

TODAY'S A/C

& REFRIGERATION NEWS

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Gemair Distributors Hosts Several Low GWP Training Sessions (see page B4)



AHR Expo in Chicago at McCormick Place "The Event for HVACR" (see pages B6-B7)



RGF Hosts Customer Appreciation Event at The Bassment in Chicago (see page 16)



York Counter Days in Florida at the Tallahassee and Doral Locations (see page 6)



Tropic Supply Hosts Decon7 "Demo Days" to Introduce New HVAC/IAQ Product (see page 19)

WOW, What a week at the AHR Expo in Chicago!



Jeff Schlichenmeyer
Publisher

WESTPORT, Conn., Jan. 31, 2024 – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) returned to Chicago for a lively week of learning, reconnecting, perusing and demoing everything new coming to market in HVACR. Notable topics included all things decarbonization - from equipment on the floor to discussions in education programming - refrigerant regulation updates, the heat pump resurgence and the unveiling of many new products that are shaping the path forward for HVACR.

"The industry showed up for business in Chicago," said Show Manager Mark Stevens. "Throughout the year we've followed discussions regarding regulation rollouts, decarbonization trends and various other tracks about the way we conduct business as an industry. It was evident in the halls that the professionals in attendance are primed to create solutions and drive business forward."

It was clear to anyone filling the halls on Monday morning of the show that attendance was strong, welcoming 48,034 attendees there to interact with the 1,875 exhibitors spread across North and South Halls. Maximizing 527,520 square footage of space for booth displays, attendees gained access to all the latest the industry has to offer, including new products, technology, skill learning and demonstration.

Additionally, Podcast Pavilion hosted 20 podcasters covering the latest topics happening across the industry. Podcasts were recorded and will be released by each respective podcaster in the coming weeks.

Inside exhibitor booths industry tradesmen, women and influencers hosted events, competitions and meet-ups, opening exciting channels of content creation and networking opportunities.

"The network transformation is resulting in incredible visibility and partnership for professionals," said Nicole Bush, Director of Marketing. "There is a true line of two-way communication between the professionals in the field and the manufacturers creating products and technology. Having an in-person forum like AHR Expo to strengthen the social relationships formed online is proving to be immensely beneficial to our industry."

The 2024 Education Program highlighted topics within the industry with the goal of addressing pain points, opportunities and applications to increase efficiencies, business and relationships.

"It's encouraging to see the growth in our education programming, not only with topic variety but also with the expertise signing on to provide insight," said Special Projects Manager Kimberly Pires. "There is a deepened connection between what's being discussed in sessions and what's being applied on the show floor and this continues to benefit attendees with a true understanding of current information in the industry."

In 2024, the education program featured 120 free sessions, 153 new product presentations in New Product Theaters located in South Hall and seven panels in the AHR Panel Series.

In the 2024 State of the Industry Panel topics included decarbonization including gas bans, grid capacity, heat pumps, and dual-fuel options; building automation and AI as it relates to energy conservation and future planning; refrigerant updates including sell-through periods, EPA regulation, recovery and reclamation, etc.; workforce development, virtual training, bridge programs and more.

In the panel titled, How Do We Address the Workforce Development, Recruitment and Retention Gap?, representatives from Lincoln Tech, a postsecondary vocational institute with locations across the US, joined a discussion featuring Jose De La Portilla of Rheem Manufacturing, Alison Neuman of Johnson Controls, Bryan Orr of HVAC School & Kalos Services, and Dominick Guarino of National Comfort Institute, Inc. to delve into creating programming and bridge opportunities to attract professionals to the skilled trades and prepare them for a lifelong career in HVACR. The group discussed how to promote the industry and build a successful culture to retain, train and onboard to better prepare for fieldwork, supportive technology, as well as identifying weaknesses, gaps and opportunities.

Other popular sessions included topics featuring heat pumps, business strategy and growth, emotional intelligence adeptness, building automation, controls and AI, social media and industry growth, smart solutions, A2Ls, compliance, codes and standards, as well as various other niche topics, providing something for every job role represented in the industry.

Save the date for February 10-12, 2025 at the Orange County Convention Center. Hotel blocks are expected to open for attendees late-Spring and registration will go live early Summer. Sign up for alerts and updates on ahrexpo.com.



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West Palm Beach FL

1819 Old Okeechobee Road

Tuesday 3/5

Lunch Served 11am - 1pm

Training Opportunity 10 - 11:30am

Take advantage of an outstanding training opportunity during each Open House event. You must register in advance online or with your local branch manager to attend. Visit JohnstoneWareGroup.com/OpenHouse to register or get additional information.

Lawrenceville GA

821 Progress Center Court

Wednesday 4/3

Lunch Served 11am - 1pm

Clearwater FL

11116 47th St North

Wednesday 3/6

Lunch Served 11am - 1pm

Enjoy a Delicious BBQ Lunch

For more than 30 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.

Warner Robins GA

150 Osgian Blve Ste 500

Thursday 4/4

Lunch Served 11am - 1pm

Melbourne FL

610 Atlantis Road

Thursday 3/7

Lunch Served 11am - 1pm

Over 30 Vendor Representatives

Visit with our many Vendor Reps as they highlight New Products, perform Demonstrations, discuss Industry Trends and provide resources.

Rock Hill SC

2060 Burkette Road

Tuesday 4/9

Lunch Served 11am - 1pm

Marietta GA

3061-B Kingstone Court SE

Tuesday 4/2

Lunch Served 11am - 1pm

Terrific Door Prizes & Give-aways

We'll greet you with a bag of goodies the minute you arrive. Many of our vendors will have samples, information and useful items. And remember to register to win one of our super door prizes!

Ocala FL

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Thursday 4/11

Lunch Served 11am - 1pm

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You know that your tools require maintenance to keep them in good shape and reliable. What is your business tool maintenance? Your financial statements.

Your financial statements tell you what is happening with your business. They warn you of potential issues that may arise so you can take care of them before they become major crises. Good business maintenance requires good financial statements.

And, a part of good financial statements is a budget. However, before you begin to create your 2024 budget, here are questions to ask yourself:

1. Are you getting your monthly financial statements in a timely manner? If you are not getting your financial statements within 15 to at most 20 days after the month has ended you are doing yourself a disservice. It makes absolutely no sense to get January's information in March. By this time any minor issues which you would have seen may have become major crises.

2. Are your financials formatted in a manner that helps you operate your business rather than makes it easy for your accountant to do your taxes? Many accountants put revenues, expenses, assets, and liabilities in a format which makes it easy to do taxes but impossible for you to check your business operations easily. For example, an accountant combined many overhead accounts of one of my clients simply to make it easier for him to track...his reasoning: the client didn't need that many accounts. My response: Who's paying who?

You need the information so that you can make good decisions on labor productivity, gross margins, and overhead issues. If your accountant can't or won't put the information you give him in a format that helps you operate your business, your goal

for 2023 should be to find another accountant.

3. Are your financial statements accurate? This means that you've taken an accurate inventory at the end of the year, you have all of your payables and receivables current in the months that they were incurred, and accurate job costing for all departments. Remember that garbage in equals garbage out.

If you need to work on any of these areas, then they should be the initial financial goals that you set for 2024. Other questions to ask:

4. What are your gross margin and net profit goals? These are important and an integral part of budgeting for 2024.

5. When you create your budget for 2024 look at what happened in 2023. Did you have revenues or lack of revenues because of situations out of your control (i.e. the economy, the weather, a competitor going bankrupt, one of your top employees going into business and taking your customers, etc.) or did you do some creative referral/marketing programs to generate new customers that caused sales to increase? Make sure you have service contracts/agreements to help you decrease the seasonality of the weather. 2023's actual financial statements should be the basis for the 2024 budget.

Look at what happened during the year and make reasonable assumptions about what you will accomplish this year. Then, commit to review the financial statements every month with respect to the budget you created. This way you can tell whether you are on track or need to adjust what you are doing. You are maintaining your business tool.

