

TODAY'S

A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Tropic Supply Hosts Samsung Mobile Training Center Show (see page 22)



PBACCA 2024 2nd Clay Shoot at the OK Corral Gun Club in Okeechobee, FL (see page 20)



Gemaire Distributors Ft. Myers Hosts Customer Carnival Day (see page B4)



Ferguson HVAC Celebrates their Grand Opening in Port St Lucie (see page B7)



Oldach Hosts Ducane Dealer Meeting 2024 at Dezerland Park in Orlando (see page 12)

Ductless Products Focus Issue

Heat Pump Ductless Technology Continues as the Focal Point for 2024



Jeff Schlichenmeyer
Publisher

ComfortStar's Platinum Series Multi-Zone System- Experience the Flexibility and Efficiency. ComfortStar stands out as one of the few manufacturers in the United States offering a full line of Single Zone, Light Commercial and Multizone ductless systems tailored to meet comfort, quality, support, and warranty needs for all customers. ComfortStar's Platinum Series Multi-Zone System is a top-of-the-line choice for those seeking energy efficiency and advanced technology. With an impressive SEER2 rating of up to 24.6, this system ensures that you can enjoy optimal comfort without compromising on energy savings. Even in extreme outdoor temperatures as low as -13°F, the Platinum Series continues to perform efficiently, keeping your space comfortable when you need it most.

These Multi-Zone Systems accommodate up to 5 interior zones with a single outdoor unit. Customers have the flexibility to select multi-zone combinations for cooling and heating multiple rooms. Imagine being able to control the temperature in up to 5 different areas using just one outdoor unit. Whether it's creating a cozy atmosphere in the bedroom for a good night's sleep or maintaining a comfortable temperature in the living room for relaxation, the ability to manage multiple zones offers a tailored and efficient way to enjoy a pleasant indoor environment. With this flexibility, customers can experience enhanced comfort and energy savings while adapting to varying climate conditions with ease. Say goodbye to uneven temperatures and hello to customized comfort throughout your space.

Comfortstar Multi-Zone Systems also offer over 246 configurations. With its wide range of options, you can choose the perfect setup to suit your needs. From the sleek wall-mounted units that blend seamlessly into any decor to the discreet concealed duct models that provide efficient heating and cooling without taking up valuable space, there is an option for every preference.

Moreover, the Wi-Fi compatibility feature adds a level of convenience and control that enhances your overall experience. With the ability to adjust settings remotely, you can easily manage your comfort from anywhere, ensuring that your space is always at just the right.



go to page 6

RectorSeal Acquires Dust Free, a leading Indoor Air Quality Manufacturer

Houston, TX, February 6, 2024 – RectorSeal, has announced the acquisition of Dust Free to complement and expand the company's Indoor Air Quality product line. Driven by cutting-edge technology, Dust Free offers a comprehensive line of patented IAQ products for residential and commercial HVAC applications.

Dust Free manufactures innovative solutions in purification and filtration, the primary applications for indoor air quality. Dust Free products are ozone-free and inactivate indoor air pollutants as verified by independent lab testing.

"I am pleased to welcome Dust Free to the RectorSeal organization," said Jeff Underwood, Senior Vice President, Sales and Marketing at RectorSeal. "We are committed to continuing and accelerating Dust Free's mission of helping improve the indoor air quality of homes and businesses. The addition of Dust Free underscores our commitment to being a leading provider of HVAC/R products."

Gregg Burnett, CEO of Dust Free, added, "We recognize RectorSeal as the leading supplier to the HVAC/R marketplace with an excellent distribution footprint. They share our passion for helping residential and commercial property owners improve the quality of the air they breathe. As part of the RectorSeal team, our customers can look forward to exciting new product announcements as we continue to develop innovative IAQ products."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. The company is focused on innovative solutions for professional trade contractors. 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.





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 JohnstoneWare-Group.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.

Columbia SC

850 Rosewood Drive

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

2700 SW 3rd Place

Thursday 4/11

Lunch Served 11am - 1pm

It's our way of saying Thank You!
We hope to see you there.



JohnstoneWareGroup.com

Check Us Out



7 Places to Look if Your Gross Margins are Inconsistent

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

Previously I discussed why gross margins don't matter. The only thing that is important is that they are consistent. Here are seven places to look if they are inconsistent.

1. Financial statement fruit salad.

Assume that January is an apples month and February is a peaches month. Your revenues for a job go in January's P&L. Your costs for that job go in February's P&L. When you job cost, you have to look in two months – January and February. You are looking at apples and peaches. You have fruit salad. Revenues and expenses incurred producing those revenues must be in the same month.

Financial statement fruit salad is a recipe for disaster. In months where you have revenues and no expense against those revenues, your gross margin will be artificially higher and your profits will be artificially higher. In months where you have expense and no revenue, your gross margins will be artificially lower and your profits will be artificially lower.

Unfortunately, I've also seen negative gross margins. With the exception of warranty and callbacks, gross margins must be positive. Otherwise, for example, you are buying a part for \$1 and selling it for \$0.80. Not likely.

Financial statement fruit salad is the most common reason for inconsistent gross margins. Make sure your bookkeeper puts the revenues and the expenses incurred to produce those revenues in the same month. This ensures your margins are consistent and you can see whether the month was really profitable.

2. Inventory as an expense.

When you purchase a large stocking order or materials/equipment that are not sold, then you have inventory. Inventory is an asset and goes on the bal-

ance sheet. If you expense those materials as cost of goods sold, then you have an expense and no revenue to offset it. Your gross margin decreases and your profits decrease artificially.

3. Jobs over or under in labor.

Materials expense is usually accurate and is not significantly over or under budget. Labor expense can vary. If a job is bid at 16 hours and comes in at 24 hours, then gross margin decreases because you have more cost than projected. Likewise, if a job is bid at 16 hours and comes in at 12 hours, then gross margin increases because you have less cost than projected. Watch the job estimates. Discover why the jobs were over or under projections.

4. Warranty or callbacks.

With callbacks you have little or no revenue to offset the labor and material expenses. Your gross margin decreases. Warranties have some revenue from manufacturer or third party reimbursements. However, the amount that is reimbursed is lower than the revenues you would receive as a retail call. A lot of warranty work or callbacks decreases your gross margin and profit.

5. Inaccurate accounting for maintenance plans.

If you enroll a maintenance plan customer in January that enrollment is deferred income unless you do the maintenance in January. It is very similar to financial statement fruit salad. If you receive payment in January and consider it a sale without doing the maintenance work, you have revenues and no expense. Gross margin is artificially increased. When the maintenance work is performed, there is no revenue to offset the expense and your gross margin is artificially decreased. This is how your field labor can be busy and your P&L shows a loss.

6. Unapplied time in direct cost.

Unapplied time is not billable to a customer. So,

if non-billable labor is in cost of goods sold, then there is no revenue to offset that labor cost. Your gross margin decreases.

Unapplied labor should be in overhead. Putting it here helps ensure that your gross margin is consistent.

7. Someone is stealing.

If you do not have reasons one through six and your gross margin is starting to decrease or is variable, then someone is stealing materials. No one enjoys this situation.

Cameras can help you identify the culprit. Someone is taking materials (usually copper) and selling it. Or, someone is going to the supply house and consistently purchasing two parts where only one is needed. The second part is used personally or sold. I've even seen cases where someone took the scrap metal, sold it, and kept the money without authorization.

If your gross margin is decreasing by a percentage or less every month and the company purchases are increasing slightly every month and there is no logical reason why, someone is stealing materials. Find out who it is and have that person put in jail. Accurate financial statements require that your gross margin is consistent every month.

Books/Audios that Could Help Your Business and You - Michael Easter is one of the world's leading experts on behavior change. This book shows that the problem isn't you. The problem is your scarcity mindset, left over from our ancient ancestors. With our modern ability to easily fulfill our ancient desire for more, our hardwired "scarcity brain" is now backfiring. Find out how to eliminate your scarcity mindset and make real change.

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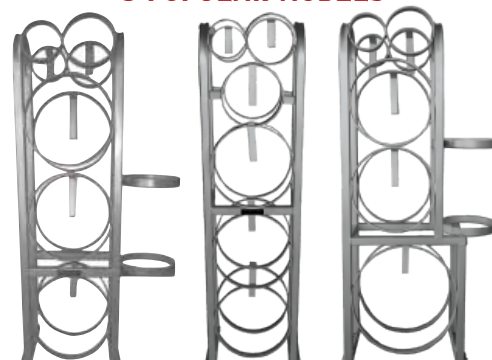
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Blacks Supply Hosts Uniweld Mastering Air Acetylene Technology Training

In an industry-leading collaboration, PED Associates (Uniweld) teamed up with Blacks Supply to offer an in-depth, hands-on training session focused on the cutting-edge Air Acetylene technology. The event was held on February 15th at Blacks Supply's Forsyth Road location from 8-10am. They focused on the lightweight design of Air Acetylene equipment and demonstrated its unparalleled efficiency in brazing and working with a variety of metals including copper, steel, brass, and aluminum.

Sal, from PED Associates, led the training, emphasizing the technology's adaptability and its pivotal role in enhancing the skills of HVAC technicians. Participants had the unique opportunity to dive deep into the practical applications of Air Acetylene technology, gaining valuable insights into its operation and maintenance.

A significant highlight of the session was the comprehensive tutorial on repairing aluminum coils and micro-channel coils. Technicians were introduced to various fuel types, including Oxy Acetylene and Air Acetylene, and were trained on using hand torches equipped with Uniweld's trusted Aluminum repair technology alloy, Aluma Braze (part:

UAB). This segment underscored the importance of versatility in repair techniques, offering solutions tailored to the challenges faced in HVAC maintenance and repair. Blacks Supply supplies the Uniweld Air Acetylene Kits and an array of tools essential for fieldwork in HVAC. These high-quality tools not only facilitate efficient and effective repairs but also underscore Uniweld's commitment to supporting the HVAC industry through innovative solutions.

For professionals eager to explore the potential of Air Acetylene technology or those interested in acquiring the latest tools in HVAC maintenance, contact your local Blacks Supply location. They stock Uniweld products that can revolutionize your HVAC operations.

This training event marks a significant milestone in the ongoing effort to educate and equip HVAC technicians with the skills and tools necessary to excel in an ever-evolving industry. Through partnerships like that of PED Associates and Blacks Supply, the HVAC community continues to thrive, embracing innovation and advancing towards a future of efficiency and excellence. Contact Blacks Supply for future training events.



New PSH Compressor from Danfoss Helps Make Heat Pumps Viable in Colder Climates

Danfoss' new PSH scroll compressor with vapor injection may be a game-changer for heat pump adoption. Its ability to operate in a wider range of ambient temperatures allows for an effective and efficient heat pump in colder climates. Increasing the operating range of heat pumps is essential for achieving decarbonization.

An R454B optimized dedicated heat pump compressor with higher allowable discharge gas temperature limits, the PSH compressor with vapor injection is also multi-refrigerant qualified for R410A and R454B and simplifies the transition to R454B, which has a lower global warming potential. It is designed for medium and high temperature applications (up to 65°C) and low ambient operation. A large range of compressor capacities are available from 7.5-40 tons of refrigeration and individual compressors can be manifolded together to further increase system capacity.

