and their contribution to our HVAC system. They have shown their commitment to conservation and their care for our animals. We look forward to working with them in the future and strengthening our partnership.”

Cooper&Hunter is based in Miami, Florida and operates in 55 other countries. The company offers a wide range of HVAC products and residential and commercial solutions. Cooper&Hunter is also known for its innovation and quality, as well as its social responsibility and customer satisfaction. By sponsoring Zoo Miami Foundation, Cooper&Hunter has taken another important step in fulfilling its vision of evolving technology and preserving nature. The company hopes that its sponsorship will inspire others to join the cause and support Zoo Miami and its amazing wildlife.



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