Next topic: Your Business is a Tool - Generating the Revenues the Create Your Profits. Obviously your customers give you the revenues to generate your company's profits.

But, who are those customers? Why do they buy from you? (And, you need to ask them – they may have a surprising different answer than one you think it is). The first ones to ask are your clients – those customers who own a maintenance plan. They are loyal to you and you MUST be loyal to them. They know and trust you. They will read your marketing messages in slow and busy times. Why do they generate revenues for you? Why are they loyal to you?

Then ask your customers – these are people and companies who have purchased from you in the past; perhaps many times. There is NO loyalty. They may use you again. They may see a competitor's truck in their neighborhood and try that company the next time. They may read your marketing messages because they have familiarity with your company; especially when those messages are frequent (but not annoyingly constant). The goal is to turn customers into clients.

Then ask your prospects why they haven't purchased yet. These answers might also surprise you. They could give you the way to increase closing rates, maintenance plan enrollments, and more.

Look at your client, customer, and prospect bases – how many people are in each category? How should you contact each category to help you generate the revenues you need for 2024?

Your marketing activities should start with clients and if there is enough money in the budget, move to customers, then to prospects, and if there is money left, to the general population.

2024 Class Announcement

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York Customer Appreciation Day at Tallahassee & Doral

January 17th, 2024

On January 17th, from 11am till 2pm, York hosted a Customer Appreciation Day at their Tallahassee and Doral Florida locations. The warehouses were fully stocked and the York team was ready to serve the local contractors who came to partake in their Customer Appreciation Day. York provided rolls and coffee for breakfast and a tasty lunch and refreshments to everyone who attended at both branch locations.

York vendors and manufacturers representatives were in attendance showing their new products and giving product demonstrations. The York in Tallahassee is located at 5215 West Tharpe Street. The branch manager is Brad Larson. The York in Doral is located at 8941 NW 23 Street. The branch manager is Andy Busgith. 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.



John Sceals, Spencer Wilson, Brad Larson, and Dee Fryson were the York Customer Appreciation Team at the Tallahassee location



Tim Kirk of G&G Heating and Air Conditioning, Brad Larson of York in Tallahassee, and Mike Winkel of VOS-Fieldpiece



Stacy Fairweather, Andy Busgith, and Ernesto Gonzalez of York in Doral



Johanne Bueno of J Nichols and Associates, Johan Alfonso of Cool Guys AC, and Stacy Fairweather of York



York in Doral was fully stocked and ready to serve the Miami-Dade contractors



Andy Busgith and Stacy Fairweather of York with Yoel Rodriguez of KAR and Larrabee Mechanical Contractors



Mike Winkel of VOS-Fieldpiece, Jeff Beatty of DiversiTech, and Steve Dover Nu Calgon



Alexis Terzado of Nu-Calgon with Octavio Figueroa and Ernesto Gonzalez of York



Jobani Leon of Giovanni Air & Heat with Johanne Bueno of J Nichols and Associates

Johnson Controls Creates New Possibilities in Residential Decarbonization by Exceeding DOE Cold Climate Heat Pump Technology Challenge Goals

MILWAUKEE, Jan. 9, 2024 – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the completion of the U.S. Department of Energy (DOE) Cold Climate Heat Pump Technology Challenge laboratory testing phase. Johnson Controls exceeded the performance benchmarks at extremely cold temperatures and achieved heating seasonal performance efficiencies well above today's baseline products. "The development of these next-generation systems plays a crucial role in efficiently electrifying our homes and reducing the carbon footprint of space heating," said David Budzinski, president, Residential and Light Commercial, Johnson Controls. "Within this testing phase, we were able to successfully overcome many of the technological barriers that have historically slowed the decarbonization of residential heating in cold climates, and we look forward to the next phase of the challenge." The Cold Climate Heat Pump Technology Challenge was launched by the DOE to advance the per-

formance of residential heat pumps so they offer reliable operation during winter in the northern United States. Achieving reliable heat pump performance during the coldest times of the year encourages heat pump adoption in more regions and is essential for maintaining a clean, resilient electricity grid. This makes it a critical step toward the decarbonization of residential heating and cooling across the country. In laboratory testing the prototype operated at the coldest temperature the test cell could register. Field testing will take place at three sites this winter. The prototype heat pumps will remain active over the extent of the heating season to validate real-life performance. The Cold Climate Heat Pump Technology Challenge is a part of Johnson Controls' larger commitment to propel the heat pump industry and drive sustainability. In partnership with the DOE Office of Manufacturing and Energy Supply Chains, Johnson Controls recently announced an initiative

to accelerate the production of domestic heat pump manufacturing – including cold climate air source heat pumps – by expanding three of its U.S.-based factories. Combined, these facilities will be able to produce approximately 200,000 electric heat pumps per year. This substantial volume will help drive energy affordability and energy security, while helping combat climate change and creating new jobs. To learn more about Johnson Controls heat pump technology, visit: johnsoncontrols.com/whatisaheatpump. At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry.



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RectorSeal Expands Plumbing Portfolio Adds Guardian Drain Lock Products



Houston, TX, January 9, 2024— RectorSeal, a leading manufacturer of quality HVAC/R and plumbing products, adds the Guardian Drain Lock product line of floor drains and sinks to the company's extensive line of plumbing products. The Guardian brand specializes in plumbing products designed to prevent unwanted debris from clogging commercial drains.

Guardian Drain Lock products provide added protection with a tamper-proof design that prevents debris from clogging and backing up plumbing lines. The products come preassembled, which helps avoid service interruptions for change-outs or new installations. Guardian Drain Lock products are recognized for their initial and long-term savings due to the ease of installation and the need for less maintenance. The tamper-proof design is simple to use: simply tightening the single center Torx® bolt flares the plastic inset outwards to secure Guardian floor drains and sinks. The entire assembly can be quickly unlocked and removed when maintenance is required.

"The quality of Guardian Drain Lock products matches perfectly with the entire RectorSeal product line," said Jeff Ponce, Product Development Manager at RectorSeal. "Our customers will now have convenient access to a robust differentiated food service and plumbing product line." Guardian Drain Lock products are currently available from RectorSeal distributors and sales representatives. A full product launch will be available later this year.

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. (Nasdaq: CSWI), and it now plays a leading role in CSWI's Contractor Solutions segment. Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

Daikin Fit – Service & Troubleshooting Training Class in Pompano Beach



It was a full house for the Daikin Fit Training at Daikin Comfort Technologies in Pompano Beach

Daikin Comfort Technology in Pompano Beach hosted a Daikin Fit Training Class for Service and Troubleshooting on Tuesday, January 23rd, from 8am to 2pm. This course covered the service and troubleshooting procedures for the Daikin Fit™ systems. Lee Fitzstephens and Jousep Sadurni were the facilitators for the training.

Daikin University offers industry-leading training programs for heating, ventilating and air conditioning (HVAC) professionals, owner/operators, contractors, service technicians, building and systems engineers, designers, distributors, sales reps and internal employees.

Daikin technical training will help to minimize



Lee Fitzstephens - Tech Manager of Daikin (holding meter) is giving some troubleshooting tips on the FIT system

improper installations, costly service call backs and misdiagnosing system problems. Additionally, it delivers hands-on skills training your employees can put to use immediately and will educate your organization on new technologies and solutions that will be beneficial to your company.

Training increases employees' morale, sense of value and presents them with opportunities to network and collaborate with others.

For more information on Daikin Training please contact your local Daikin Comfort branch location or go to www.daikincity.com/#trainingcenter. For additional support contact Training Admin at training@daikincomfort.com.