To continue the increase of the market transition into heat pumps and extend the use into colder climates, the compressor combines the ability to use both liquid and vapor injection in the same product. Tandems and trios can also be used with a single economizer heat exchanger which simplifies the system design and offers greater flexibility. The same compressor can be used for both R410A and R454B and in both liquid and vapor injection operating modes. It can be manifolded and used with a single economizer heat exchanger.

It is available in all required voltages and frequencies, which allows it to be used both in the United States and globally. The PSH compressor with vapor and liquid injection can be used in heat pumps mild climate zones to areas where very cold climates are normal and expected. By increasing this operating range, it will further drive the market adoption of heat pumps and decrease the need to burn fossil fuels for heating.

"The PSH compressor with vapor injection is a game-changer in the path toward electrification," said Nick Mislak, regional segment marketing director for HVAC. "By enabling heat pumps to operate efficiently in colder climates, coupled with low-GWP compatibility, the PSH provides the technology needed to move toward clean heat sources while maintaining customer comfort."



Ultravation M-Series UV



- Twin LED display



- Three-year system warranty
- 360° UV shield rotation
- 110-240 VAC (auto sensing)

Ultravation M-Series UV for mini-split ductless AC

Eliminates bio growth from blower wheel, coil and other surfaces.
Stops organic odors.

Designed to fit major brands with easy installation, Effective disinfection and smart electronics.

- Super compact / high intensity
- Easy fit / install

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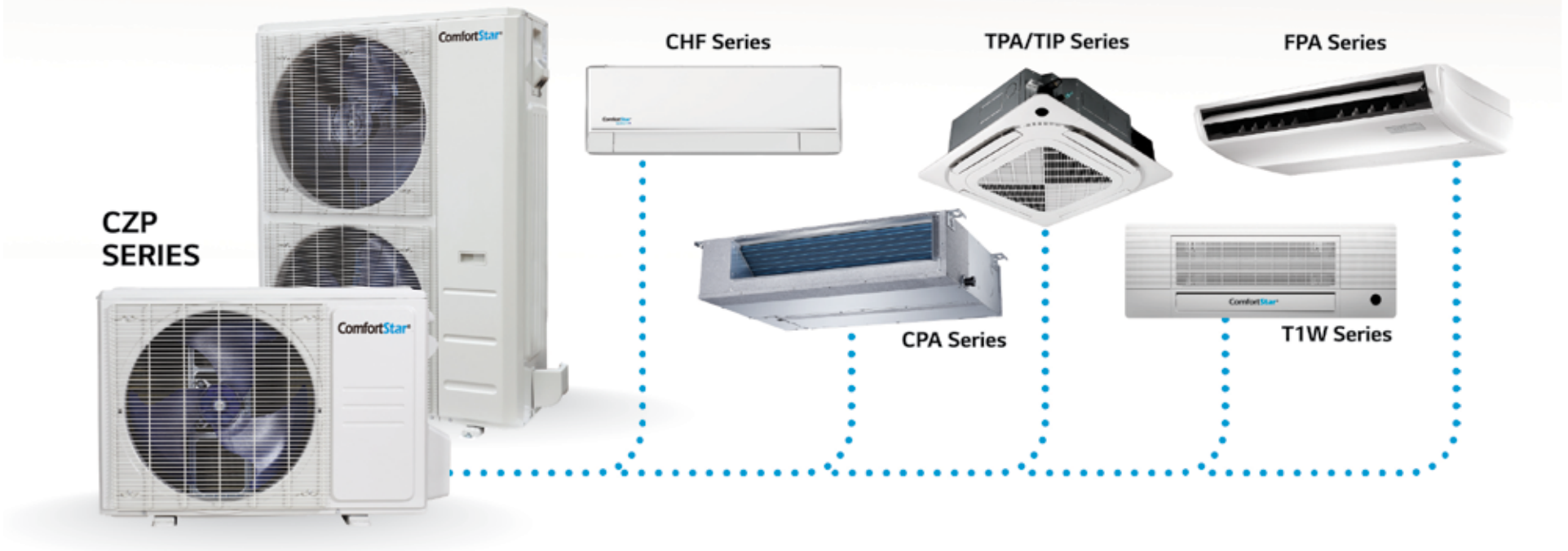
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Comfort, it's in our name

Heat Pump Ductless Technology Continues as the Focal Point for 2024

(Continued from Cover Story)

Experience the flexibility and efficiency of the Comfortstar multizone system and transform the way you think about climate control. Stay comfort able in every corner of your home or workplace with this innovative solution that puts your comfort first. For additional information, visit www.ComfortStarUSA.com



ComfortStar's Platinum Series Light Commercial Systems - The Smart Investment for Home & Business. Whether it's a small office space or a large commercial building, ComfortStar's Platinum Series Light Commercial Systems are the ideal choice for those who value performance, efficiency, and comfort in their HVAC solutions. You have a range of options with these light commercial side discharge condensing units, ranging from 9k BTUs to 60k BTUs.

With an impressive SEER2 rating of up to 25.5, this system ensures optimal comfort while saving energy. It maintains efficient performance even in extreme outdoor temperatures as low as -13°F, ensuring comfort in challenging conditions. The Platinum Series Light Commercial Systems energy efficiency not only reduces environmental impact but also helps businesses align with green initiatives and regulations and translates into significant cost savings for businesses in the long run. They are suitable for various applications such as restaurants, clinics, industrial warehouses, healthcare facilities, lounges, banks, schools, grocery stores, hotels, and offices.

These are inverter systems, meaning, they are designed to convert direct current (DC) into alternating current (AC), allowing for the efficient operation of various appliances and equipment. Inverter systems play a crucial role in ensuring a stable and reliable power supply. With their ability to adjust voltage and frequency, inverter systems help optimize energy usage and protect sensitive electronics from power fluctuations.

In addition to their versatility, ComfortStar's Platinum Series Light Commercial Systems are designed with advanced features to meet the diverse needs of businesses. These systems offer quiet operation, multiple fan speeds for customized comfort, and convenient control options for easy adjustment. The sleek and compact design of the units allows for flexible installation options, making them suitable for a wide range of commercial spaces.

ComfortStar's commitment to quality, support, and warranty further solidifies its position as a leader in the industry, offering customers peace of mind and assurance that they are investing in a product that will deliver exceptional results for years to come. By choosing ComfortStar's Platinum Series Light Commercial Systems, businesses can enjoy reliable performance, enhanced comfort, and a cost-effective operation, making it a smart investment for any commercial establishment. For additional information, visit www.ComfortStarUSA.com

With over 50 years of combined experience, our research and development team continues to develop products that adhere to the highest quality standards, while elevating the level of efficiency to protect our precious environment. Our manufacturing facilities maintain the highest quality and reliability standards with ISO9001 and ISO14001.



As a forward thinking technology Company, Daikin Comfort Technologies is committed to creating products that are innovative, practical, and exciting for the North American market. Our flagship ductless product, ATMOSPHERA, is the latest example of Daikin's leadership in an ever-growing ductless market.

The Daikin ATMOSPHERA Single Zone System is ideal for spot cooling and heating needs in residential and commercial spaces that require heating and cooling even in extreme ambient temperatures. In addition, Daikin ATMOSPHERA is an effective source of heat to offset old, inefficient furnaces or boiler systems.

ATMOSPHERA'S Premium Comfort Features:

- Energy Efficient – Up to 27.4 SEER2 / Up to 11.2 HSPF2 / Up to 16.3 EER2 for ultra-efficient cooling and heating operation and reduced operating costs compared to conventional lower-efficiency systems.
- Enhanced Capacity - Up to 100% rated heating capacity at 5°F WB (-15°C WB) and confirmed continuous operation as low as -13°F WB (-25°C WB) ambient temperature – Up to 100% rated cooling capacity at 115°F (46°C)

Ideal Solution for: Primary living areas (for example, master bedrooms and living rooms), Hot or cold rooms or Rooms with poor air flow.

Daikin's desire is to align with the goals of:

- Decarbonization and Electrification - moving towards clean energy: An effective source of heat to comfortably offset older or inefficient sources of heat using fossil fuels.

Lower GWP R-32 refrigerant — reduce emissions at the source: Utilizing a refrigerant with lower Global Warming Potential (GWP) compared to conventional refrigerants. Perhaps most importantly, R-32's excellent thermodynamic properties allow the new Daikin ATMOSPHERA system to be up to 12% higher in SEER and up to 18% higher in HSPF than the Daikin LV Series using R-410A, thereby lowering indirect emissions throughout the lifecycle of the systems. Additionally, because R-32 has a GWP of 675 and requires less charge in certain systems, direct emissions from those systems can be up to 80% lower than similar R-410A systems. The result? Fewer greenhouse gas emissions that contribute to climate change, based on Daikin studies.

ATMOSPHERA IS... Up to 18% more efficient. Up to 12% higher SEER and up to 18% higher HSPF (compared to R-410A Daikin LV Series).

ATMOSPHERA HAS... More thermal capacity. Up to 21% higher cooling capacity at 115°F DB and 51% higher max heating capacity at -13°F WB compared to R-410A Daikin LV Series and R-410A Daikin AURORA units)

ATMOSPHERA IS... Designed to draw less electricity. Up to 30% improvement in full load cooling EER and up to 14% improvement in full load heating COP (compared to R-410A Daikin LV Series and R-410A Daikin AURORA systems).

ATMOSPHERA... Uses less refrigerant. Up to 41% less factory refrigerant charge than a similar Daikin LV Series R-410A system.



Hitachi Residential Mini-Split Systems

Hitachi mini-split systems employ the latest technologies to maximize comfort and ensure healthy indoor air. User-friendly features, exceptional efficiency, and a wide range of sizes makes Hitachi the easy choice for your residential HVAC needs.

FrostWash ensures cleaner indoor air

With FrostWash, a user can expect cleaner, fresher air all year round. Available on both indoor and outdoor units (H500/H700), FrostWash eliminates dust and bacteria built up on the heat exchanger's surface by trapping and freezing these particles in ice. When the ice melts, the particles are flushed out safely via the condensate drain. FrostWash captures 99 percent of bacteria, 99 percent of virus, and 95 percent of mold from the unit interior*. FrostWash works behind the scenes to keep the air in your home cleaner, fresher, and more comfortable. After every 200 hours of operation, an LED light lets you know that it's time to activate FrostWash. Sensors detect when the room is unoccupied and will activate FrostWash cycle when the system is switched off.

Human sensor system

Hitachi mini-split systems are designed to adapt to occupant needs. An intelligent human sensor system (H500/H700) monitors the room for human activity, adjusting air flow and the indoor climate accordingly for optimal comfort. The Air Sleep function optimizes temperature and humidity levels and automatically adjusts to super silent operation, allowing for restful sleep and increased sleep quality.

Exceptional energy efficiency

Unlike traditional systems, the DC Inverter System quickly attains the ideal room temperature upon activation. It then automatically reduces power and operates at minimum capacity for stable operation while reducing energy consumption by up to 62 percent**.