John Gibbs of Sansone testing the demo for the Daikin Inverter system



Florin Thaqi of Air Anytime Troubleshooting Circuit Board

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ASHRAE Miami Technical Meeting: Decarbonization 101 with ASHRAE Society Presidential Visit

On Tuesday, January 9, 2024 from 12:00 PM to 2:00 PM the ASHRAE Miami Technical Meeting and ASHRAE Society Presidential Visit was held at the 94th Aero Squadron in Miami. What better way to learn the ins and outs of Decarbonization than from the ASHRAE Society President Ginger Scoggins!! This presentation covered decarbonization termi-

nology, goals, and methods for engineers and owners to understand and apply effective decarbonization strategies for new and existing buildings, and discussed the importance of the building industry to play our part in reducing greenhouse gas emissions to slow the impact we are having on the climate crises. ASHRAE President Ginger Scoggins also discussed ASHRAE’s

commitment to Net Zero, and the new standards and guidelines that are being produced to help their members get started on their own journey to understanding and addressing the issues. Next meeting is Feb 13, 12-2pm at the 94th Aero Squadron in Miami. The technical meeting will be about ASHRAE Standard 15 - A Review and Update.



Haleh Moghaddasi, Ginger Scoggins, Amy Pastor, John Constantinide, Keiron Nanan, Sam Martin and Sonia Aranaga



George Gaitan of Airzone North America, and Josh Barnhart of Carr Company



Jared Sammel of Diversified Fluid Controls, Dwight Slay of Tom Barrow Company, John Kneiss of K&P Mechanical and Keith Miller of Stan Weaver Company



Amy Pastor of EXP, Keiron Nanan and Ginger Scoggins ASHRAE President



Dylan Ganci, Ruben Abreu, John Constantinide, Ginger Scoggins, Haleh Moghaddasi, Tulia Rios, Sam Martin, Maria Acosta, Sonia Aranaga and Keiron Nanan



Nicole Barnett and Harmon Ormazabal of EXP



Sam Martin, ASHRAE Miami President, welcomed the members and spoke about upcoming events



A great turnout for the ASHRAE Presidential visit and technical meeting



Ginger Scoggins ASHRAE President gave her technical presentation on the ins and outs of Building Decarbonization

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Tropic Supply Hosts Samsung Mobile Training Center Show

Hands-on Demonstrations of the Samsung Product Line

During the months of January and 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 Mobile Training Center with the Tropic Supply Team in Cape Coral T-11



The Samsung Mobile Training Center made a visit at the Tropic Supply Resource Center in Ft Myers T-8



Brian Michael of Samsung gave detailed instructions which included a hands on introduction to several of their ductless products



Michael Glenn of Samsung, Rob Brock of Tropic Supply, and Jeremy Hardesty of Who's The Man LLC



Brian Michael of Samsung was the instructor for the training seminar



Rob Brock of Tropic Supply, giving an overview of the Samsung Multi Position Air Handler to Johnny and Lucy Lopez of PDQ Mechanical



Michael Therrien of Tropic Supply and Michael Glenn of Samsung inside the mobile training center, discussing Samsung's innovative climate solutions



Rob Brock of Tropic Supply, Matt Embroski of First Class Air Conditioning, and Brianna Davis of Tropic Supply



The Samsung Mobile Training Center parked outside the Tropic Supply Resource Center in Naples T-10



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Fortunately, the Florida Legislature is considering legislation (HB 1179/SB 1276) that would increase transparency of this highly unregulated practice, protecting consumers and preserving the integrity of our justice system.

Tell your legislators to pass HB 1179/SB 1276 without delay!

TPLF, or "lawsuit lending" happens when an unrelated third-party investor finances a lawsuit, often charging such high interest rates that an injured party

may walk away with little to no award money. This highly predatory industry targets vulnerable consumers while increasing court costs and putting upward pressure on insurance rates.

Moreover, it allows third-party lenders, who are only looking to get a high rate of return on their "investment," to charge exorbitant interest rates as high as 100% or more. Not only does this practice increase costs and threaten vulnerable Floridians, but it also allows unknown actors to meddle in and make a mockery of our court system.

Help us call for greater transparency to protect hardworking Floridians—speak out today!

Thank you in advance for taking action on this critical issue that impacts our businesses, our industry, and the communities and policyholders we serve.

Best Regards, Pam

HARDI Distributors Report 7.8 Percent Revenue Decline in December

COLUMBUS, Ohio, January 31, 2024 – HARDI released its monthly TRENDS report, showing sales by HARDI distributors declined by 7.8 percent during December 2023. The annual sales growth for the 12 months through December 2023 is a decline of 0.3 percent.

"December was not the most difficult monthly comparison of the year, but it was the weakest sales decline," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "The results this month were challenged by one less billing day and heating degree days were off by 20 percent year-to-year and 20 percent below normal."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 43 days during December 2023. "The DSO has a normal seasonality, so we need to compare corresponding

months to know what the latest number is saying," said Loftus. "DSO for December has slipped from 44.5 days during December 2020 to 43.5 during December 2021 and December 2022. The December 2023 DSO is down to 43. The performance is impressive after the rapid increase in rates and market downshifting."

"This sales growth rate trend looks very discouraging, but that is not what I took from the report," said Loftus. "From an operating perspective, the sales-to-inventory ratio is improving, and the sales comps are easy during the next six months. Going forward, the pace of existing home sales is turning and mortgage rates are shrinking. This annual growth rate chart will be turning higher very soon."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry. HARDI is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative, and service vendor members.

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Saez Distributors Hosts SFACCA 2024 Mechanical and Energy Code Update – Training Events at the Ft Lauderdale and Doral Locations

On January 18th and 25th, Saez Distributors hosted the SFACCA Lunch and Learn Training Series on the 2024 Mechanical and Energy Code Update at their Broward and Doral locations. Lunch and refreshments were provided by Saez Distributors.

Facilitators for the training were Rolando Soto, Broward County Mechanical Chief Officer, Tim De Carrion, Broward County Energy Code Chief Officer, and Pete Quintela, Miami Dade Senior Energy Code Officer.

The big focal point was on the analysis of changes for the 8th Edition (2023) Florida Codes. Some

of the topics discussed were Condensate discharge, specifying appropriate locations for receiving condensate waste, Exhaust installation for clothes dryers, Blocked vent switch where oil fired appliances will stop burner if venting is blocked., and prohibited uses of unit heaters, suspended-type in corridors, exit stairways and patient sleeping areas.

The next topic was related to the phasedown of Hydrofluorocarbons, Any system first charged with refrigerant after January 1, 2025 (newly installed system) must use refrigerant with a GWP less than 700. Note that the copliance date applies to the day

the system is charged. The GWP limits do not apply to any new system installed before that date.

Keep watching for more SFACCA Lunch and Learn Training Seminars in the future like the Low GWP Safety Training to be held March 6th and 7th at Saez Distributors. Visit SFACCA.com for more information.

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.



Carlos Borja, Andre Saez, Luis Chinea, Javier Cepero, and Jose Minalla of Saez Distributors



Andres Ponce of SFACCA (right) assisted in registration for the mechanical and energy code update training



It was a full house at both SFACCA Lunch and Learn training seminars held at Saez Distributors



Rolando Soto, Broward County Mechanical Chief Officer takes a survey of contractors attending the mechanical and energy code update training



The big focal point was on the analysis of changes for the 8th Edition (2023) Florida Codes



Howard Pearl of SFACCA encourages all training attendees to become members of SFACCA



Rolando Soto, Broward County Mechanical Chief Officer explained the code for correct installation of clothes dryer venting



Tim De Carrion, Broward County Chief Energy Code Officer elaborated on the phasedown of hydrofluorocarbons for January 1st, 2025



Luis Montoya (right) of Saez Distributors checks in attendees for the SFACCA Lunch and Learn



Rolando Soto, Broward County Mechanical Chief Code Compliance Officer speaks with Andre Saez of Saez Distributors



Tim De Carrion and Rolando Soto of Broward County Code Office, Andy and Jorge Saez of Saez Distributors, and Pete Quintela, of the Miami Dade Code Office



Pete Quintela, of the Miami Dade Code Office (front) gave insight and answered questions related to the new codes



Rolando Soto, Broward County Mechanical Chief Officer spoke on proper condensate discharge



A wide assortment of box lunches were provided by Saez Distributors at both training events



The Saez management team from Miami Dade and Broward counties were present at the training



Contractor Appreciation Party at the Bassment in Chicago

On Monday evening, January 22nd, during the AHR Expo, RGF Environmental hosted a Contractor Appreciation Party at the Bassment in Chicago from 6-9pm. The unique vibe was compared to a Speak-easy Lounge, serving Craft Cocktails, Great Food, and Live Entertainment. A great time was had by all who attended the event. Some nice raffle prizes were

awarded by Robin Broderick of RGF. You were welcomed by RGF staff after entering a hidden door. A nice spread of shrimp and chicken skewers, meatballs, and mini grilled cheese were prepared by the Bassment for all to enjoy. Plenty of refreshments were appreciated after a long day at the AHR Expo. RGF® is working hard to build a cleaner world

today and for generations to come. We focus on providing the world with safe air, water and food because they're essential for life. With a fresh and safe foundation, anything is possible. RGF® Environmental Group continues their commitment to quality with ISO 9001:2015 certification renewal. Visit RGF.com for more information.



Chris Novak, Sean Wahl, and Natalie Dee of Pro-Dev Reps with Mat Charles of RGF Environmental Group



Steve Adamitis and David Bridel of American Weathermakers



Robin Broderick of RGF, Jerry Saenz and John Rebmann of Regano's Heating & Air, and Romulo Laureano of RGF



Jovani Rodriquez and Ruben Vasquez of Polar Vortex Heating & Cooling, with Rex Sutor of Sutor Heating and Cooling



Tiffany Trella, Dalton Landman, Dianna Seatek, Daniele Vanderberg, and Bruce Watchowski of Base Solutions



A delicious assortment of chicken and shrimp skewers, tasty meatballs, mini grilled cheese sandwiches, and much more!



The live entertainment was high energy, and rocked the house!



Tom Wangler and Ashley Wangler of AT Mechanical



Robin Broderick of RGF awards a REME HALO to Daniele Vanderberg



Robin Broderick of RGF awards an air purifier to the first raffle winner



Collin Seelye and Todd Montgomery of The Partners Group Sales Rep Agency



The RGF welcome team showing some new products and true RGF hospitality!



Rob Roe of Interbank, Dalton Landman of BASE, Bill Rittinger and Jamie Hill of WR Bristow, Sean Wahl of Pro Dev Reps



Melissa Szczesny, Lonnie Moore and Mat Moore of Moore Sales with Brian Hamann and Mark Solomon of GW Berkheimer



Robin Broderick of RGF awards a REME HALO to Nano of Clear Sky Heating & Cooling

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SFACCA Dinner Meeting and 2024 Installation of Officers



Ted Rodie of USA Refrigerants, Andres Ponce of Target Sales, Craig Sanscrainte of Lindstrom AC, and Brad Carlson of Target Sales

The SFACCA Dinner Meeting was held on January 10th at 5:30 p.m. at a new venue, Galuppi's, located at 1103 N Federal Hwy, Pompano Beach, FL 33062. SFACCA celebrated their 2024 Installation of Officers.

The February meeting is scheduled for Wed. February 7th at 5:30 pm. at Galuppi's. The presentation is by Ashlie Forum, of MARCUM LLP. Ashlie Forum is a partner in the Firm's Tax & Business Services division. She also serves as the Firm's Real Estate and Construction industry leader in the Southeast.



Jaime Bernat, Jose Minalla, Andre Saez, Carlos Borja, Luis Chinae and Javier Cepedo of Saez Distributors



Stacey Miller of SFACCA, Kelly Dexter and AI Dexter of Air Quality Control Enviromental, and Tony Ferrara's of Ferrara's Air Conditioning



Jacques Leotaud and Eddie Abreu of Gemaire Distributors



Andre Saez and Stacey Saez of Saez Distributors



Carlos Borja of Saez Distributors, Bob Volin of Air Design Concepts, and Howard Pearl of Pride Air Conditioning



2024 SFACCA Board Members are sworn in by Kelly Dexter, SFACCA President



Carolina Madariaga and Frank Pulcini of IOA - Insurance Office of America



Galuppi's prepared a delicious buffet that everyone enjoyed



There was a large turnout for the SFACCA Dinner Meeting and 2024 Board Installation



The 2024 SFACCA Board of newly installed Officers

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Tropic Supply Hosting Contractor “Demo Days” to Introduce New HVAC/IAQ Product

IAQ Experts from Decon7 to Lead Contractor Trainings at Tropic Supply

IAQ experts from Decon7 Systems visited several Tropic Supply locations in Florida in January and will continue into February, to discuss their entrance into the HVAC market with a proven disinfectant for evaporator coils. This IAQ solution offers contractors a new revenue stream with products that are affordable and can be easily applied during a service call.

Decon7 is a long-time developer and producer of D7, a disinfectant used in multiple industries to kill the toughest pathogens, including norovirus, SARS-Co-V2 (the virus that causes COVID-19), and bacteria such as Staph and Legionella. Additionally, D7

has been proven effective against several types of mold including Aspergillus niger (black mold).

Tropic Supply recently expanded its inventory to include Decon7's 3-Part Evaporator Coil HVAC Disinfecting and Deodorizing Kit. D7 is an EPA-registered product that is highly effective at eliminating pathogens such as bacteria, viruses, mold, and biofilms on hard surfaces of HVAC equipment and in drains.

The product is available as a spray to disinfect HVAC coils and fan blades, with a kill rate of 99.9999% of pathogens to deliver healthier indoor air. Contractors are invited to learn about this new

offering in the HVAC industry at Demo Days hosted by Tropic Supply. Training sessions include a complimentary breakfast and the chance to win a raffle prize: a one-gallon container of D7.

Established in 2012 and with headquarters in Coppell, Texas, Decon7 Systems researches, develops, manufactures, and distributes safe products used to kill bacteria, mold and viruses, including SARS-CoV-2, the virus that causes COVID-19. The product was originally developed for defense and public safety applications and is now available in EPA-registered formulations to clean and disinfect HVAC and plumbing systems.



Ryan Reynolds of EV Dunbar, Alex Buentes of TempTrol Air Conditioning, and Chris Portalatin of Decon7



Chris Portalatin of Decon7 with Mario Baldes of DebonAir



A great turnout at Tropic Supply North Miami T-1 Decon7 Demo Days, enjoying breakfast and learning how to clean and disinfect HVAC systems



Emilio Martinez of Martinez Brothers Repair with Ryan Reynolds of EV Dunbar



The Tropic Supply North Miami T-1 Decon7 Demo Days



Ryan Reynolds of EV Dunbar, Robert Baldez and Caven Suckrem with City of North Miami Beach, and Chris Portalatin of Decon7



Chris Portalatin of Decon7, Ryan Reynolds of EV Dunbar, Dion Bussey of Ed Helms Air Conditioning, and Heather Anusbighian of Tropic Supply



Chris Portalatin of Decon7 holding the grand prize, a new i-Pad



Chris Portalatin of Decon7 with Orlando Martinez of Absolute Air Conditioning



Chris Portalatin of Decon7, Ryan Reynolds of EV Dunbar, and Riley Johnson of Aloha Air



Ryan Reynolds of EV Dunbar, Rood Beauzile and Jason Ram of Newark Air Conditioning, and Chris Portalatin of Decon7



The Tropic Supply Sunrise T-20 Decon7 Demo Days Team



Rafael Ramirez of Tropic Supply, Chris Portalatin of Decon7, Charles Del Vecchio of Tropic Supply, Ryan Reynolds of EV Dunbar