Connect your Hitachi air conditioners to airCloud Go via Wi-Fi

Enjoy freedom and convenient features to save energy and improve comfort.

- Smart-Fence Automatically stops and starts your system as you come and go.
- Voice control Connect with your smart speaker and set your indoor climate via voice control.
- Energy cost estimator Track the energy consumption and follow the cost impact on your budget.

A system for every application

Hitachi mini splits are flexible, easy to install, and offer a wide range of sizes to make it easy to specify the perfect solution for your project. A cooling-only lock function prohibits heat when used in ambient cooling applications. Single-zone systems are available in 115V or 208/230V with capacities ranging from .75 to 3 tons. Multi-zone systems can accommodate up to 5 zones with 208/230V and capacities ranging from 1.5 to 3.5 tons.

**Tested by Kitasato Research Center of Environmental Science. Test no. 2020_0650: anti-bacterial, anti-mold, and anti-virus effects when operating FrostWash one time.*

***RAS-VX13CJ (Eco Mode) compared with a Hitachi Cooling & Heating 1.5HP non-inverter model (Cooling Mode). Power consumption based on cumulative power consumption after 8 hours of operation. Room temperature at start: 35°C, Set temperature: 25°C, Fan Speed: Auto, Testing Condition: Three people in the room. Level of activity at 2.5m from the indoor unit estimated to be 1.0 metabolic equivalents (reading, etc.). Three people in separate locations in the room during the daytime with the curtains closed to cut the amount of sunlight to a low level. Ambient temperature lower than the set temperature.*



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To Glass Ceilings And Those Who Lend Us Their Hammers

By Emily Gutowski



Bryan Orr

This tech tip was written by Jennifer Manzo, an HVAC technician and the founder of the HVA-Chicks coalition, which offers tech support and training as well as resources for women in the industry. She was one of our panelists on this year's Women's Panel at the symposium and was recently featured on a livestream and podcast, which you can find her on social media as @HVACHicksjennifer. Thanks, Jennifer!

The last few weeks have been a whirlwind of events for many of us in the HVAC/R industry. I've been trying to write my first article throughout this time and will admit I have struggled. Writing has always been a passion of mine and usually something that comes easily to me, but this article needed to be different. I told myself the perfect topic would present itself, and just as I was beginning to worry, that moment hit me like a pipe wrench on an icy morning... in the parking lot of Kalos Services. I came to recognize a common theme during this event season: The women of this industry are shaking the very foundation on which we stand in all the best ways.

I was fortunate enough to sit on a panel of incredibly decorated yet equally humble women twice in the same month, having hard conversations about what it means for us to be here and why we choose to fight each day to be part of—and excel in—this male-dominated industry. On both occasions, I looked to my left and my right and saw the beautiful faces of my trade sisters and heard honesty and resilience pour out of their mouths in a way that our foremothers of decades past would have only dreamed of.

They spoke with such bravery and delivered their (sometimes differing) messages with professionalism and pride, and yet it cut me to feel their pain. The same pain I've felt so many times of feeling like outsiders,



being told we were less than or knowing our work would never be more important than our gender. In that seat, I couldn't help but feel a shift in energy I'd not felt before. We've all done this before, so why did this feel so different?

Here's where I rock the boat: The beauty in those moments I cannot attribute only to the women on stage but also to the reactions of our mostly male audience.

During the podcast, I saw moderator Matt Bruner listen intently and even struggle with wrapping his mind around the answers to his very own questions. I saw men in the chat compliment a bunch of HVAC gals for a job well done, support us so fiercely against negativity, and truly accept us as their own.

During the live panel at Kalos, I was blown away by the incredibly deep questions, comments, and anecdotes that my male counterparts were so easily ready to give. When Don Gillis said to a room full of people that he had been wrong to keep his wife off of job sites and speak of his admiration for her hard work, I was stopped dead in my tracks and forced to rethink a man's ability to grow! Looking around this room, I realized instantly that even though we were there to teach about the needs of women in trades, I was learning far more about the human ability to evolve. It occurred to me for the first time in my career that maybe we as women are not just tolerated but embraced in this community and that if we fail to celebrate that victory, we are letting our allies and ourselves down! These men aren't standing on those glass ceilings—they're giving us a boost and lending us their hammers!

This article had to mean something. It had to matter, and I can only hope that I've done justice in conveying the absolute force that the men and women of this industry can become—together. Change is happening, and there's so much more work that needs to be done when it comes to women in the HVAC industry, but this time, we won't be doing that work alone. —Jennifer Manzo



Mike Plathe Joins Cain Sales Company



Mike Plathe

Cain Sales Company is please to announce that Mike Plathe has accepted the Sales Manager position for the state of Florida.

Mike brings valuable experience, having over 20 years invested in the HVAC industry. He has worked for great wholesale operations like Carrier Enterprise, Ge-maire Distributors, and Baker Distributing. Mike will be working remotely from his home in St. Augustine. He is married with two children. You can reach him at mikeplathe24@gmail.com

Michael Hollis stated, "Mike Plathe will be a great asset to Cain Sales. With his product knowledge and experience, Mike is a natural to help grow our agency. Please welcome him aboard!"

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DETECT

PUMP

CLEAR

PROTECT



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For more info visit daikinfit.com

RGF Environmental Hosts Factory Tour and Training Class for Cousins Air Conditioning



RGF was thrilled to host the Cousin's Air Customer Service Team from Deerfield Beach, FL, at RGF Headquarters. They explored RGF's remarkable 10-acre environmentally friendly manufacturing, warehouse, and office facility. Robin Broderick provided insightful expertise



on improving indoor air quality with RGF's IAQ Solutions.

Cousin's Air, Inc. is a locally-owned and operated, full-service AC company, serving all of Palm Beach and Broward Counties. Established in 1995 by cousins John Brescia Jr. and Jim Brescia, they take great pride in providing top-quality AC services in South Florida, coupled with unparalleled customer care.

RGF® manufactures over 500 environmental



products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters includes 200,000 square feet of manufacturing, warehouse, and office facilities.



ASHRAE, The International Code Council Completes Draft Carbon Emissions Evaluation Standard

ATLANTA (January 26, 2024) – ASHRAE and the International Code Council (ICC) announced the release of the full publication public review draft of a proposed joint standard for the evaluation and documentation of greenhouse gas (GHG) emissions across a building's life cycle.

Proposed ASHRAE/ICC Standard 240P – Quantification of Life Cycle Greenhouse Gas Emissions of Buildings is open for comment from February 2, 2024 to March 18, 2024. Drafts are posted and comments can be made at [osr.ashrae.org](https://www.ashrae.org/osr).

Standard 240P will provide a methodology to

quantify the embodied and operational GHG emissions associated with buildings and their sites. The standard will also provide minimum requirements for documentation of life cycle GHG emissions.

The standard is intended to support building industry stakeholders, governments and the finance and investment industry in implementing a common platform for measuring, reporting and acting upon the GHG emissions of buildings.

“Standard 240P will play a pivotal role in addressing embodied carbon and significantly impacting the built environment's greenhouse gas (GHG) emissions,

particularly within mechanical, electrical, and plumbing (MEP) systems,” said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. “We are pleased to collaborate with the International Code Council (ICC) on this standard, recognizing the joint effort's potential to advance effective solutions and contribute to a more sustainable future.”

To review Standard 240P and provide comments, visit [osr.ashrae.org](https://www.ashrae.org/osr). For all standards related activities including announcements, public review drafts open for comment, call for members, sign up for ASHRAE Standards Actions at [ashrae.org/StandardsActions](https://www.ashrae.org/StandardsActions).



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Oldach Hosts Ducane Dealer Meeting 2024 at Dezerland Park in Orlando

Oldach hosted their Ducane Dealer Meeting 2024 at Dezerland Park in Orlando on February 22nd from 6-11pm. What a nice event it was! When you arrived you were greeted by Oldach staff who directed you to grab a cool refreshment and take part in the James Bond Museum.

Oldach dealers had access to the attached James Bond Museum which housed the original cars and props from all the 007 movies. What a perfect time

to relax, speak with the Oldach team, and other local industry friends. The food was terrific, and everyone enjoyed the presentation from the Best of Central Florida.

Sergio Sanjenis of Oldach, and Glenn Paetow of Allied thanked all the Ducane dealers and presented the 2023 sales increases, dealer support programs, marketing incentives, and financing that are available to them. After the presentation, the award

ceremony was underway. Over 30 awards were presented by Oldach at the Ducane Dealer Meeting.

At Oldach, they are committed to support their valued customers with quality products within the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, inspiring confidence in every purchase their customers make.



Arnaldo San Miguel, Lynnette Alvarez, and Marielle Rodriguez of Oldach



Jose Ramos of Oldach with Ann Scott Obrien and Glenn Paetow of Allied



Makiala Nichols and Justin Clark of "The Best of Central Florida Show" with Sergio Sanjenis of Oldach



Daniel and Margarita Padin of PD Mechanical with Jesus Quiles and Moses Martinez of Oldach



Roberto Vitari and Anna Abreu of CTR Air Conditioning enjoying the James Bond Museum



Pedro and Laura Lugo of Quick AC with Arnaldo San Miguel and Fernando Garcia of Oldach



David Estrada of Keep Cool, Arnaldo San Miguel of Oldach, Jose Medina of Medina AC, Jose Ramos of Oldach, and Carlos Santiago of Medina AC



Dezerland prepared a delicious buffet which included Herb Chicken, Vegetable Paella, Italian Beef, Salad and more



Jose and Deborah Almenas of AL-Air Conditioning



Lex Carrasquillo and Jose Peralta of Air-Lite with Anthony Diaz, Eric Diaz, and Effrin Carrasquillo of Oldach



Carlos and Fidelena Valencia with Moses Martinez of Oldach



Santiago and Johanne Teran of Teran AC Solutions, Daniel and Margarita Padin of PD Mech, Maria Dorta of M.C. AC Heat Services LLC, Ramon Chicon of Chicon AC



Over 30 Awards were presented by Oldach at the Ducane Dealer Meeting at Dezerland Park in Orlando. All the award recipients gathered on stage for a group photo



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*When matched with an existing Air Handler Unit (AHU), the AHU must have TXV valve. The refrigerant must be R410A. Use a two-stage thermostat with "Heat Pump" mode and then set the Heat Pump configuration to "B". Install/ ~replace 24v (18/6) non communication wires.

Proven Disinfectant D7 by Decon7 Now Available as IAQ Solution for HVAC Industry



COPPELL, TX – Jan. 16, 2024 – The need to improve indoor air continues to challenge the HVAC industry as viruses, allergens and other harmful microorganisms circulate and impact the health of homeowners and building occupants. Now wholesalers and contractors can augment their indoor air quality (IAQ) offerings with a powerful and versatile solution from Decon7 Systems: a disinfectant for HVAC system components that is proven to kill harmful pathogens that thrive in these systems and can cause health issues.

Decon7's recent entrance into the HVAC market offers contractors a new revenue stream with products that are affordable and can be easily applied during a service call. Contractors and wholesalers can meet Decon7 staff at the AHR Expo (Booth #N1413) to learn more about the product line and review potential revenue scenarios based on service calls per year.

Unlike products on the market that only sanitize, D7 is an EPA-registered disinfectant, deodorizer, sanitizer and powerful cleaner with a kill rate of up to 99.9999%. This provides contractors with one of the most powerful solutions available to kill pathogens that collect in evaporator coils and on fan blades; it can also be fogged into ductwork for deodorization (not in CA) and foamed into drains as a deodorizer.

Decon7 Systems is a long-time developer and producer of D7, a proven 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 verified as effective in eliminating several types of molds including Aspergillus Niger (black mold).

D7 is composed of mild ingredients with a pH close to neutral, making it safe on a wide range of surfaces in residential and commercial properties.

"Consumers are increasingly demanding superior indoor air solutions, and D7 emerges as a powerful addition to the array of IAQ products that can fulfill that need," said Matt Bluhm, Chief Executive Officer of Decon7 Systems. "We aim to collaborate with wholesale partners committed to expanding their IAQ product lines. By providing access to D7, we can support their business growth while also enabling them to deliver an innovative product that meaningfully enhances well-being through better indoor air."

Decon7 is already partnering with numerous wholesalers in various parts of the U.S.

Complete product descriptions are available at Decon7.com. View the product labels on the website for a comprehensive list of pathogens killed, application methods and directions for use.



Contractors and wholesalers meet Decon7 staff at the AHR Expo in Chicago

JB Industries Launches NEW Platinum PRO American-Made Vacuum Pumps

Aurora, IL – February 5, 2024 - JB Industries, a premier manufacturer of American-made HVACR tools and equipment, has announced the launch of PLATINUM PRO™ Professional Grade Vacuum Pumps. Available in 8.4 and 10 CFM models, these A2L Compatible pumps feature details such as dual-voltage capability, a one-shot, full-quart oil fill and an LED sight glass.

Like all JB vacuum pumps, PLATINUM PRO pumps are proudly crafted in JB's Aurora, Illinois factory out of premium heavy duty finned aluminum, American-made brass fittings and stainless-steel valving. PLATINUM PRO also boasts a Dual-Voltage, 115/230-volt DC motor with a convenient dual voltage sliding switch. PLATINUM PRO, however, offers several unique features that distinguish it from other vacuum pumps on the market.

"We really listened to what our end users were asking for in their pumps and paid close attention to the details while designing PLATINUM PRO," says Dave Madden, Director of Engineering at JB. "For ex-



ample, PLATINUM PRO pumps accept a full quart of oil, and we added in an oil bottle seal piercing spike. So, all a technician needs to do is flip over the quart of oil, pierce it, and it will dispense the right amount of oil every time - in one shot."

Other stand-out details include an LED back-lit oil sight glass, a wide, anti-tip base with cap storage, and an extra-large bottom ¼ turn ball valve oil drain that drains 3X faster than other pumps.

Another key feature of PLATINUM PRO pumps is their compatibility with Class A2L refrigerants. "JB is dedicated to preparing our wholesale customers and technicians for the industry's shift to

A2L and PLATINUM PRO gives them the ability to safely work with these future refrigerants," says Jeff Cherif President of JB Industries. Like all of JB's American-made pumps, PLATINUM PRO pumps are 100% field repairable for life. "When a technician purchases the PLATINUM PRO or any JB pump," says Cherif, "they can feel confident they are investing in a tool that is built for a lifetime of use."



RectorSeal Introduces SureGrade Adjustable Drains to Plumbing Products Portfolio



drain that provides greater installation flexibility and enhances the company's plumbing products portfolio.

SureGrade is an on-grade adjustable drain with an integral design that allows the installer to adjust the drain using three separate points. This key design results in a seamless, level surface. SureGrade saves the installer time by not having to return to the job site to adjust and install the grate. Further, SureGrade has a pre-installed grate with a protective cap that resists potential damage during construction. The SureGrade cap includes a 4mm Allen Key, which the installer uses to make accurate adjustments, up to one inch vertically, to the strainer height after the concrete pour.

Additional features of SureGrade include:

- One-step installation
- Pre-threaded trap primer with knockout

Houston, TX, February 13, 2024 – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, introduces SureGrade™, an adjustable

grate

- Constructed of a 5-inch round nickel bronze
- 1,500 Load Rating
- Designed to meet ASME A112.6.3

"One goal at RectorSeal is to provide customers with products that allow them to be more efficient, effective, and productive. SureGrade meets all those requirements and more," said Jeff Ponce, Product Development Manager at RectorSeal. "SureGrade is a great product that complements our entire plumbing product line. I know that our customers will enjoy the unique product benefits."

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.



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Saez Distributors Hosts SFACCA Lunch & Learn Training Series with Google Nest Pro at the Ft Lauderdale and Doral Locations

On February 8th and 9th, Saez Distributors hosted the SFACCA Lunch and Learn Training Series on Google Nest Pro at their Broward and Doral locations. Lunch and refreshments were provided by Saez Distributors.

Facilitators for the training were Fernando Ramirez and Cana Oztekin from Google Nest Pro.

The big focal point was about basic and advanced troubleshooting on the Google Nest Pro Thermostats. Next topic was about HVAC monitoring and Nest benefits. After that, the smart and voice controlled HVAC System was presented. To finish up the training class, the subject geared to proper installation and troubleshooting tips.

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. Don't miss the upcoming SFACCA Lunch and Learn on Low GWP Safety Training to be held at Saez Distributors on March 6th and 7th.



Andre Saez and Jose Minalla of Saez Distributors, Rochisnel Jerome of Lion Air Conditioning, and Javier Cepero of Saez Distributors



Google Nest Pro training facilitators Fernando Ramirez and Cana Oztekin



Andre Saez of Saez Distributors spoke to the class about future SFACCA events and the benefits of becoming a member



Cana Oztekin revealed that HVAC monitoring is a thermostat feature that will help you identify potential issues with HVAC systems



Cana Oztekin of Google Nest Pro discussed the early warning feature - If Nest detects an issue that should be fixed soon, they will send you an alert



Cana Oztekin showed how Nest retains your customers buy programming your info into the thermostat for future service



Fernando revealed that In addition to app-based controls, the Nest thermostat also works with Amazon Alexa and the Google Assistant for voice control



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



There were two Google Nest Pro SFACCA Lunch and Learn training seminars held at Saez Distributors

hilmor® Fastest Hands in HVAC/R Contest Bigger than Ever at AHR 2024



February 20, 2024 (Duluth, Ga.) – hilmor® Tools, the premier tools brand within the DiversiTech® family of HVAC/R products, hosted its annual hilmor® Fastest Hands in HVAC/R competition at AHR 2024 in Chicago with the most participants in its 9-year history. The tournament-style competition drew over 300 entrants (a 44% jump over 2023), all vying for the grand prize of \$1000 in hilmor tools.

hilmor® Fastest Hands competition shines a light on the expertise and passion of HVAC professionals while highlighting how hilmor specialized HVAC/R tools can help them excel at their jobs. Each competitive round showcased different skilled tasks, with the final task being a full mini-split install, a first for the competition.

This year's winner, Ryan Figueroa, of Top Gun Mechanical located in Imperial Valley, California, dominated the competition and took home the top prize. According to Ryan, "This was the first time I



entered this competition and I'm glad I did. It was exciting to compete using hilmor tools and even better to win! Looking forward to using even more hilmor Tools on the job since they're such high quality tools."

The final round involved entrants installing a full mini-split, including bending copper tubing, connecting linesets, and utilizing a hilmor vacuum pump. "This year we wanted to create tasks that more closely mirrored the job site. Installing an entire mini-split on a trade show floor turned out to be challenging under time constraints, but very exciting to watch. Because our customers are passionate about hilmor Tools, we always try to incorporate as many of our highly engineered tools within the competition," said Andrea Halpin, Director of Product Marketing for DiversiTech.

The hilmor® brand of tools, known as a trusted supplier of innovative and quality HVAC/R tools, such as manifolds, gauges, vacuum pumps, and electronic tools, is the premium tool and accessories brand within the DiversiTech® family of HVAC/R products.

Training for HVACR Educators and Trainers

Have you ever wished that leading manufacturers, typically competitors in sales, would unite for a singular training event specifically designed for educators and trainers in the HVACR industry?

Well, dreams do come true! Join us at this unmissable event where you can delve into cutting-edge technologies that will enhance and modernize your training methods.

With nearly 100 classes offered, leading manufacturers, associations, and industry experts from across North America are converging in one place, the South Point Hotel in Las Vegas, NV. This is an opportunity you simply cannot let pass by.

Will you be among the 1,000 attendees at the National HVACR Education Conference? We certainly hope so, because as technologies evolve, so must the training we provide.

Come and gain firsthand insights from industry leaders at our high-impact train-the-trainer boot camp. Don't miss out on this invaluable opportunity!

Plus, don't miss out on the chance to explore the latest products and innovations showcased by leading manufacturers in the HVACR industry. There's something for everyone.

PBACCA February General Meeting



It was great to see everyone in person and eat some good food provided by the Beach Club



Dave Anderson of Carrier Enterprise

PBACCA hosted its first general meeting for 2024 on February 1st. Our meeting was sponsored by the Sales Manager for Heresite Protective Coating, Dan Lusk and Protech Coating - Andy Sanchez. Andy was also recognized for his contributions to our association as the 2023 PBACCA Member of the Year. Andy started his business Protech Coatings just 3 years ago; however, he has well over 25 years of experience. He does a great job of applying protective coatings such as Heresite to HVAC equipment and was just certified to apply Rhino Pro Bed Liner's. As we all know starting a new business from the ground up takes effort, time and dedication, please keep Andy in mind for your coating needs.

Our guest speaker was Dave Anderson, Product Manager for CE, Carrier Enterprise. Dave spoke to our group about the upcoming changes in refrigerants and the nuances of that change. He informed the group on some of the reasons why these changes are coming, what the timelines were, reasons behind the current R-410a price increases, what makes the new A2L compliant equipment different as well as some installation practices we need to be aware of when installing the new equipment. Although Dave is with Carrier Enterprise, he provided good information from an industry perspective.

It was great to see everyone in person as it was an exciting night full of good food provided by the Beach Club in Lake Worth and a wonderful social hour. The presentations were informative and to the point. We hope to see you all at the next General Meeting on April 4th at 5:30.

As a reminder we are always looking for board members. If you are interested in serving on the PBACCA board, please let us know. It's a great way to be involved and make an impact in our industry.

Danfoss Seeking Nominations for EnVisioneer of the Year Award

Danfoss is accepting entries for its 15th annual EnVisioneer of the Year award competition, which recognizes North American original equipment manufacturers (OEMs), building owners, municipalities, contractors and end-users that have introduced a new product, opened a new facility, or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

Interested participants may enter the competition by submitting a nomination by July 19, 2024. Applications will be reviewed and selected by a panel of third-party judges representing various disciplines. For more about the EnVisioneer of the Year award competition, read about previous winners, or find information on how to submit a nomination, please visit <https://www.danfoss.com/en-us/about-danfoss/insights-for-tomorrow/envisioneer-of-the-year/>.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 435,589 units in December 2023, down 29.3 percent from 616,201 units shipped in December 2022. U.S. shipments of air conditioners decreased 25.3 percent, to 238,542 units, down from 319,194 units shipped in December 2022. U.S. shipments of air-source heat pumps decreased 33.7 percent, to 197,047 units, down from 297,007 shipped in December 2022.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 16.7 percent, to 8,656,674, down from 10,388,054 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 16.7 percent, to 5,040,042 units, down from 6,053,575 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 16.6 percent, to 3,616,632 down from 4,334,479 units shipped during the same period in 2022.