Tropic Supply Sunrise T-20 counter receiving Decon7 product training



Alberto Recio of Cusano Air Conditioning, Ryan Reynolds of EV Dunbar, Joe Samularo of Reliable Air Conditioning, and Chris Portalatin of Decon7

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Evergreen EM X-13 Replacement Motors

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1/2HP 230v X13 Evergreen
3/4HP 230v X13 Evergreen
1HP 230v X13 Evergreen

6203E
6205E
6207E
6210E

Evergreen Variable Speed Replacement Motors

PART
NUMBER

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3/4HP 1050RPM Var. Speed 48 frame Evergreen
1HP 1050RPM Var. Speed 48 frame Evergreen

6503V
6505V
6507V
6510V

Evergreen OM Condenser Motors

PART
NUMBER

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1/3HP 208-230 1100/850 split

6301
6303
6303R

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2024 Women In HVACR President Lori Tschohl



Sarah Hammond, Lori Tschohl, Kristin Gallup, and Ashli Holidayat at the WHVACR booth at the AHR Expo



WHVACR 2024 Board Of Directors: Empowering women to succeed through networking opportunities, mentoring and education

President's message:

I have made it my mission to bring additional growth and transformation within Women HVACR in 2024. As your President, I am dedicated to leading this organization toward new horizons. Three main areas are crucial to the growth and success of Women in HVACR for 2024. These areas are training, events, and partnerships.

As we set our sights on 2024, one of our primary goals is to enhance the capabilities and expertise of our board members. We recognize the importance of equipping our leadership team with the knowledge and skills required to excel in their roles.

Our second goal is regional events, which we commit to, at least, four this year. A robust platform that expands our collaborative horizons and creates

various unique opportunities. By extending our reach in this manner, we open the door to engaging with a more diverse set of industry professionals, tapping into the wealth of expertise and resources these individuals and organizations offer.

Our third goal will be Partnerships to strengthen and build a future where women with the passion and drive to succeed in HVACR have the opportunity to do so. We feel fortunate to collaborate with organizations that share our vision and values. Recognizing the incredible synergy that comes from working together, we are committed to nurturing and expanding these relationships.

Our overarching goal is to serve you, our valued members. Your success and satisfaction remain at the forefront of our efforts as we navigate through these exciting developments in 2024.



The AHR Expo Meet & Greet at Buddy Guy's Legends in Chicago (Lori in center w/green jacket)



Lori Tschohl on left singing with the WHVACR Board at Jazz Night in Chicago at the Meet & Greet

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 455,860 units in November 2023, down 34.6 percent from 697,144 units shipped in November 2022. U.S. shipments of air conditioners decreased 37.2 percent, to 250,170 units, down from 398,510 units shipped in November 2022. U.S. shipments of air-source heat pumps decreased 31.1 percent, to 205,690 units, down from 298,634 shipped in November 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 15.9 percent, to 8,221,085, down from 9,771,853 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 16.3 percent, to 4,801,500 units, down from 5,734,381 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 15.3 percent, to 3,419,585, down from 4,037,472 units shipped during the same period in 2022.

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SINCE 1914



Gemaire Hosts A2L Low GWP Flammable Refrigerant Safety Certification in Florida



The certification included how to work with refrigerant blends with proper installation and service guidelines



Safety is high priority in this training for Low GWP Refrigerant Safety Certification, because of the flammable and mildly flammable refrigerants



Glen Wilson, A2L Low GWP trainer for Gemaire Introduction to low GWP refrigerants, including refrigerant properties and characteristics

During the month of January, Gemaire hosted several A2L Low GWP Flammable Refrigerant Safety Certification Trainings. 2024 is destined to be an intense year for the HVAC industry. Following the recent M1 efficiency standards, the shift to A2L refrigerants is already happening.

Most equipment will now require leak detection systems. There are new transportation guidelines. Refrigerant cylinders will have left hand threads and you'll need no spark, no arc tools.

As the HVAC industry continues to move forward and innovate, the refrigerants that were once so commonplace are now being phased out. Replacing them are more energy efficient and environmentally friendlier refrigerants, known as Low GWP refrigerants. Many of these new refrigerants are classified by ASHREA as A2L, or slightly flammable!

With numerous changes to building codes and industry standards to accommodate the safe use of Low GWP refrigerants, those working in the HVAC industry need to be trained with programs like this to keep pace with the innovation. Adding a certification component to the course means that you have the opportunity to really differentiate yourself from your competitors. Contact your local Gemaire location for more information on how you can be certified.



Glen Wilson, A2L Low GWP trainer for Gemaire, gave an explanation of codes and standards for A2L Refrigerants



Lemuel Knowles and Jacques Leotaud, territorial managers of Gemaire



Val Eguizabal, Glen Wilson, Brandon Shinabeck, and Brian Neito of Gemaire



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Performance Pointers

By James Ball



High-Performance HVAC Contractors Train

High-Performance HVAC Contractors know the importance of career development. They understand that all team members benefit from training and it cannot be left to chance or others. Here are a few things I have noticed about effective training programs.

Part of the Culture: As an instructor for National Comfort Institute (NCI), I have the opportunity to visit and teach at many High-Performance HVAC contractors. These are companies where management commits to training their team. They conduct both in-house training performed by their own team members and with third party organizations like NCI. One thing is consistent, all the companies I visit have a formal training program. I have also found that these contractor managers have the expectation that each team member who attends an NCI training session should be able to measure in some way. This isn't surprising given that High-Performance contractors measure, evaluate, change, and remeasure.

Consistent but not Routine: For many years, my company had regular Wednesday morning training. We were consistent, but unfortunately it became routine and ineffective. That regular Wednesday meeting turned into a managers' gripe session. Rather than focusing on a topic, the manager would highlight poor performance during the past week. No planning or thought went into the topic and there was no preparation. This training yielded poor results and low self-esteem for my team.

Effective training is planned months in advance. Training topics relate to the time of the year. For instance, furnace inspection training could be scheduled in September, so the information is fresh and used in the field before a technician forgets.

I suggest that managers should use different instructors to keep the class fresh. Have new technicians present topics they may find interesting for the whole team. Encourage more experienced technicians to mentor less experienced technicians. The bonds these

interactions create go far beyond the training.

Find ways to practice training subjects on equipment that serves your office or your home. It creates a learning atmosphere without the pressure of the customer looking over their shoulder. Tag team calls also help less experienced team members see more complex repairs.

Focusing on training develops a culture of progress, development, and teamwork. Consistent and challenging training also keeps your team moving forward towards quality work.

Everyone Teaches To keep training sessions active and lively, assign topics to each team member. Post a calendar with the schedule of the topics and the assigned trainer. For example, to develop a technician weak in diagnosing low voltage issues, assign the low voltage training session to that technician.

A technician who must present a topic will spend time learning that topic. Conducting the session challenges the technician and engages them. Practice during training sessions and hold each other accountable for understanding and performing the task. Keep everyone engaged and make sure there are no critics. Everyone should be an encourager.

Measure: Track call backs, daily sales performance, billable time as compared to paid time, hours to complete each type of change out. Track performance for every job and use the measurements to understand weaknesses, then train to eliminate those weakness. Remember, High-Performance companies measure performance, they don't guess.

Scoreboards posted in general areas help to keep up with performance and make it visible. Be sure to celebrate improvement publicly and privately address failures. Have each team member update their performance on the scoreboard. Then, ask your team for ideas to help the whole team improve. Training is a group sport.

Set Expectation: Never offer training without setting an expectation to accomplish. You are investing time and energy into your team. Do not let this investment be a waste. If you send team members to off-site training, make sure they understand they are to retain the knowledge. Make sure they know they must show up on time to the class and to pay attention. Evaluate their knowledge when they return and have them share their new knowledge with others.