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ASHRAE Miami Technical Meeting - ASHRAE Standard 15 - A Review and Update of the Safety Standard for Refrigeration Systems

ASHRAE Miami Chapter held their Technical Meeting on February 13th, 2024 at 12pm, at the 94th Aero Squadron. 1395 NW 57th Ave, Miami, FL 33126. The meeting presentation was about Standard 15, which is one of ASHRAE's oldest standards dating back to 1919. Its purpose is to specify safe design, construction, installation, and operation of refrigeration systems. All engineers

that work with building mechanical systems should have a basic understanding of this Standard and for those engineers that work closely with refrigeration or chilling systems, they must have a deeper understanding of it and its requirements. This presentation provided a review of it and highlight recent changes to the standard. Common misapplications were presented and discussed.

Don't miss the next ASHRAE Miami meeting at the 94th Aero Squadron in Miami on Tuesday, March 12th, from 12-2pm.
Dr. Patricia Gómez will share about the efforts of Miami-Dade County to improve their facilities' efficiency by benchmarking, and retrofitting existing buildings, and expanding renewable energy generation.



Timothy De Carion and Rolando Soto of Broward County Board of Rules and Appeals



Raul Fernandez, Elizabeth Fernandez, and Lester Dopico of Shamrock Engineering



Horacio Alvarez and Gonzalo Garcia of Galpa Exporting



Jimmy Bautista of Tropic Mechanical, David Vasey of Air Source Corp, and Ricardo Guarcioni of Tropic Mechanical



Cristian Gonzalez, Manuel Flores, Leonel Son, Jorge Porro, Frankcys Salas, Ricardo Porro, and Eddie Diaz of Turnkey Mechanical



Matias Salgo and Igor Gonzalez of ESI Consulting Engineers



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



A great turnout for the ASHRAE Miami Technical Meeting at The 94th Aero Squadron



Speaker Doug Reindl is the founding director of the Industrial Refrigeration Consortium (IRC) at UW-Madison and an ASHRAE Fellow



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PBACCA 2024 2nd Clay Shoot at the OK Corral Gun Club Okeechobee, FL February 10th, 2024

PBACCA hosted their 2nd Clay Shoot on February 10th, at the OK Corral Gun Club in Okeechobee, FL. Registration started at 8:45am, and 136 shooters participated.

There was a safety meeting just before the tournament began at 10am. At 12:30pm a delicious BBQ Lunch was provided. After that were the Raffles and Award Ceremony.

The Event Title Sponsor was Sea Coast Curbs

& Adapters. CMI Air Conditioning was the gun sponsor. Yeti cooler prize sponsored by Lowen Air Conditioning.

Clay Shoot Winners were: 1st place, Austin Sheltra, Jeff McCraine, Ryan Quinn and Clint Mehrer of PRP Construction. 2nd place, Jason Tota, Steven Tota, Carig O'Hara, and Hunter Tota of Evergreen Insurance.

Cole Langel of Seacoast Adapters won the

gun raffle. Curtis Sammons of Carrier Enterprise won the Yeti cooler raffle. Best Youth was Ricky Sheltra of PRP Construction. Best Female Shooter was Trish Calogero of CMI Air Conditioning. Best Male Shooter was Michael Pipkens of Henderson Insurance. Last Place Award went to Andre Legette of Trane Technologies.

2025 is already in the planning stages and will be setting the date very soon.



Everyone who entered the tournament came together for a brief safety meeting



Chris Litschauer, John Jensen, Thomas Juday, and Andre Legette of Trane Technologies



Tim Snell, Tim Peterman, Justin Pifer, and Dario Alvarez of Steven K Denny Air Conditioning



Jeff Snead, Lenny Cipolla, Jay Weiss Jr., and Bradley Sims of Ferguson HVAC



Arturo Alba Jr, Andrew Rich, Jerry Chadwick, Chase Kolsha, Joe Westbrook, and Myles Westbrook of Arco Supply



Brian Cook, Scott Sasone, Scotty Sansone, and JC Reydel of Carrier Enterprise



John Hunton, Kyle Hunton, Drew Lapatin, and Joe McCoy of John C Hunton Air Conditioning



Matthew Daniele, Sam Mazzei, Cody Bonea, and Cody Yearly of Ferguson HVAC



Ryan Soltow, Dan Seslar, Trent Morris, and Travis Pabst of Tropic Supply



Brandon Langel, Ryon Abramski, Tyler Langel, and Cole Langel who won the shotgun raffle, of Seacoast Curbs & Adapters



Scott Wise, Chris Erickson, Bobby Longcorie, and Dennis Hardesty of Baker Distributing



Trevor Tonkovich, Mike Kilbourne, Ronnie Lauch, and Curtis Sammons of Carrier Enterprise



Chris Portalatin, Patrick Fagerquist, Andy Sanchez, and Josh Bennet of Decon 7



Marcus Williams, Tyler Rush, Casy Walker, and Ian Lowery of Baker Distributing



Thomas Sullivan and Andres Ponce of Rectorseal, Ezequel Enriquez and Leo Diaz of Miller Central AC



1st place - Austin Sheltra, Jeff McCraine, Ryan Quinn, and Clint Mehrer of PRP Construction, with Kelly McCann of PBACCA



2nd place - Jason Tota, Steven Tota, Carig O'Hara, and Hunter Tota of Evergreen Insurance, with Kelly McCann of PBACCA



The 2nd Annual PBACCA Clay Shoot was a full event. Everyone had a great time at the OK Corral

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Tropic Supply Hosts Samsung Mobile Training Center Show

Hands-on Demonstrations of the Samsung Product Line

During the month of February, the Samsung Mobile Training Center visited the Mid Miami and Tallahassee Tropic Supply Resource Centers in Florida. This is a great way to provide hands-on in-

troductio 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

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).



Heather Anusbigian and Vielka Escovar outside the Samsung HVAC Mobile Training Center at Tropic Supply in Mid Miami T-7



Michael Glenn of Samsung showing some Miami contractors the great features of a new Samsung ductless wall mount



Brian Michael of Samsung gave detailed instructions which included a hands on introduction at the Tropic Supply training in Tallahassee



Inside the Samsung trailer was a section with ceiling mount applications



Michael Glenn of Samsung with John Thomas of Thomas Marine Systems



Tropic Supply T-7 Mid Miami employees inside the Samsung Mobile Training Center learning from Michael Glenn



Tallahassee Tropic Supply T-21 customers learning how to troubleshoot Samsung ductless systems



Michael Glenn giving product demonstrations and answering some technical questions



The Samsung Mobile Training Center parked outside the Tropic Supply Resource Center in Tallahassee

HARDI Announces Addition of Todd Titus, Director, State and Public Affairs



Todd Titus

COLUMBUS, Ohio, February 27 – Heating, Air-Conditioning, and Refrigeration Distributors International is pleased to announce Todd Titus will be joining the association as Director, State and Public Affairs.

Titus will be the first at the association to serve in a full-time role dedicated to helping HARDI and

its members advance policy at the state level. State Government Affairs is an increasingly complicated effort, with every state following different legislative schedules and varying degrees of regulatory autonomy that affect products sold by HARDI members. Tracking and mitigating the changes to the industry posed by state action is necessary to the success of HARDI's total policy engagement approach.

"With the federal government increasingly handing over major policy decisions to state governments and state legislators seeking to move faster than federal policy, HARDI has recognized the need for a full-time position to cover state government affairs," explains Alex Ayers, Vice President of Government Affairs. "Todd showed great potential based on his experience in local and state government affairs and

a willingness to dive into HVACR policy. I expect Todd to be a great addition to the team at the perfect time for distribution to take advantage of the IRA funds that will soon be flowing to states."

Titus joined HARDI from the largest trade association in the United States, and as the government affairs director in his previous role, he advocated to protect association interests and coordinated all association activities in the legislative, governmental, and political spaces. Now, as HARDI's new Director of State and Public Affairs, Titus will apply his experience to HVACR-related issues to protect the interests of HARDI membership.

Titus' day-to-day will involve monitoring legislative and regulatory changes across all 50 states to inform and educate HARDI membership. Along with informing membership of key issues, Titus will spearhead grassroots initiatives, advocate before elected officials, and network in person with relevant stakeholders to ensure the success of HARDI's policy engagement approach.

This new addition to HARDI's Government Affairs team stands to impact members' understanding of current political issues in significant ways. Current examples of applicable policy changes affecting the HVACR industry are Congress-directed rebate programs for electrification and energy efficiency and regulated PFAS. Both issues require a deeper understanding and context for how their impact affects the distribution channel. Titus will be the eyes, ears, and distributor of key information to membership to drive state-level initiatives.

HARDI CEO, Talbot Gee adds that "Wholesale distribution, regardless of a company's size, is a local business and our industry is more frequently becoming the focus of state regulation and legislation, so it's time for HARDI to expand our Advocacy efforts into state affairs. HARDI has engaged in state issues when possible, but we didn't have the bandwidth to be strategic and proactive in the states. I am excited to have Todd join Alex Ayers to build a powerhouse team to represent our members in every state and learn from one of the very best government affairs professionals in all of HVACR."

ABOUT HARDI

HARDI (Heating, Air-conditioning, and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 440 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies. Learn more at www.hardinet.org.

The ABC's of a Strong Dealer-Distributor-Manufacturer Partnership

Like in any business sector, the most successful HVAC dealerships have strong partnerships with their product manufacturers, including the manufacturers' distributors and local sales teams. Whether it's HVAC equipment, sheet metal, plumbing supplies, or HVAC accessories, knowing and working closely with the manufacturer and their distribution channel is crucial, particularly after the recent supply chain challenges that put the industry on its heels.

A large \$4M+ HVAC dealer in the upper Midwest recently summed up the implications of a flawed business partnership: "We sold brand X for two decades and then after COVID hit, all of their equipment and parts went on backorder. It suddenly felt like we couldn't get answers nor were we getting any communications or help from the manufacturer or their local representation, so we switched everything to Brand Y. We had to keep our business running."

While many manufacturers dealt with supply chain and production issues during the COVID pandemic, the real differentiator was how accessible they made themselves to help customers manage through the situation. What caused Bob to switch brands was in part the need for product, but it was more the lack of Accessibility and Communication from Brand X. Bob's needs at a critical time were better fulfilled by Brand Y and they won his business as a result.

When I asked Bob if Brand X could have prevented his leaving despite the supply challenges, he said, "Absolutely, I just needed people to talk to me about how they could help me manage the situation. I needed bodies who could find solutions as opposed to just showing backorders on the MRP system. We need our suppliers to be in the fight with us day to day. If there's a problem, we all have to come together and figure it out so I can run my business and they can sell their product."