Implement: One last thing, please do not send team members to training and then never hold them or yourself accountable for using that new knowledge in daily routines. You must make change possible. If a technician learns how to take static pressure in an off-site class, you need to make sure he has the tools and that he is expected to take static pressure measurements every day. Otherwise, the technician returns to life like it was, and the time and money is thrown away.

The most important function of owners and managers is to develop those who work with them. Train your team members. Help them improve their life and that of their family. Make success possible for those around you and you will be blessed far beyond what you can imagine.

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

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



Message from FRACCA President Will Barnes



FRACCA MEETS ACCA IN ORLANDO

HVACR Contractors will find success through Networking, Education, Inspiration and of course Have Fun! This highly anticipated event will feature an inspiring keynote speaker, excellent breakdown sessions, top-tier product and service providers, epic networking opportunities and a huge party sponsored by Copeland! Let's take a closer look at the Mainstage sessions and what they have to offer at ACCA2024 and why you need to attend!

Start with the keynote speaker; Jake Havron business strategist and mentor, his transformative journey from nurse to acclaimed speaker and strategist, empowering people to create their dream lives through results-driven coaching. During the keynote, he will challenge your notions of leadership, aiming to astound you with new possibilities. His "4 Pillars of Influence" and learn to connect deeply with your team, breakdown communication barriers and fostering collaboration. Jake's session offers the key to impactful leadership, equipping you with the skills to lead with influence, innovate, and inspire positive change within your organization.

Ending with the closing speaker, Ken Goodrich, he will have an interactive session about the 7 Centers of Management Attention to develop management systems that translate the ideas of the conference. Management is not different than fixing an air conditioner; it is a skill you must learn and practice

until you are good at it. During the ending session Ken will team up with Mike Caito of MAP Consulting to share ideas for how to get the training and tools you need to understand your goal as the founder of the business.

In between the keynote kicking off the conference and the ending lunch session there are plenty of chances to hear amazing speakers. Here are some of the sessions that will be on the mainstage during ACCA2024:

Breakfast with Champions. Sarah Michel along with past and present ACCA Award winners and some of the industry's best contractors, for roundtable discussions on various topics. Come prepared with questions and ideas. Pick their brains and learn how they took old and new problems, generated ideas to address them, and then introduced profitable solutions. YOU will lead the discussion.

Manufacturer Leadership Forum, this will be a NOT TO MISS session, it will be an interactive Q & A session where contractors can ask key questions and address industry representatives directly. Some of the manufacturer representatives will include: Brandon Franks with JCI, Braden Cook with Carrier, John Schneider with Copeland, Doug Widenmann with Daikin, Randy Roberts with Rheem/Rudd, and Heather Buchicchio with Mitsubishi.

Contractor Forum Live: Legends of HVAC; some of the greatest stories in our industry came from con-

tractors exchanging ideas at ACCA conferences, why should this one be any different. Bobby Ring will moderate an all-star panel of HVAC legends that are ready to share their stories and take questions. This will be a lively discussion on our industry's greatest issues and ideas.

The main stage at ACCA2024 will be hopping with great speakers and amazing ideas to help grow your business and personal worth within your business. However, let's not forget the breakout sessions that will help you get your 14 CEU credits for your license, specific for the FL CE. Here are a few that are available: What Your Techs need to Know / Rocket Your Profits / Workers Comp: Managing the Cost to Your Business / 5 Ways to Maximize Your Business / The Future of the HVAC / Advanced Code Class / FRACCA Flammable Refrigerants / Leadership Town Hall / Top 5 employment Issues in the Construction Industry / A Walk through the Residential Design Series / FRACCA Practical Application of R-22 / Van Safety: A Critical Consideration.

The FRACCA board looks forward to meeting everyone at the conference in Orlando, March 11-14, 2024 at Sapphire Falls at Universal Studios. The expo will be open Tuesday, March 12 from 3:30pm - 6:30pm and includes a reception in the Florida Pavilion! If you have not registered, please use code **FRACCA100** for \$100 off your registration. www.accaconference.com/fracca



The event for HVACR
Jan 22-24, 2024  

“The industry showed up for business in Chicago,” said Show Manager Mark Stevens. “Throughout the year we’ve followed discussions regarding regulation rollouts, decarbonization trends and various other tracks about the way we conduct business as an industry. It was evident in the halls that the professionals in attendance are primed to create solutions and drive business forward.”

It was clear to anyone filling the halls on Monday morning of the show that attendance was strong, welcoming 48,034 attendees there to interact with the 1,875 exhibitors spread across North and South Halls. Maximizing 527,520 square footage of space

for booth displays, attendees gained access to all the latest the industry has to offer, including new products, technology, skill learning and demonstration.

Additionally, Podcast Pavilion hosted 20 podcasters covering the latest topics happening across the industry. Podcasts were recorded and will be released by each respective podcaster in the coming weeks.

Inside exhibitor booths industry tradesmen, women and influencers hosted events, competitions and meet-ups, opening exciting channels of content creation and networking opportunities.

“The network transformation is resulting in in-

credible visibility and partnership for professionals,” said Nicole Bush, Director of Marketing. “There is a true line of two-way communication between the professionals in the field and the manufacturers creating products and technology. Having an in-person forum like AHR Expo to strengthen the social relationships formed online is proving to be immensely beneficial to our industry.”

Save the date for February 10-12, 2025 at the Orange County Convention Center. Hotel blocks are expected to open for attendees late-Spring and registration will go live early Summer. Sign up for alerts and updates on ahrexpo.com.



McCormick Place was prepared to handle the large AHR EXPO attendance



Tom Ritchie, Kristen Ritchie, and Cheryl Bates of Ritchie - Yellow Jacket



Jordan Wingard and Bill Sheperd of Blue Diamond Pumps



Chris Portalatin, Matt Jackson, Patrick Fagerquist, Benny Dixon, and Ira Copeland of Decon7



Jeff Cherif, Preston Collier, Dustin Fulford, Jeffrey Cherif, Tom Muncey, Tom Mursalo and Oscar Lopez of JB Industries



Leone Green & Associates representing Atco



Brad Cox of Plasma Air with Dan Moody and David Waugh of Target Sales



Laura Heckman and Matthew Cowley of Spectronics Corporation



Michael Struthers, Sal Fasanella, Eric Gordon, and Brian Mulligan of Carlisle HVAC



Brad Adcox, Jennifer Boyajian, and Kristin Finneran of NAVAK



Mike Winkel, Nick Vosburgh, and Sean Moseley of VOS



Bob Zappolo of Mason Industries



Shane Angle and Joanna Thompson of Copeland



The Uniweld Products Team
Quality Tools that go to Work with You!



James Steel, Brian Williams, Tony Adams, and Chris Mays of Bard Manufacturing



The event for HVACR
Jan 22-24, 2024



Larry Meredith, Dale Harrison, Andrea Halpin, Alston Mullins, and Aaron Engel of DiversiTech



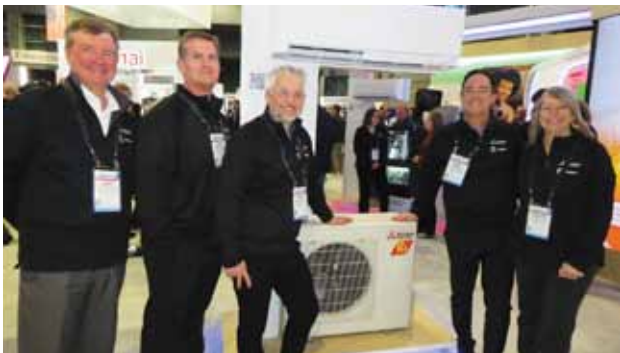
Michael Sutton and Tatiana Force of GREE Tradewinds



Brett Barksdale, Brad Barksdale, Paul Shea, and Michael Williams of Mueller Streamline