So, the A in the ABC's of a strong dealer-distributor-manufacturer partnership is Accessibility and Communication, which means being present as a business partner and communicating openly, honestly, and often, whether it is to deliver good news or bad, or just to work together to find new business opportunities. And this goes in both directions; a manufacturer needs dealers and distributors who are accessible and who communicate. Manufacturers need the confidence that their field network is always available and willing to receive and provide important information.

The B in the ABC's of building a strong partnership is Business Integration. A dealer needs more than just a supplier of goods, they are looking for partners who have skin in the game and are integrated into their business strategy and operations. When I talked with "Allen," a dealer in the southwest, he said, "I used to work with Brand A, but it was a one-way street. They gave me sales objectives that they expected me to meet, but they didn't offer any tools or guidance to help me grow my business. After a while, I went to Band B because they took more of an interest in getting involved and helping me grow my sales and profit." Likewise, manufacturers need dealer and distributor partners who understand and help drive their strategy and market share growth. If all parties are not effectively integrated and pulling in the same direction, success won't be sustainable.

Cultural Alignment is the C in the ABC's of a strong dealer-distributor-manufacturer partnership. Most personal relationships flourish when people have shared values and interests along with similar or complimentary personalities. The same is true in business. Successful dealerships are generally partnered with manufacturers and distributors who are like-minded and have similar company cultures and philosophies. If Manufacturer A has a culture of exceptional quality from its products to how it interacts with its customers, they will have the greatest chance for sustainable growth and success if they align with distributors and dealers who also regard quality as a top priority. A dealer who is purely focused on low-cost and high profits with no regard for quality would be a detriment to Manufacturer A. Likewise, a dealership with a culture of quality can not be successful working with distributors or manufacturers who focus on cost at the expense of quality. A senior sales leader in a large US HVAC manufacturer explained it well: "We put a lot of effort into vetting our distributors and dealer to ensure their values align with ours and that they truly believe in our products and the mission of our company."

In summary, a strong dealer-distributor-manufacturer partnership requires A.) Accessibility & Communication, B.) Business Integration, and C.) Cultural Alignment between all constituents in the relationship. Bob put it well when he described what he loves about working with Brand Y: "They keep me informed on my orders and any product updates, they are there when my team needs technical support, they know my business and act like they have a vested interest in its success, and we both believe energy efficiency is a top priority for homeowners."


About the Author

Paul M. Berman, President & CEO of Commerce Health Business Consulting holds an MS in Experimental Psychology from State University of New York and an MS in Business Management from Rensselaer Polytechnic Institute (RPI). Before starting his consultancy, Paul worked in leadership roles at Carrier Corporation, Johnson & Johnson, and Stryker. He specializes in providing business and marketing consulting to HVAC manufacturers, distributors and dealerships as well as to companies in consumer goods and healthcare. Paul resides in Florida with his wife Marie. They have two adult children, a daughter Madison who is a Software Engineer and son Reid who is an Editor in North Hollywood, CA.

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Jamie Fore
District Technical Rep.
Ruud



Wade Hadaway
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Ruud

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WHEN

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WHERE

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WHEN

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March 21, 2024**

WHERE

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WHEN

**Friday,
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WHERE

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WHEN

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April 23, 2024**

WHERE

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WHEN

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Message from FRACCA President Will Barnes



As we are getting closer to the ACCA National Conference March 11-14, 2024, at the Sapphire Falls Resort at Universal Studios Orlando, we wanted to share some of the legislative items that our Lobbyist has been working on for FRACCA. To hear more about these bills and other pertinent items that RSA is working for FRACCA.

Please visit the Town Hall on Wednesday, March 13 from 3:00pm – 4:00pm.

Subject of the Town Hall: When contractors stand together, we win! Hear how ACCA advocacy defeated two EPA rules that could have crippled our industry. Based on FRACCA's success in passing two bills in Tallahassee, imagine what's possible in your state. ACCA's Director of Government Relations and Advocacy, Chris Czarnecki, and FRACCA Lobbyist Edward Briggs will share the strategies that paid off in 2023, threats and opportunities on the horizon, and seek your feedback on what we should prioritize in the year ahead.

Here are a few of the items that Edward has been working on since our visit to Tallahassee in November 2023.

- HB 0049 - Employment and Curfew of Minors (Sponsored by Chaney)
- The bill is scheduled for discussion in the Senate Rules Committee on February 26, 2024, at 2:00 pm, in room 412 K. This legislation addresses the employment conditions and curfew regulations for minors, which could have implications for businesses employing young workers.
- HB 0433 - Employment Regulations (Sponsored by Esposito)
- Amendment 212755 filed by Representative Esposito. This bill proposes changes to employment

- regulations, which may affect compliance and operational procedures for businesses in Florida.
- SB 1492 - Employment Regulations (Sponsored by Trumbull)
 - Similar to HB 0433, this bill is also on the agenda for the Senate Rules Committee meeting on February 26, 2024. It seeks to amend current employment regulations and could parallel or diverge from the provisions proposed in HB 0433.
 - SB 0460 - Career and Technical Education (Sponsored by Simon)
 - Amendment 446798 filed by Senator Simon. This legislation focuses on enhancing career and technical education programs, potentially affecting workforce development and educational institutions.
 - HB 1547 - Local Government Actions (Sponsored by McClure)
 - The bill has passed the State Affairs Committee with a favorable vote of 16 Yeas to 5 Nays and is now placed on the Calendar for a second reading. It addresses various local government actions that could impact regulatory environments at the municipal level.
- As lawmakers head into the final two weeks of the legislative session, the window for passage of bills still in committee is narrowing. Subcommittees are no longer meeting. A Senate rule ends most committee meetings by the 50th day of session – Feb. 27 – leaving bills still facing multiple committee hearings with few chances to be heard. The House's 45th rule (Feb 22) means that House committees are on a one-day notice.
- While bills can't be declared "dead" until the session ends – several procedural rules, and the ability of legislative leaders in both chambers to simply waive rules in some cases – allow for bills to be resurrected when their path has been seemingly ended, and parts of legislation can be amended on to other bills, it is still unlikely that measures not heard in committee by now will pass in their current form.

SFACCA Breakfast and Learn Vacuum and Recovery Training presented By NAVAC



On February 27th and 29th, Saez Distributors hosted the SFACCA Breakfast and Learn Training on NAVAC Vacuum and Recovery at their Broward and Doral locations. Breakfast and refreshments were provided by Saez Distributors.

The Facillitator for the training was Andres Ponce of Target Sales. Andres discussed the regulations and best practices around A2L systems including outdated practices to meet new safety needs. He also demonstrated how to do a faster vacuum and recovery using the proper tools available from NAVAC.

NAVAC has a full line of A2L-compatible tools for evacuation and recovery. NAVAC has been designing tools this way in preparation for wider A2L adoption like DC motors, sparkless designs, insulated electrical terminations, soft power switches, and fans.

Don't miss the upcoming SFACCA Lunch and Learn on Low GWP Safety Training to be held at Saez Distributors on March 6th and 7th.



Andres Ponce of Target Sales, Andy Saez of Saez Distributors, and Brad Carson of Target Sales



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Gemaire Distributors Ft. Myers Hosts Customer Carnival Day

February 20th, 2024

On Tuesday February 20th, from 4 to 7 pm. Gemaire Ft. Myers hosted their Customer Carnival Day. The event showcased over a dozen trade vendors, showing all their newest products available at Gemaire. There were food trucks offering BBQ, Cheese Steak sandwiches, and more.

Gemaire created a true Carnival Vibe with Pop-corn, carnival games, great raffles, and prizes. Many product specials were available to take advantage of. Gemaire Ft Myers is located at 11803 Metro Parkway Fort Myers, FL 33966. Randy Ross is the branch manager. Stop by to see Randy, or any of his

experienced staff to assist you with your product selections. Whether your needs are product, technical training, sales training, marketing tools and resources, Gemaire wants your business to be as successful as possible.



The Gemaire Ft. Myers Customer Carnival Team who made it all happen!



Vivain Ochoa, Gianna Solis, and Tamara Tolley of Gemaire



Alberto Guerra of Master Touch Air Conditioning was the Grand Prize winner of a \$1000 Carnival Cruise gift card



Parker Kennedy, Richard Liberty, and Bart Chavarria of Bethel Products



Jack McDaniel of Gemaire keeping score for Howard and Debra Hoagland of Comfort Diagnostics that were trying their luck at the carnival game



David Waugh of Target Sales with Alex Koutny, Lisa Upeslakis, and Gilbert Menina of Always Honest Air



Gabriel Vecin, Nirvana Jewel, and Aaron Miller of Gemaire



Nick Ramirez and Lionel Delgado of AC Pro's with Steve Dover of Nu-Calgon



Santos Rodriguez of Rod Aire with Fidel Martinez of Copeland



Chris Galvin of Bosch, Mike Steiner and Albert Mena of Service First, Kevin Beatty of The McAllister Group



There was a great turnout for the Customer Carnival Day! Everyone enjoyed the nice selection of food available from the two food trucks!



Shawn Workman of BFS, Randy Ross of Gemaire, Scott Kuschel of Miami Tech, Mike Lemm of Gemaire, Lilly Neuberger and Ileana Valdez of BFS



Mike Lemm of Gemaire with Jackie Tutko of The Metal Shop



Nickel City Red Hots offered The Billy, not The Philly with Buffalo Fries!



Corey Sprague of Air Necessity with Sal Hamidi of PED Associates



Joseph Pukala of Lee County Facilities with Rob Hamilton of Hamilton & Associates



Big Smoke BBQ served up some delicious Spicy Ribs, Chicken, or Brisket, Mac & Cheese, and Corn on Cobb



Bing Berringer of Ron McLaughlin & Associates Fernando and Mallibis Benitez of Benitez Cooling



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Performance Pointers

By James Ball



High Performance Proactive Preparation

By this time every year I was ready for summer. Not only because I hate cool weather, but because three or four slow months took a toll on my cash flow. My business needed billable hours and I needed to sweat from the heat.

Reactive companies depend heavily on outdoor temperature to keep their staff busy and paid. Here are some steps you can use to prepare for the upcoming summer and help your company take better care of customers.

Equipment Maintenance:

First, make sure all service vehicles and equipment are in optimal condition. Start by ensuring sure your fleet is current on oil changes, fresh tires, appearance, and are clean. I once read an article that said each service vehicle makes 1.2 million impressions a year. Why not make sure each impression is a good one? This is also a good time to get your staff to renew

their driver licenses. Ask yourself if you have enough vehicles on the road to keep up with the demand. We used to prepare a spare vehicle for use when any vehicle broke down. Each service truck carried the same stock and had the same layout. So, if my technician needed to use the spare truck, it was easy to find everything.

Stock Up on Supplies:

Anticipate increased demand for parts and supplies during the summer months. You can stock up on commonly used items to avoid service delays. Work with your supplier to review last year's parts orders and adjust your truck stock accordingly. You can also negotiate better pricing on bulk purchases now, before summer hits. At my business we would shop for a pallet or two of refrigerant and could easily save 20 to 30% during slower months. You know you will use refrigerant, so this is a good investment to make now.

Remember, if you have been slow for a few months your supplier has been slow too and will be ready to negotiate.