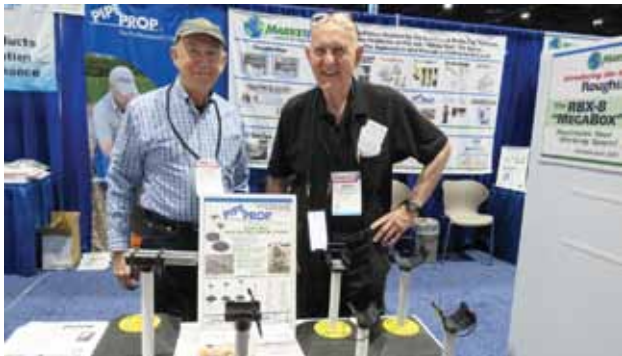
The i-Gas Team was in full force: Brett, Miranda, Jorge, David, Sean, Dustin, Robyn, and Alex



James Deberry, Chris North, Dana Fischer, Mike Smith, and Veronica Vasilik of Mitsubishi Electric Trane HVAC US



Rick Gossett, Candice Ralston, Elizabeth Windler, and Linda Rodriguez of Quietflex



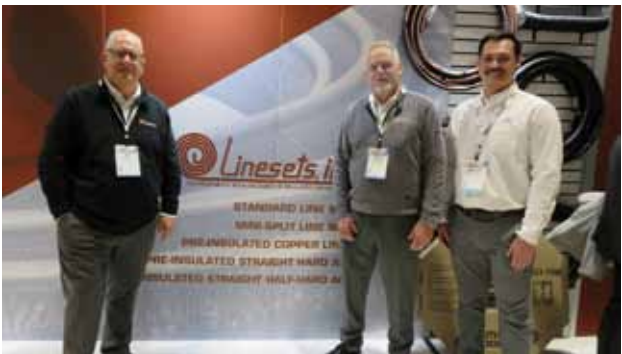
Don Walker and Gerry Spanger of MarketAir - Pipe Prop



David Palazzolo, Salli Cobb, and King Tong of Daikin Comfort Technologies



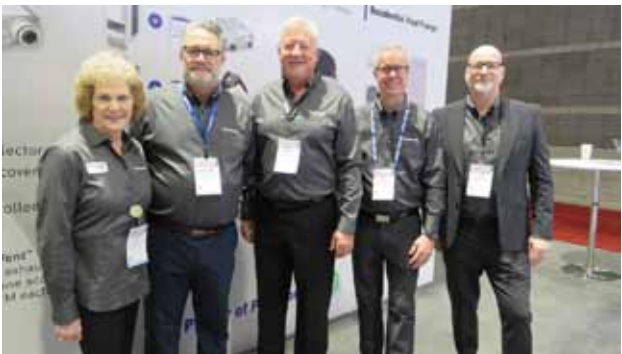
Akash Kumar, Cathy Bellah, Sean Holloway and Michael Emerick of Rectorseal



Sam Roti, Steve Wilke and Brandon Black of Linesets Inc



Garth Patel and Brian Bogdad of LG Electronics



Rita Carbone-Lawson, William Bowers, Boyd Sheets, Eric Laprise, and John Wells of Panasonic Ventilation



Nate Raia and Garth Jax of Appion



Glenn Haun, Dominic Loconte, Mike Schweiger, and Scot Swan of Arkema



Stephen "Reno" Angle, Scott Russell, Bill Fowler, and Anik Dip of Ultravation



Katie Kretschmar, Alyssa Krismer, and Debbie Ratkowiak of Robertshaw



Josh Julian and David Qwaitek of Aspen Manufacturing



The Residio Team: Simplify home life, and provide useful daily convenience

Shoemaker Adds Opposed Blade Damper Registers



Houston, TX, February 1, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, has announced

a significant enhancement to select Shoemaker brand registers. The new Opposed Blade Damper (OBD) allows continuous airflow when the register damper is used mid-position. Traditional multi-shutter registers have three damper settings for airflow: fully opened, mid-position, and fully closed. In the mid-position setting, airflow is typically distorted and often misdirected.

Shoemaker brand registers with OBD have three settings, but in mid-position, the airflow does not distort, allowing accurate and continuous air control. Proper airflow is considered essential to the operation of a ducted HVAC system, as restricted or distorted airflow can directly affect the indoor comfort level provided by the conditioned air.

“The OBD registers are just one more example of Shoemaker’s heritage of providing differentiated products with enhanced performance,” said Jeff Underwood, Senior Vice President of Sales and Marketing at RectorSeal. “Even though we have an outstanding product line, we never stop looking for opportunities to enhance, improve, and introduce new GRDs.”

The OBD enhancement is standard on select Shoemaker brand products: - 150/150-0 Series 4-Way Stamped Ceiling Registers - 845/845-0 Series 3-Way Stamped Registers - 850/850-0 Series 2-Way Stamped Registers

“RectorSeal is well known for bringing new and enhanced product technology to the trades,” said Stephanie Welda, Director of Product Marketing at RectorSeal. “The OBD registers deliver technology that’s a game changer for HVAC professionals. I know HVAC contractors will appreciate the performance and flexibility offered by the OBD enhancements.”

Shoemaker, a premium GRD brand, was acquired by RectorSeal in 2021. The brand offers a full product line featuring high levels of customization, including color selections and configurations. In addition, an easy-to-use configuration tool provides valuable support to RectorSeal customers.

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.

Robertshaw® Promotes Peter R. Greisinger To Lead The Americas Aftermarket Channel



Peter Greisinger

Robertshaw Controls Company, Global Headquarters Itasca, Illinois, USA, a leader in the Commercial Refrigeration, HVAC, Appliance, Food Service and Agriculture Parts Industry, is proud to announce the promotion of Peter R. Greisinger to Senior Director of the Americas Aftermarket Channel. He will focus on

core product positioning, new innovative go-to-market strategies while evolving pull-thru-sales initiatives by leading our sales team in the aftermarkets distribution segment, along with industry’s best representative partners, and affiliations with key organizations.

Peter brings more than 30 years of industry experience to the role. Most recently as Robertshaw’s Director of Key Accounts where he successfully strengthened those partnerships placing Robertshaw among their top suppliers of choice. “I am thrilled you are in the Americas Aftermarket leadership role. Thanks for your commitment to your team and Robertshaw. You are making a significant difference with driving the right change” said Kermit Hoffman, Chief Commercial Officer for Robertshaw Global.

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HVAC Tactical Bestows Lifetime Achievement Award on Eugene Silberstein



Eugene Silberstein.

On the eve of the 2024 AHR show in Chicago, HVAC Tactical held its annual dinner and awards ceremony at the Alder Planetarium. Nearly 300 attendees packed the venue to celebrate the achievements of some of the most dedicated and influential individuals in the HVACR industry. In total, ten awards were presented in a number of categories including lady of the trade, hidden gem, behind the scenes, lifeline tech, best social content, picture perfect installation, mentor of the year, HVAC podcaster of the year, and influencer of the year. The last award, the lifetime achievement award, was presented to Eugene Silberstein.

Eugene started his career in 1980 when he began working for his family’s HVACR company. Since then, he has been involved in many aspects of the HVACR industry from field technician and system designer to company owner, teacher, administrator, consultant, college professor, and author. Eugene is presently serving as the National Programs Director at HVAC Excellence. He has over thirty years of teaching experience and has taught at several private, secondary and postsecondary institutions.

Eugene earned his dual Bachelors Degree from City College of New York, where he studied electrical engineering, economics, operations management, marketing and finance. He earned his MS degree from Stony Brook University, where he specialized in Energy and Environmental Systems, studying renewable and sustainable energy sources including wind, solar, geothermal, biomass and hydropower. He presently carries the Certified Master HVACR Educator (CMHE) credential from HVAC Excellence and the BEAP credential from ASHRAE, which classifies

him as a Building Energy Assessment Professional.