Staffing:

Evaluate staffing levels to ensure you have enough technicians to handle an increased workload. Consider hiring seasonal help if necessary. We would look for high school or college students to help us answer the phone and dispatch during our extended summer hours. That's because we stayed open later to take care of our customers. Also, ask your co-workers for any anticipated time off to get it scheduled. The last thing you want are surprises during the summer.

Be sure you set expectations for the summer months. Meet individually with your staff to talk about and plan for the upcoming increase in hours and workload. Prepare goals together not only for sales performance but also for the number of calls per day and maximum number of hours worked each day. This discussion will also help you prepare for staffing needs.

If you need additional personnel, hire them now. Sometimes great technicians have been laid off and are ready to make a change to a company who is proactive.

Training:

Provide training and refresher courses for technicians so they remain up-to-date on the latest technologies and techniques. This step helps improve efficiency and customer satisfaction. Put together your in-house training schedule and make sure everyone teaching prepares now. Don't wait until summer hours keep them from having time to prepare. Look at your call backs and make sure training topics address how to avoid those problems.

One thing we would train on was how to avoid heat exhaustion. This is easy to overlook. We would have a local Emergency Medical Technician, or EMT, (usually found through an insurance provider) train us on how to take care of ourselves when working in hot environments. The EMT discussed how to stay hydrated and trained our office staff on how to help our guys with scheduling breaks and monitoring outdoor conditions.

Scheduling:

I don't know which architect thought it was a great idea to put indoor HVAC units in the attic. It's obvious they have never been in an attic on a 90-degree day. This constraint limits the amount of time you can safely work on the equipment because the surfaces are so hot you need to wear oven mitts.

Attic systems are a fact of HVAC life, and you need to be wise about scheduling calls that require attic time. We used to schedule our attic tune-ups first thing in the morning and ask the customer if we could start at 6:00 or 7:00 am. We did the same thing with change outs. That extra hour or two in the morning could save three or four hours in the afternoon. When we explained this to our customers, they usually were very understanding.

Implement efficient scheduling practices to maximize productivity and minimize downtime. Then, use scheduling software to optimize routes and dispatch technicians faster. I found it was best to dispatch technicians from home to the call nearest their house first. Since the rest of you day hinges on timeliness, make sure the technician arrives at their first call on time.

Promotions and Marketing:

Take advantage of the summer season to run promotions and marketing campaigns to attract new customers and incentivize existing ones to schedule maintenance or upgrades. This can be tricky because the worst thing you can do is run a promotion and then get too busy to deliver on that promotion.

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Ferguson HVAC Celebrates Grand Opening in Port St. Lucie

February 7th, 2024

On February 7th, from 11am-2pm, Ferguson HVAC celebrated the Grand Opening of their newest location in Port St. Lucie Florida. Several product vendors were on site showing their new products and answering questions, plus customers were served tasty BBQ from Sweet Smoke Southern Kitchen. The menu included Pulled Pork, Chicken, Mac N Cheese, Cornbread, Coleslaw, Homemade BBQ Sauce, and Bananna Pudding. There were prizes, and nice give-aways too!

Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment, parts and supplies. HVAC contractors across the country rely on Ferguson HVAC for the best unitary and ductless equipment brands, and for a wide-range of HVAC products including accessories, controls, air distribution supplies, and service and repair parts.

Ferguson HVAC highly trained associates are experts on the products they carry and offer the training,

consultation and technical support you need to service your customers. Ferguson HVAC Branches are supported by an advanced network of 12 distribution centers strategically located around the country.

Ferguson HVAC has a unique culture and a tradition of supporting civic, cultural, educational and environmental activities. Ferguson HVAC is committed to the highest standards of ethics, from helping our customers select green product solutions to providing a safe and secure workplace environment.



Ferguson Front - Becca Meeder, Courtney Whitaker, Ronnie Hamburger, Sam Mazzei, Nick Johnson, Matt Daniele, Ed Hellmann, Ben Walker, Jeff Snead



Robert Barron of Treasure Coast Cool with Fernando Ramirez of Google Nest Pro



Edward Hellmann of Ferguson, Ray and Kimberly Ferrizzi, Cameron Osborne, and Jay Sherman of Hawk Air & Mechanical, Ben Walker of Ferguson



Sweet Smoke Southern Kitchen served Pulled Pork, Chicken, Mac N Cheese, Cornbread, Coleslaw, Homemade BBQ Sauce, and Bannana Pudding!



Nick Johnson of Ferguson, Chris Hickman and Andy Piercefield of Ebens Air Conditioning



Erik Johns and Dani Barbar of Resido



Alexis Terzado of Nu-Calgon with James Tasker and David Lewis of Pelican Air Conditioning



Robert Craft of TradeFox, Courtney Whitaker of Ferguson, Jim Maughan of Central Air Systems, and Andy Taylor of Leone Green



Brian Nichols (center) of Fantech speaking with Kevin and Jeff Beatty of The McAllister Group



Jeff Snead of Ferguson with Angela Garcia of Shupe Carboni & Associates



Jeffrey Cherif of JB Industries, Courtney Whitaker of Ferguson, Ed Kemp of Ruud, and Jay Lund of Artic Air Conditioning



Edward Hellmann of Ferguson with David Steel of Broan NuTone



The Ferguson HVAC Grand Opening in Port St. Lucie was well attended



Kevin Beatty of The McAllister Group, Ben Walker of Ferguson, and Jeff Beatty of The McAllister Group



Douglas Patterson of Panasonic Vetillation, Andres Ponce of Target Sales, and of Matt Daniele of Ferguson



5th Annual HVACR Training Symposium at Kalos Facility in Clermont Florida February 1-3, 2024

Another awesome attendance for the 5th Annual HVACR Training Symposium at the Kalos facility in Sunny Clermont Florida on February 1-3. This was a structured conference with classes and demos going on throughout each day from 8AM to 5PM with many opportunities to network with industry friends. This was a limited event with only 200 total in attendance. There were many who purchased virtu-

al tickets. Content was available immediately after livestream and will be hosted online for 60 days for both In-person and virtual attendees. The format was three full days of training and the third day included an Expo day with tables setup in the main tent and around the grounds with vendor booth interviews, and live product demos taking place throughout that day. There were over 30 differ-

ent teachers and instructors covering a multitude of topics from CO2 Refrigeration, Indoor Air Quality, A2L Refrigerants, Dehumidification, and more. MeasureQuick and ACCA were the title sponsors for the symposium followed by Tru Tech Tools. This event keeps on getting better! New relationships with the best in the trade as well as some excellent training!



Bryan Orr welcomed everyone to the 5th Annual Training Symposium at the Kalos facility



This roundtable discussion was moderated by HAVEN's Kevin Hart, where they discussed the "sick home epidemic" and how the industry is failing homeowners



John Ellis of New Flat Rate and John Esquivel of TACCA showed how to turn data into a scope of work with intentional solutions tailored to your clients' needs



Bill Spoon, Eric Kaiser, Billy Spoon, and Eric Preston of Tru-Tech Tools



Copeland's senior technical trainer, Jeff Kukert, explained how a scroll compressor works and how to check to make sure it is not overheating



Jennifer Manzo, Rachel Kaiser, Kimberly Llewellyn, Jaimie Jarvis, and Sophie Ashley were on the Women's Panel at the HVACR Training Symposium



Ed Janowiak at the ACCA Booth talking with BertLife of the HVAC School



Mark Hucko, Alex Zangari, and Nick Stojkovski of Inficon



This session by Eric Kaiser was all about tool selection, and he covered topics like accuracy, precision, repeatability, setting user requirements, and more.



NCI instructor Rob Minnick, explored how home performance & HVAC design go hand in hand



The compressor teardown session was led by Roman Baugh, who opened up a failed compressor and exposed its parts



Joe Medosch of MeasureQuick hosts a booth meeting at the HVAC School 5th Annual HVACR Training Symposium



Keith Keller and Brad Adcox of NAVAC showing their new A2L products



Trevor Matthews has brought along many refrigeration technicians and knows how to bring energy to his Refrigeration Mindset session



Andy Holt told how to meet the needs of even the most challenging customers and create win-win situations you otherwise might not have been able to create.



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SFACCA Dinner Meeting - Annual Tax Update & A2L Refrigerant Updates



Stacey Miller of SFACCA, Bob Volin of Air Design Concepts, Ryan Reynolds of EV Dunbar, and Kelly Dexter, SFACCA President

The SFACCA Dinner Meeting was held on February 7th at 5:30 p.m. at Galuppi's. SFACCA invited Ashlie Forum of Marcum LLP to present the latest tax updates that we need to know. Ryan Reynolds of EV Dunbar gave a 2nd presentation on the A2L refrigerant updates.

The SFACCA March meeting is scheduled for Wed. March 6th at 5:30 pm. at Galuppi's. The presentation is by David Anderson with Carrier Enterprises for a discussion on the recent updates and changes with A2L Refrigerants.



Javier Cepero of Saez Distributors, John Suthard and Julian Posada of Cool Air USA, and Rochisnel Jerome of Lion Air Conditioning



Gregg D'Attila of Art Plumbing, Air & Electric, Ed Lawton of Enterprise Fleet Management, and Chris D'Attila of Art Plumbing, Air & Electric



Brad and Doug Lindstrom of Lindstrom Air, Paul Beckey of Primo Air Conditioning and Guest Speaker Ashlie Forum of Marcum LLP



Fernando and Angelica Alonso of Master Cooling with Jeff Campen and John Marinello of Pyke Mechanical



Stacey Miller of SFACCA welcomed the members and discussed the upcoming events



Ashlie Forum of Marcum LLP gave an update on the 45L Energy Credit which increased



Ryan Reynolds of EV Dunbar explained the regulatory requirements driving change from CFCs to HCFCs to HFCs to HFOs



Galuppi's prepared a delicious buffet that everyone enjoyed



Ryan Reynolds of EV Dunbar discussed the new A2L tank connector fittings will have left hand threads



There was a large turnout for the SFACCA February Dinner Meeting

Unico Releases Sales App for Installing Contractors

ST. LOUIS - Unico, Inc., the market leading maker of the small-duct central heating and air conditioning Unico System, has created a customized mobile and desktop app to help simplify and strengthen installing contractors' bidding and sales process. "We are beyond excited to be able to provide our contractor base with this powerful tool – which has been over two years in the making," said Unico marketing director Ashton Gavelek. The app was created from the ground up by Stack, a tech firm that develops sales acceleration programs for business-to-business focused enterprises. Said Ms. Gavelek, "While many manufacturers provide off-the-shelf apps for their sales partners and customers, Unico selected Stack specifically for their expertise and commitment to understanding the intricacies of The Unico System sales process in order to create a tool that meets our partners' particular needs."

Stack co-founders Scott Jenkins and Alexandra Cole-Broadway embedded themselves and their development team with key Unico System distributors and installing contractors – known as Unico Preferred Contractors (UPCs) – to create the UnicoSales App. "It was really crucial for us to understand the Unico System sales process from all touch points – manufacturer to distributor to contractor to homeowner – to fully experience the challenges and opportunities each player faces along the way," said Mr. Jenkins. "We are extremely grateful to those sales representatives, wholesaler/distributors, and, especially, those UPCs who invited us into their daily work schedules for the last two years. This allowed us to create a truly customized platform specific to Unico's key partners."