As an active member of various industry organizations, including ASHRAE and IEEE, Eugene served as the subject matter expert and wrote the production scripts for dozens of educational videos directly relating to our industry in addition to co-authoring “Refrigeration and Air Conditioning Technology”, presently in its 9th Edition, published by Cengage Learning. This book is used in over 1,200 schools both in this country and abroad.

Other book credits include Refrigeration and Air Conditioning Technology, 6th, 7th, and 8th Edition, Residential Construction Academy: HVAC, 1st and 2nd Edition (2005, 2012), Pressure Enthalpy Without Tears (ESCO, 2006, 2014), Heat Pumps, 1st and 2nd Editions (2003, 2016), Print Reading for HVAC (Goodheart-Willcox, 2021), and Psychrometrics Without Tears (ESCO, 2014). Eugene has also written and/or contributed to numerous articles for industry newspapers and magazines. He can also be seen on many industry webcasts and podcasts.

He was selected as one of the top three HVACR instructors in the country for the 2005/2006, 2006/2007 and 2007/2008 academic school years by the Air Conditioning and Refrigeration Institute (ARI), now AHRI, and the Air Conditioning, Heating and Refrigeration (ACHR) News.

“I cannot think of a more deserving person for this award than Eugene. Having known him for many years, I have had the opportunity to witness firsthand his genius in the classroom. He spends his time equally between mastering not only his craft, but how to effectively teach what he learns to others.

He has mastered what is known in the science world as the Feynman Method, where complex subjects are broken down into simple, easy to comprehend and understand parcels. It is Eugene’s causal, unassuming approach to education that makes it so effective, and simple for others to learn from him.” Howard Weiss, ESCO Group

You’re Invited to the Ultimate HVACR Training Event!

If you’ll be attending the HVAC Excellence National HVACR Education Conference, and we sincerely hope you are, you won’t want to miss the conference kickoff celebration on Sunday, March 24, 2024, from 5:00 pm to 7:00 pm. This event is sponsored by Daikin Comfort Technologies, the largest air conditioning equipment manufacturer in the

world. Don’t miss the chance to connect with over one thousand leading manufacturers, associations, and other industry professionals from March 24-27, 2024, at the South Point Hotel in Las Vegas, Nevada. For training event details and registration information, visit escogroup.org. The only missing at this event is you. We hope to see there!

The Future of HVAC Installation Unveiled: Daikin Launches Powerful Quality Install

WALLER, Texas, January 18, 2024 – Unleashing the capabilities long predicted for cloud-connected equipment, Daikin Comfort Technologies North America, Inc. is setting a new standard for residential HVAC installation with the launch of Quality Install, a powerful, new way to commission indoor comfort systems.

At first glance, Quality Install simplifies configuration and commissioning in new, exciting ways. Dig deeper to find a compelling, future-forward capability. It can provide both HVAC contractors and homeowners assurance that an installed indoor comfort system is set up and performing just as the manufacturer intended. Quality Install is currently only compatible with certain Daikin, Goodman, and Amana® brand systems.

“It is the new standard for all installed systems,” says Jim Cahill, IoT Solutions Business Leader for Daikin. “When it comes to installed HVAC systems, the efficiency delivered at a home can be heavily impacted by how it’s installed. Our new Quality Install process is like a virtual assistant guiding the HVAC installation team on site, then it reviews the work performed and verifies key aspects of the installation to help ensure homeowners get a great installation.”

Putting the power of the cloud directly into the hands of Daikin, Goodman and Amana® brand HVAC installation teams, Quality Install configures system settings for optimal performance, calculates proper refrigerant trim charge, verifies charge, runs a system test and generates separate commissioning reports – one specifically for contractors, another designed for homeowners – that capture settings and performance. Using Quality Install, contractors can simplify the entire commissioning process, while providing trust-building transparency for homeowners.

“This really is incredibly exciting for both HVAC contractors and their customers,” says Cahill. “With Quality Install, a contractor has verification of their installation from the cloud which validates system configuration and performance. When paired with our cloud services solution, Quality Install can provide homeowners peace of mind that the verification of system performance can potentially extend from the day of installation until the end of that system’s life.”

This powerful new feature for Daikin, Goodman and Amana brand contractors, Quality Install, further streamlines the commissioning process by introducing “System Profiles.” Contractors can review and apply thermostat settings and system configurations such as airflow, balance point, defrost interval and more with merely a click of a finger using a mobile app.

Profiles are visible in the Amana Brand Cloud Services, Daikin ONE Cloud Services and Goodman Installer apps. Current system settings can be viewed and edited quickly. A future Quality Install update will add the ability to save changes and create contractor-specific custom profiles, according to Cahill.

Offering straightforward, step-by-step instructions and clear guidance to installers in the field, Quality Install guides users through each stage of the commissioning process. Launching the process is similar for Goodman, Amana brand and Daikin contractors as depicted via the images below:

Preconfigured “Climate Optimized Profiles” are available for several climate zones, simplifying installation further. Where available, the profiles provide thermostat settings tailored for a zone’s weather conditions, optimizing system performance.

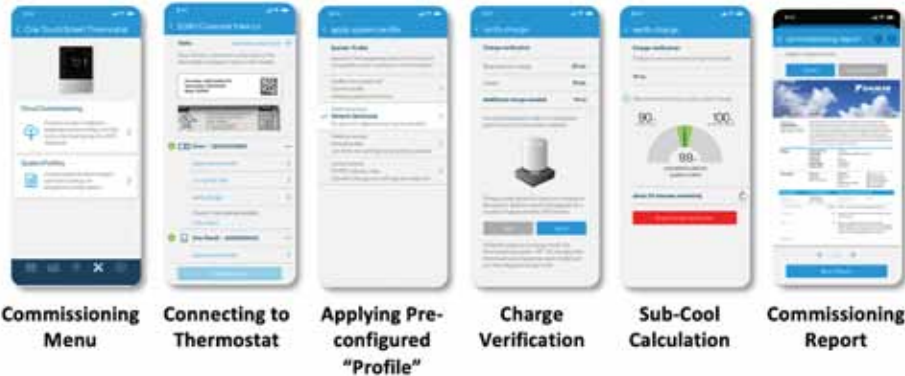
Once the installation process is complete, Quality Install can generate two reports, a detailed one for the contractor, plus an overview of the system setup that can be emailed to homeowners, validating their purchase.

“Through Quality Install, our cloud-based commissioning offers an outstanding opportunity for contractors to streamline the installation process while improving their team’s efficiencies,” Cahill says. “Plus, there’s real value in verifying HVAC system performance with homeowners. It builds trust and enhances their relationship with contractors.”

Quality Install is currently compatible with the new Daikin FIT, Amana brand S-series and Goodman SD compact, side-discharge, inverter split-system air conditioners and heat pumps.

About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1,000 company with more than 96,337 employees worldwide and a leading indoor comfort solutions provider. Daikin Comfort Technologies North America, Inc. (DNA) is a subsidiary of DIL, providing Daikin, Goodman, Amana® brand



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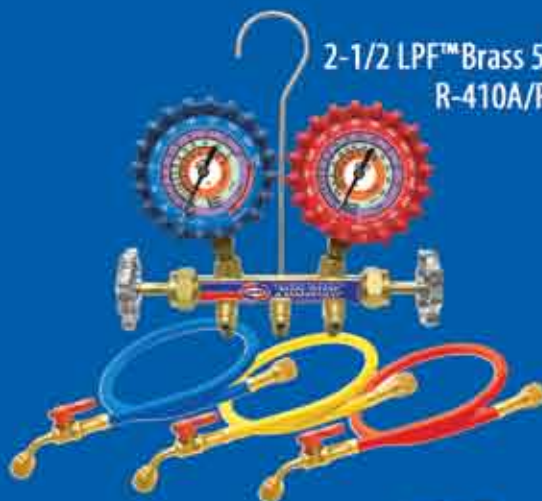
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