A-Gas Develops One of the First Carbon Credit Projects for Washington State Department of Ecology Cap-and-Invest Program

Bowling Green, OH — A-Gas, a leader in the lifecycle management of refrigerants, announces it is one of the first two carbon projects approved for issuance of Ecology Offset Credits by the Washington State Department of Ecology, the regulatory agency responsible for the state's compliance carbon market.

A-Gas collected refrigerant gases from Washington State via their Rapid Recovery on-site refrigerant recovery service, Rapid Exchange on-demand cylinder swap service, and from distributor partners. Once collected, A-Gas destroyed the refrigerant gas in their proprietary plasma arc destruction units, PyroPlas®. A-Gas PyroPlas® is the only plasma arc destruction technology in the United States approved for generating carbon offsets. A-Gas PyroPlas is the cleanest end-of-life technology because it can destroy Ozone Depleting Substances to an efficiency of 99.9999% with de minimis emissions and no adverse environmental impacts.

Now, the 109,180 Ecology Offset Credits issued by the Department of Ecology to A-Gas (A-Gas 2-2023; Project ID: ACR902) can be used by covered entities towards meeting their emission reduction obligations in Washington's program.

ACR was the Offset Project Registry for the project, issuing the serialized Registry Offset Credits to be converted to Ecology Offset Credits. The project was also verified to comply with the California Air Resources Board Compliance Offset Protocol for Ozone Depleting Substance Projects, which was ad-

opted by the Washington Department of Ecology to generate the Registry Offset Credits.

"A-Gas is proud to be one of the first project developers for Ecology Offset Credits. Our purpose is to effectively manage the lifecycle of refrigerants to protect and enhance the environment. With the issuance of these credits, A-Gas is providing Washington organizations with a transparent mechanism to build a more sustainable future," stated Brooke Willard, Carbon Program Director for A-Gas.

"Carbon markets offer the least-cost pathway to reduce greenhouse gas emissions while also supporting other priorities, such as clean air and healthy communities," said Mary Grady, executive director of ACR. "We're pleased to be the first Offset Project Registry to issue carbon credits in support of the State of Washington's commitment to climate action."

About A-Gas

A-Gas (US), headquartered in Bowling Green, Ohio, is a trading subsidiary of A-Gas International (headquartered in Bristol, UK) and is the world's largest refrigerant recovery and reclamation company. The company's core business offers environmental solutions and lifecycle management services for ozone depleting substances and global warming agents, including CFCs, HCFCs, HFCs, and Halons in the HVAC/Refrigeration and Fire Suppression Industries. For more information about A-Gas, please visit www.agas.com/us

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Performance Pointers

By James Ball
(continued from page B6)

I prefer to run promotions early in the season. Remember your technicians will wear down as summer carries on. The last thing they want to do late on Friday is a free tune-up. Don't put them in that position.

Emergency Preparedness:

Be prepared for an increase in emergency service calls during extreme heatwaves. It's best if you have protocols in place for handling emergencies and ensure technicians are equipped to respond quickly. If a new customer calls for service, have a protocol in place to take care of existing customers first. While you need new customers, an emergency customer is less likely to become a permanent customer. There is more risk on that call type than a repeating maintenance agreement or consistent customer. During busy times we would add the customer to our schedule, usually a day or two off, then tell them to check with other local contractors to see if they can provide any quicker service. Never do this to an existing customer!

Customer Communication:

Keep customers informed about maintenance schedules, promotions, and any changes to services. Clear communication helps manage expectations and builds trust. Remember, your customer has likely taken off work to be home for your visit. Be sure to take this into consideration when scheduling a window of time to arrive. Call each customer who is next on the list as your technician finishes up on the previous service visit. Give them time to get home so they have to take a full day off work. Under promise and over deliver.

Your dispatcher can make or break your service department. Be sure they advocate for the customer and keep them informed of delays ahead of time. Avoid your customer calling you asking why your technician hasn't arrived yet. You can use software that shows your customer their technician is in route. Communicate with your customer and always be honest about delays.

Measure, Don't Guess:

High-Performance HVAC™ Contractors measure key performance indicators to keep their business on track. Start now by putting up score boards and track performance indicators for everyone to see and then help them meet their goals. It is hard to know if you're winning if you don't measure. Scoreboards keep everyone involved and act like the headlights that shine on opportunities for your business. Hey, I hope you all have a safe and wonderful summer!

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.

As a Senior Mechanical Engineer with Dewberry Engineering, Jim stays actively involved helping contractors in our industry become High-Performance HVAC contractors using lessons learned from National Comfort Institute. If you would like to learn more take a look at NationalComfortInstitute.com or call 800-633-7058.



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Carrier Launches Smart Thermostat Offering Residential New Construction Builders and Homeowners Affordable Connectivity

LAS VEGAS, Feb. 27, 2024 — Carrier's newest addition to its connected controls portfolio improves homeowner connectivity at a lower price point. The 24V thermostat, launching commercially as the Carrier Smart Thermostat, makes its builder debut at the International Builders' Show in Las Vegas. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The Carrier Smart Thermostat was developed with homeowner needs and preferences in mind, including a clean, contemporary design. The unit supports accessories, integrates with smart home systems, and comes with an optional 5-year warranty once connected, or 2-year warranty out of the box. Additionally, based on feedback from homebuilders and dealers around the country, Carrier launched the smart thermostat to:

- Install quickly and easily using a C-wire adaptor to work with 4-wire systems.
- Minimize start-up delays with fast-access



- QR codes and instructions.
 - Offer total homeowner control with various modes to select from both at the unit and via their Carrier Home App.
 - Visibly represent thermostat functions through a display readable in low and full light conditions.
- "Our patent-pending installation design coupled with tool-free wire connections and staggered terminal connectors provides easy install, removal and access to the control panel for servicing later," said Nick Arch, Vice President and General Manager, Residential HVAC, Carrier. "We're pleased to offer our customers a smart thermostat with competitive zoning capabilities and accessory support that meets their needs at a competitive price. The Carrier Smart Thermostat is a win-win for installers, dealers and homeowners everywhere."

Units will begin shipping in Q2 of 2024. To learn more about Carrier's connected controls, visit <https://www.carrier.com/residential/en/us/>.

Fujitsu Selects R-32 As Its A2L Refrigerant for Split Systems

Fujitsu General America, Inc. announced the development of various ducted and ductless residential, light-commercial, and applied products utilizing R-32 refrigerant to reduce the environmental impact of its equipment and comply with the AIM (American Innovation and Manufacturing) Act.

Fujitsu General has been distributing R-32 products worldwide for more than a decade, including its single-split, multi-split, and commercial product categories. The choice of R-32 for the North American region is consistent with the wide global acceptance of the refrigerant. These products will be available in North America in accordance with the regulatory and compliance timelines.

Fujitsu's selection of R-32 is also based on its impressive environmental sustainability and increased performance. In comparison to R-410A, R-32 has a drastically lower GWP and could reduce refrigerant charge in certain equipment by up to 40 percent. Its Lifecycle Climate Performance (impact measured from production to disposal) is 30 percent lower in some cases. It also offers COP enhancements, providing cost savings to the end user resulting from improved energy efficiency. The installation process and necessary tools used for R-32 are very similar to R-410A. When the AIM Act takes effect, Fujitsu will be ready with a full R-32 product lineup and training opportunities to support those lines.

Fujitsu Introduces AIRSTAGE Cloud Building Management System

Fujitsu General America has introduced its AIRSTAGE Cloud, a platform that provides Building Management Systems as a Service.

The highly versatile cloud platform provides effective and efficient monitoring, management, and maintenance of Fujitsu General's VRF and mini split systems along with the ability to control and monitor third party equipment, including all thermostatically controlled HVAC systems, regardless of the manufacturer.

AIRSTAGE Cloud relies on highly automated software-as-a-service (SaaS) based software services operating in a modern Cloud-edge architecture to make it possible to avoid the costly, complex, custom design and programming tasks necessary for implementation and operation of current industry standard building management systems.

The new platform's plug and play recognition of building equipment makes installation, commissioning and operations of AIRSTAGE Cloud BMS simple and fast, enabling HVAC contractors and facility managers to deliver a powerful BMS at a fraction of the cost of a conventional BMS. With AIRSTAGE Cloud BMS as a service, building operators and facility managers can finally cost effectively deploy a BMS for any size project.

Cloud access can be assigned to any number of parties. For example, the property owner and business staff can be added as administrative users, facilities support personnel and HVAC professionals can be added as technician users, and tenants can be added occupant users. All these user types can have different rights and restrictions as the account holder desires.

AIRSTAGE Cloud now includes two new apps, Site Manager and Refrigerant Cycle Monitor (RCM). Site Manager allows users of an account to monitor and control a complete portfolio of sites, from one site to thousands. Account access can be assigned to any number of users. For example, the property owner and business staff can be added as administrative users, facilities support personnel and HVAC professionals can be added as technician users, and tenants can be added as occupant users. In addition, a user's access can be further customized by a sophisticated permissioning system. RCM is a specialized diagnostic tool used to monitor and diagnose issues with AIRSTAGE VRF systems. It is predominantly used during installation and commissioning of VRF systems. It greatly reduces service times, labor, and repeat visits saving all stakeholders time and money. Learn more at www.FujitsuGeneral.com

All RectorSeal HVAC/R Products Are Ready For A2L Refrigerants

Houston, TX, February 8, 2024— RectorSeal, a leading manufacturer of quality HVAC/R products, has ensured that its full line of products is compatible with the leading A2L refrigerants for residential and commercial HVAC systems.

Soon, all HVAC manufacturers must use refrigerant class A2L in all new air conditioning and heat pump systems. Although refrigerant choices may represent a learning curve and require additional training for HVAC contractors and technicians, it's comforting to know that regardless of the A2L refrigerant options, RectorSeal has a full line of products ready to work seamlessly with A2L refrigerants.

"RectorSeal continues to support customers with some of the most reliable and innovative solutions in the HVAC marketplace," said Stephanie Welda, Director of Product Marketing at RectorSeal. "As industry regulations change, such as the move to A2L refrigerants, RectorSeal remains a leader with a full line of products ready today for use with A2L refrigerants. As usual, we're prepared with the changes to ensure our products comply with, or surpass, industry regulations."

Here is a partial list of A2L-compliant products from RectorSeal:

PRO-Fit Quick Connect - flame-free, push-to-connect fittings for connecting refrigerant lines are quick, easy to install, and available in all sizes and configurations

Flaretite - seals help prevent leaks caused by galling, vibration, pulsation & extreme temp changes, providing a perfect solution for leak-free connections in harsh environments

NoKink - flexible refrigerant line connectors that allow easier, kink-free connections between the refrigerant line and a wall-mounted ductless condenser featuring stainless steel internal piping and jacketing

Novent – seals standard Schrader service valves on all central A/C units and mini-splits to help prevent refrigerant leakage and protect from serious injury or death resulting from inhaling dangerous gases and meets all current HVAC and installation codes

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